

# Thriving in the Multi-cloud World

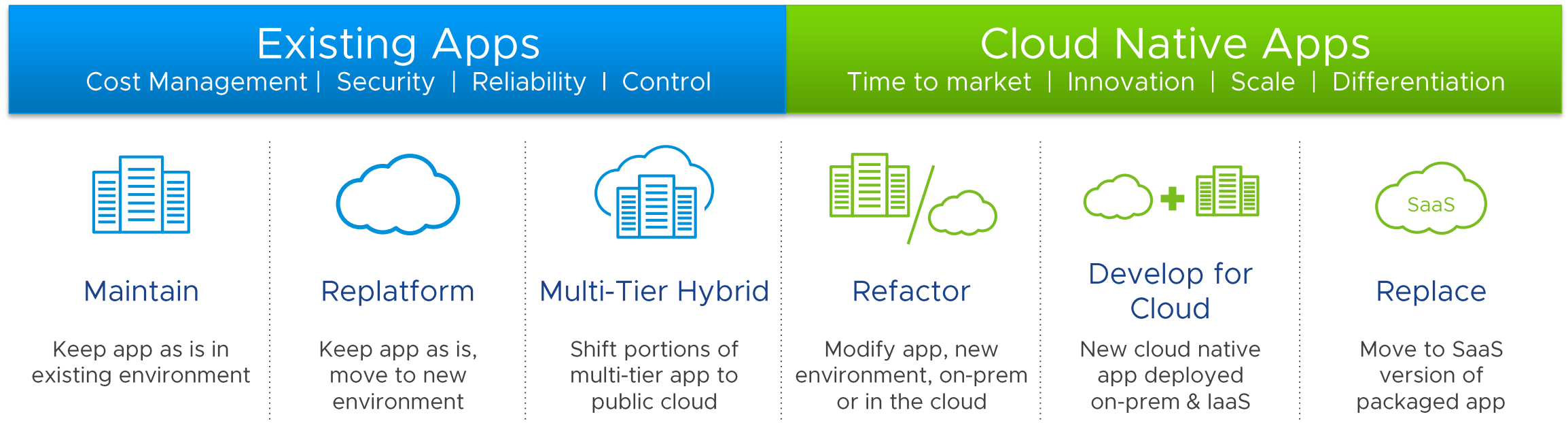
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VP Cloud, APJ  
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14 March 2019

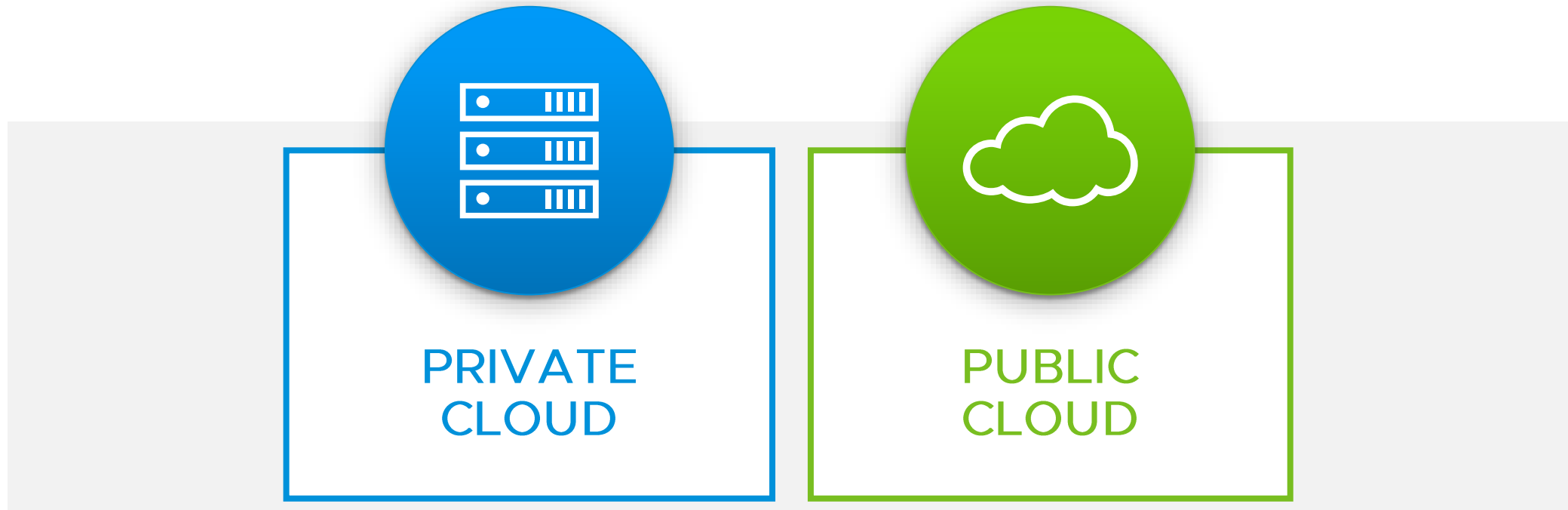
# What are we solving for?

- Ability to Innovate
- Security / Compliance
- Ability to Innovate
- Time to Market
- Efficiency

# Application needs are driving cloud adoption



# How are enterprises responding?



**83%**

of workloads are virtualised today

**80%**

of organisations have a hybrid cloud strategy today

**90%**

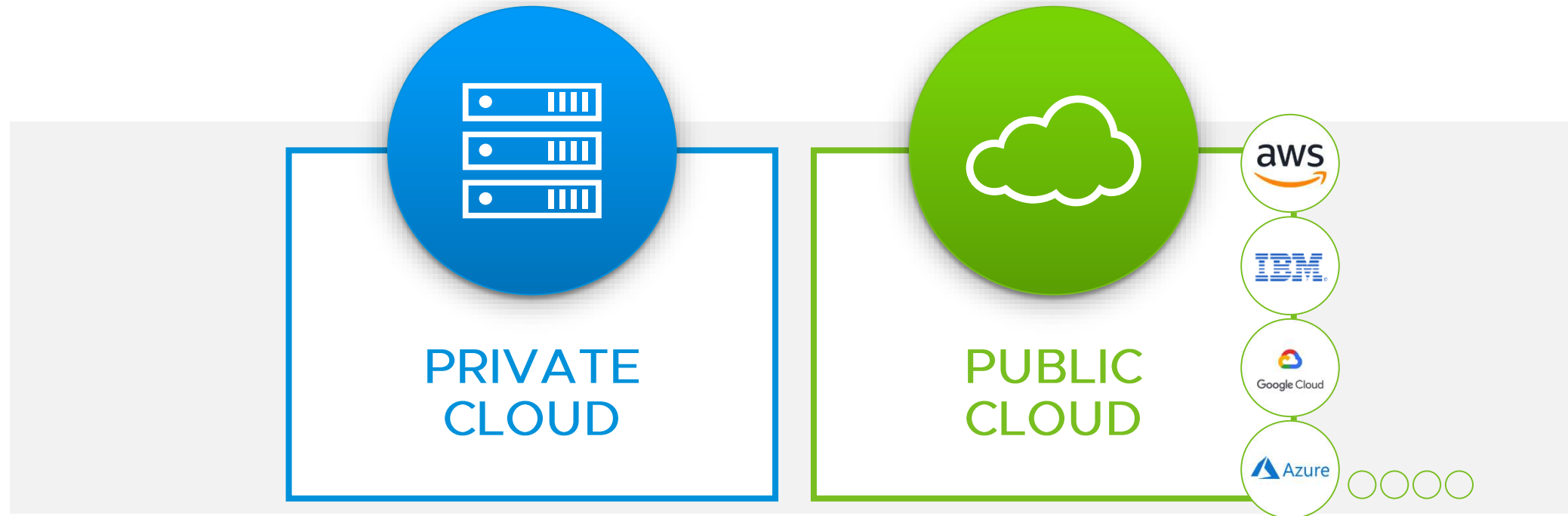
of organisations will adopt hybrid cloud infrastructure by 2020

**60%**

of large enterprises run VMs in the public cloud

# How are enterprises responding?

All are on a journey toward cloud adoption

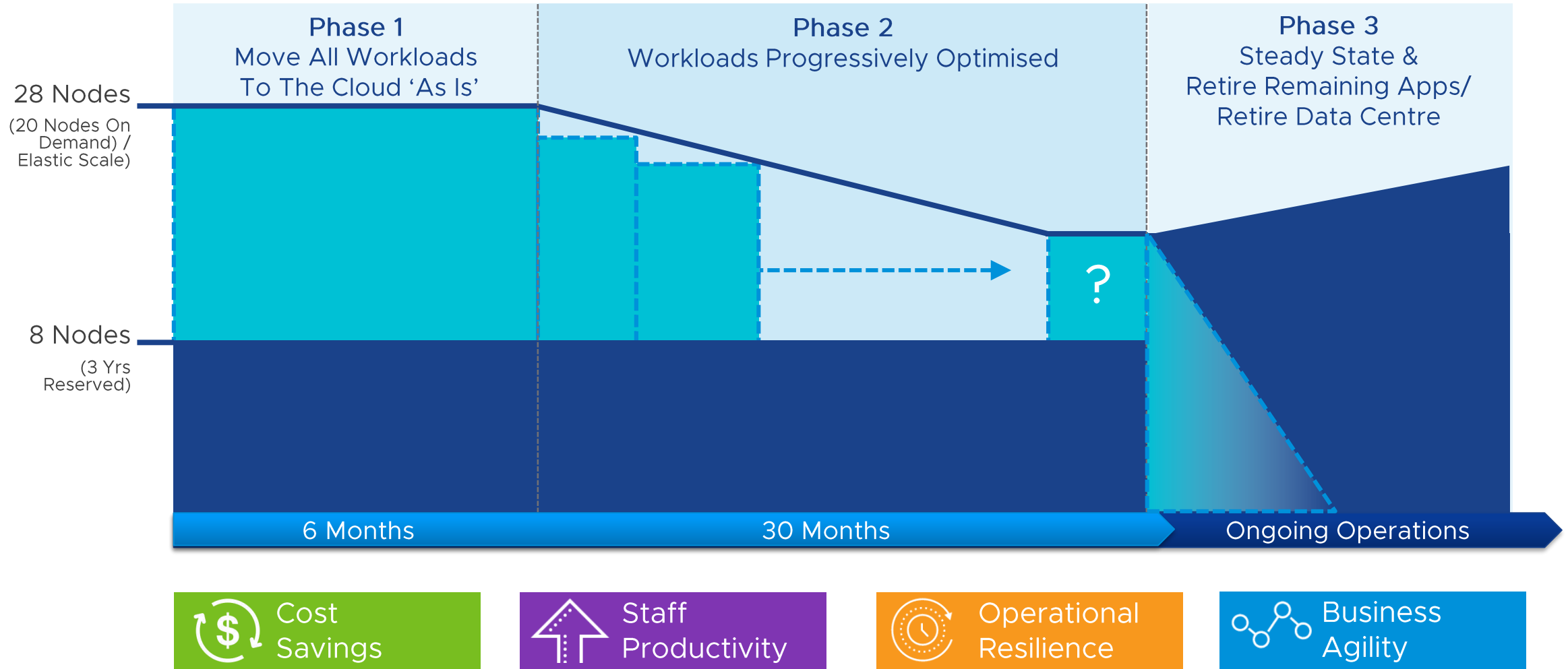


Driven by:  
IT Ops

Driven by:  
Developers and LOB

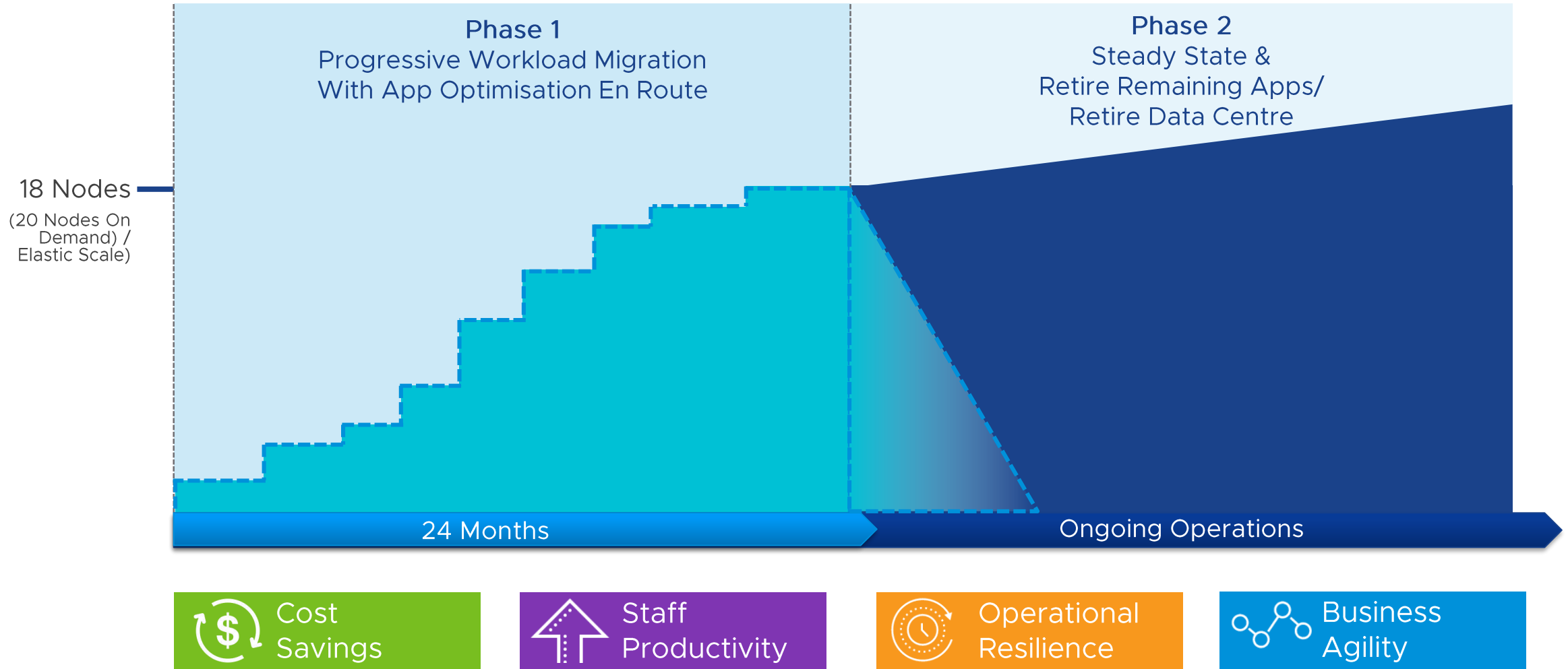
# Cloud Adoption – phased migration

## Utility Company



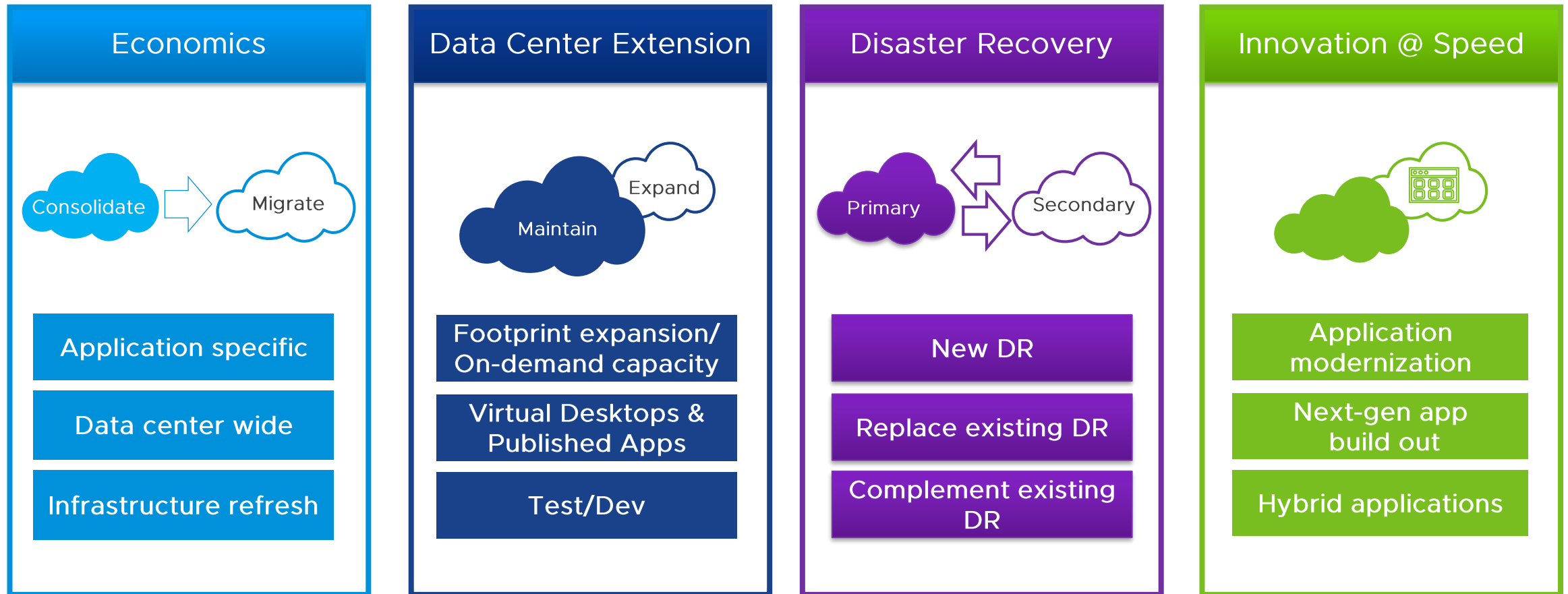
# Cloud Adoption – phased migration

## Mapping / GIS Company



# How are enterprises responding?

Distinct patterns of cloud adoption are emerging





# Cloud Adoption - Data center evacuation at scale

## Financial Services

### Business Issue/Need

- Increased Business Resilience
- Enhanced competitiveness and customer service experience
- Reduce infrastructure and opex with board mandate to exit datacenters in 2019

### Migration at scale and at speed

- 700 Apps on VMware Cloud on AWS
- 781 Nodes

### Impact

- Will meet 2019 data center exit deadline
- Existing workloads did not need to be refactored
- Secure and seamless migration to the Cloud



# Cloud Adoption - Digital innovation with agility and speed

## Insurer

### Business Issue/Need

- Rapid growth through acquisition: multiple data centers, complexity and inflexibility
- Competitive market with customers demanding excellence in digital experience
- No data centres by 2020

### Solution

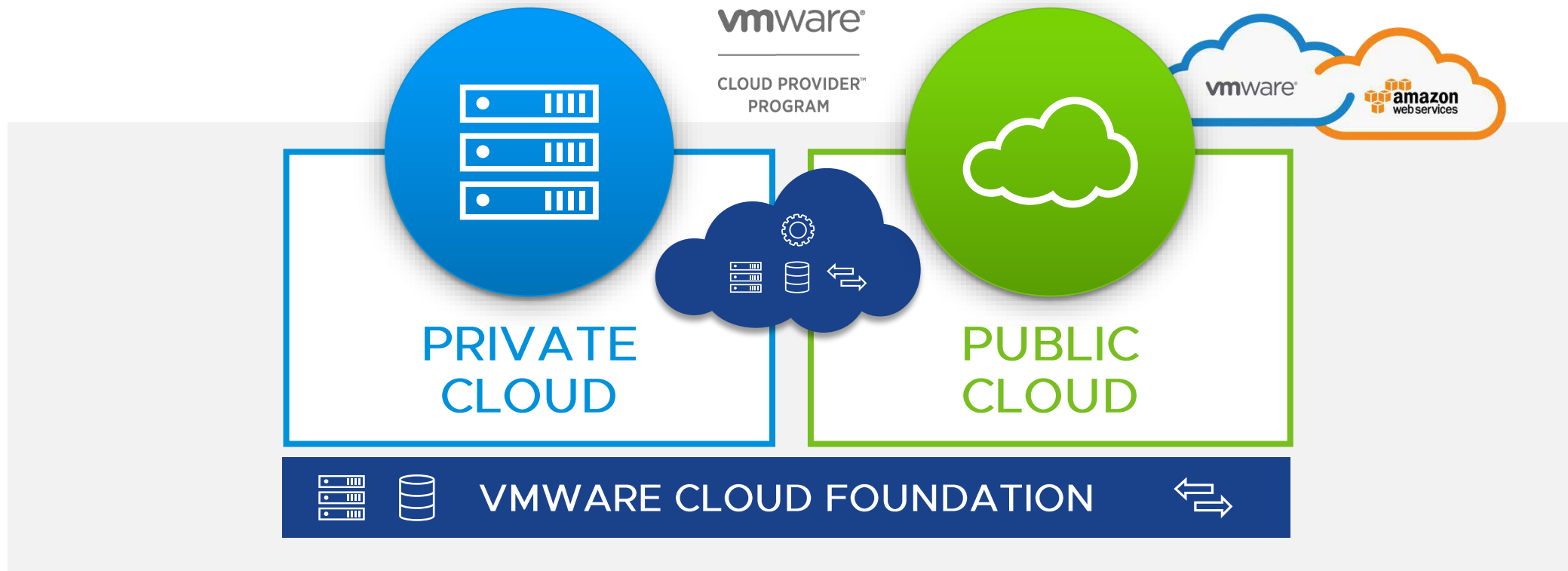
- Migrate to VMware Cloud on AWS in two phases – non regulated 1st

### Impact

- No app refactoring required, rapid, non-disruptive migration
- Resources directed to innovation & digital transformation
- On track for zero data centers by 2020
- Standardised cloud platform



# VMware Hybrid Cloud



## Consistent Infrastructure and Consistent Operations



# Thank You