vmware®

Operationalizing Multi-Cloud: Four Success Stories

How companies around the world leverage VMware Cloud to bring choice, speed, and control to their multi-cloud environments

The Need to Operationalize Multi-Cloud

Challenges to Overcome

Use Cases

VMware Advantages

Quantifying the Value of VMware

Success Stories

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Operationalizing Multi-Cloud Creates Additional Value

Taking a more strategic approach enables companies to:

Reduce operational complexity
by standardizing public cloud adoption and operations practices, empowering the organization to bring consistent management, scalability, and security to workloads.

Choose any combination of clouds
to provision, deploy, secure, and manage application workloads by implementing standard practices.

Eliminate blind spots in usage
monitoring by creating uniform cloud management practices across the organization.

Strengthen business continuity:
Define cross-organizational policies for spreading workloads among public clouds, automating backup, and expediting DR, thereby supporting business continuity planning.

Access more innovations
from hyperscalers, such as elastic infrastructure, Kubernetes, automated disaster recovery as a service (DRaaS), and more by clearly defining cloud adoption policies.

Research indicates a need for consistency in multi-cloud management

97% of enterprises worldwide rely on a mix of public and private cloud environments.

71% of enterprises worldwide believe it is very important to have a shared cross-cloud management control plane.

The typical business application has **5–15** dependencies.

Source: IDC Technology Spotlight, sponsored by VMware, Hybrid/Multiload Complexity Requires Unified Management and Control, #US46831320, September 2020.

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Obstacles that Impede Operationalization Efforts

Bringing consistency to multi-cloud adoption can be complex due to multiple factors:

Siloed technologies and processes across operating models, business units, or geographies can be difficult to bridge— for technical, financial, or political reasons.

Establishing standards for data center usage across all cloud environments is a multi-dimensional challenge, particularly for global enterprises.

The changing role of IT, from service provider to third-party service consumer, may create inefficiencies, disparities in adherence to best practices, and higher levels of financial and security risks.
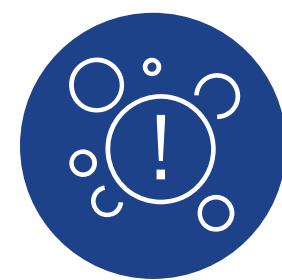
Specialized skills may be required to standardize disparate legacy policies and practices, requiring companies to recruit, hire, and retain highly specialized talent.
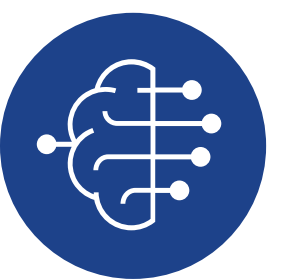
Governance and compliance may slow down service delivery and data management policies may be implemented differently by different cloud providers, making compliance management more complex and time-consuming.

Supporting changing workload needs can become more difficult, particularly when resource-intensive applications such as AI, machine learning, and analytics are involved.

86% reported skills shortages with regard to cloud adoption

Enterprises are reporting shortages in IT staffing, with many acute skills gaps related specifically to cloud platforms.

Source: 451 Research, part of S&P Global Market Intelligence, Cloud Trends in 2020: The Year of Complexity, and its Management, January 2020.

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Three IT Initiatives on the Road to Multi-Cloud Operations

These use cases can accelerate your journey and maximize your returns:

1

IT Integration

The first step on the road to operationalizing multi-cloud is to integrate the IT silos that lead to inefficiencies and higher risk through inconsistencies. By migrating to the multi-cloud model, IT can begin to achieve visibility across the entire cloud and app portfolio at every stage of the lifecycle, making it possible to continuously optimize and improve the environment.
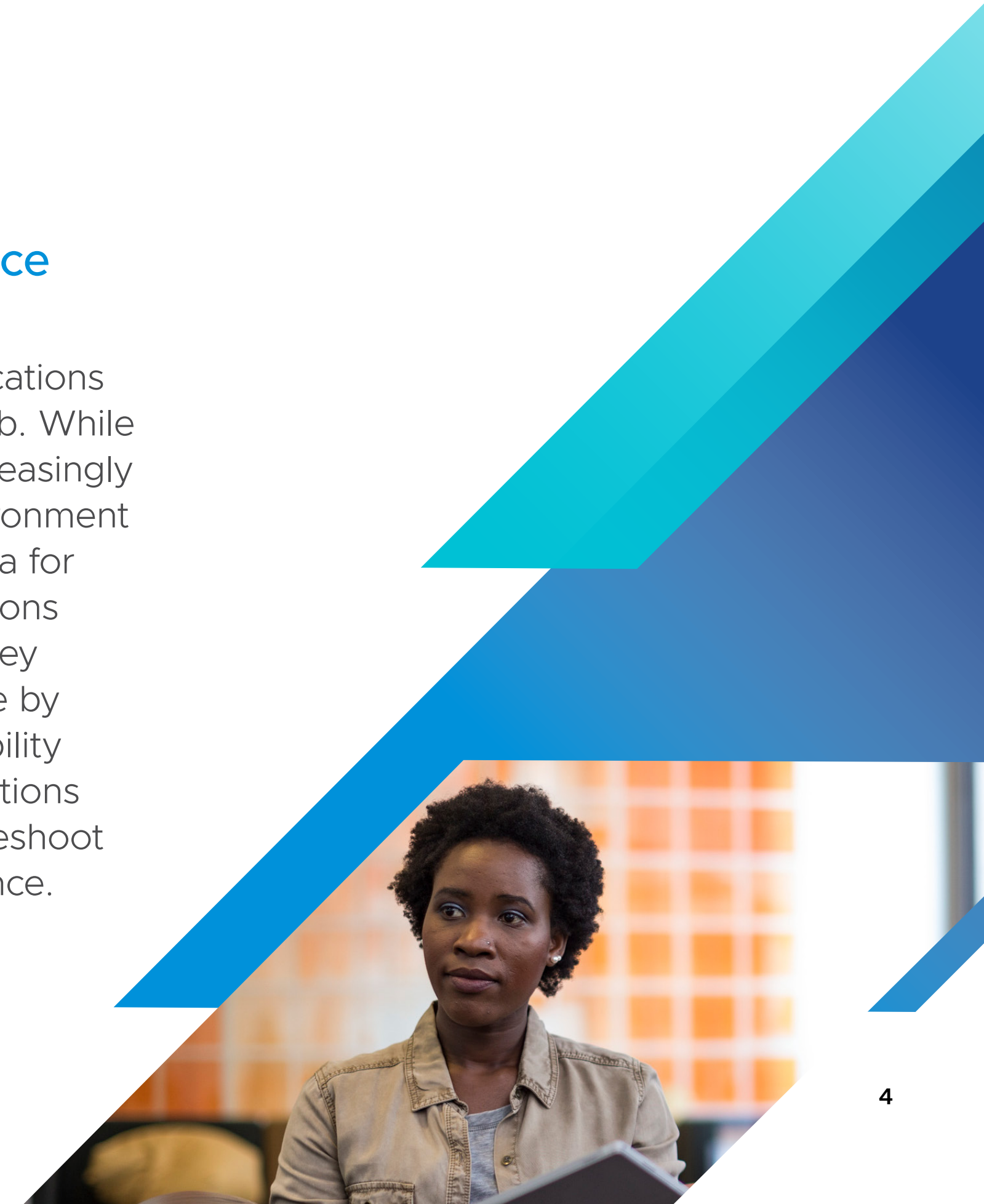
2

Cloud Financial Management

As cloud adoption grows throughout the organization, the costs can quickly spiral out of control from new app deployments and migrated apps, to forgotten instances that were not decommissioned and poorly utilized cloud resources. Organizations can start with proactive workload planning to right-size the deployment from the start and continuously optimize costs over time while reducing waste, improving governance, and raising utilization rates.

3

Security and Compliance

Multi-cloud strategies allow organizations to deliver applications from the best cloud for the job. While this expands choices, the increasingly distributed nature of the environment also increases the surface area for security threats. As organizations increase their cloud usage, they require the ability to automate by policy and gain real-time visibility across the clouds and applications to assess risks, quickly troubleshoot issues, and maintain compliance.

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VMware Cloud Technologies: Operationalize with Confidence

VMware gives you the right foundation to maximize the benefits of operationalization.

Choice

- Support any combination of clouds and any application architecture.
- Deliver consistency with a common set of management capabilities and practices to manage resources and to monitor and respond to application performance issues.

Speed

- Accelerate service delivery and responsiveness to changes and issues.
- Leverage IT skills, management tools and methodologies across clouds to onboard to cloud and Kubernetes in a fraction of the time and with greater agility.

Control

- Manage consistently across any combination of clouds and application architectures to streamline operations, maintain compliance, and optimize IT costs.
- Gain insight from the infrastructure to the application to better prepare for planned and unplanned changes to reduce overall risk and waste.

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VMware Cloud Technologies Demonstrate Tangible Benefits

Research confirms the financial and strategic advantages of VMware solutions:
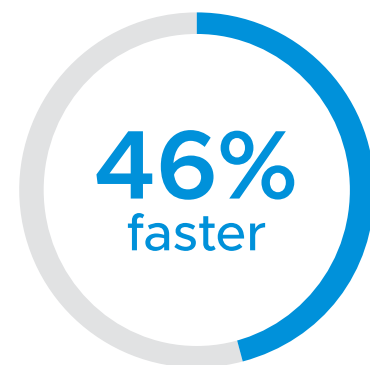
46% faster — migrations with relocation and without recoding
Source: IDC Business Value Whitepaper, sponsored by VMware, The Business Value of Running Applications on VMware Cloud on AWS in VMware Hybrid Cloud Environments, #US46919520, October 2020.
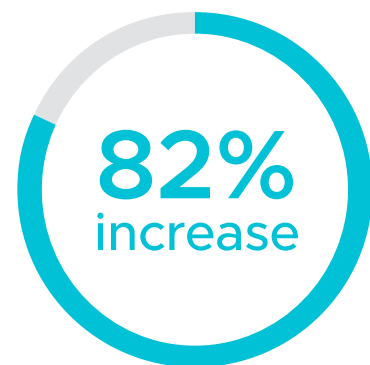
82% increase — in software to production through optimized DevSecOps
Source: VMware, The Counterintuitively Fastest Path to App Modernization, Kit Colbert, CTO VMware Cloud Platform, October 2020.
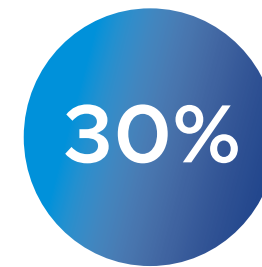
59% lower TCO — from savings on infrastructure and operations
Source: The Total Economic Impact™ Of VMware Cloud On AWS, a commissioned study conducted by Forrester Consulting on behalf of VMware, August 2019.
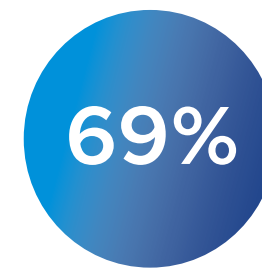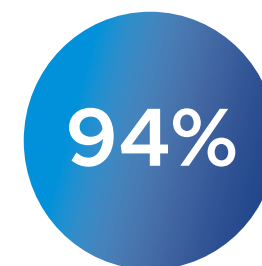
69% — reduction in overall IT infrastructure admin and ops
Source: The Total Economic Impact™ of VMware vRealize Operations, a commissioned study conducted by Forrester Consulting on behalf of VMware, March 2019.
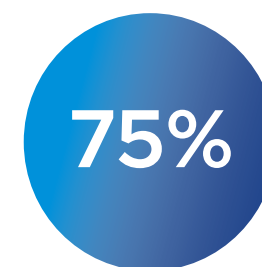
30% — improvement in visibility and issue resolution
Source: The Total Economic Impact™ of VMware vRealize Operations, a commissioned study conducted by Forrester Consulting on behalf of VMware, March 2019.

94% — reduction in Day 2 Kubernetes ops
Source: ESG Economic Validation – Analyzing the Economic Benefits of Operationalizing Kubernetes with VMware Tanzu Standard, January 2021.

75% — reduction in time spent applying security patches
Source: The Total Economic Impact™ of VMware Tanzu Application Service, a commissioned study conducted by Forrester Consulting on behalf of VMware, December 2019.

Proven enterprise capabilities to handle your needs

85 million production workloads

15 million total app workloads in the cloud

Unique multi-cloud strategy

Powerful distributed **management, security** and **operations** solutions

4,300 VMware cloud providers building public clouds using VMware technology

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Discovery (South Africa)

Better decision making, stronger security through efficient multi-cloud management

Business Needs

- Move faster on new opportunities by getting more timely and accurate insights into customer behavior

- Support continued growth through cloud-based digital transformation

- Get better visibility into security vulnerabilities to understand the risks of change

About Discovery

Discovery is a financial services organization that operates in the healthcare, life assurance, short-term insurance, savings and investment and wellness markets. Since inception, Discovery has been guided by a clear core purpose—to make people healthier and to enhance and protect their lives.
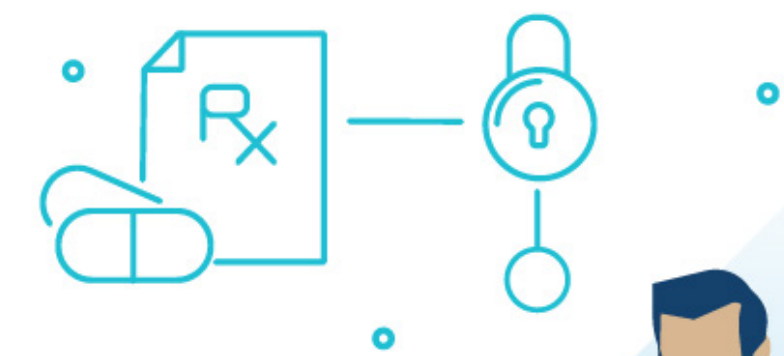
Read success story
Watch video

Unified cloud management contributes to better health for all

- Simplified, consolidated multi-cloud management to get better control of operations in a time of rapid growth.

- Leveraged VMware CloudHealth to get visibility into cloud activity across 62 cloud environments in 12 countries.

- Enabled on-demand reporting about cloud usage and its overall impact on cost, performance and security.

- Reduced spending by 40 percent through more effective management and reduction of waste.

- Supported the company's mission of making people healthier while contributing to a healthier bottom line.

"CloudHealth by VMware, for the first time, creates a single view of our cloud activity, across multiple territories. We're no longer hunting for information. It's all there at the click of a button."

Johan Marais
SENIOR PLATFORM SERVICES MANAGER DISCOVERY GROUP

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Provident México (Mexico)

Brought consistency to operations, optimized application delivery, accelerated innovation

Business Needs

- Understand the complete IT environment, including application and networking dependencies

- Continuously monitor capacity and performance of virtualized infrastructure and applications on-premises and in the cloud

- Future-ready the business by selecting and deploying a robust solution that would grow with Provident México

About Provident México

Provident is the leading company in the home personal loans market in Mexico, with more than 10,000 independent commissioning advocates and around 2,600 employees across the country. The company's goal is to make a difference every day by providing fast loans in an inclusive, transparent, and responsible way.

Read success story
Watch video

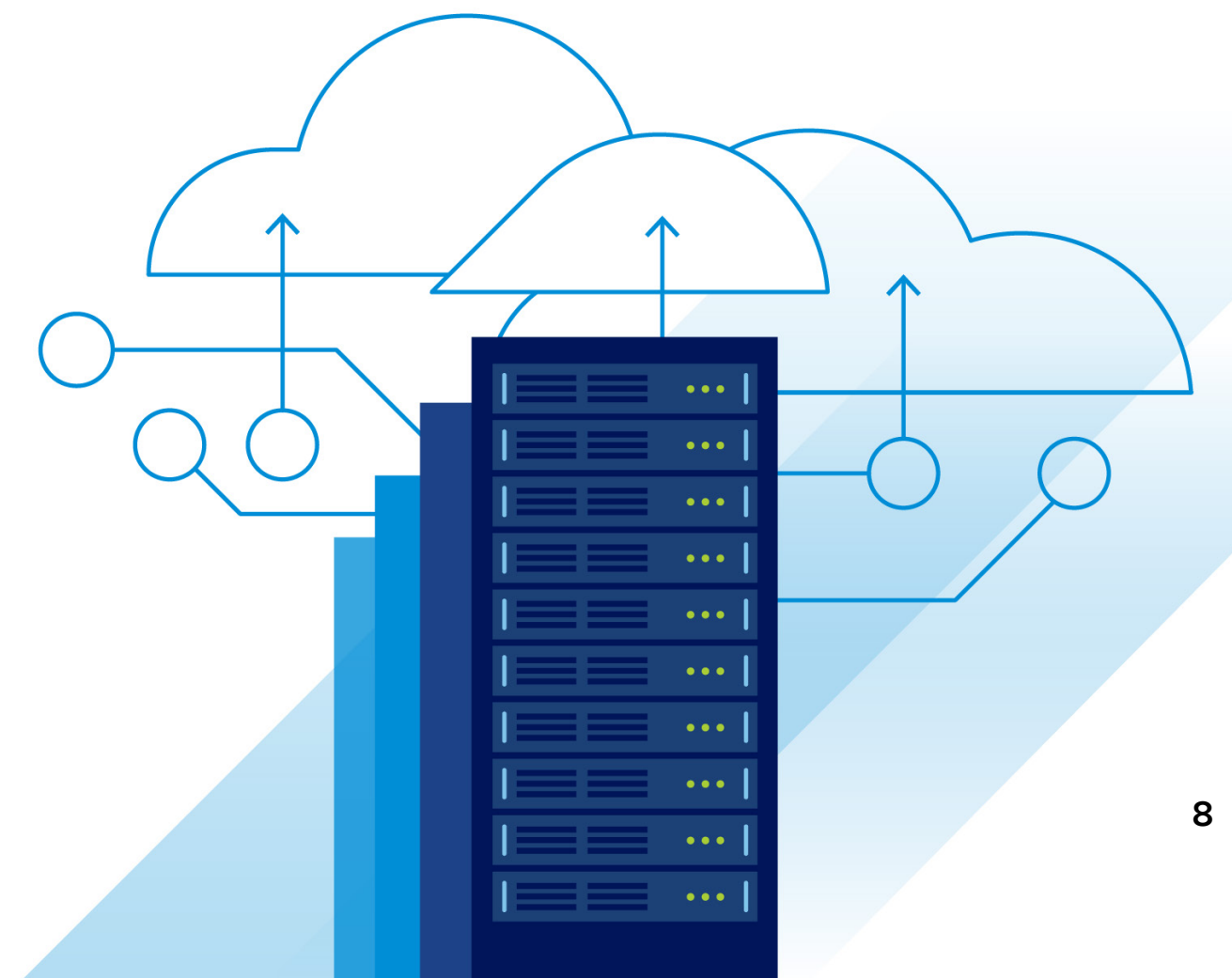## Consistent operations, reduced risk, higher efficiency **goals all realized**

- Moved all central and satellite applications to the cloud in just five and a half months.

- Cut capacity requirements 30% by comparing consumption of on-premises and cloud capacity through rightsizing.

- Improved efficiency by simplifying IT management, enabling just 2 staff members to monitor and maintain 300+ servers across its environment.

- Lowered risk with rapid discovery of application and networking dependencies.

"It used to take me around a year and a half just to place an application in production. With VMware vRealize Cloud Management, I now do it within months. It's a game changer."

Néstor Rodríguez
DIRECTOR OF TECHNOLOGY AND CHANGE

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Börse Stuttgart (Germany)

Streamlined IT operations by moving administrative data to the public cloud

Business Needs

- Drive agility by reducing IT staff time spent on manual maintenance and upgrades
- Speed vulnerability discovery and updating, boosting security
- Support a hybrid environment—trading data on premises and administrative data in public cloud
- Provide visibility through dashboards to management, highlighting cost and compute contention issues
- Support cost management (chargeback/showback) soon, as a way to further optimize IT resources
- Increase capacity visibility, as teams adapt to working remotely during COVID-19 crisis

About Börse Stuttgart

Börse Stuttgart is the second largest stock exchange in Germany and the ninth largest in Europe. The firm is committed to enabling clients to trade equities, bonds, ETPs, funds, investment products, and leveraged products and be assured of exceptional transaction quality and best prices.

Read success story

Better service monitoring, faster troubleshooting via the cloud

- Shifted 3-10 hours of IT time per month from IT Operations to innovation.
- Simplified IT management—just minutes to set up the cloud proxy for flawless operations.
- Increased responsiveness through management reports and dashboards.
- Provided immediate support for remote working through capacity rightsizing.

"VMware vRealize Operations Cloud works smoothly, without my influence. I get a message before an upgrade, then it happens automatically. A few minutes later, I get another saying everything is finished. I'm saving up to 10 hours a month on upgrades and troubleshooting. That's success to me."

Stephan Wiechert
IT SYSTEM SPECIALIST

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National Stock Exchange of India (India)

Seamlessly transitioned to cloud infrastructure to simplify and streamline operations

Business Needs

- Future-proof the business by maximizing the transformative potential of modern applications
- Stay competitive and agile with resilient, future-ready IT infrastructure
- Increase transaction capacity through scalability and operational agility
- Maintain security through micro-segmentation

About National Stock Exchange of India

Established in 1992, the National Stock Exchange of India is the first dematerialized electronic exchange in the country. NSE's index, the NIFTY 50, is used by investors around the world as a barometer of the Indian capital markets. In a world that changes shape by the second, NSE constantly reinvents itself to redefine the future.
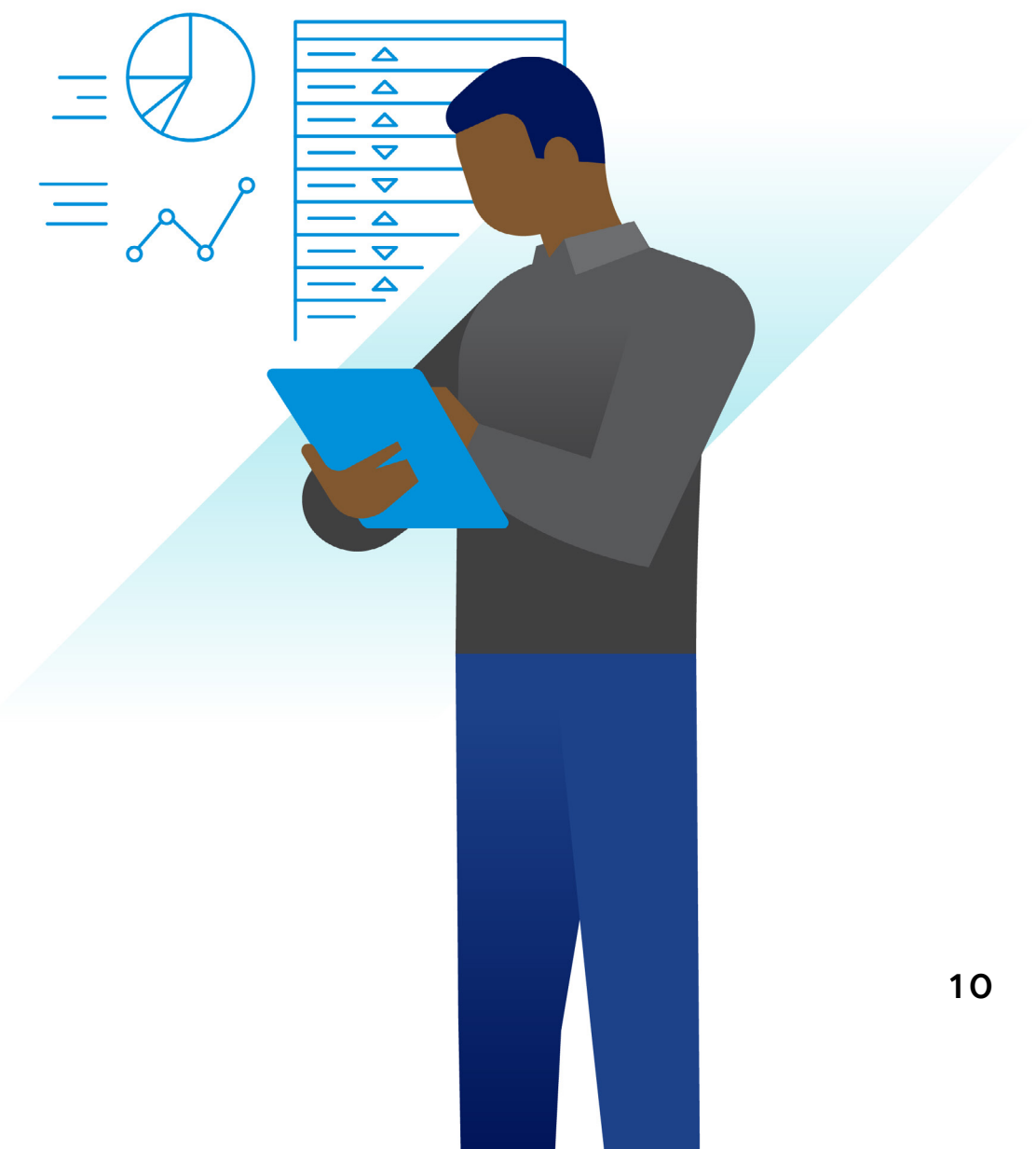
Read success story

Transforming IT operations to radically improve the trading experience and future-proof the organization

- Brought control and consistency to IT operations using VMware vCloud Suite and VMware NSX.
- Decreased capital and operational expenditure for maintaining and managing the IT infrastructure.
- Achieved faster time to market and scalability of financial applications such as transactions and exchanges.
- Brought scalability and flexibility to resource-intensive applications.
- Reduced network provisioning time from days to minutes.

"We have been able to simplify administrative tasks; automate manual processes; scale up on-demand; and improve our business agility. This deployment has helped us to stay at the cutting edge of technology for years to come. Our infrastructure is now future-proof."

Shiv Kumar Bhasin
CHIEF TECHNOLOGY AND OPERATIONS OFFICER

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Elevate operational efficiency in your cloud environment

Get the details about VMware cloud technologies and their business value:

Featured Solutions

- **vRealize Suite:** Support your business transition to cloud with a consistent multi-cloud management experience. Get the flexibility of multiple licensing and delivery models and move at your own pace to become more agile, scalable, and efficient.

- **CloudHealth Suite:** Transform the way your organization operates in the cloud with a single solution to manage it all.

Additional resources:

Cut risk with better container management:

Get the eBook: *Enable Faster Troubleshooting and Reduced Risk*

Read research about the need for cross-cloud management and control:

IDC Technology Spotlight, sponsored by VMware, Hybrid/Multiload Complexity Requires Unified Management and Control, #US46831320, September 2020

Request a demo of vRealize Cloud Universal:

Arrange demo: *Request a demo of vRealize Cloud Universal*

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