

Accelerate Enterprise Cloud Time to Value

VMware delivers an on-ramp to cloud smart

VMware enterprise cloud solutions at-a-glance

- Safest, fastest, lowest-cost path to any cloud
- Turnkey enterprise solution to run and manage all apps
- Intelligently plan application migrations and modernize according to business requirements
- Enforce a Zero-Trust ransomware defense
- Multi-cloud architecture with operational consistency

Key benefits

- Faster time to value
- Compelling TCO
- Strong lateral security and ransomware defense

VMware solutions

VMware Cloud Foundation+™ Enterprise edition

VMware Cloud™

VMware Ransomware Recovery for VMware Cloud Disaster Recovery™

VMware Aria® Universal Suite™

VMware NSX®

VMware Sovereign Cloud

Staying competitive in today's rapidly changing marketplace demands faster innovation and delivering more value at greater speed. As organizations migrate to the cloud or multiple clouds to optimize their business, holistic solutions are needed that offer standardization and automation across disparate cloud environments to unlock the full value and potential of cloud. VMware's unique smart cloud approach uses consistent cloud infrastructure and operations with an integrated multi-cloud architecture. The cloud journey is not linear and regardless of where you are, a **cloud smart approach from VMware is the fastest, safest and most cost-effective path to any cloud for enterprise applications.**

Simply put, traditional data center infrastructure is incompatible with modern business goals. Organizations need to quickly meet customer demand, but existing systems can't dynamically scale. Employees are moving to hybrid workstyles, but current operations still require onsite oversight. Reducing data center costs and utilizing existing skills while improving resiliency are major concerns. Downtime for patching and ransomware defense, which are regular resource-intensive occurrences, hinder agility and compromise security posture.

So how can your organization quickly modernize existing data center infrastructure, protect your environment from existential threats such as ransomware, intelligently migrate enterprise applications to the cloud, and implement a multi-cloud operating model that drives business advantage? To help customers with these challenges, VMware offers an integrated platform to modernize, protect and migrate infrastructure, operations and applications.

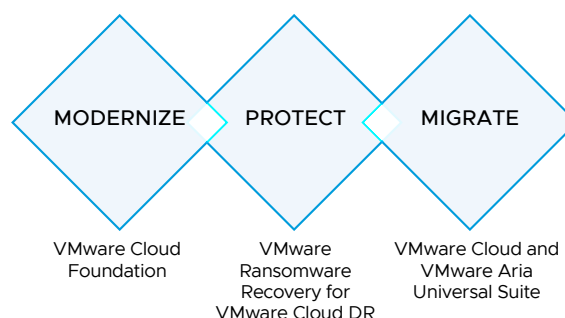
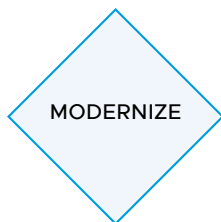


Figure 1: The VMware solution includes VMware Cloud Foundation+ to modernize the data center, VMware NSX and VMware Ransomware Recovery for VMware Cloud DR for a strong ransomware defense, VMware Cloud to migrate and run enterprise applications in the public cloud, and VMware Aria Cloud Universal to deliver a consistent cloud operating model.

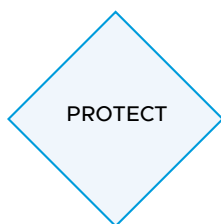


VMware Cloud Foundation+



9-month payback

transforming traditional data center to private cloud¹



VMware Ransomware Recovery for VMware Cloud DR and VMware NSX

Optimize and modernize data centers

Certain apps and workloads may need to reside in on-premises environments due to compliance, integration and cost considerations. Current hardware-based data center infrastructure is slow, rigid, costly and vulnerable. The lack of automation and interoperability leads to blind spots and prolonged security gaps and patching efforts. These limitations also lead to increased time and effort from the operations teams and makes business resiliency challenging. To thrive in today's competitive world, infrastructure needs to be dynamic, scalable and secure.

To meet these demands, VMware offers an integrated platform to modernize data center infrastructure, operations and applications. VMware Cloud Foundation+ brings the full-stack benefits of cloud to your on-premises infrastructure, transforming it into a robust private cloud. Deliver the speed, agility and scale of public cloud with the visibility, security and control of the data center. Free up valuable resources by automating lifecycle management of your entire infrastructure stack. Accelerate application modernization by quickly setting up a self-service developer-ready Kubernetes runtime on-premises, using existing VMware tools and skills. Build multi-cloud consistency with cloud operations and infrastructure to support any future evolution and expansion to public cloud, hybrid and edge clouds.

[According to Forrester Research](#), organizations who choose VMware to modernize their data centers with VMware Cloud Foundation can realize a **171 percent return on their investment**.¹

Enforce a Zero-Trust ransomware defense

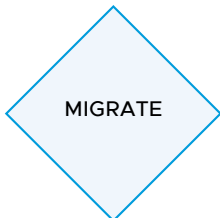
As enterprises adopt multiple clouds, the attack surface grows and inconsistencies in the operating model prevail to escalate the risk of cyberattacks, such as increasingly sophisticated ransomware attacks. Ransomware is an existential threat to organizations, exploiting weaknesses and inefficiencies in existing defenses. Once inside, bad actors move laterally using legitimate ports, protocols and fileless techniques. When an attack happens, recovery is long and unpredictable due to lack of automation in the multiple tools and processes involved. Enterprises must apply Zero-Trust principles to strengthen their ransomware defense, which should include both preventative and recovery measures. Customers need lateral security controls to detect anomalous behavior, and contain and evict threats. An end-to-end recovery solution as a last line of defense.

VMware NSX can help prevent ransomware attacks—even those using legitimate or encrypted channels—with strong distributed lateral security that includes micro-segmentation and AI/ML-powered network detection and response (NDR) for enterprise-wide visibility and consistent policy across clouds. Workloads are more secure on VMware—the first and only company to get SE Lab's AAA rating for 100 percent network detection and response. Eliminate

1. Forrester Research, Inc. "The Total Economic Impact™ of VMware's VMware Cloud Foundation." March 2022. (Study commissioned by VMware.)



Comparing the cost of a ransomware attack (\$4.62M) to the cost of VMware's Zero-Trust Ransomware Defense solution, **VMware delivers an ROI of 360%.**



VMware Cloud and VMware Aria Universal Suite



46% faster cloud migrations³

blind spots and ensure consistent security across clouds with distributed scale-out software that enables automation, resulting in a 90 percent reduction in firewall rules and eliminating blind spots with 20TB+ inspection throughput of internal firewall for east-west traffic.

In 2022, the average global cost of a data breach reached a record high of \$4.54 million, according to the 2022 cost of a data breach report by IBM and the Ponemon institute.² How quickly a customer responds to a ransomware attack dictates the outcome. VMware Cloud Disaster Recovery helps customers rapidly and confidently recover if a ransomware attack does happen. VMware Ransomware Recovery for VMware Cloud Disaster Recovery is a fully managed, purpose-built solution that identifies, cleanses, validates and prevents reinfection during the recovery process using live behavioral analysis in a cloud-based Isolated Recovery Environment (IRE). The solution features a dedicated step-by-step workflow that users can leverage to identify, validate and restore recovery points safely in a controlled environment. This significantly simplifies the recovery operations as customers only need a single SaaS solution for the entire recovery operation lifecycle.

Fastest, least costly migration path to public cloud

Most organizations do not have the skills, risk appetite, or budget to achieve an impactful public cloud transformation delivering on their business goals and in their desired timeframe. This is typically because existing skill sets and processes are unsuitable for public cloud application delivery and management paradigms. Operational inconsistencies hamper the extension of existing security, networking, management and governance policies. Multiple operational consoles and divergent tools add cost and complexity, incompatible configurations necessitate costly app changes or refactoring, and different machine formats complicate portability—slowing down cloud migration.

VMware accelerates enterprise cloud migration, unifies cloud operations, and helps customers meet their cloud migration goals and timelines. VMware Cloud delivers the fastest (46 percent) and most cost-effective (57 percent) way to migrate mission-critical apps across the world's clouds.³ VMware also delivers the best time to value with 59 percent less staff time required to migrate and increases IT efficiency by 48 percent after migration.³ A single turnkey, integrated, software-defined solution, VMware Cloud is a managed service, ready to run customer workloads at scale, out of the box. To build similar functionality, an organization would have to piece together expensive, complicated individual services and support. And VMware always builds in, rather than bolts on, security. Intrinsic and lateral security safeguards remain with business-critical applications and workloads running on VMware cloud infrastructure. Because these enterprise services, support and security are included, VMware Cloud delivers up to 50 percent TCO savings compared to Public Cloud IaaS.⁴

2. Forrester Research, Inc. "The Total Economic Impact™ Of VMware vRealize Operations." September 2021. (Study commissioned by VMware.)

3. IDC. "[The Business Value of Running Applications on VMware Cloud on AWS in VMware Hybrid Cloud Environments.](#)" Richard L. Villars, Deepak Mohan and Matthew Marden, October 2020. Document #US46919520. (Study sponsored by VMware.)

4. VMware, Inc. "Comparing VMware Cloud to Traditional Public Cloud by Total Cost of Ownership." Brandon Da Costa, Craig Stanley and Bill Roth, 2022.

With VMware Aria unifying operations, tools and teams, organizations can realize a **300 percent ROI, 90 percent reduction in unplanned downtime, and 30 percent improvement in productivity.**²



Up to 50% TCO savings compared to a public cloud infrastructure as a service²

The combination of VMware Cloud and VMware Aria lets customers intelligently plan their application migration and then modernize according to their business requirements. This joint solution supports all application modernization approaches. Organizations can run and manage both traditional and modern applications on the same platform utilizing consistent infrastructure and management across all clouds. A consistent cloud operating model strengthens security; automates full-stack networking for one-click provisioning; and improves cost, performance and delivery of infrastructure and applications across private, hybrid, public and edge clouds.

VMware is the only software vendor teaming with many hyperscalers and thousands of regional cloud providers to support cross-cloud interoperability and seamless workload portability. The integrated multi-cloud architecture allows for the seamless delivery, development, deployment and management of applications across multiple clouds. And the unique multi-cloud architecture makes it easy to quickly extend your centrally managed infrastructure footprint to any cloud when extra capacity is needed for seasonal, temporary or geographic demands.

VMware Cloud supports the migration of single applications or entire data centers. So, whether your business plan is to migrate specific applications or to consolidate, right-size, or completely evacuate your data center, this solution will cost effectively and efficiently help you. For organizations requiring data sovereignty for compliance and regulated workloads, VMware offers a sovereign cloud framework available from our network of VMware Sovereign Cloud providers. Sovereign clouds ensure sensitive data is protected and kept independent with a trusted, local cloud infrastructure and data platform provider.

Get started today

With VMware's unique cloud smart approach, utilizing a multi-cloud integrated architecture with consistent cloud infrastructure and operations, organizations will find value at every stage of their cloud journey. Accelerate enterprise cloud time to value with the fastest, safest and most cost-effective path to any cloud for enterprise applications.

Learn more at vmware.com/cloud-solutions.

VMware Customer Experience and Success can help you continually get value from the VMware investments you've made. Our teams will help you

- Architect, deploy, integrate and operationalize solutions
- Guide, monitor and measure your success
- Train your IT workforce
- Prevent issues and resolve problems

Learn more at vmware.com/services/cxs.