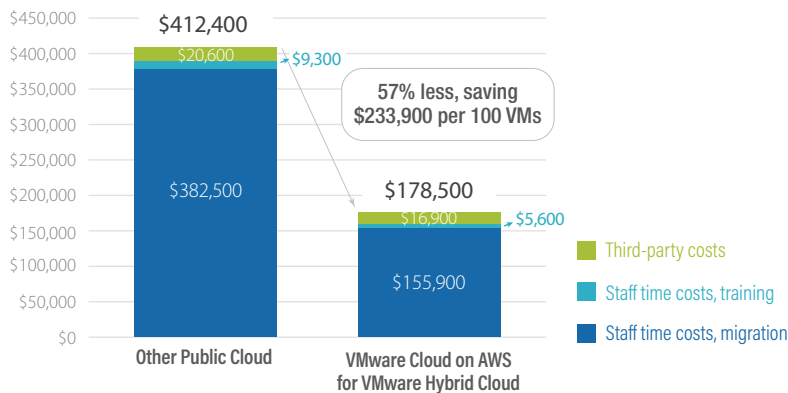


Business Value of Running Applications on VMware Cloud on AWS in VMware Hybrid Cloud Environment

Interviewed VMware customers spoke to the value of establishing a VMware hybrid cloud environment with VMware Cloud on AWS both in terms of **effectuating cloud migrations and running applications**. They reported migrating workloads to the public cloud in **less time and at lower cost**, and benefiting from the **scalability, agility, and performance** of VMware Cloud on AWS.

Migration Efficiencies Compared with Other Public Cloud Solutions

Comparison of Cost of Migration per 100 VMs



46%

Faster migration



57%

Lower overall cost of migration



59%

Less staff time required to migrate

Customer Quote:



"VMware Cloud on AWS allows us to use the same technologies that we're using for our on-premise environment and be able to flip workloads back and forth between our on-premise environment and AWS with relative ease."

Ongoing Value of Hybrid Cloud with VMware Cloud on AWS



Overall Value

351% 3-year ROI

44% lower 3-year cost of operations



IT Value

48% more efficient IT infrastructure teams

39% lower IT infrastructure costs



Business Operations Value

83% less unplanned downtime

\$6.56M higher revenue per year per organization

Customer Quote:



"VMware Cloud on AWS fits well within our cloud strategy. It saves us money and reduces downtime, which are both huge for us. Also, having a VMware hybrid cloud doesn't compromise security. Those are really the three big things for us."