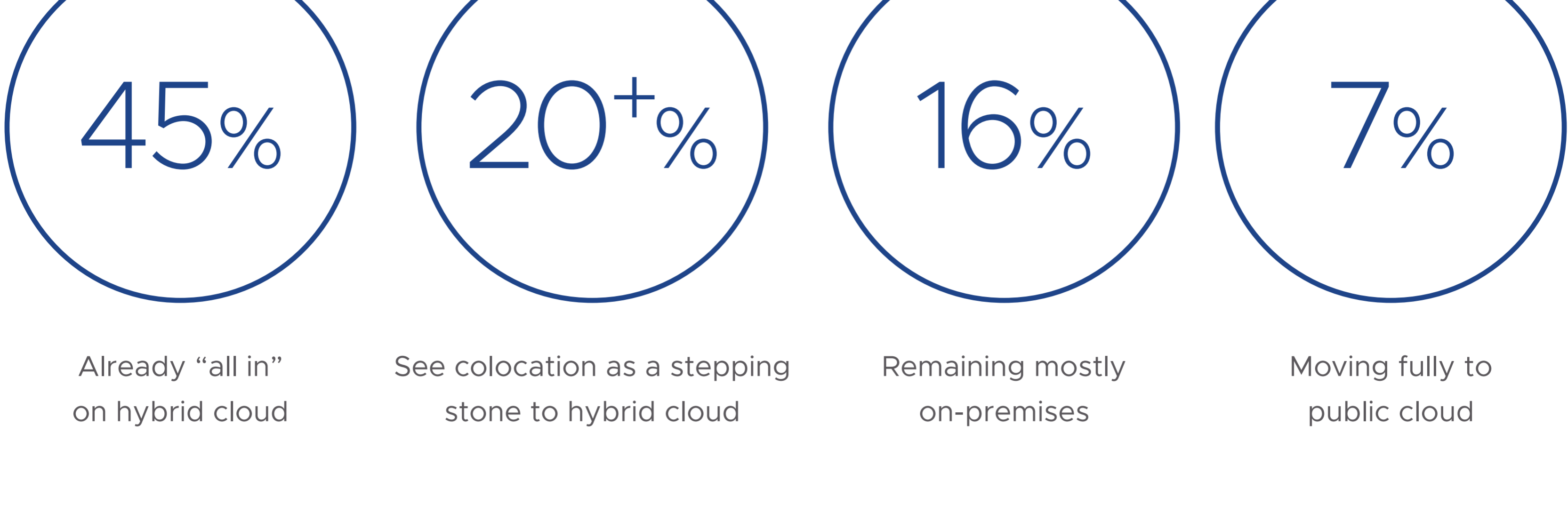


VMware Cloud Foundation: Lowest TCO for Hybrid Cloud

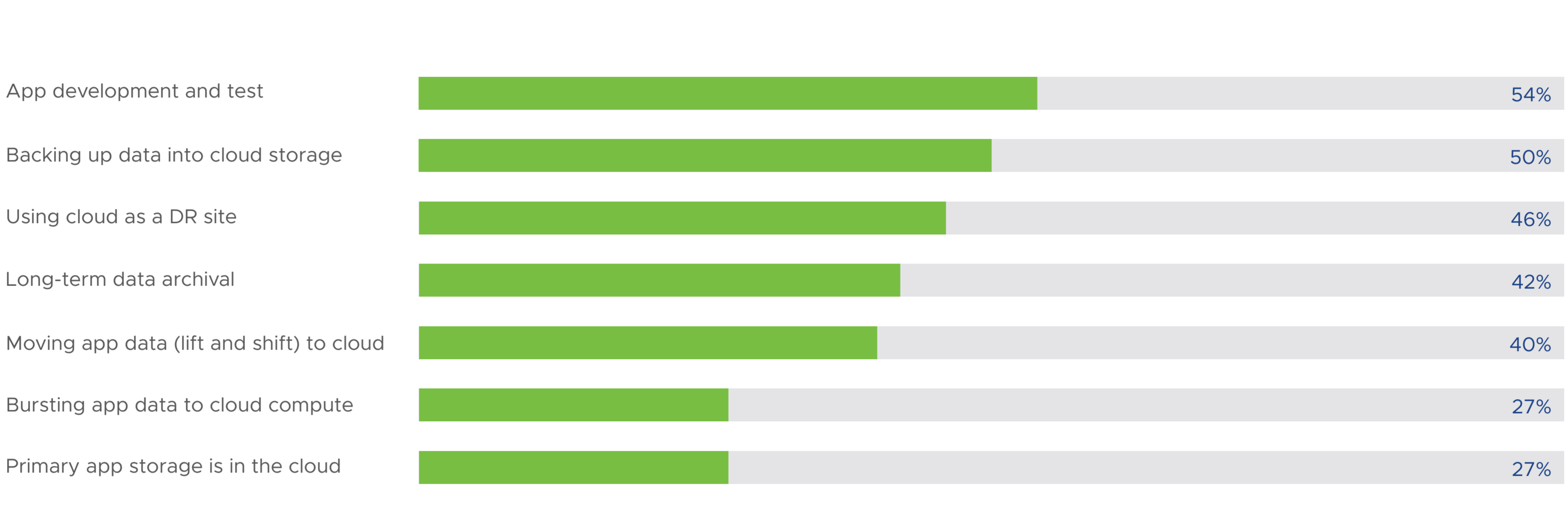
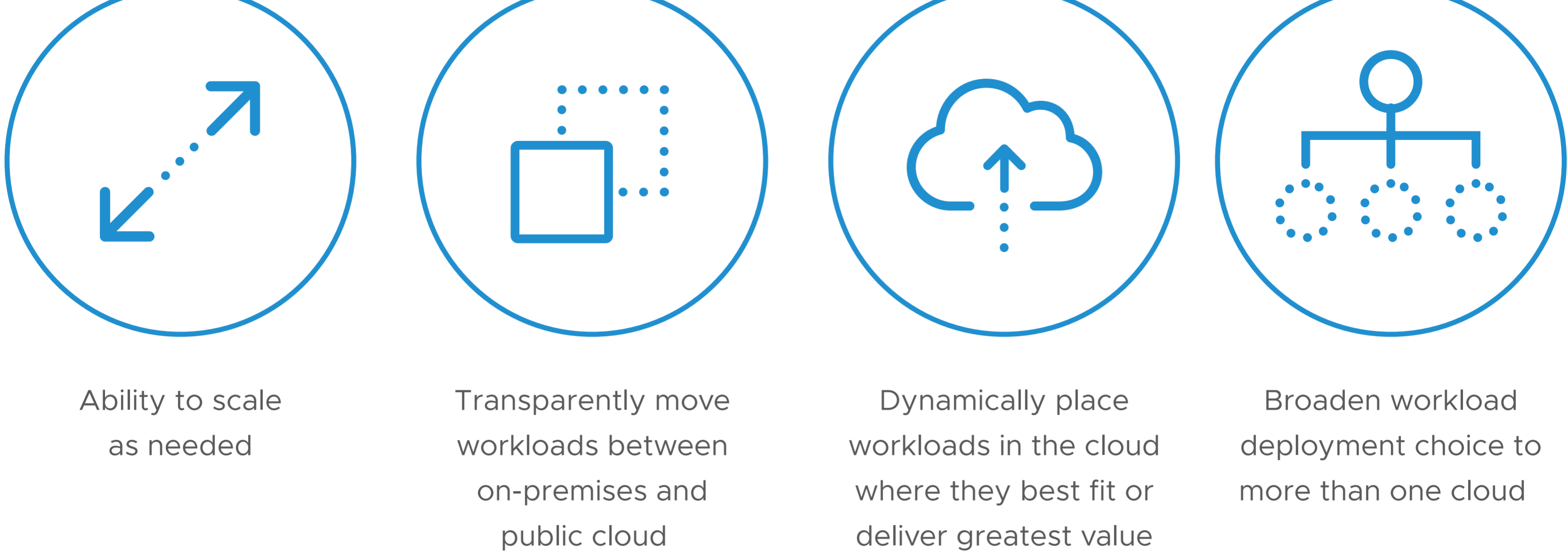
A recent study¹ comparing approaches to cloud infrastructure shows that businesses see hybrid clouds as a better long-term architectural choice. The TCO comparison of these models reveals that no matter which path a business chooses, deploying VMware Cloud Foundation saves money.

Who's Doing What

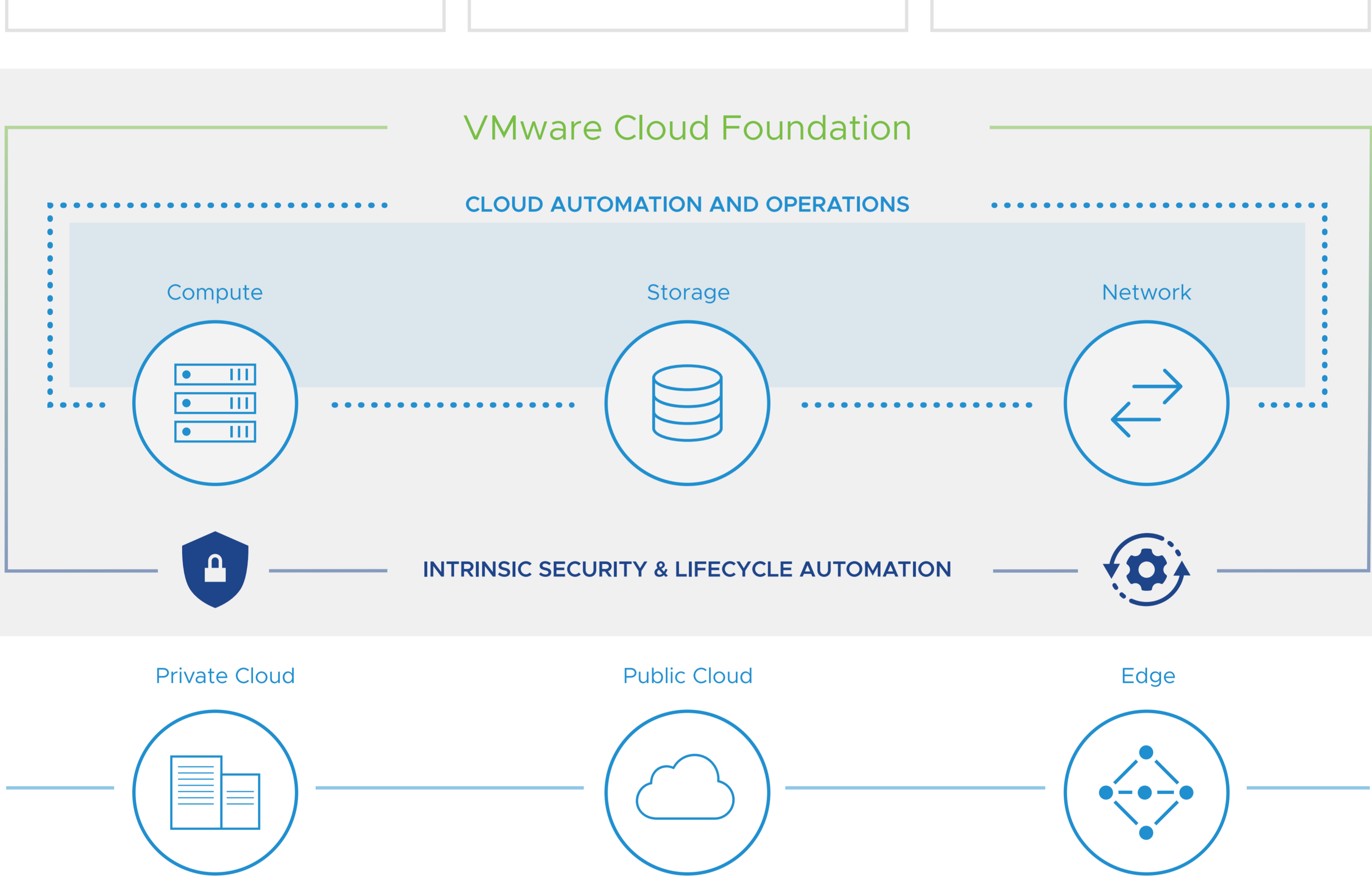
What IT decision-makers and influencers would like to see their company adopt in the next 3-5 years:



Why IT Needs Hybrid Cloud



VMware Cloud Foundation: The Simplest Path to Hybrid Cloud



The Traditional Path to Hybrid Cloud Costs More

VMware Cloud Foundation delivers a 28% cost savings over traditional 3-tier systems.*

Cost Item	Traditional 3-Tier	VMware Cloud Foundation
HW CapEx	\$2,668,202	\$1,586,615
SW CapEx	\$549,310	\$853,310
HW Maintenance (3 Years)	\$813,053	\$334,140
SW Maintenance (3 Years)	\$411,983	\$639,983
Incremental On-premises Labor	\$585,000	\$195,000
Total Costs over Three Years	\$5,027,547	\$3,609,048

* Using public prices for hardware, software and support in a 1008 VM deployment scenario.

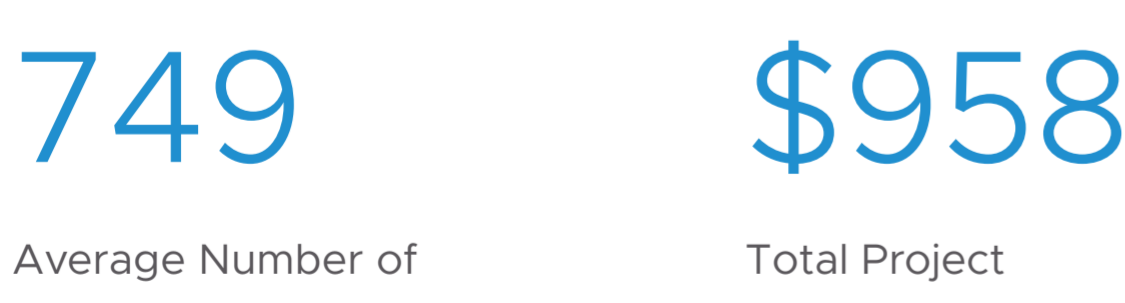
The Hidden Cost of Moving to Public Cloud

Factoring in the number of VMs migrated, the estimated costs of migration, and the estimated man-hours needed, the cost per VM of migration to the cloud is eye-opening.*

Migrate Packaged Apps – "Replatforming"



Migrate Custom Apps – "Refactoring"



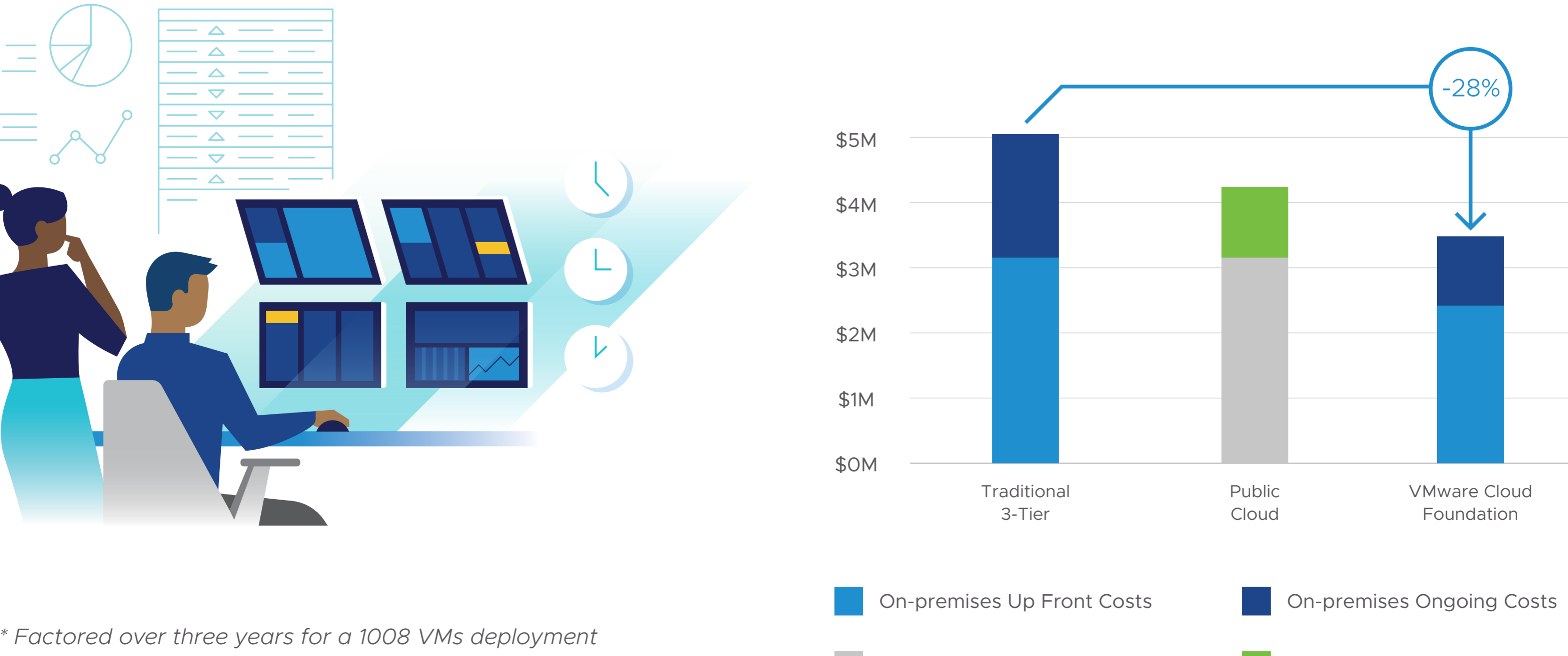
Average Cost



* Normalized average costs. Man-hour costs estimated using \$120K/yr.

TCO* Comparison of Hybrid Cloud Options

No matter which path you choose, VMware Cloud Foundation saves you money.



* Factored over three years for a 1008 VMs deployment scenario running similar types of workloads.

VMware Cloud Foundation delivers the most comprehensive, lowest cost hybrid cloud offering.

¹When Comparing Cloud Alternatives, For the Best TCO Leverage VMware Cloud Foundation, Taneja Group research, April 2019