

10 REASONS THE PUBLIC SECTOR SHOULD ADOPT VMWARE CLOUD ON AWS

Public Sector organisations are facing accelerating workloads and an unprecedented pace of change. For many, public cloud is becoming increasingly more attractive as a platform to host systems, citizen data and applications, with its potential to increase agility and offer flexible deployment options.



83% of enterprise workloads will be in the cloud by 2020¹



£4.9 BILLION in cloud purchases were made via the G-Cloud procurement framework since its launch in 2013²



£256 BILLION Gartner predicts the worldwide public cloud services market will grow from £141 billion in 2019 to £256 billion by 2022³

WITH THIS IN MIND, LET'S TAKE A LOOK AT THE TOP TEN REASONS WHY PUBLIC SECTOR ORGANISATIONS SHOULD BE LOOKING TO ADOPT VMWARE CLOUD ON AWS

1 OPTIMISE EXISTING INVESTMENT

HOW? VMware Cloud on AWS utilises the same tech as your on-premise infrastructure, providing a fully consistent and operational cloud service that cuts costs and IT wastage.



BENEFIT Drive more value from existing IT, reduce the need for skilled IT resource or training hours for new technology.

At least **30%** of technology spend is wasted, despite **56%** of IT leaders expecting to increase IT spend over the next year.³

2 SCALABILITY ON-DEMAND

HOW? VMware Cloud on AWS enables you to migrate workloads, assign adequate resources and capacity and migrate back once your requirements scale down.



BENEFIT Keep pace with fluctuating citizen demands, driving resource and IT efficiencies.

IT leaders experience **33%** higher utilisation rates as a result of a significant drop in "capacity hoarding" – a top cloud economic advantage.⁴

3 REDUCED COMPLEXITY AND RISK

HOW? With no need to re-architecture applications and no conversions required, you can accelerate migrations to the cloud without the associated complexity and risk.



BENEFIT Reduce the chance of IT outage, cut costs and continue to provide a seamless citizen service.

Global companies that have frequent outages experience up to **16X** higher costs when recovering from downtime than companies who have fewer instances.⁵

4 REDUCE OVERALL COSTS

HOW? VMware Cloud on AWS gives you the ability to migrate exiting cloud services into the same stack as the rest of your infrastructure.



BENEFIT More value for enterprise applications, with additional cost savings that can be used to transform services for a growing and aging population.

Typical IT organisations spend over **30%** of their budget on infrastructure. Shifting some or all of this to the cloud could save **10-20%** of their annual IT budget.⁴

5 ACCELERATE PROVISIONING

HOW? Using the same infrastructure you're already familiar with enables you to reduce operational capacity and speed up time to provision.



BENEFIT Being able to adapt to sudden changes and new requests is vital, especially in light of Brexit uncertainties.

IT leaders at **79%** of companies receive regular requests from end users each month to buy more cloud applications.⁶

6 BUSINESS CONTINUITY

HOW? Granular on-demand protection with non-disruptive testing makes migration to VMware Cloud on AWS a smooth, quick process with minimal downtime.



BENEFIT Keeps crucial citizen services available while teams can keep pace with rapid ongoing change and tech innovation.

Gartner puts the average cost of network downtime at **£3,880** per minute.⁷

7 FAST TIME TO PROTECTION

HOW? With bi-directional failover, VMware DR can scale up and automate failovers from on-premise into the cloud – and back again when needed.



BENEFIT Helps you migrate quickly and safely, safeguarding large volumes of sensitive citizen data.

50% of IT leaders move off-premise to increase resilience and maximise the cost savings opportunity.⁸

8 INCREASED AGILITY

HOW? On-demand consumption with pure elastic capacity offers complete operational consistency delivered as a service.



BENEFIT Eliminates the risk of over provisioning or building too much capacity, freeing up budget for driving public service efficiencies.

Business agility leads the list of drivers for adopting cloud, with nearly **1/3** of IT leaders saying it was their primary reason for pursuing the cloud.⁹

9 RAPID DEPLOYMENT SPEED

HOW? By simplifying and automating some steps associated with setting up application hosts you can speed up deployment, iterating and extending more rapidly over time.



BENEFIT Take advantage of new services and respond rapidly to policies, requests and regulations.

It takes less than **90** minutes for some of our customers to spin up additional hosts, housing up to 100 virtual machines.¹⁰

10 FLEXIBLE CONSUMPTION OPTIONS

HOW? Consumption-based billing offers a choice of models to buy as add-on services, or a hybrid loyalty program that offers the flexibility to purchase VMware on AWS at a lower rate.



BENEFIT Helps manage licensing and lower expenditure in the face of major budget constraints across the Public Sector.

Less than **1/4** of IT Executives say they're mature in optimising software licence spend.⁹

WHY PHOENIX SOFTWARE?

At Phoenix Software we specialise in looking at your business processes and identifying what you need to change.

Even if you're unsure of what you'll be doing in years to come in the way of innovation, we can ensure you're equipped to be adaptable. In addition, due to regulations dictating how Public Sector organisations work, we're committed to ensuring we have all regulatory certifications covering security and GDPR compliance.

With VMware Cloud on AWS, we can help you build new models to enable data access across any device, transforming your infrastructure into a software defined network. By adopting a model that supports cloud, you'll be able to integrate into any public cloud for any hybrid environment, modernise your data centres and gain more efficiency from your current investment.

TO FIND OUT HOW TO START OPTIMISING YOUR EXISTING VMWARE OR CLOUD TECHNOLOGY, CONTACT PHOENIX ON 01904 562200 OR EMAIL HELLO@PHOENIX.CO.UK.

