VMware Cloud Foundation: Lowest TCO for Hybrid Cloud

A recent study¹ 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.

What IT decision-makers and influencers would like

Who's Doing What

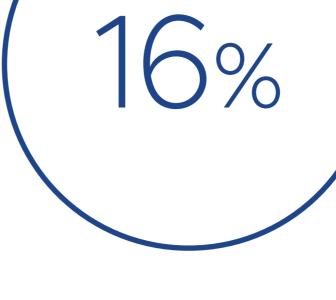
to see their company adopt in the next 3-5 years:



Already "all in" on hybrid cloud

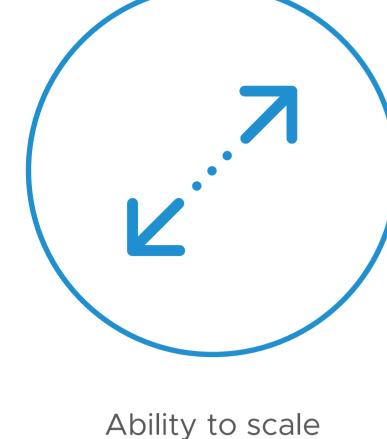


stone to hybrid cloud

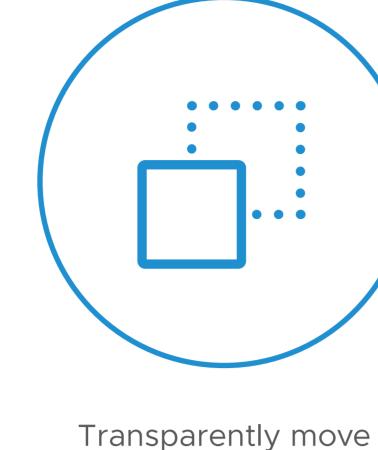


Remaining mostly Moving fully to on-premises public cloud

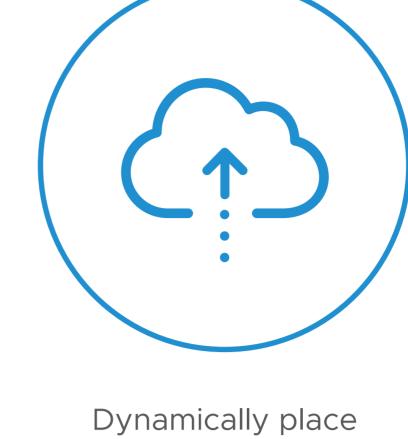
Why IT Needs Hybrid Cloud



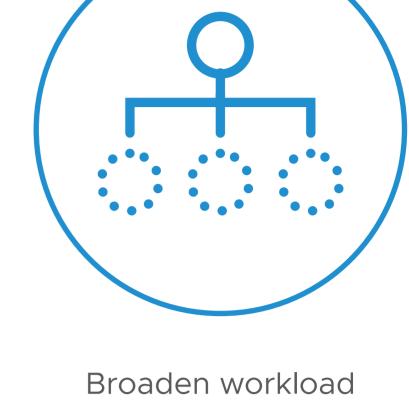
as needed



workloads between on-premises and public cloud



workloads in the cloud where they best fit or deliver greatest value



deployment choice to

more than one cloud

App development and test 54% Backing up data into cloud storage 50% Using cloud as a DR site 46% Long-term data archival 42% Moving app data (lift and shift) to cloud 40% Bursting app data to cloud compute 27% Primary app storage is in the cloud 27%

The Simplest Path to

VMware Cloud Foundation:

Hybrid Cloud Establishes a unified Cloud platform

Can be deployed on top of any

qualified vSAN ReadyNode or

numerous hardware vendors

integrated systems from

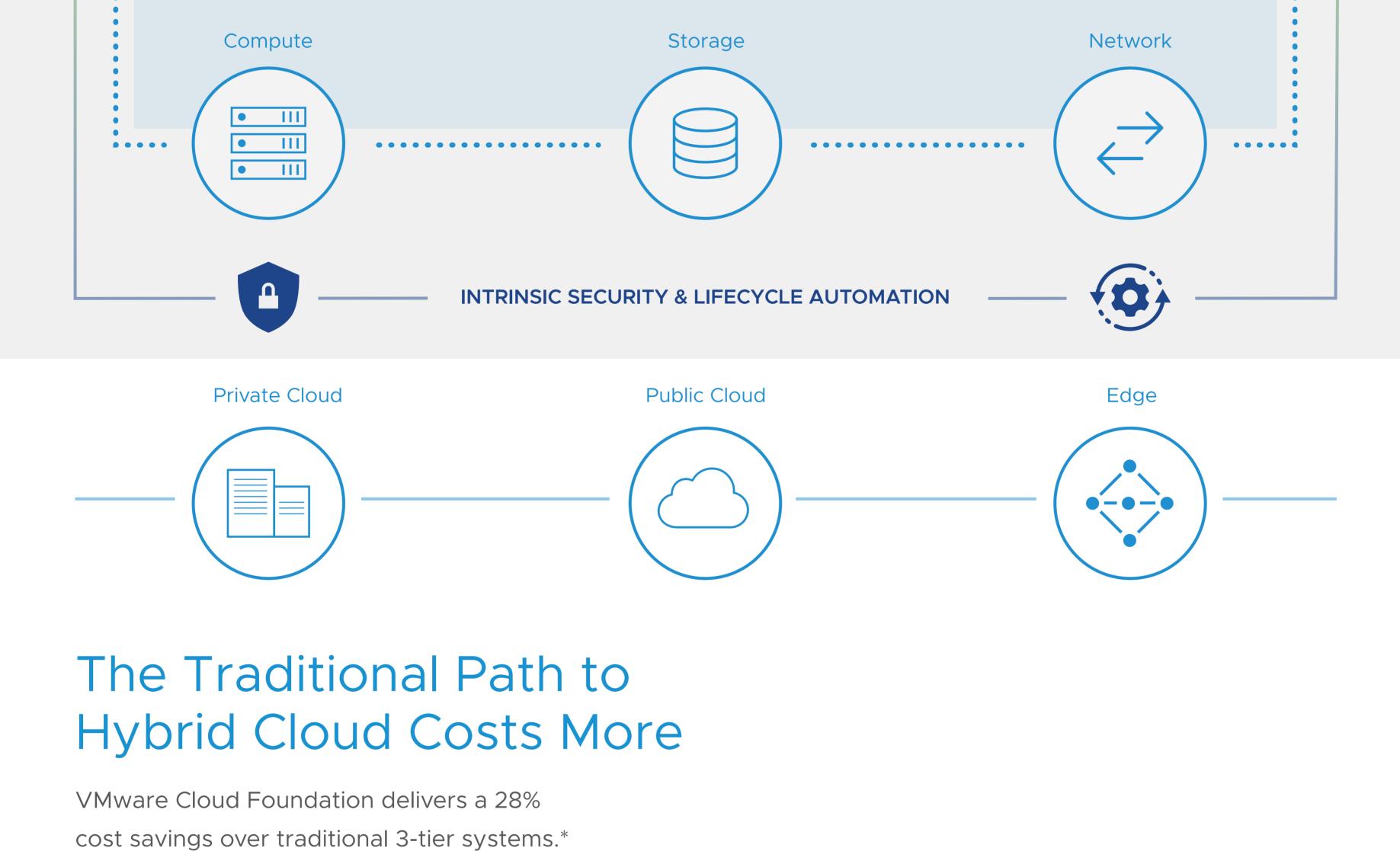
for private and hybrid clouds

Comprehensive automation and lifecycle management to simplify expansion and streamline operations

VDI

CONTAINERS

Lower TCO through consistent infrastructure and consistent operations for Private Cloud, Public Cloud and Edge deployments VM



Traditional

3-Tier

\$2,668,202

\$549,310

\$813,053

\$411,983

VMware Cloud

Foundation

\$1,586,615

\$853,310

\$334,140

\$639,983

VMware Cloud Foundation

CLOUD AUTOMATION AND OPERATIONS

HW CapEx SW CapEx

\$1,021

\$958

Total Project

Cost per VM

HW Maintenance (3 Years) SW Maintenance (3 Years)

Cost Item

802

749

Average Number of

Average Cost

VMs migrated to Cloud

Average Number of

VMs migrated to Cloud

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"		

Total Project Cost per VM

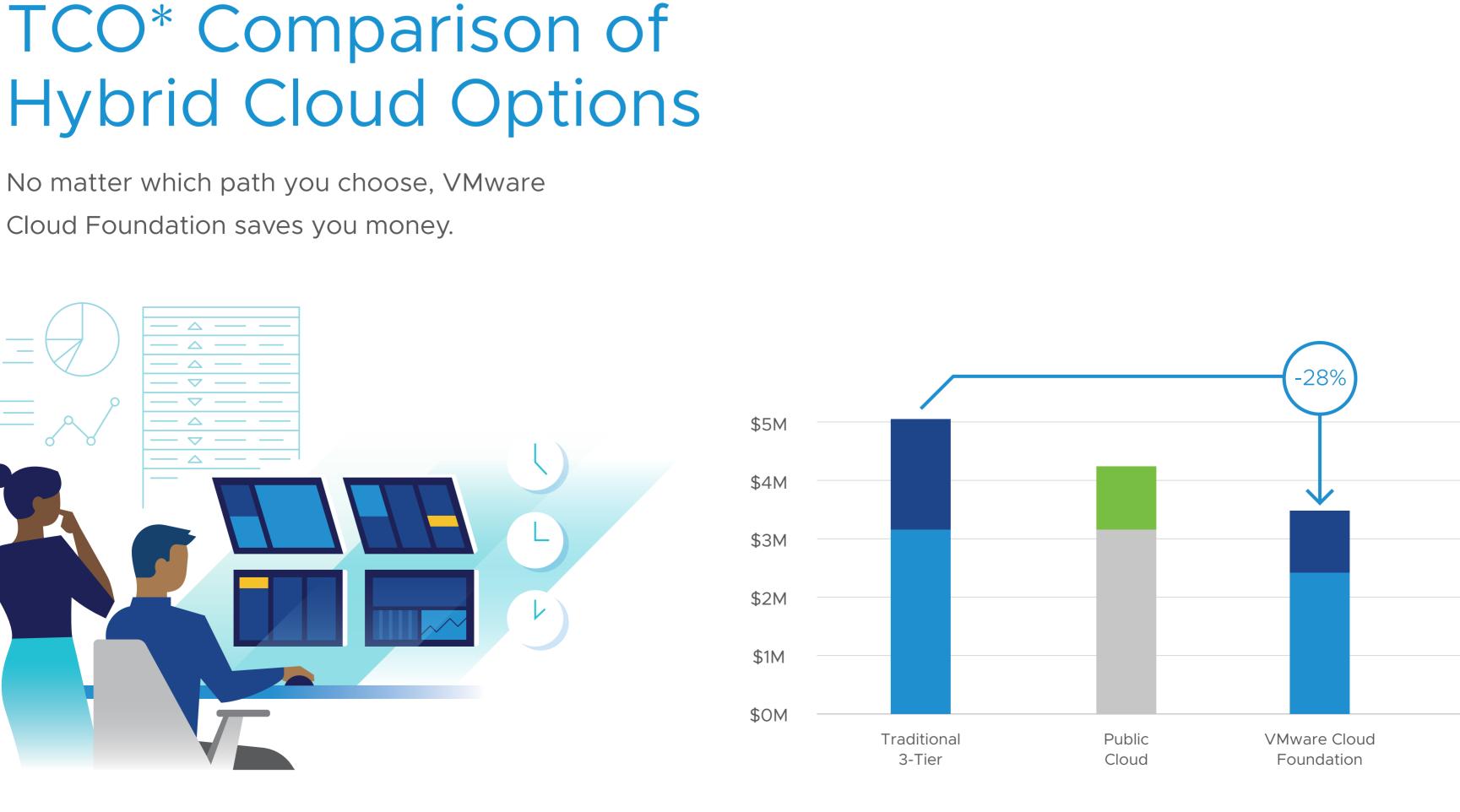
Total Project Cost per VM * Normalized average costs. Man-hour costs estimated using \$120K/yr.

Migrate Custom Apps – "Refactoring"

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



scenario running similar types of workloads.



On-premises Ongoing Costs

Workload Refactoring Costs

On-premises Up Front Costs

Cloud Subscription Costs

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



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