

# Accelerate your cloud journey with VMware Cloud™ on AWS

## Initiatives driving cloud migration

- Increase in IT flexibility and speed
- DC consolidation or right-sizing
- Digital transformation
- Cost optimization
- Colo or outsourcing contract changes
- Divestitures
- App Modernization
- Strategic directive from management

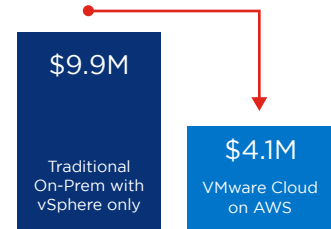
## Cloud migration pain points

**Re-factor / re-architect** apps for public cloud infrastructure  
**Disrupt** business critical apps while migrating  
**Validate** apps are meeting requirements in new environment  
**Operate** with new skills, tools, governance and security models

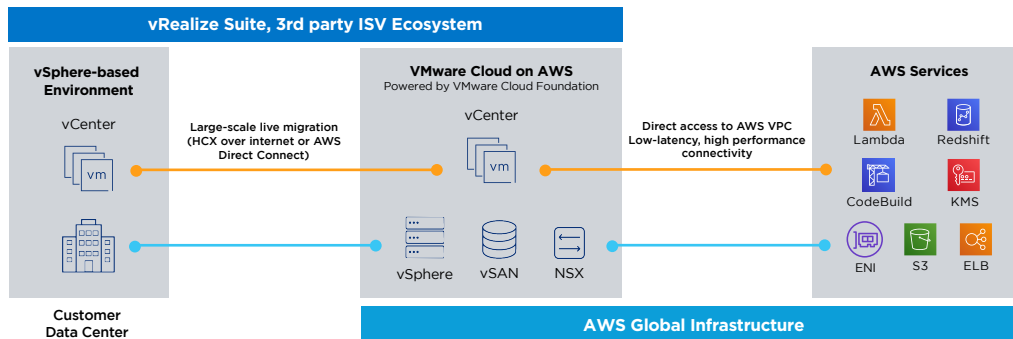
## Cost and time savings

**Lower TCO than traditional data center\***  
3 year comparison for 3,000 VMs

**59% Recurring savings**  
Infrastructure + operations



## VMware and AWS Solution



**Faster and lower cost to migrate vs. native cloud\*\***

- Save **69%** by eliminating costly rework and refactoring
- Reduce migration time from years to **months**

## Cloud IaaS capabilities

- Add dedicated host capacity in minutes
- Self-provision SDDC under 2 hours
- Add/remove capacity as needed
- Auto-scale capacity with Elastic DRS
- Flexible consumption - hourly, 1Y, 3Y
- Automate with REST APIs and PowerCLI
- Global scale - 17 AWS regions
- Subscription-based or on-demand OpEx
- Direct access to 175+ AWS services
- Continuous deployment model delivers latest VMware features and capabilities

## Cost and time savings



### Cost-effective

No application re-factoring or re-architecting needed



### Low risk

Familiar VMware environment combined with global AWS scale



### Simple and consistent

No retraining of staff or changes in operational processes



### Fast

Bi-directional live application migration to avoid disruption

## Customer impact



**71% less staff time** required compared to native cloud migration



**3 weeks** from placing the order to production



**Reduced operations cost by over 60%** and reduced deployment time by 72%

\*Source: The Total Economic Impact™ Of VMware Cloud On AWS, an August 2019 commissioned study conducted by Forrester Consulting on behalf of VMware  
\*\*Sources: IDC White Paper, sponsored by VMware, The Business Value of Hybrid Cloud with VMware, 2019; Hybrid Cloud Trends Survey, The Enterprise Strategy Group, March 2019 (N=309)

877-453-8353 | [lumen.com](http://lumen.com) | [info@lumen.com](mailto:info@lumen.com)

Services not available everywhere. Business customers only. Lumen may change, cancel or substitute products and services, or vary them by service area at its sole discretion without notice. ©2020 Lumen Technologies. All Rights Reserved.

**LUMEN®**

