HOW ORGANIZATIONS ARE GROWING BUSINESS WITH A MODERNIZED DATA CENTER

Agility is Key for Innovation and Growth

The digital economy is shaping new business models. To compete in this disruptive marketplace, companies are working to engage customers better and deliver a more compelling, engaging experience. They are focusing on innovating faster, and pulling ahead of the competition.

IT teams need to support their business stakeholders with the IT services and applications they require to bring new products and services to market quickly.

IT leaders are working to transform their infrastructures to keep pace with rapid change.

39%

seek to reduce IT infrastructure costs

32%

want to improve IT service levels

28%

seek to respond to new business requirements[1]

1. "IT Execs Are Challenged by Digital Transformation," Karen Frenkel, CIO Insight, December, 2016

The Path to Agility

To help their business clients unleash innovation and support growth, IT teams need to evolve to a modern data center that is virtualized, software defined, and automated, with a consistent operational model for infrastructure and application delivery.

VMware gives organizations a variety of pathways to modernize the data center, including best-in-class compute, storage, and network virtualization technologies and hyper-converged infrastructure; and IT automation solutions with industry-leading cloud management technologies.

Let's take a closer look at how the following companies are building more agile, innovative businesses based on VMware solutions.

Cyberlink AG

INDUSTRY: COMMUNICATIONS
LOCATION: SWITZERLAND

Sparks Innovation and Growth with a Software-Defined Data Center

Challenge: Keep Pace with Market Changes

Cyberlink AG has been an innovator in delivering telecommunications services to the Swiss IT market for more than twenty years. Initially, the company offered Internet, telephony, and television services to home and business customers, but as new technologies emerged, Cyberlink shifted to concentrate exclusively on businesses, and become a specialist managed service provider. To power more agile service development and delivery, Cyberlink focused on modernizing its data center with a software-defined approach.

Solution: Software-Defined Data Center Supports Business Customers

Cyberlink employed VMware NSX® network virtualization software, together with VMware vSAN™ and VMware vRealize® Automation™ and vRealize Operations,™ as the foundation for its software-defined data center. The new solution lets the provider offer software-based, high-quality infrastructure as a service to business customers. Since the infrastructure resides at Cyberlink instead of at customer sites, the provider can develop and deploy new customer services more quickly and reliably. With VMware solutions, Cyberlink can provide automated service deployment, with improved security and compliance.

Benefits: Improved Agility and Performance

Migrating to a software-defined data center has enabled Cyberlink to improve its market agility, enhance compliance, and boost performance. The new platform can also scale easily to accommodate customers' demands for additional resources during peak business periods. With a modern data center, Cyberlink can:

- Employ automation to provision customers in minutes instead of hours or days.

- Improve performance of East-West traffic for customer workloads and Cyberlink workloads.

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> *"The platform is the first of its kind in Switzerland to use VMware vSAN, VMware NSX, and VMware vRealize Automation as an end-to-end solution offering customers infrastructure-as-a-service."*

MICHAEL FIEL
HEAD OF MARKETING AND SALES
CYBERLINK AG

Baystate Health

Modernizes Infrastructure for Better Care and Reduced Expenses

Challenge: Control Costs and Improve Patient Outcomes

Baystate Health is one of the leading healthcare providers in the U.S., serving more than one million patients a year. Like many healthcare providers, the firm must evolve continuously to offer the highest-quality care. However, its existing siloed infrastructure couldn't provide the speed, mobility support, and flexibility needed to support IT needs, and building a new data center would be too expensive. The provider needed a better way to scale its resources, deliver better healthcare, and control costs.

Solution: Scalable, Nimble Modernized Infrastructure

To support its mission, Baystate decided to evolve to a virtualized, hyper-converged infrastructure based on VMware. This approach lets the provider take control at the software layer and standardize compute, network, and storage infrastructure on more affordable commodity hardware. Traditional SAN is expensive to scale up. Hyper-converged storage based on VMware vSAN provides a single, homogeneous storage environment that can scale out as their needs grow.

Benefits: Enhanced Healthcare Delivery for Less

With VMware hyper-converged infrastructure, Baystate was able to enhance healthcare delivery and realize significant consolidation and space savings. Today, Baystate has two petabytes of data and plans to consolidate that across three data centers into about 40 storage blades, which will save data center real estate by a factor of 10 to 1. The solution lets Baystate:

- Save $3.5 million in data center construction costs and shed the cost of maintaining 12,000 computers in the field

- Reduce provisioning from days or weeks to mere hours

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"We didn't want to buy independent little products and snap them in so to speak. Really, that means the only solution suite was the VMware world of products—NSX for networking, vSAN for storage, and vCloud (vRealize) for everything else. So it really was a no-brainer."

MIKE FELD
FORMER INTERIM CTO
BAYSTATE HEALTH

Vistra Energy

Automates IT to Unlock $54 Million ROI

Challenge: Improve Infrastructure Agility and Dependability for Energy Customers

Vistra Energy is the largest retailer of electricity and power generation in Texas, serving 1.7 million residential and business customers in the state. In this highly competitive market, Vistra Energy is constantly looking for better ways to keep up with changing demands, while lowering costs— and without compromising quality. To meet these outcomes, it needed a modernized, automated data center that could support its operations by delivering stability, reliability, and agility.

Solution: Automated Infrastructure

To build a more responsive, dependable infrastructure that could better support its business operations, Vistra Energy launched an initiative to automate and consolidate its IT processes in a converged environment. The firm deployed a software-defined platform based on VMware NSX and VMware vRealize Suite. The natively integrated solution enables IT staff to segment and secure services, and easily share workloads and applications between data centers and via the cloud.

Benefits: Faster, Automated Processes and Cost Savings

With automation, Vistra Energy can now give its business units access to the IT services and applications needed to support energy delivery and create innovative new products. The $18 million investment equated to a $54 million return on investment. The solution lets Vistra Energy:

- Accelerate business processes from 24 hours to 30 minutes

- Enhance the efficiency of infrastructure environments by 50 to 300 percent

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> *"(With our VMware solution) the work life balance starts to come back. Before, we had to do all our services and provisioning at night and on the weekends. Now we can automate a lot of those services. That was not in our business case; it was on top of the financial benefits."*

PAUL REYES
CHIEF INFORMATION SECURITY OFFICER AND VP OF INFRASTRUCTURE
VISTRA ENERGY

Dell EMC

Automates Enterprise Hybrid Cloud to Deliver Services Faster

Challenge: Evolve the Data Center to Increase Speed of Services Delivery

Dell EMC, a part of Dell Technologies, enables organizations to modernize, automate and transform their data center using industry-leading converged infrastructure, servers, storage and data protection technologies. Like many companies, Dell EMC needed to:

- Evolve data center infrastructure to support IT-as-a-service environment

- Automate manual IT tasks and service provisioning

- Reduce time to provision new services

Solution: Unified Management Enabling Automation

Today, the company is deploying an enterprise hybrid cloud infrastructure, with VMware vRealize Suite at the very heart of the reference architecture.

The new infrastructure provides a comprehensive ITaaS solution for managing day-to-day operations, including troubleshooting, capacity planning, performance monitoring, and workload placement. It also allows Dell EMC to quickly provision and deliver network and security services that work in lockstep with compute and storage services—all from a single pane.

Benefits: Shortened Delivery Times and Cost Savings

The new infrastructure provides a comprehensive ITaaS solution for managing day-to-day operations, enabling Dell EMC to:

- Reduce time to provision from 45 days to same-day delivery

- Improve workload placement, troubleshooting, and capacity planning to achieve optimized utilization of 80 percent

- Charge back 90 percent of operational expenses to enable better decisions about technology investments

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"Before, provisioning what I call a useful service—with authentication, load balancing, storage, firewall, and more—would take as long as 45 days. With automation, we're shrinking that down to same-day delivery."

PAUL DIVITTORIO
SENIOR DIRECTOR OF CLOUD INFRASTRUCTURE
DELL EMC

Zebra Technologies

Integrates Infrastructures in the Cloud

Challenge: Integrate Infrastructures Seamlessly and Reduce Costs

Zebra Technologies builds logistical solutions that identify, track, and manage critical assets, people, and transactions. When Zebra Technologies bought Motorola Solutions' Enterprise business in 2014, it also acquired 700 new applications and a massive daily hosting bill. As a result they needed to:

- Quickly migrate 700 legacy applications
- Retire significant hosting charges
- Leverage hybrid cloud for on-demand infrastructure-as-a-service

Solution: Unified Hybrid Cloud and Management Platform

Zebra elected to build on the successful virtualization of its server environment on the VMware vSphere® platform by automating its entire IT environment to deliver Infrastructure as a Service (IaaS).

The company expanded its existing data center facilities, refreshed the existing hardware platforms, and virtualized the remaining physical infrastructure to create a private cloud. VMware NSX and vRealize Automation Enterprise Edition lets Zebra enable self-service provisioning of complete platforms to any cloud in its hybrid environment.

Benefits: New Capabilities, Flexibility and Time Savings

By launching its hybrid cloud on a VMware product and service stack, Zebra gained new capabilities and realized significant business benefits, including the ability to move workloads between its public and private clouds, saving the IT team time.

- Better support growth and innovation by being more responsive to the business
- Quickly reduced legacy hosting expenses
- Provide hassle-free ability to move workloads between private and public clouds

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> *"You need to have all these pieces: the Software-Defined Data Center, the public cloud service, the automation, the security, the operational visibility, and the financial transparency. VMware has sewn it all into a single software solution."*

SCOTT MYERS
CLOUD ARCHITECT
ZEBRA TECHNOLOGIES

Where Are You on the Modernization Journey?

It's clear that the pace of innovation is accelerating every day, and the businesses that succeed will be those that can turn change into a competitive advantage. IT organizations understand that they need to move forward on their journey toward a more modernized data center, or risk falling behind

VMware, the industry leader in virtualization and cloud technologies, is an ideal partner for businesses seeking to modernize their data centers to deliver IT infrastructure and application services fast, to drive innovation and business growth.

GET STARTED TODAY

Modernize Your Data Center

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