Organizations Worldwide Achieve Multi-Cloud Transformation

10 success stories with
VMware Cloud Management

Get Started
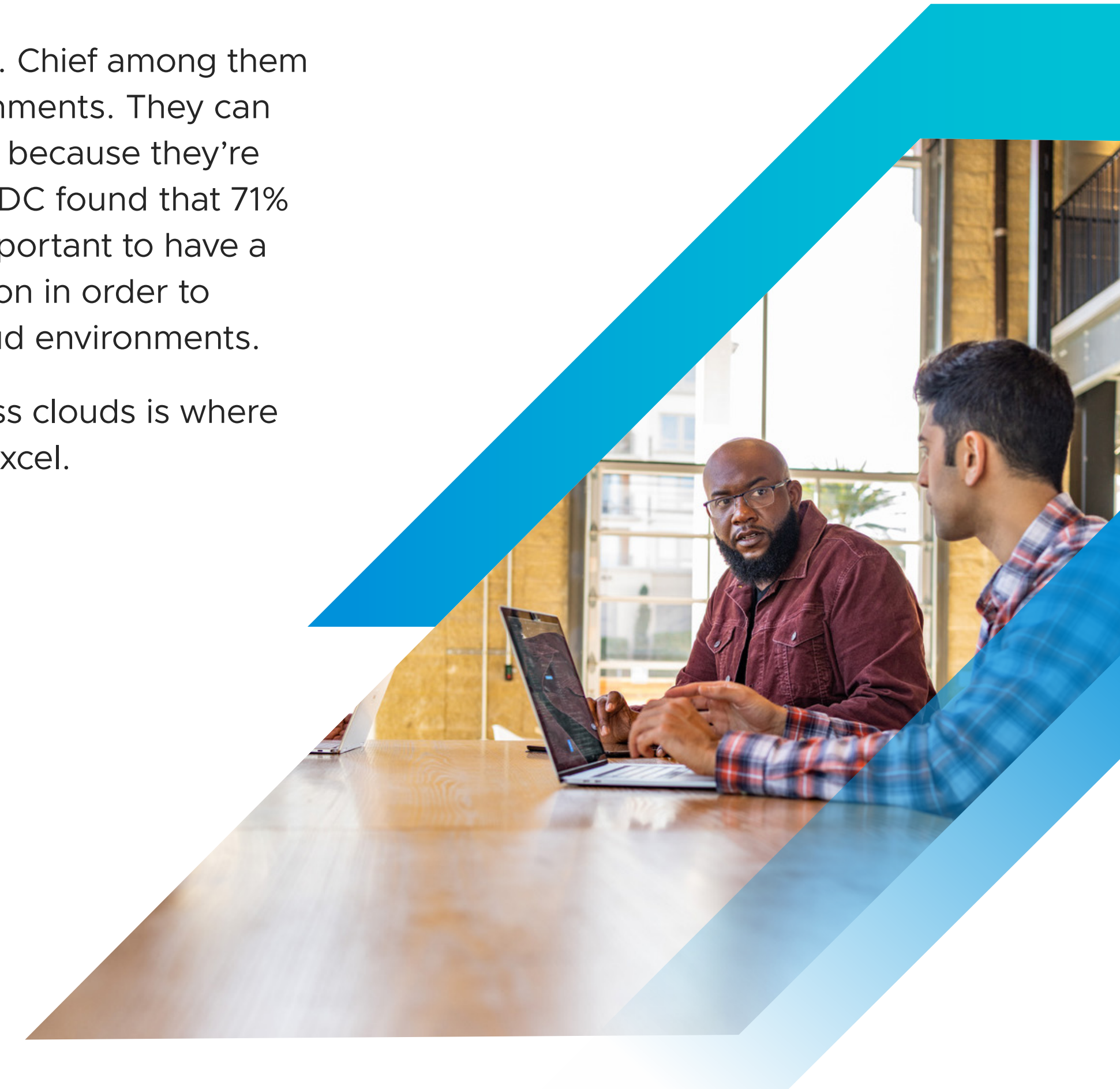
vmware®

Multi-Cloud Reality

When migrating to a multi-cloud environment, organizations need management tools that automate cloud delivery, ease operations, simplify finances, and ensure security.

Organizations big and small continue to embrace the cloud—public, private, hybrid, and in conjunction with on-premises data centers. According to IDC, 97% of enterprises around the world now rely on a mix of public and private cloud environments.[1]

This multi-cloud approach yields great benefits: greater agility, flexibility and scalability; better network performance, resilience and risk management; and access to best-in-class infrastructure solutions at competitive prices.

Yet multi-cloud presents challenges, too. Chief among them is the very nature of multi-cloud environments. They can be complex, siloed and hard to manage because they're composed of multiple cloud solutions. IDC found that 71% of global enterprises believe it's very important to have a shared, cross-cloud management solution in order to maximize the benefits of their multi-cloud environments.

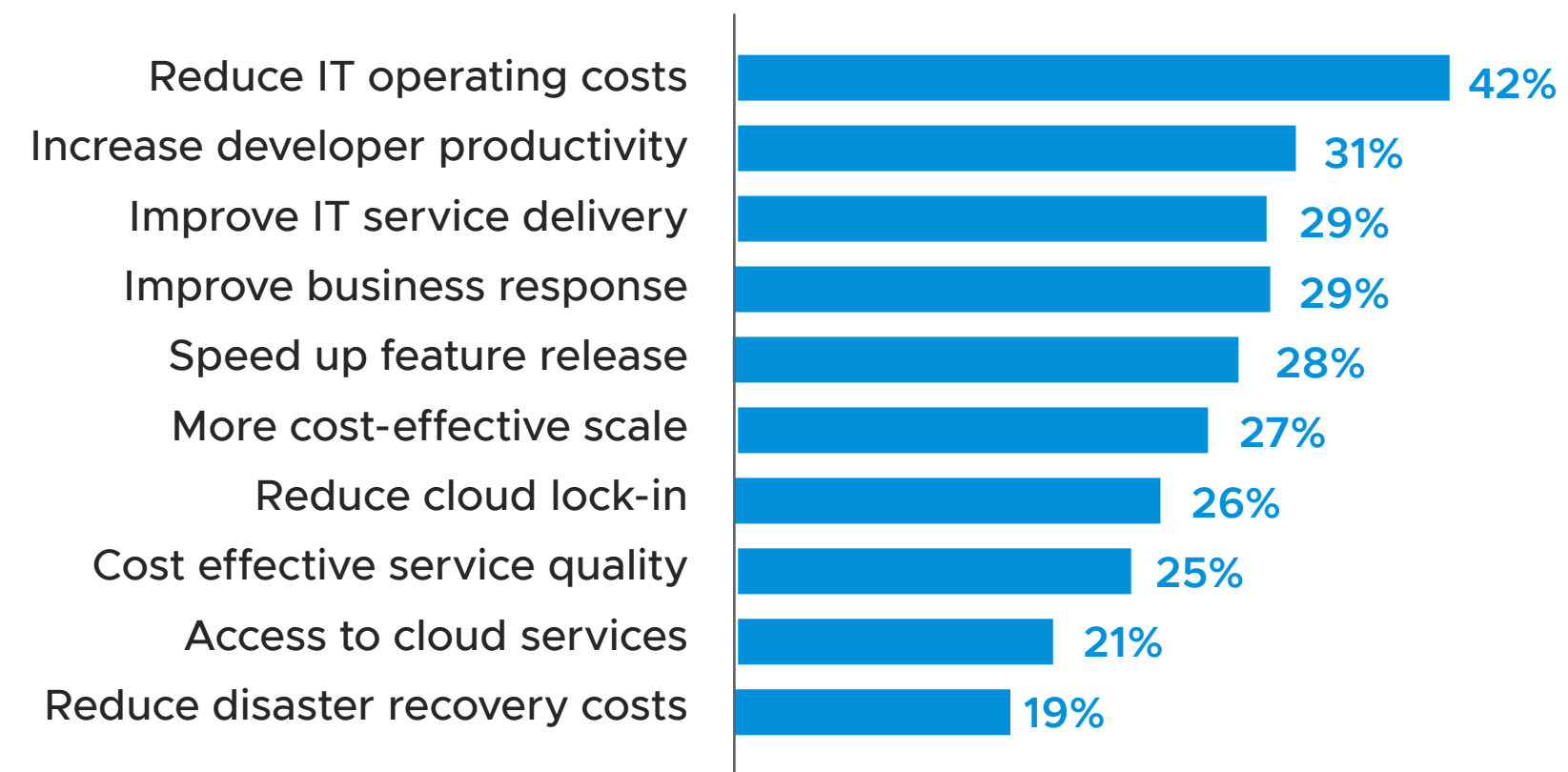Delivering operational consistency across clouds is where VMware Cloud Management solutions excel.

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1. Source: IDC Technology Spotlight, sponsored by VMware, Hybrid/Multiload Complexity Requires Unified Management and Control, #US46831320, September 2020.

How Management Brings Consistency to a Cloud Operating Model

Multi-cloud management powers a successful cloud operating model.

By driving your cloud operating model with a modern, multi-cloud management solution, you gain visibility and insights into managing traditional and modern workloads. You improve efficiency and drive cost optimization across private, hybrid, and multiple public clouds. You also help your organization mitigate risk with consistent cross-cloud governance and compliance.

Multi-cloud is transformational. Join the growing number of organizations reporting that a single multi-cloud management solution leads to significant business outcomes, including:

Outcome	Percentage
Reduce IT operating costs	42%
Increase developer productivity	31%
Improve IT service delivery	29%
Improve business response	29%
Speed up feature release	28%
More cost-effective scale	27%
Reduce cloud lock-in	26%
Cost effective service quality	25%
Access to cloud services	21%
Reduce disaster recovery costs	19%

Source: Management Insight Technologies, commissioned by VMware. "The State of Application Modernization and Hybrid Cloud Computing, North America." February 2020.

"We have a large investment in on-premises VMware Cloud infrastructure that works well for our business," says Brian Weigle, Lead System Engineer at Tower Health, a regional healthcare provider serving a population of 2.5 million in Pennsylvania. "However, we saw the opportunity to move IT management and operations to a SaaS model. With vRealize Cloud Universal, we gained the flexibility to move almost all our production cloud management capabilities to SaaS. We get all the capabilities of vRealize with additional benefits like scalability, faster access to innovation, and operational efficiency."

Customers Across Industries Choose VMware Cloud Management

VMware Cloud Management serves customers across industries.

In the following pages, you'll learn about 12 organizations in markets all over the world that have adopted VMware Cloud Management to help them achieve their transformation goals.

Financial Services
- Börse Stuttgart
- Discovery
- EMPLOYERS
- Federal Bank
- Indusind Bank
- ING Turkey
- National Stock Exchange of India
- Provident Mexico

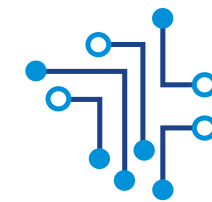### Education
- Forsyth County Schools
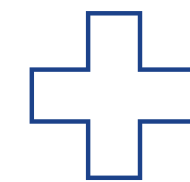- Minuto de Dios University Corporation, UNIMINUTO
- Niagara College
- University of Bristol

Government & Utilities
- Antwerp Police Department
- Arizona Department of Economic Security
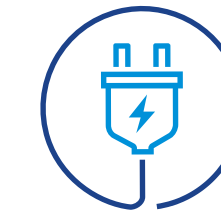- Centre for Railway Information Systems
- Clark County
- Yorkshire Water

Technology
- Bharti Airtel
- Cox Automotive
- Gfk
- Jobcase
- Salesforce
- Schibsted
- SK Hynix
- Toast
- Thales
- William Hill

Healthcare
- The Christie NHS
- GSL General Hospital
- Nantes University Hospital Center
- Tallaght University Hospital
- Tower Health

Manufacturing & Retail
- Grupo Monge
- SGB-SMIT

"The Governor of the State of Arizona instructed all state agencies to consider SaaS and public cloud services over on-premises solutions. With vRealize Cloud Universal, we have the flexibility to continue using our on-premises solutions while planning and executing our SaaS and public cloud migrations without the need to change how we operate and evaluate our environment."

— Deputy CIO, Chief of Operations, Arizona Department of Economic Security

Börse Stuttgart (Germany)

Boosting operational efficiency, agility through hybrid cloud operations

Business Needs

1 Drive agility by reducing IT staff time spent on manual maintenance and upgrade management

2 Increase capacity visibility as teams adapt to working remotely during the pandemic

3 Support cost management (chargeback/showback) to optimize IT resources

4 Provide visibility to management using dashboards and highlighting cost and compute contention issues

VMware Solution

In support of its cloud-first strategy, Börse Stuttgart engaged VMware to streamline hybrid cloud operations, enabling the financial services organization to manage and use the same tools, workflows and policies across its on-premises and public cloud environments. VMware vRealize Operations Cloud is helping improve services monitoring, visibility, troubleshooting, and cost management while freeing up valuable IT resources to focus on other strategic priorities.

Benefits

1 Shifted 3 to 10 hours of IT time per month from IT Operations to innovation

2 Increased responsiveness through management reports and dashboards

3 Provided immediate support for remote working through capacity right-sizing

Börse Stuttgart

About Börse Stuttgart

Börse Stuttgart is the second largest stock exchange in Germany and the ninth largest in Europe. The firm is committed to enabling clients to trade equities, bonds, ETPs, funds, investment products, and leveraged products and be assured of exceptional transaction quality and best prices.

"VMware vRealize Operations Cloud works smoothly, without my influence. I get a message before an upgrade, then it happens automatically. A few minutes later, I get another saying everything is finished. I'm saving up to 10 hours a month on upgrades and troubleshooting. That's success to me."

— Stephan Wiechert, IT System Specialist

case study

Discovery (South Africa)

Better decision-making, stronger security through efficient multi-cloud management

Business Needs

1 Support continued growth through cloud-based digital transformation

2 Move faster on new opportunities by getting more timely and accurate insights into customer behavior

3 Gain better visibility into security vulnerabilities to understand the risks of change

VMware Solution

Seeking to be more efficient and effective in the way it secures and manages its multiple cloud environments, Discovery adopted CloudHealth by VMware and CloudHealth Secure State to mitigate risks and make more informed decisions, accelerate its digital transformation, and explore new opportunities worldwide.

Benefits

1 Gained visibility into cloud activity across 62 cloud environments in 12 countries

2 Enabled on-demand reporting about cloud usage and its overall impact on cost, performance, and security

3 Reduced spending by 40 percent through more effective management and reduction of waste

About Discovery

Discovery is a financial services organization that operates in the healthcare, life assurance, short-term insurance, savings and investment and wellness markets. Since inception, Discovery has been guided by a clear core purpose—to make people healthier and to enhance and protect their lives.

"CloudHealth by VMware, for the first time, creates a single view of our cloud activity, across multiple territories. We're no longer hunting for information. It's all there at the click of a button."

— Johan Marais, Senior Platform Services Manager

case study   video

EMPLOYERS (United States)

Migrating highly available applications to the cloud

EMPLOYERS®

Business Needs

1 Analyze and monitor applications to understand how they interact and develop a plan for cloud migration

2 Rapid migration of applications to the cloud with minimal impact on operations

3 Support nimble development of new products and services for agents and customers

VMware Solution

In seeking a more flexible and powerful technology foundation in the cloud that would support analytics and process improvement capabilities, EMPLOYERS adopted VMware vRealize Network Insight to gain greater application visibility, automate app discovery, trouble-shoot, and plan for a secure migration to the cloud.

Benefits

1 Migrated 350 applications to the cloud in less than 1 year to provide better agent support tools

2 Reduced the time it takes to deploy new applications from six to nine months to just weeks

3 Used analytics to accelerate business process improvements through upgraded cloud apps that accelerate claims settlement, improve customer experience, and reduce costs

About EMPLOYERS

As part of Employers Holdings, Inc., EMPLOYERS provides workers' compensation insurance and services for small businesses in low to medium hazard industries. Founded in 1913, the company operates in 46 states and the District of Columbia.

"vRealize Network Insight…helped us learn more about our applications and how to move them."

— Dale Ramsey, Director of Infrastructure

video

Federal Bank (India)

Faster application and infrastructure delivery for better digital experiences

Business Needs

1 Achieve digital transformation with server virtualization and hybrid cloud

2 Automate tasks such as mounting media, rebooting virtual machines, expanding hard disks, and others

3 Build self-service portals and reporting mechanisms to help enhance operations

VMware Solution

Having leveraged VMware to virtualize its servers and adopt a cloud-first approach to IT infrastructure, Federal Bank employed vRealize Suite to simplify management of IT resources, improve visibility into hardware utilization, reduce the time required for resource provisioning, and deliver applications at faster speed.

Benefits

1 Deployed more than 1,100 virtual machines at half the cost of a physical infrastructure with similar capabilities

2 Reduced VM provisioning time from one day to just five minutes

3 Saved the VMware admin team as much as two months per year through simplification, automation, and self-service

FEDERAL BANK
YOUR PERFECT BANKING PARTNER

About Federal Bank

Federal Bank was founded in 1931, and is headquartered in Aluva, Kerala. Being one of the oldest banks in independent India, the bank currently caters to over 10 million customers, including 1.2 million NRIs with offices across the country and at Abu Dhabi and Dubai.

"We are now able to automate our business processes, eliminating the need for manual intervention and thereby improving the speed for provisioning services. This partnership has also given us greater visibility over our operations and strengthened our security capabilities while improving resource management."

— Shalini Warrier, Executive Director

case study

GfK (Germany)

Leveraging the hybrid cloud to revolutionize market research

Business Needs

1 Establish an efficient cost/benefit ratio of a multi-cloud strategy between on-premises and hybrid cloud solutions

2 Achieve flexible, on-demand infrastructure scaling

3 Support fast, flexible, and agile access to valuable data analytics

VMware Solution

Armed with a successful blend of on-premises and cloud-based solutions, GfK adopted VMware vRealize Cloud Management, creating a self-service hybrid-cloud environment and automation platform that dramatically reduced IT complexity, created a secure infrastructure, and better supported development operations.

Benefits

1 Rapidly grew from 500 to 4,000 virtual machines in order to modernize, protect, and scale its applications

2 Achieved shorter time-to-market, enhanced scalability, stable provisioning of cloud infrastructure, and lower cost while ramping up security and governance, reducing downtime, and preserving app integrity

3 Laid the groundwork for CloudHealth by VMware and a push to give developers new local and cloud-based services that boost productivity and ease workloads

About GfK

GfK delivers the data that drives better business decisions. Founded originally as a consumer research society in 1934, GfK is today a global leader in data and analytics for the consumer products industry. Headquartered in Nuremberg, the company's approximately 8,000 staff provides information to over 10,000 clients in more than 60 countries.

"vRealize helped us a lot to scale and expand into this hybrid / multi-cloud model because we weren't able to bridge this gap of having different interfaces from different providers. We benefited the most from providing the same experience to users when it didn't matter from where the infrastructure was running."

— IT Infrastructure Manager

video   overview

Jobcase (United States)

Optimizing cloud security in a DevOps world

Business Needs

1. Embed security best practices into software development and IT operations processes

2. Ensure user privacy and encryption of sensitive data resources

3. Implement automation policies and DevOps collaboration that addresses teams' needs and concerns while allowing them to turn out quality products quickly

VMware Solution

As a "people-first' social platform building infrastructure as code with a DevOps mindset, Jobcase adopted VMware CloudHealth Secure State (CHSS) to improve cloud security—especially when it comes to member privacy and data protections—and build a foundation for DevSecOps success.

Benefits

1. Monitored all production accounts with CHSS to establish baseline security visibility and identify the most critical misconfiguration risks

2. Leveraged CHSS integration with AWS GuardDuty to better prioritize threat events and detect malicious activity

3. Further leveraged CHSS "findings" API to detect high severity security risks within its GitHub pipeline and respond immediately with remediated action

About Jobcase

Jobcase is a "people-first' social platform with a mission to empower the world's workers, and with over 105 million members and 25 million unique visitors per month, Jobcase is succeeding in helping people manage and improve their work lives.

"How do you 'shift left' on security without sacrificing agility or speed? We use CloudHealth Secure State as part of that effort. It's enabled even better collaboration between DevOps and engineering and helped us put guardrails in place to develop safer, secure applications and embody a 'develop quick, act fast' mentality."

— Patrick Hetherton, VP of Technical Operations

case study

Provident México (Mexico)

Realizing consistent operations, reduced risk, and higher efficiency

Business Needs

1 Understand the complete IT environment, including application and networking dependencies

2 Continuously monitor capacity and performance of virtualized infrastructure and applications on-premises and in the cloud

3 Future-ready the business by selecting and deploying a robust solution that would grow with Provident México

VMware Solution

After selecting a cloud solution to run workloads and apps while complying with regulations, Provident México reduced its migration risk with VMware vRealize Cloud Management, allowing it to enjoy consistent infrastructure and operations on VMware technologies while empowering IT to optimize application delivery and innovate faster.

Benefits

1 Moved all central and satellite applications to the cloud in just five and a half months

2 Cut capacity requirements 30% by comparing consumption of on-premises and cloud capacity through rightsizing

3 Lowered risk with rapid discovery of application and networking dependencies

4 Improved efficiency by simplifying IT management, enabling just two staff members to monitor and maintain 300+ servers across its environment

About Provident Mexico

Provident is the leading company in the home personal loans market in Mexico, with more than 10,000 independent commissioning advocates and around 2,600 employees across the country. The company's goal is to make a difference every day by providing fast loans in an inclusive, transparent, and responsible way.

"It used to take me around a year and a half just to place an application in production. With VMware vRealize Cloud Management, I now do it within months. It's a game-changer."

— Néstor Rodríguez, Director of Technology and Change

case study

Salesforce (United States)

Optimizing multi-cloud costs

Business Needs

1 Achieve visibility into operations on multiple different cloud providers and unify that presence in a single view

2 Accurately identify cloud usage and spend by individuals and teams

3 Allocate clouds costs (chargeback/showback) to the individuals or teams consuming the cloud services

VMware Solution

With the introduction of Tableau Online, the shift from a server-based business model to a Software-as-a-Service (SaaS), cloud-based model required Salesforce to look for new ways of operating and managing spend, so the company adopted CloudHealth by VMware for complete visibility into its multi-cloud environment, especially cloud costs.

Benefits

1 Established a centralized location to visualize and analyze costs, usage, and performance across a widespread organization and multi-cloud environment

2 Beyond cost allocation, CloudHealth supported planning, budgeting, and forecasting

3 With custom rightsizing recommendations, Salesforce quickly identified opportunities to improve resource utilization and save

About Salesforce

Salesforce is the global leader in customer relationship management (CRM). Powered by its cloud-based software, Salesforce helps marketing, sales, commerce, service, and IT teams work together from any location and at any time. And with the acquisition of Tableau in 2019, Salesforce has increased the value it delivers to customers by providing them with the ability to further uncover deep analytical insights and make strategic, data-driven decisions.

"[In the cloud] your spend is changing every day. If you don't have a tool in place and you have a presence in multiple clouds, gathering data and getting a picture of it is going to take a lot of time and effort. Tools like CloudHealth can enable you to provide that visibility and start allocating those costs back."

— Jenna Gegg, Public Cloud Cost Manager

video

Schibsted (Scandinavia)

Innovating through cross cloud

Business Needs

1 Eliminate on-premises data centers—lowering time and cost investments while maintaining data sovereignty

2 Become a cloud native company to better meet business needs

3 Create a unified digital platform to integrate brands and allow each company to easily scale operations

VMware Solution

As Schibsted implemented VMware Cloud on AWS and built a Zero Trust architecture to become almost fully cloud native, it minimized disruption and simplified the process with VMware vRealize Network Insight.

Benefits

1 Within six months, the company shut down more than 350 servers

2 Eliminated the need to interview each application owner to find out which app is talking to each server and provided all of the information the company needed to act

3 Migrated to become a more innovative business—simplifying new company on-boarding and cutting operating costs while boosting multi-cloud flexibility

Schibsted

About Schibsted

Schibsted is Scandinavia's largest media group, recently expanding into online classified marketplaces and personal finance holdings.

"vRealize Network Insight brings us great value in terms of being a product that can map every single dependency that is between workloads or networks in the on-premises data center."   — Ken Sivertsen, Cloud Infrastructure Architect

case study

William Hill (United Kingdom)

Accelerating the journey to a multi-cloud future

Business Needs

1 Reach customers faster with new products by improving utilization rates of on-premises data centers and using public cloud to scale on-demand

2 Reduce the number of manual tasks needed to deploy new services and applications to production

3 Save time for IT staff

VMware Solution

With 30 products changing monthly, William Hill's environment lacked sufficient agility. Having initiated its hybrid cloud journey, the company added CloudHealth by VMware and VMware vRealize Cloud Management to its toolset to accelerate migration, create a single view of costs, and align security and compliance with its model for a well-architected framework.

Benefits

1 Provided visibility into unit costs for William Hill's service so the team could predict and forecast costs

2 Used CloudHealth to enact and track AWS Savings Plans to ensure costs were properly optimized

3 Established governance policies that triggered automated responses, freeing up colleagues' time

About William Hill

William Hill was founded in 1934 and is now one of the biggest sports and gaming providers in the world, with more than 12,000 employees across eight countries. William Hill is continuously innovating to bring customers engaging ways to bet and game in betting shops, sports books, online, or on mobile devices. Its business is highly complex, executing 5.2 million online transactions and 1.3 million sports betting opportunities each day.

"Multi-cloud will become our reality over time based on ongoing adoption of cloud services through processes best fit for our applications….CloudHealth is helping us define the ideal state so we can monitor when drift occurs."

— Head of Platforms and Infrastructure
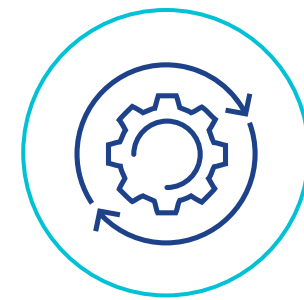
case study

Overcome Cloud Complexity and Power Your Cloud Operating Model

Solving multi-cloud control and consistency challenges with VMware Cloud Management empowers organizations to effectively adopt a cloud operating model for maximum agility and business responsiveness. Consider powering your cloud operating model with VMware Cloud Management solutions to:

Accelerate agility

Automate everywhere across infrastructure and application service delivery to unlock innovation

Optimize performance

Deliver end-to-end intelligent operations to maximize efficiency while managing sustainability

Control cloud spend

Simplify financial management by driving cost accountability and governing cloud spend

Protect assets

Manage risk by strengthening security posture and automating governance

Learn more about
VMware Cloud Management

Join us online: