

# VMware transformation with Oracle Cloud Infrastructure and Red Hat

Transformation at scale, powered by IBM Consulting's AI assets and accelerators.



## Highlights

Up to 70% cost savings with native VMs

40% faster migration and modernization of applications

57% lower costs for block storage (as compared to other CSPs)

90% lower data egress costs (as compared to other CSPs)

Payback time of as little as 7 months

The recent evolutions in the digital economy have prioritized the transformation of VMware estates as one of the top priorities for IT organizations. While initial transformation initiatives focused on the need for reducing licensing costs, IT leaders are now leveraging the opportunity to combine multiple priorities such as reduction of licensing costs, application modernization projects, cloud migrations, and strategic data center exits for delivering higher consolidated value to their organizations.

50%

of enterprises will initiate POCs for alternative products to replace their VMware-based deployments and embrace hybrid cloud infrastructure delivery by 2026.<sup>1</sup>

#1

priority of organizations in 2024 was to reduce dependency on VMware, but is not as easy as lifting-and-shifting to a new provider.<sup>2</sup>

Together with Oracle Cloud Infrastructure (OCI) and Red Hat Open Shift on OCI, IBM provides proven solutions that deliver faster time-to-value and a future-proof application environment. This combination of an extremely flexible cloud infrastructure with an enterprise-grade virtualization platform helps organizations unlock new capabilities through modernization and leverage the benefits of cloud-native architectures for faster rollout of new products and services.

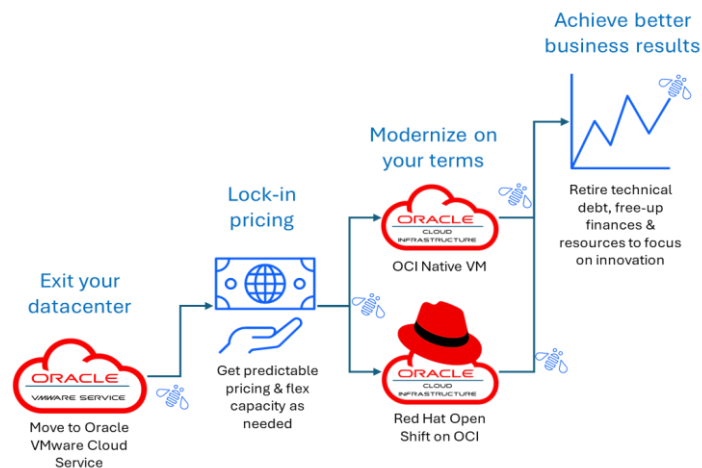
## Transform your VMware estate with confidence

IBM can help you seamlessly transition on-premise VMware environments and infrastructure to OCI while maintaining operational continuity and unlocking new efficiencies. We offer approaches with flexible options that include:

- **Migrate with Oracle Cloud VMware Service (OCVS):** Move your existing VMware workloads to OCI ensuring a smooth transition while maintaining the same tools, skills and processes you use today. This enables faster time to value with minimal disruption.

VMware transformations require a reimagined end-to-end cloud migration and modernization journey, that is rigorous and intentional in its approach for delivering sustainable business outcomes.

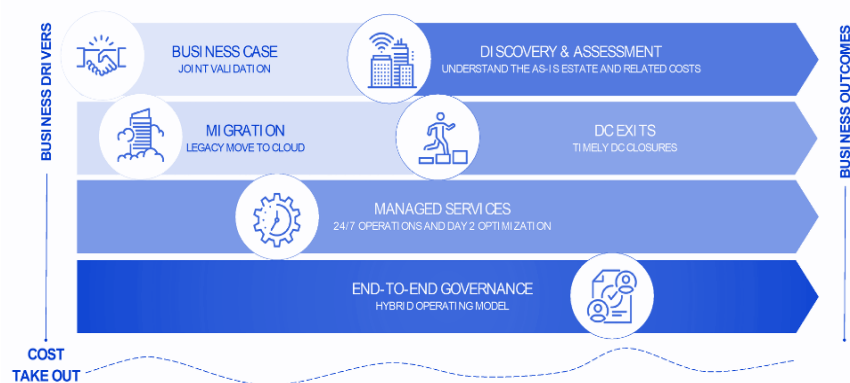
- **Modernize with OCI VM on IaaS:** Take advantage of OCI’s leading built-for-enterprise IaaS capabilities to optimize performance, enhance security, and reduce costs by modernizing workloads at your own pace. Accelerate your cloud journey while maintaining control, compliance, and cost efficiencies with IBM’s expert guidance & Oracle’s co-investment.
- **Modernize with Red Hat on OCI IaaS:** Take advantage of OCI’s leading built-for-enterprise IaaS capabilities and Red Hat’s market leading Open Shift virtualization and containerization software to truly drive business performance, innovation, and operational efficiencies with IBM’s expert guidance & Oracle + Red Hat co-investment.



## Transformation at scale

### Powered by IBM migration and modernization factory

The Migration and Modernization Factory framework incorporates AI-powered assets that accelerate processes, elevate quality of services and simultaneously reduce cost of ownership. Transform legacy applications into an AI powerhouse within hybrid multi-cloud environments.



## The IBM advantage

IBM Consulting services go beyond traditional IT Ops. by delivering true end-to-end journeys - from cloud migrations to Day 2 operations and transformation initiatives that help align IT with business outcomes.

IBM Capabilities	Oracle	Red Hat
OCI Certifications	6K +	10K +
Dedicated OCI consultants	10K +	65K +
Successfully deployed OCI projects	500 +	10K +
Experience as a global partner	38+ years	6 years (as an IBM company)

## Proof-of-concept offer

By working together IBM, Oracle Cloud Infrastructure and Red Hat can help you build the case for a *zero-dollar strategy*<sup>3</sup> for VMware transformations. IBM Consulting can help you:

- Build the right strategy for migration and modernization
- Offset costs
- Develop a Proof of Concept (PoC)
- Lower the overall TCO (total cost of ownership)

## For more information

To learn more about VMware transformation with Oracle Cloud Infrastructure and Red Hat, contact your IBM representative or IBM Business Partner, or visit URL [ibm.biz/vmware-modernization](https://ibm.biz/vmware-modernization).

To learn more about Oracle Consulting Services, visit URL [ibm.biz/oracle-consulting](https://ibm.biz/oracle-consulting).

1. Gartner Magic Quadrant for Distributed Hybrid Infrastructure. 07 October 2024.
2. Visual One Intelligence, 2024 IT Infrastructure Outlook. 08 May 2024
3. Conditions apply. The zero-dollar strategy is based on size and scope of the project. For complete details please reach out to your IBM rep.

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