

Accelerate your cloud journey with VMware Cloud™ on AWS

Initiatives driving cloud migration

- Increase in IT flexibility and speed
- DC consolidation or right-sizing
- Digital transformation
- Cost optimization
- Colo or outsourcing contract changes
- Divestitures
- App Modernization
- Strategic directive from management

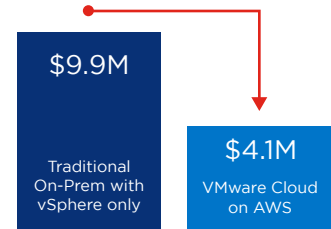
Cloud migration pain points

Re-factor / re-architect apps for public cloud infrastructure
Disrupt business critical apps while migrating
Validate apps are meeting requirements in new environment
Operate with new skills, tools, governance and security models

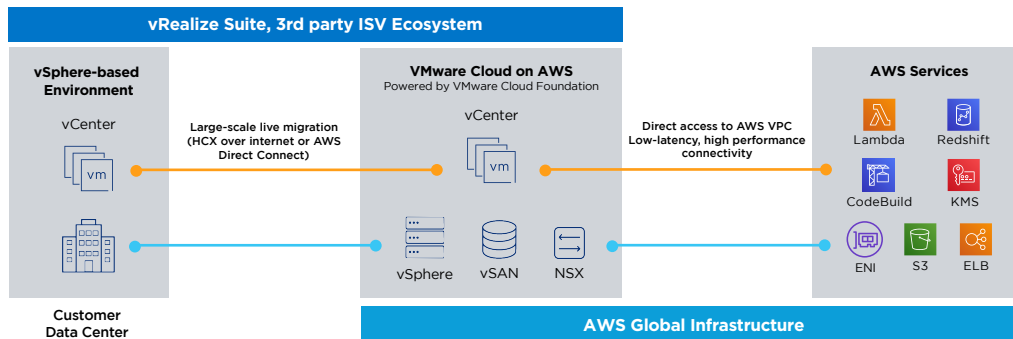
Cost and time savings

Lower TCO than traditional data center*
3 year comparison for 3,000 VMs

59% Recurring savings
Infrastructure + operations



VMware and AWS Solution



Faster and lower cost to migrate vs. native cloud**

- Save **69%** by eliminating costly rework and refactoring
- Reduce migration time from years to **months**

Cloud IaaS capabilities

- Add dedicated host capacity in minutes
- Self-provision SDDC under 2 hours
- Add/remove capacity as needed
- Auto-scale capacity with Elastic DRS
- Flexible consumption - hourly, 1Y, 3Y
- Automate with REST APIs and PowerCLI
- Global scale - 17 AWS regions
- Subscription-based or on-demand OpEx
- Direct access to 175+ AWS services
- Continuous deployment model delivers latest VMware features and capabilities

Cost and time savings



Cost-effective
No application re-factoring or re-architecting needed



Low risk
Familiar VMware environment combined with global AWS scale



Simple and consistent
No retraining of staff or changes in operational processes



Fast
Bi-directional live application migration to avoid disruption

Customer impact



71% less staff time required compared to native cloud migration



3 weeks from placing the order to production



Reduced operations cost by over 60% and reduced deployment time by 72%

*Source: The Total Economic Impact™ Of VMware Cloud On AWS, an August 2019 commissioned study conducted by Forrester Consulting on behalf of VMware
**Sources: IDC White Paper, sponsored by VMware, The Business Value of Hybrid Cloud with VMware, 2019; Hybrid Cloud Trends Survey, The Enterprise Strategy Group, March 2019 (N=309)



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