

How IBM Cloud for VMware Helps Enterprises Save on Mission-Critical Workloads

In this paper:

- Enterprises that are running their mission-critical workloads on VMware can move virtual machines freely from on-premises to IBM Cloud for VMware Solutions.
- IBM Cloud for VMware Solutions helps businesses increase efficiency and enable innovation with a choice of three services.
- A Forrester Total Economic Impact™ study found that enterprises migrating workloads to IBM Cloud for VMware benefited in a number of measurable ways.

Fewer than 20 percent of today's enterprise workloads are running in the cloud, according to Paulo Carvao, General Manager, Public Cloud, IBM. This is a rather surprising number given the well-known advantages of cloud migration. But is the surprise warranted.

The perceived cost and complexity of cloud migration remains a significant hurdle for some organizations. When a critical workload is meeting expectations in its on-premises environment, a migration to cloud can seem like an unnecessary risk. Additionally, the onboarding of new platforms, tools and skill sets can run the risk of disrupting operations.



These concerns are valid, thus why enterprises concerned about critical-workload migration must select cloud platforms that value choice and flexibility. IBM Cloud for VMware Solutions provides the industry-leading software, infrastructure and services required to support migration and management of mission-critical workloads in the cloud. The solution offers a seamless “lift and shift” approach allowing businesses to easily migrate workloads to the cloud, choose their level of control, and leverage the same resources and skills they use on-premises.

What is IBM Cloud for VMware Solutions

IBM Cloud for VMware Solutions combines the power of two of the biggest names in the enterprise IT space. This cloud platform allows businesses to leverage industry-leading software from VMware that is integrated and running on industry-leading infrastructure and services from IBM.

IBM and VMware have been managing, designing and deploying VMware infrastructure for over a decade at global scale. Over the last five years, the companies have deepened their cloud partnership and created a joint innovation lab where they develop new services to support their customers.

Today, more than 2,000 clients jointly use IBM and VMware solutions on the cloud, which provides a foundation to power mission-critical workloads, reduce complexity and risk, and increase flexibility. IBM Cloud for VMware Solutions is built on a global footprint, with 30 data centers located in more than 19 countries.



Why Migrate to IBM Cloud for VMware Solutions

Enterprises that are running their mission-critical workloads on VMware can move virtual machines freely from on-premises to IBM Cloud for VMware Solutions. Their employees can use existing skills and tools to manage workloads. And, customers can choose to be as hands on or as hands off as they want by selecting a self-managed or IBM-managed solution. IBM and VMware also offer specific solutions for regulated workloads that support security and compliance requirements across industries.

In order to better understand the value of IBM Cloud for VMware Solutions, IBM commissioned a Forrester Total Economic Impact™ (TEI) study. The customers interviewed for the TEI study said they faced a number of challenges related to on-premises infrastructure before migrating to IBM Cloud for VMware Solutions. Those challenges included:

- Core skill sets focused on application and service development
- Significant infrastructure spending; large capital expenditures on hardware
- Infrastructure-related delays when adding capacity and developing applications
- Over-provisioning to accommodate spikes in demand

Many of these enterprises described an environment where they were often fighting fires to meet customer expectations and keep systems running, but rarely had the time to innovate and move their business forward.



How to Migrate to IBM Cloud for VMware Solutions

IBM and VMware have identified common use cases their customers use to migrate mission-critical workloads to IBM Cloud for VMware Solutions. The goal is to help enterprises modernize and transform while managing the risk of a migration.

The first migration use case is “lift and shift.” This approach provides an easy on-ramp for IBM Cloud for VMware Solutions customers. In this use case, the customers move workloads “as is” to the cloud. Disaster recovery and data backup workloads are popular first steps that allow enterprises to get a taste of cloud efficiencies.

The second use case focuses on modernization. In this scenario, enterprises can add cloud native capabilities to their workloads, refactor applications for the cloud or even develop new applications in the cloud.



Three Ways to Consume IBM Cloud for VMware Solutions

IBM Cloud for VMware Solutions helps businesses increase efficiency and enable innovation without the need to sacrifice control over workloads. It does this by offering enterprises a choice of three services.

- **IBM Cloud for VMware Dedicated** gives customers the same root level hypervisor access they have in on-premises environments. It's the ideal arrangement for enterprises that want flexibility while maintaining control over the environment and workloads.
- **IBM Cloud for VMware Solutions Shared** allows enterprises to offload management of workloads and improve efficiency. This is the ideal approach for customers that want to leave the business of managing infrastructure entirely.
- **IBM Cloud for VMware Regulated Workloads** helps businesses in regulated industries take advantage of the efficiency of cloud environments while meeting their compliance requirements. This offering is built on automated reference architectures that deliver security-rich, high-performance workloads. In financial services, for example, the IBM Cloud Policy Framework for Financial Services uses a shared responsibility model and a standardized, compliance-ready approach to managing workloads.

Where IBM Cloud for VMware Customers See the Savings

The [Forrester TEI study](#) found that enterprises migrating workloads to IBM Cloud for VMware benefited in a number of measurable ways.

- **Reduced data center costs.** Migrating mission-critical workloads to IBM Cloud for VMware Solutions allowed the customers interviewed by Forrester to cut their data center costs by de-commissioning infrastructure, consolidating operations and eliminating excess capacity. According to the TEI study, IBM Cloud for VMware Solutions customers saw nearly \$700,000 in data center cost avoidance by the third year on IBM Cloud and experienced a net cost savings of up to 40 percent in the same timeframe.
- **Efficiencies related to management.** The IBM Cloud for VMware Solutions customers interviewed for the Forrester TEI study reported saving time on procurement, provisioning, maintenance and disaster recovery without requiring their staff to learn new skills or change the tools they use. These companies were able to support more growth without adding to their headcount. They saved four full-time employee positions by the third year with the IBM Cloud for VMware Solutions platform.
- **Fewer employees devoted to security.** By leveraging security tools from partners integrated into IBM Cloud for VMware Solutions, customers spent less time securing, patching and updating systems. They saved two full-time positions by migrating to IBM Cloud compared to their on-premises environment.
- **A more stable environment.** With IBM Cloud for VMware Solutions, customers didn't need to concern themselves with upgrades to memory or storage. In fact, a significant portion of their on-premises problems were resolved with the move to IBM Cloud. By their third year, customers reported avoiding up to four downtime events.
- **Increased developer productivity.** Customers that also used Red Hat OpenShift saw an increase in developer productivity of 40 percent by the third year on IBM Cloud. Their developers could more rapidly test and develop new software and services.



Conclusion

A cloud strategy that finds the appropriate place for workloads and makes them accessible, secure and compliant helps businesses create the breathing room required for innovation. The IBM-VMware partnership is dedicated to fostering such an environment.

IBM and VMware have developed a strategy that helps customers leverage cloud economics and increase their agility without requiring skill transformation. The continued partnership between these industry leaders and the efforts of the joint innovation lab will continue to develop the services enterprises need to support their customers and users in the future.

Learn more about IBM Cloud for VMware Solutions at:
<https://www.ibm.com/cloud/vmware>.