Interviewed VMware customers spoke to the value of establishing a VMware hybrid cloud environment with VMware Cloud on AWS both in terms of **effectuating cloud migrations and running applications**. They reported migrating workloads to the public cloud in **less time and at lower cost**, and benefiting from the **scalability, agility, and performance** of VMware Cloud on AWS.

### Migration Efficiencies Compared with Other Public Cloud Solutions

**Comparison of Cost of Migration per 100 VMs**

- **Other Public Cloud**
  - $412,400
- **VMware Cloud on AWS for VMware Hybrid Cloud**
  - $382,500
  - $178,500
  - $155,900

- **57% less**, saving **$233,900 per 100 VMs**

- **46% Faster migration**
- **57% Lower overall cost of migration**
- **59% Less staff time required to migrate**

**Staff time costs, training**

**Third-party costs**

**Customer Quote:**

“VMware Cloud on AWS allows us to use the same technologies that we’re using for our on-premise environment and be able to flip workloads back and forth between our on-premise environment and AWS with relative ease.”

### Ongoing Value of Hybrid Cloud with VMware Cloud on AWS

- **Overall Value**
  - **351%** 3-year ROI
  - **44%** lower 3-year cost of operations

- **IT Value**
  - **48%** more efficient IT infrastructure teams
  - **39%** lower IT infrastructure costs

- **Business Operations Value**
  - **83%** less unplanned downtime
  - **$6.56M** higher revenue per year per organization

**Customer Quote:**

“VMware Cloud on AWS fits well within our cloud strategy. It saves us money and reduces downtime, which are both huge for us. Also, having a VMware hybrid cloud doesn’t compromise security. Those are really the three big things for us.”