



Make hybrid cloud happen

Enabling VMware Cloud™ on Amazon Web Services

Across industries today, leaders continue to see the value of moving applications to the cloud. With cloud computing comes the potential for lowering the total cost of IT ownership while delivering scalability and simplicity. For many organizations, the future of cloud will be a hybrid one, bringing together public cloud and private cloud capabilities into a flexible ecosystem that offers the best of both worlds.

Private, public, and beyond

The ultimate vision for hybrid computing is seamless simplicity—in which you can migrate a working app back and forth fluidly between environments, going from private cloud to public cloud and back again as needed. Just click a button and your app moves. The approach could help you plan for seasonal upswings in business, for example. It also could help you support sustained growth, launch new business models, collaborate and innovate with partners, support business continuity plans, or make acquisition and divestiture activities more seamless.

For many organizations, VMware Cloud on Amazon Web Services (AWS) can offer a path to help move toward that vision. The solution brings VMware's enterprise-class software-defined data center (SDDC) software to the AWS Cloud, allowing organizations to run production applications across VMware vSphere®-based private, public, and hybrid cloud environments. It also allows access to a host of native AWS services—for Internet of Things (IoT) capabilities, identity and access management, and more. And the solution allows you to manage and monitor activities centrally, via a "single pane of glass," helping to minimize the impact cloud can have on the operational model while also providing a consistent security model across both platforms. ➤

A POWERFUL TRIO

VMware, Amazon Web Services, and Deloitte have joined forces to help organizations develop and execute tomorrow's cloud strategies. With VMware Cloud on AWS, customers can get VMware's leading compute, storage and network virtualization capabilities paired with the cloud services, global scale, and "flexible consumption" that AWS offers.

As one of a select few companies chosen to participate in VMware's "Lighthouse" and "Beta" programs for this new offering, Deloitte is well positioned to help clients on the journey to a fully enabled hybrid cloud architecture. Participation in the programs has provided Deloitte with hands-on experience with the platform—with Deloitte also contributing important insights on use case testing, functionality, usability, pricing, and more.

How we can help

For many organizations, moving forward with VMware Cloud on AWS likely will require assistance on multiple fronts. Deloitte can help you solve key technology and business challenges while leveraging the leading-edge capabilities of VMware Cloud on AWS.



App insights

It starts with understanding what you have. Deloitte can help you assess all of your applications to understand interdependencies, cost profiles, security requirements and gaps, and the potential costs of migrating to VMware Cloud on AWS—so you know where you stand.



Justifying the move

More than that, we can help you develop a detailed business case for each app based on the platform with the best fit. Deloitte can work with you to pin down specific costs and benefits—and then make the case to internal decision-makers.



Hands-on monitoring

Selecting a platform is rarely a one-and-done exercise. With Deloitte, you get a team that can provide ongoing cost tracking for app projects. We can help you fine-tune your app-specific clouds strategies as technologies and business considerations change—to help you remain flexible and achieve business objectives.



Business alignment

Deloitte also understands that any new solution must work the way your business works. With any VMware Cloud on AWS projects, one of our key priorities is understanding how you operate—so we can align technology with your business processes and help you deliver the value you expect. It means understanding your goals as well as how you can achieve them by leveraging the full spectrum of VMware Cloud on AWS capabilities, including native AWS services.



A new way of working

The promise of hybrid cloud is about more than apps. It's also about how your people work. VMware Cloud on AWS requires a new way of working and a new way of doing business. Today's network engineers may be tomorrow's cloud engineers. Deloitte can help your workforce take advantage of the new capabilities VMware Cloud on AWS brings—allowing them to leverage existing skillsets while positioning them to thrive in tomorrow's environment.



Change management

Getting the most value from VMware Cloud on AWS requires buy-in from your entire workforce and an extended ecosystem of stakeholders. Deloitte can help you educate stakeholders and guide them through the new possibilities and expectations that come with operating in a true hybrid cloud model.



Risk management

Deloitte can help you take cloud risk management to the next level, working with you to deploy strategies to meet your governance, cyber-risk, security, and compliance objectives. With VMware Cloud on AWS, we can help you support a policy-based, security solution integrated across both platforms. Our Secure.Vigilant. Resilient™ framework, combined with our AWS Security Competency and VMware expertise, enables enterprises to rapidly deploy cloud cyber-risk capabilities aligned with their cloud strategy.

Possible bottom-line benefits

Working with Deloitte to launch new capabilities powered by VMware Cloud on AWS can help you unlock a host of possible new results. Here are just a few of the potential benefits you could see.

- **Scale** flexibly to respond to changing business and market conditions faster
- **Simplify** your enterprise IT, and lower your total cost of ownership
- **Move** toward more of an operating-expense model
- **Deliver** operational consistency across on-premises and cloud
- **Reduce** IT lifecycle management burdens
- **Enhance** cybersecurity for applications and data across both platforms
- **Innovate** more rapidly and collaborate with third parties more easily
- **Eliminate** costly, time-consuming migration and transformation efforts associated with moving to public cloud
- **Free up** your IT workforce to concentrate on more strategic business needs

The Deloitte difference

Moving forward on a hybrid cloud journey enabled by VMware Cloud on AWS calls for more than advice. Transforming your business and delivering the kind of results needed in tomorrow's digital economy may require two things: deep business know-how and industry-specific technology capabilities.

Deloitte can bring the full spectrum of capabilities organizations will need to make the most of cloud computing. From strategy development to hands-on systems implementation to project management to helping you understand the bigger business implications of your cloud projects, we provide end-to-end services to address comprehensive needs.

We bring not only strong cloud and application skills to the table, we bring a deep understanding of VMware Cloud on AWS—thanks to early experience with the solution. We also can leverage proprietary accelerators and industry-specific templates to help jump-start your journey with VMware Cloud on AWS. And through our cloud studios in Orlando, Fla., we can show you the art of the possible with cloud solutions—allowing you to see real-world VMware Cloud on AWS solutions in action and understand how they can apply to your business.

POSSIBLE USE CASES

- Data center extension and consolidation
- Geographical expansion
- Disaster recovery/business continuity
- Continuity of operations
- Planning and design (technology or organization)

Let's talk

If making smart moves with cloud technology is a priority for your organization, we should talk. We can share additional insights, provide a demo, or discuss specific cloud challenges your organization faces today. Contact us to get the conversation started.

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