#### **M**ware<sup>®</sup>

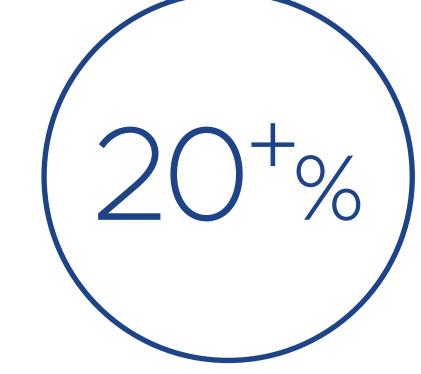
#### VMware Cloud Foundation: Lowest TCO for Hybrid Cloud

A recent study<sup>1</sup> comparing approaches to cloud infrastructure shows that businesses see hybrid clouds as a better long-term architectural choice. The TCO comparison of these models reveals that no matter which path a business chooses, deploying VMware Cloud Foundation saves money.

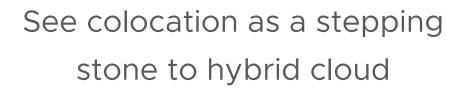
## Who's Doing What

What IT decision-makers and influencers would like to see their company adopt in the next 3-5 years:





Already "all in" on hybrid cloud





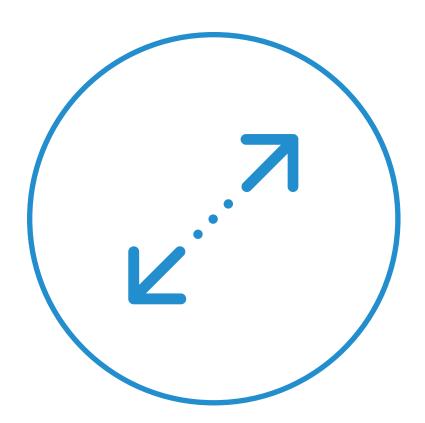
Remaining mostly on-premises



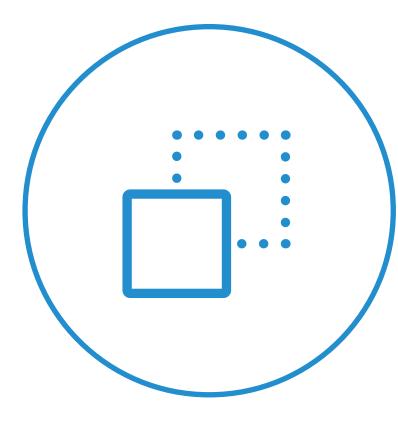
 $\boldsymbol{\Delta}$ 

Moving fully to public cloud

#### Why IT Needs Hybrid Cloud



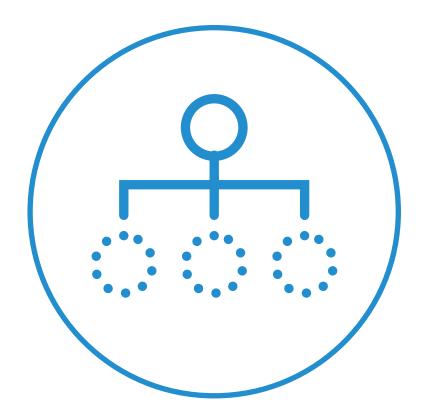
Ability to scale as needed



Transparently move workloads between on-premises and



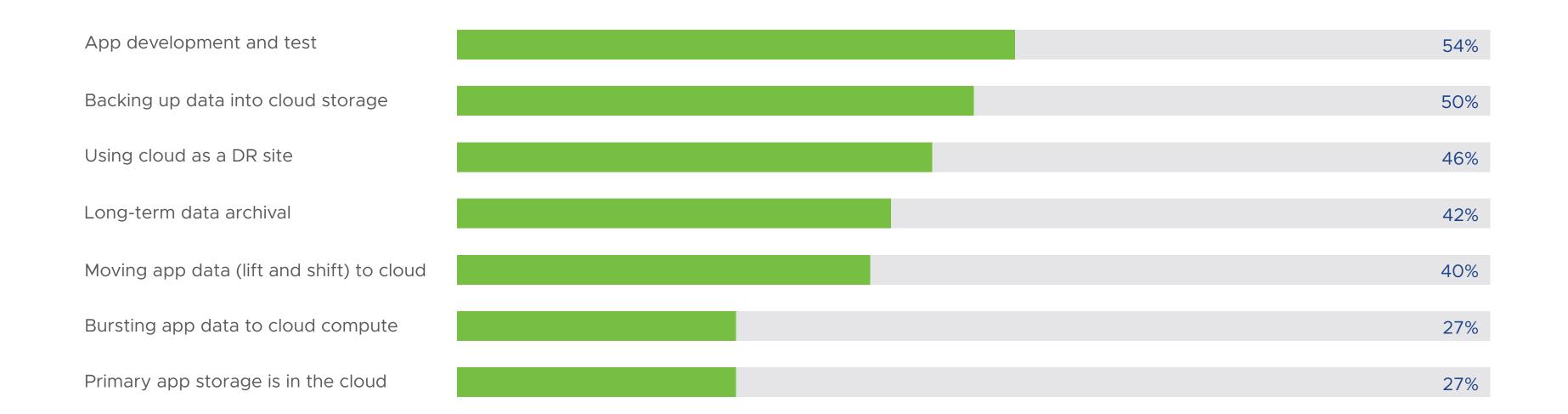
Dynamically place workloads in the cloud where they best fit or



Broaden workload deployment choice to more than one cloud

public cloud

deliver greatest value

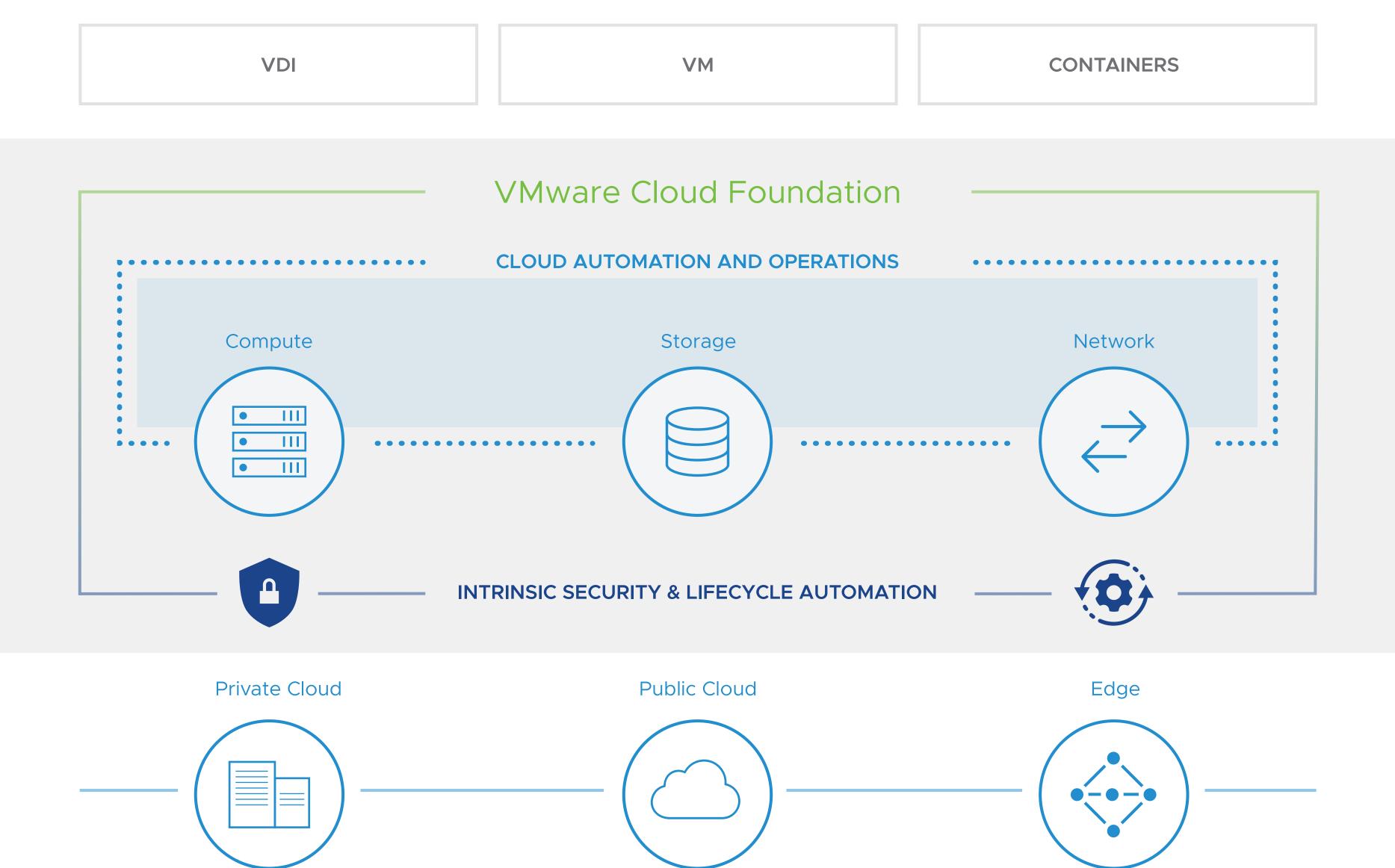


# VMware Cloud Foundation: The Simplest Path to Hybrid Cloud

Establishes a unified Cloud platform for private and hybrid clouds

Can be deployed on top of any qualified vSAN ReadyNode or integrated systems from numerous hardware vendors

Comprehensive automation and lifecycle management to simplify expansion and streamline operations Lower TCO through consistent infrastructure and consistent operations for Private Cloud, Public Cloud and Edge deployments



#### The Traditional Path to Hybrid Cloud Costs More

VMware Cloud Foundation delivers a 29% cost savings over traditional 3-tier systems.\*

Cost Item	Traditional 3-Tier	VMware Cloud Foundation
HW CapEx	\$2,668,202	\$1,586,615
SW CapEx	\$549,310	\$853,310
HW Maintenance (3 Years)	\$813,053	\$334,140
SW Maintenance (3 Years)	\$411,983	\$639,983
Incremental On-premises Labor	\$585,000	\$195,000
Total Costs over Three Years	\$5,027,547	\$3,609,048

\* Using public prices for hardware, software and support in a 1008 VM deployment scenario.

## The Hidden Cost of Moving to Public Cloud

Factoring in the number of VMs migrated, the estimated costs of migration, and the estimated man-hours needed, the cost per VM of migration to the cloud is eye-opening.\*

Migrate Packaged Apps – "Replatforming"

802

Average Number of

using \$120K/yr.

VMs migrated to Cloud

\$1,021

**Total Project** Cost per VM

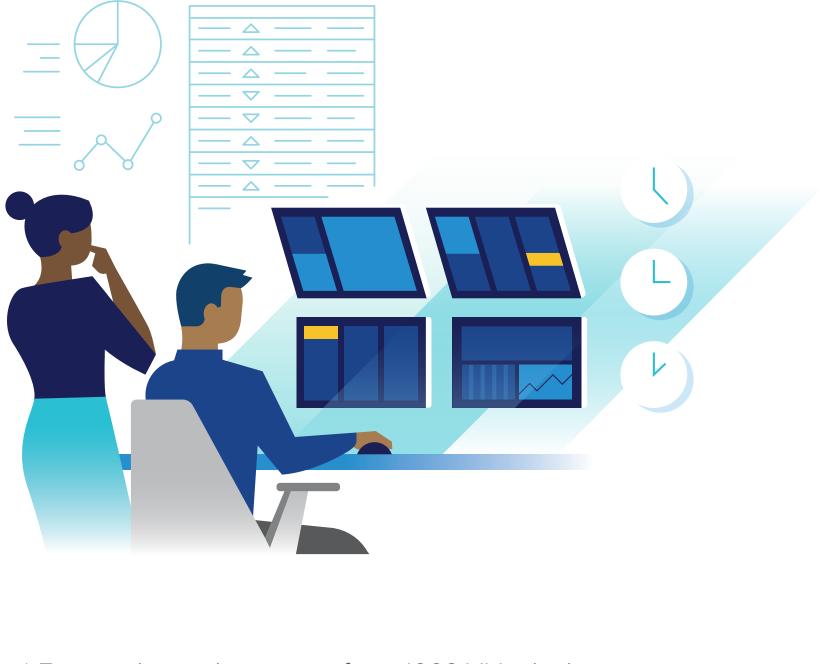
Migrate Custom Apps – "Refactoring"



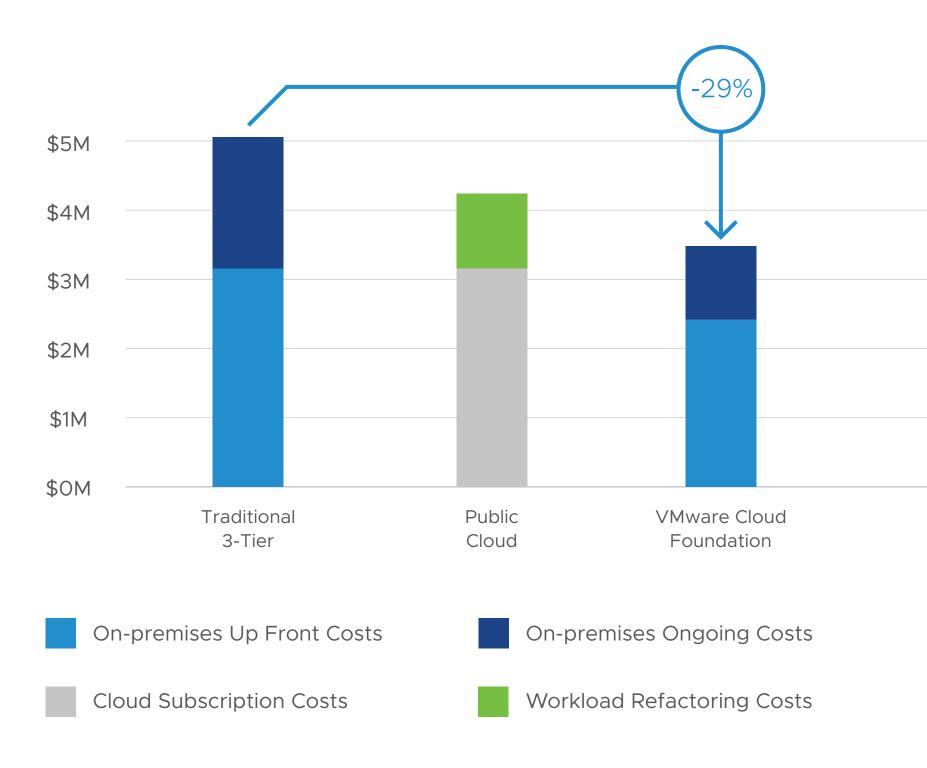


TCO\* Comparison of Hybrid Cloud Options

No matter which path you choose, VMware Cloud Foundation saves you money.



\* Factored over three years for a 1008 VMs deployment scenario running similar types of workloads.



VMware Cloud Foundation delivers the most comprehensive, lowest cost hybrid cloud offering.

Learn more about VMware Cloud Foundation at vmware.com/products/cloud-foundation

<sup>1</sup>When Comparing Cloud Alternatives, For the Best TCO Leverage VMware Cloud Foundation, Taneja Group research, April 2019.

**vm**ware<sup>®</sup>

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