



# VMware Cloud on AWS Provides Better Management and Business Results for Organizations

Organizations are realizing significant value by leveraging the VMware Cloud on AWS solutions to improve their IT infrastructure and provide scalability, flexibility, and agility to their business. This is worth an annual average of **\$5.31 million per organization**, which would result in a **five-year ROI of 479%**.

## KEY RESULTS

 **479%**  
5-year ROI

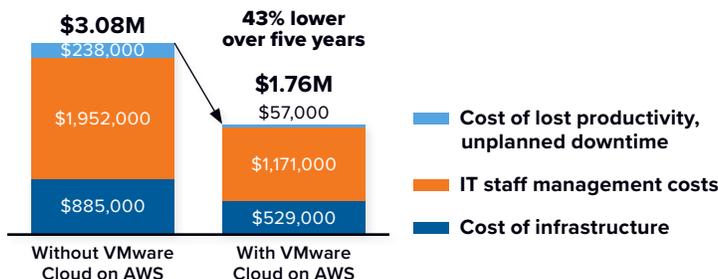
 **43%**  
reduced total cost of operations

 **5.6 months**  
to payback on investment

### CUSTOMER QUOTE

“The ability to migrate to the [AWS] cloud, and the speed of migration to the cloud is incredible. You can take a server off your local data center and move it up to the cloud with almost real-time accuracy!”

### Total Cost of Operations Over 5 Years, per 100 VMs



### Business and Operations Benefits

- \$9.6M** total new revenue gained per year
- 18%** more productive developer teams
- 37%** increase in application performance
- 13%** more efficient compliance teams

### CUSTOMER QUOTE

“From a company perspective, we have 3 core initiatives: one is the data strategy itself, which is the modernizing of our data platforms. The second is our customer strategy which means a stickier relationship-building approach. The third is making sure we are improving how we integrate with partners and support them. VMware Cloud on AWS enables all 3 core initiatives.”

## COST AND STAFF EFFICIENCIES

 **40%**  
more efficient IT infrastructure management staff

 **76%**  
reduction in unplanned downtime

 **40%**  
reduction in IT infrastructure costs