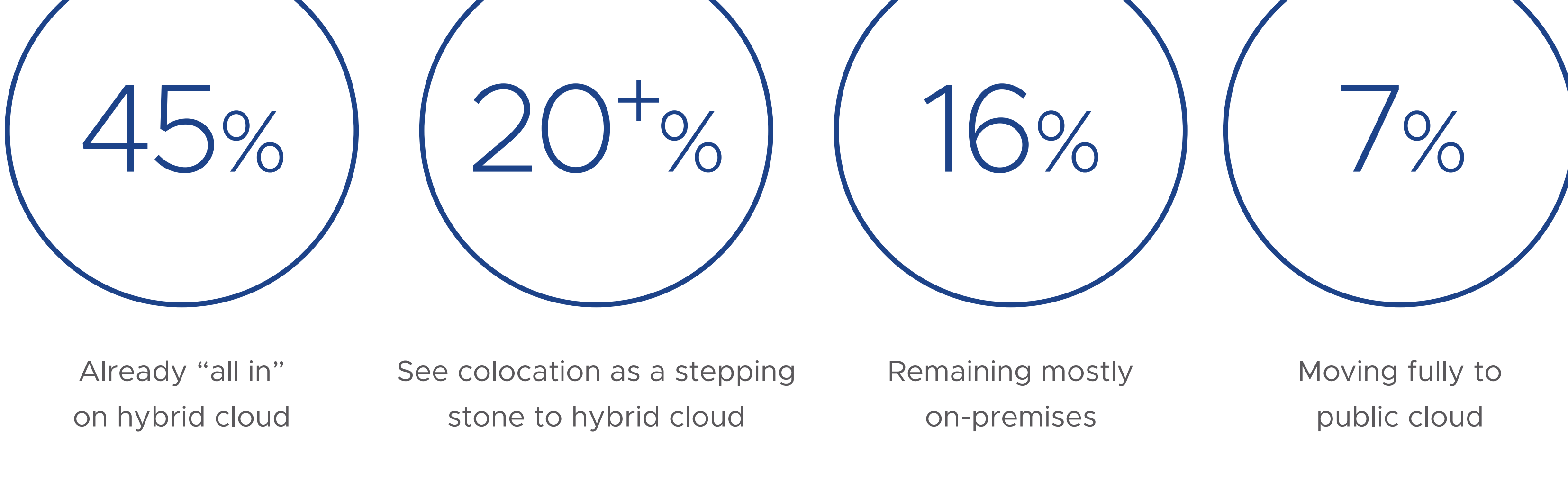


## VMware Cloud Foundation: Lowest TCO for Hybrid Cloud

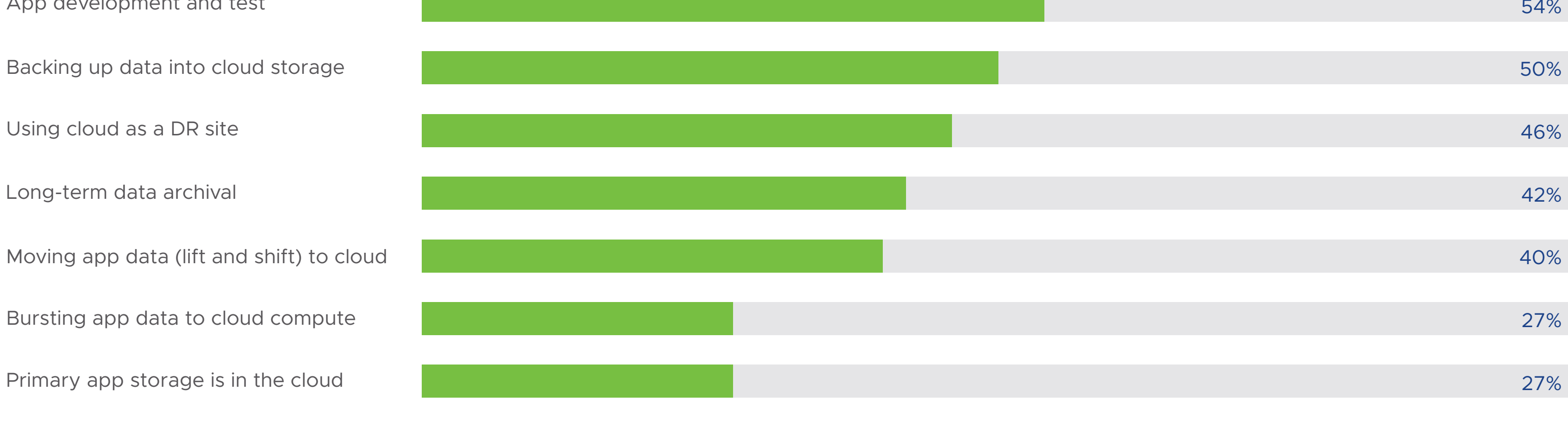
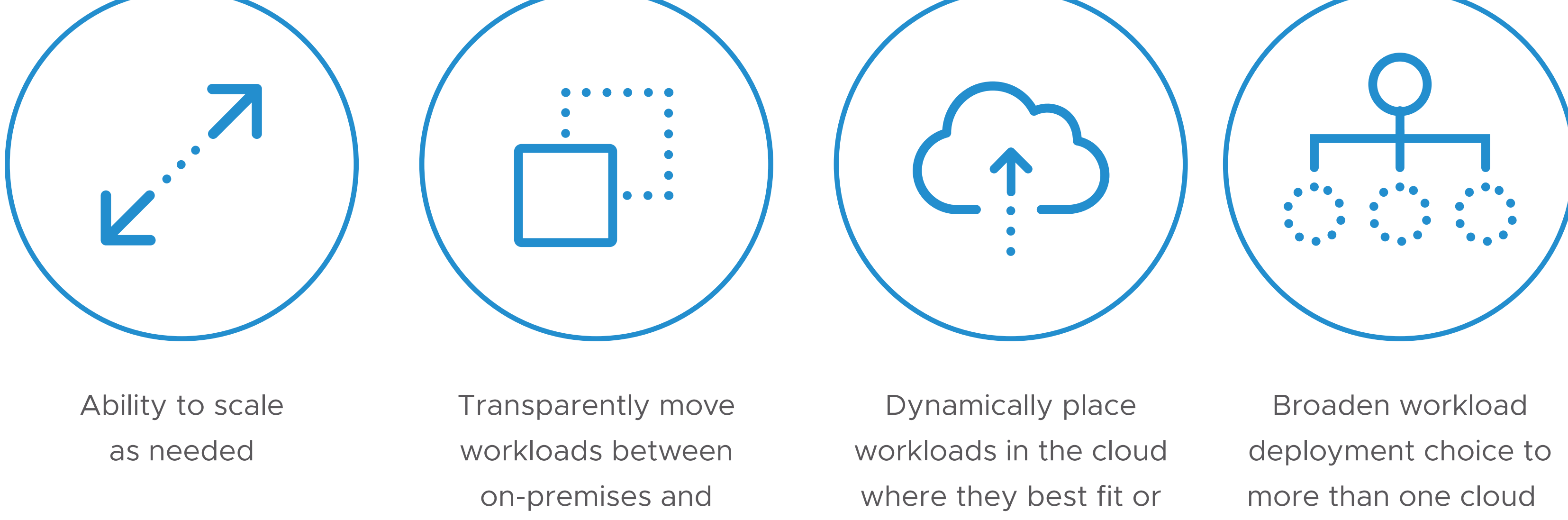
A recent study<sup>1</sup> comparing approaches to cloud infrastructure shows that businesses see hybrid clouds as a better long-term architectural choice. The TCO comparison of these models reveals that no matter which path a business chooses, deploying VMware Cloud Foundation saves money.

### Who's Doing What

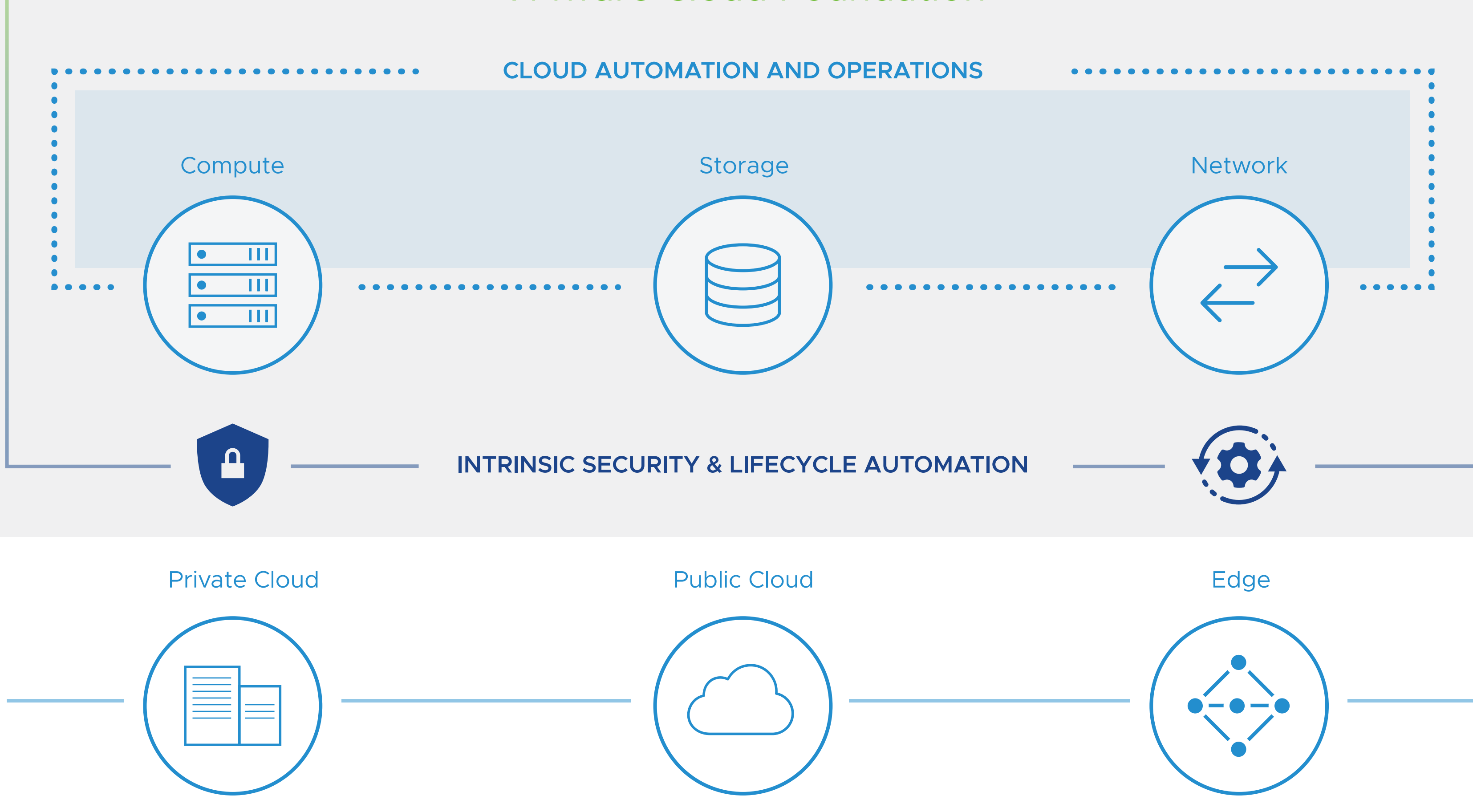
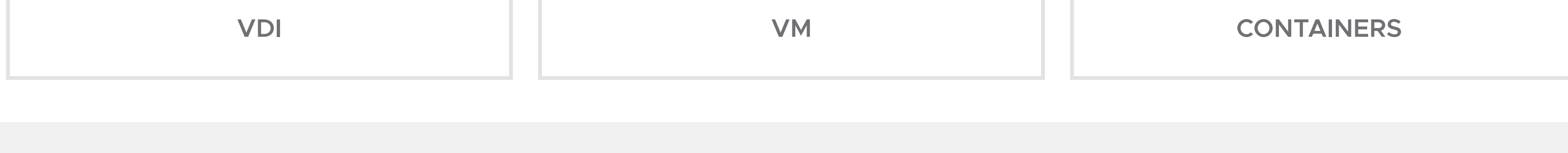
What IT decision-makers and influencers would like to see their company adopt in the next 3-5 years:



### Why IT Needs Hybrid Cloud



## VMware Cloud Foundation: The Simplest Path to Hybrid Cloud



### The Traditional Path to Hybrid Cloud Costs More

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

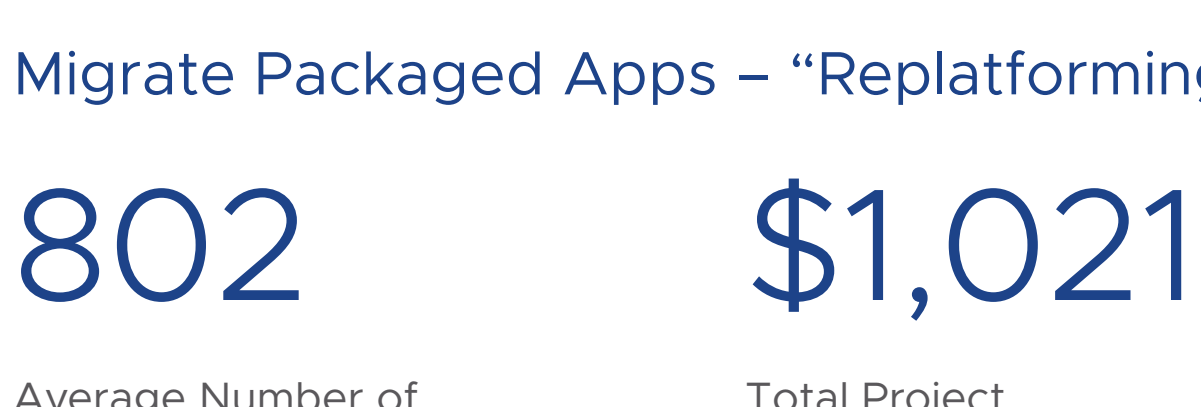
| Cost Item                           | Traditional 3-Tier | VMware Cloud Foundation |
|-------------------------------------|--------------------|-------------------------|
| HW CapEx                            | \$2,668,202        | \$1,586,615             |
| SW CapEx                            | \$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               |
| <b>Total Costs over Three Years</b> | <b>\$5,027,547</b> | <b>\$3,609,048</b>      |

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

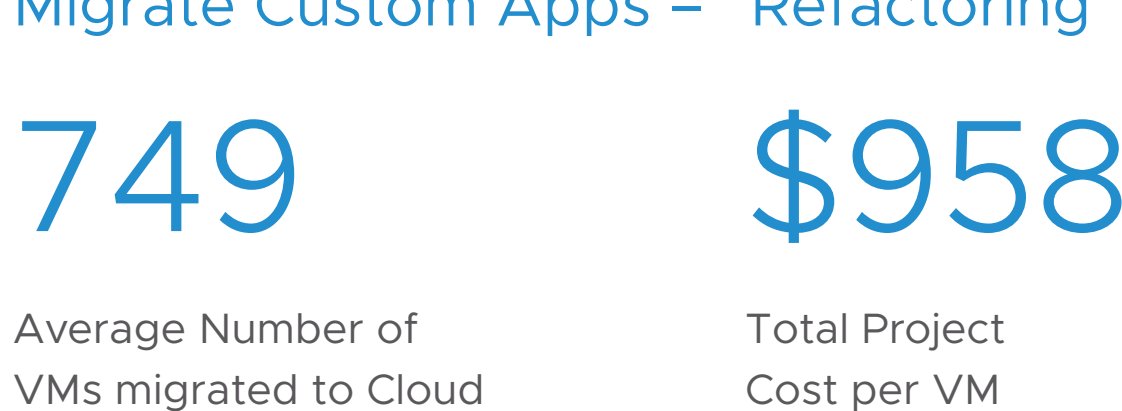
### The Hidden Cost of Moving to Public Cloud

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"



Migrate Custom Apps – "Refactoring"



Average Cost

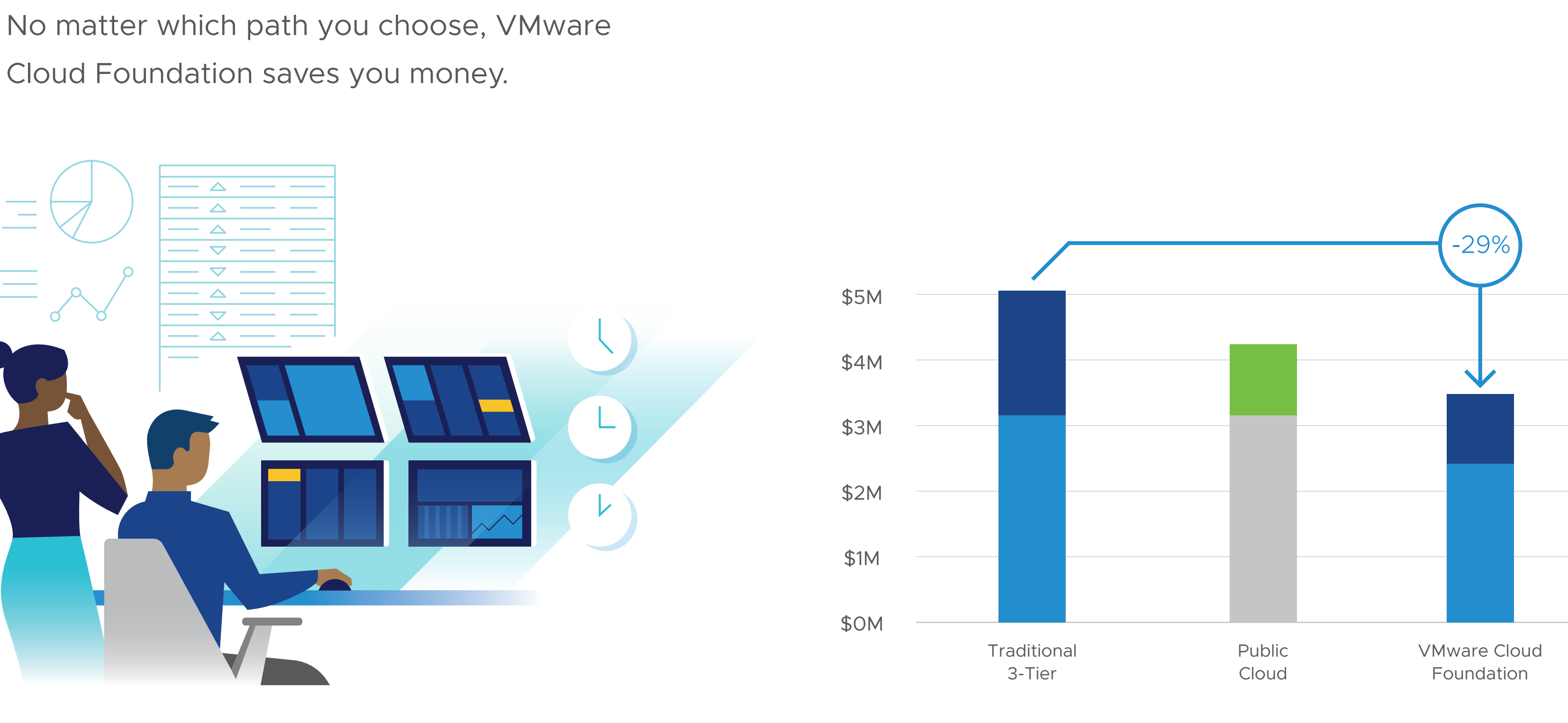
**\$990**

Total Project Cost per VM

\* Normalized average costs. Man-hour costs estimated using \$120K/yr.

### 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](http://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.