



Accelerate Multi-Cloud Transformation



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Speed, Choice and Control for Multi-Cloud Transformation



Organizations across all industries are looking to modernize their applications and move workloads and infrastructure to a cloudbased platform.

Over 25 percent of worldwide apps are now containerized, indicating that the cloud native movement has begun. By 2022, three-quarters of enterprises expect to deploy a unified management system for clouds, networks and data centers.¹

While the business goals and schedule for this cloud-first approach are often well defined, the path to realize them is not. There are significant technical, organizational and operational hurdles to overcome, and organizations have found these challenges more difficult and time-consuming than expected. And the capabilities and resources of IT teams are often not fully addressed.

VMware interviewed 1,200 companies to create the Market Insights report, which details how global organizations are building for the future and addressing major challenges they have experienced and overcome along the way.

Insight believes that success is driven by keeping it simple, clear and concise. Rather than delving into detailed operating manuals for every functional team, a multi-cloud strategy translates your business goals into technology initiatives in terms of prioritizing application and end-user needs and defining a governance and management framework.

It articulates the operational capabilities needed to lower the risks associated with the adoption of multi-cloud technologies.

1. VMware, Inc. "App Modernization in a Multi-Cloud World: 2020 VMware Market Insights Report." 2020.

Speed, Choice and Control for Multi-Cloud Transformation (continued)

Multi-cloud adoption challenges

- **Rigid, monolithic apps** – Eager to free themselves from the burden of legacy apps, organizations rightly want to modernize them. Yet it is not as simple as flicking a switch.
- **Costs, complexity and risk of refactoring apps for the cloud** – The architectural differences between apps creates significant challenges for migration. In fact, 63 percent of organizations rate inconsistencies between clouds as one of their top challenges. Migrating apps to the cloud requires careful consideration about which environments and formats are optimal.¹
- **Scarce developer resources** – The IT skills shortage is well documented. Over 30 percent of organizations with three or more public clouds cite specialized teams or skills as a challenge in managing multiple clouds.²

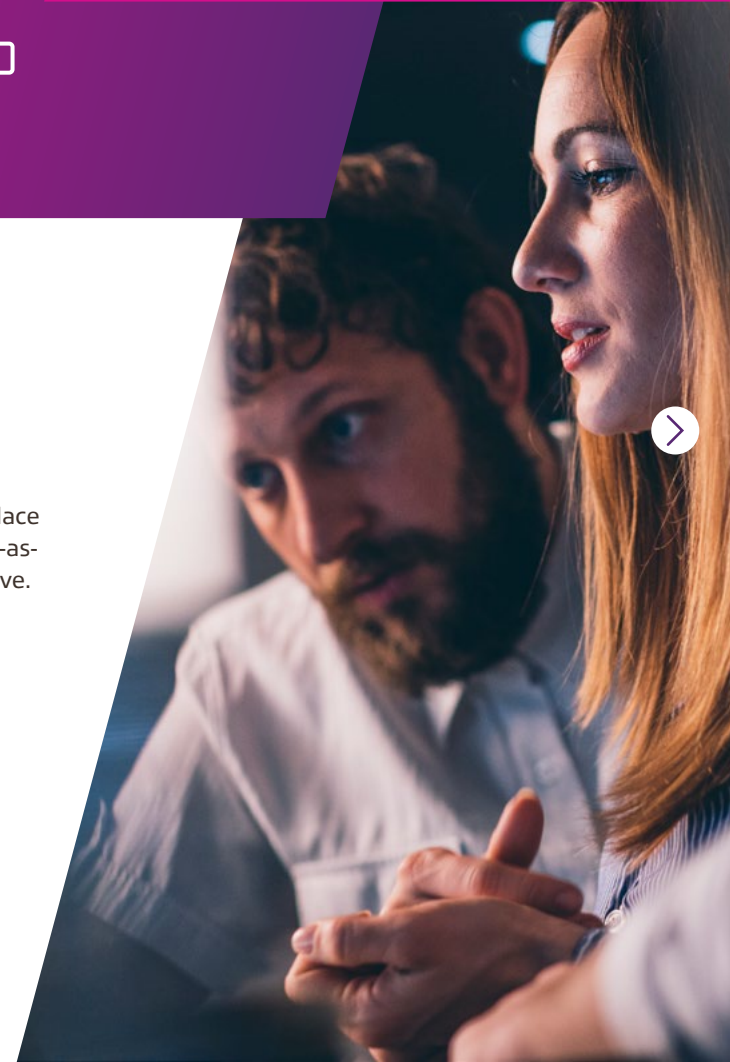


TOP 3 DRIVERS FOR TRANSFORMATION TO MULTI-CLOUD

- Support diverse business unit needs
- Leverage best-of-breed functionality
- Align apps to specific cloud capabilities from any cloud provider

Using the 5 “R”s as a Guide

For many organizations, multi-cloud value is derived from setting a confident path for business and technology teams to benefit from the 5 Rs – primary strategies to help choose which approach to take with existing applications and workloads. Leveraging the unique capabilities of VMware Cloud, Insight is perfectly placed to help organizations accelerate the journey every app needs to take while also rapidly migrating and modernizing apps in any cloud.



1

Retain

Leave or consolidate workloads in a private cloud environment based on key requirements, including security, privacy, performance.

2

Rehost

Move applications to the best cloud environment based on each app’s requirements.

3

Replatform

Retool an application to take advantage of cloud services and technology without changing its core architecture. Replatforming usually means leveraging container technology or Kubernetes to improve deployment speed while evolving to a more flexible, reliable architecture.

4

Refactor/Build

Rewrite an application at the source-code level to better support its environment and take advantage of modern application design, microservices or cloud native principles.

5

Retire

Decommission an application or replace it with a software-as-a-service alternative.

A Single Platform for All Apps

VMware Cloud delivers multi-cloud services that span the data center, edge and any cloud, including native cloud services. As a longstanding VMware partner, Insight helps organizations plan, deploy and optimize this single, powerful solution.

Optimized for both traditional and modern apps, VMware Cloud provides a single platform for all apps in any environment. It unifies all environments with consistent operations and security, delivering the reliability, resiliency and governance that organizations need while reducing total cost of ownership.

This approach does not just deliver cloud as a place but as an operating model, maximizing choice by delivering to any place or cloud that an organization requires. This approach is foundational in our horizontal and flexible architecture, enabling a non-disruptive and largely automated multi-cloud transformation across three key areas:

- Applications – Traditional to modern
- Operations – IT ops to DevOps
- Location – Data center-only to a mix of the data center, cloud and edge

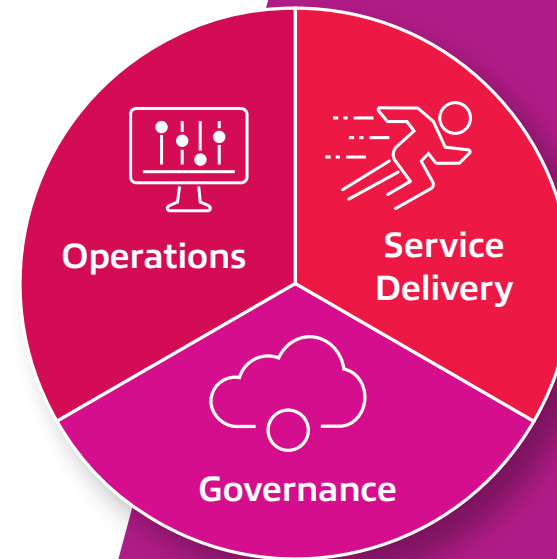
VMware Cloud Operating Model

VMware Cloud provides a technology foundation to enable and accelerate organizational and operational change. We help you build competencies in cloud service delivery, operations and governance at the pace of your business with immediate, tangible results.

Accelerate App Modernization

The VMware unified cloud operating model helps organizations achieve the fastest path to app modernization.

- 37 percent increase in developer productivity for a faster path to app modernization
- 50–70 percent faster cloud migrations, reducing the time from years to months
- 82 percent increase in software to production through optimized DevSecOps



Operations:

- Unify operations
- Accelerate modernization
- Streamline migrations

Service Delivery:

- Deliver service faster
- Unlock app innovation
- Support DevOps principles

Governance:

- Manage cost constraints
- Lower risk exposure
- Ensure compliance

Focusing Your Multi-Cloud Strategy on Speed, Choice and Control



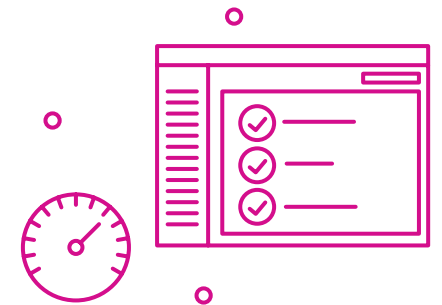
By running both your new modern applications and existing applications on the same platform, Insight and VMware offer your IT organization the fastest, least-disruptive way to support your digital business initiatives, allowing you to choose which applications to retain, migrate or modernize.

We have helped teams through the challenges of multi-cloud adoption by focusing on the key benefits of speed, choice and control.

Quickest time to value – Our approach enables the quickest time to value by breaking down the modernization journey into a series of short, discrete and mostly automatable steps. Prioritize projects that complete first or have the shortest timeline for early success and return on investment. Realize immediate tangible business value while iteratively and quickly progressing toward your goals.

Maximum choice – You are not limited to a particular vendor or provider. Choose the best infrastructure platforms to deploy your applications and workloads. We enable choice at all levels, from which location to run applications to the underlying infrastructure and hardware and cloud provider.

Least disruptive – Rather than forcing large discontinuous jumps between states that are time consuming and risky, we provide a consistent experience, enabling organizations to take control of how and when to move forward with the flexibility to accommodate unforeseen changes. Manage costs and risks as your platforms grow across distributed clouds and more diverse applications with complete visibility.



Focusing Your Multi-Cloud Strategy on Speed, Choice and Controln (continued)

Speed	Minimize disruption in transforming to cloud – Extend VMware solutions to the cloud to migrate workloads or add capacity, all with familiar tooling, skills and core processes.	Immediate
	Reduce deployment times – Get apps and features to users quicker with automated and standardized cloud services.	After integrating the app release process
	Get modern app support with existing teams and tools – Manage container-based and VM-based applications side by side with the same team, tools and processes –wherever they are deployed.	After upgrading to VMware vSphere® with Kubernetes
	Faster mergers and acquisitions – Shorten the process of spinning up cloud resources, migrating workloads and shutting down old infrastructure to weeks, not months.	As needed
Choice	Reduce data center footprint – Take advantage of cloud resources on demand for either temporary or long-term use to reduce resources needed to manage infrastructure.	After cloud migration
	Reduce migration cost and effort – Migrate applications without refactoring or replatforming using familiar VMware tools.	Immediate
	Scale as needed – Deploy workloads based on technical or business requirements. Migrate or re-deploy without vendor lock-in when conditions change.	Ongoing as needed
Control	Reduce software license costs – Retire older hosts and increase workload density to cut unnecessary expenses.	With consolidation
	Reduce risk – Streamline compliance across environments, reduce hybrid cloud and modern application complexity, and link policies to workloads.	Immediate

Summary of benefits:

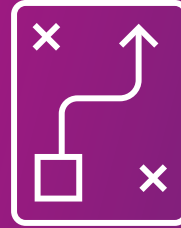
Insight and VMware multi-cloud solutions facilitate the digital transformation of workloads, applications, processes and employees. Our solutions and people help power the value behind leading brands and bring platform cost and complexity under control while reducing the time needed for complex transitions.

- Accelerate your cloud journey with the fastest, optimized route to public cloud.
- Choose where apps reside. Let business needs dictate where applications live. Extend enterprise security, governance and compliance to public clouds.
- Get broad workload support. Innovate freely in the clouds you choose and avoid lock-in. Use virtualization or containers in any public cloud to enable the most flexibility for developers.
- Leverage trusted partners, and deliver the widest coverage with our global network of partners.



Get Started with Insight and VMware

VMware Cloud solutions combine proven, trusted products that work with both new and existing applications, on-premises and in the public cloud. We can help your organization with these milestones to achieve value and success.



Together, Insight and VMware have built some of the largest and most successful multi-cloud, private and hybrid cloud environments in the world.

Our experts understand the opportunities and challenges that cloud adoption and operations present. And we have the experience and insight to provide a complete solution that includes a full suite of the software products and services that you need to gain the maximum benefit from cloud computing. Let us bring our experience, insight and expertise to your teams and environments, helping you achieve multi-cloud success.

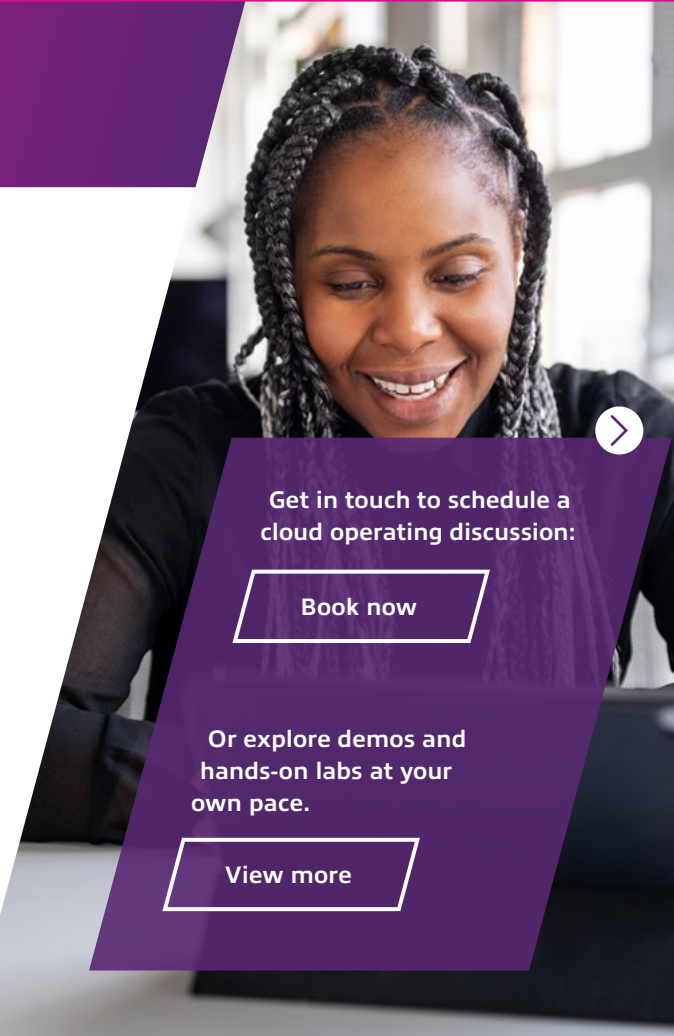
- ✓ Develop a cloud strategy
- ✓ Define a service-oriented cloud operating model
- ✓ Assess IT operational readiness, including team structure, roles, skillsets, processes and technologies
- ✓ Determine the degree of operational change needed for evolving to blended, cross-functional lifecycle management teams
- ✓ Prepare your organization for change
- ✓ Modify behaviors through learning paths and reviews
- ✓ Plan for a proof-of-value based launch focusing on speed, choice and control

Get in touch to schedule a cloud operating discussion:

[Book now](#)

Or explore demos and hands-on labs at your own pace.

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