

REALIZE WHAT'S POSSIBLE

VMware customers create
new possibilities

vmware®



Take action. Spark change.

Keeping up with an ever-evolving world means that organizations need to be smart, harnessing the best ways of working to create exceptional employee and customer experiences. Industries everywhere are experiencing digital transformation as a key strategy to support growth and success.

Our amazing customers trust VMware in our ability to support and accelerate their shift to digital, creating new possibilities for their business. Our solutions help companies in every industry - from financial services and healthcare, to retail, education, and government - achieve their business objectives.

Some of their great stories are collected in this book. We hope they inspire you in your digital transformation journey.



A handwritten signature in black ink, appearing to read 'J. Brulard', written on a light-colored background.

JEAN-PIERRE BRULARD

Senior Vice President and General Manager, EMEA

vmware[®]



Digital transformation is about creating new possibilities for businesses

- Nimble innovation
- Better ways of working
- Inventive business models
- New customer experiences

Business outcomes

Our customers are focused on a core set of business outcomes:

- Accelerate business agility
- Deliver exceptional mobile experiences
- Protect brand and maintain customer trust

Strategic IT priorities

VMware is helping customers in all industries achieve their business outcomes by focusing on key strategic IT priorities:

- Modernize Data Centers
- Integrate Public Clouds
- Empower Digital Workspaces
- Transform Security



Modernize Data Centers

THE FOUNDATION FOR A FLEXIBLE, SCALABLE DATA CENTER

Today's digital transformation is driving rapid and fundamental changes in businesses and their operating models. To support this, IT must similarly transform its data centers. VMware enables IT organizations to modernize data centers and deliver IT infrastructure and application services with the speed and agility to support business innovation and growth while optimizing total cost of ownership.

MODERNIZE DATA CENTERS - EDUCATION

Academy leading the way in cost-effective digital transformation of public services

French Government eLearning program equips college students and teachers with secure computers

About

The academy caters for 714,000 students, 56,360 employees and 3,380 schools. The IT team has 113 employees and supports 220 applications.

Challenge

Introduce eLearning as part of a national strategy of digital culture to provide every college student and teacher with their own laptop, tablet or hybrid computer.

Host on vCloud Suite/vSAN Academy infrastructure the administration of e-school bag, in accordance with local collectivities.

Solution

- VMware AirWatch EMM

Business Value

INNOVATION

VMware AirWatch deployment in 4 colleges, on 800 devices, for both students and teachers. Solution manages devices pool and content production.

USER PRODUCTIVITY

Cost-effective, secure and reliable access to digital learning.

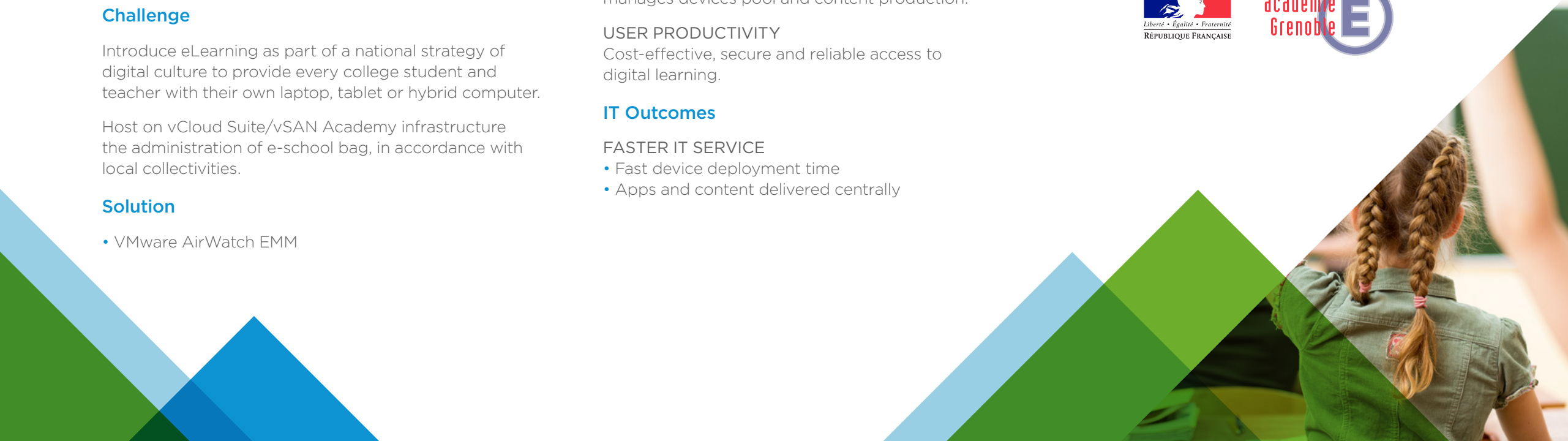
IT Outcomes

FASTER IT SERVICE

- Fast device deployment time
- Apps and content delivered centrally

“We implemented the VMware AirWatch solution to manage devices in colleges, according to the French ‘Plan Numérique’. This solution was very easy to implement and we pilot all delivery of content on these devices.”

LAURENT LE PRIEUR
CHIEF INFORMATION OFFICER
ACADÉMIE DE GRENOBLE



MODERNIZE DATA CENTERS - TELCO & SERVICE PROVIDERS

A change in the way we work

Amdocs shortens time-to-market with VMware Private Cloud Platform

About

Amdocs is a market leader in customer experience software solutions and services for the world's largest communications, entertainment and media service providers and has been for more than 30 years.

Challenge

Both SLA and work environments had grown which led to new requirements from the IT department, as well as problems and malfunctions that also needed to be resolved. The goal was to make the process simpler and cut bureaucracy.

Solution

Amdocs deployed large scale Private Cloud based on VMware's SDDC architecture. The Cloud Platform allows Amdocs to provision thousands of VAPPS on a daily basis as part of the Amdocs DevOps automated process.

Business Value

INNOVATION

Not just the implementation of the technology but a change in work processes and development of new roles and new interfaces in an agile manner.

IT Outcomes

OPEX REDUCTION

The automated process has massively reduced wasted time and improved efficiency.

IMPROVED UPTIME

Environments that used to take hours to implement now takes minutes.

BUSINESS MOBILITY

Duplication/cloning of work environments helps developers do their job more fluently.

"VMware has taken us to a more agile and efficient place which provides us a way to shorten the R&D process and the time of product release to market."

LIRON FREIND
DEVOPS DIRECTOR
AMDOCS



MODERNIZE DATA CENTERS - RETAIL

Coop keeps customers happy with VMware

Deploys Virtual SAN to underpin all business operations

About

Leading retailer across Denmark, with 1,200 supermarkets across the region.

Challenge

Wanted a way to lower the total cost of IT systems in order to compete in low-margin market, while maintaining customer satisfaction.

Solution

Deployed Virtual SAN to keep all servers running on a shared platform.

Business Value

CUSTOMER SATISFACTION

Customers can rely on the infrastructure to support their operations.

IT Outcomes

OPEX REDUCTION

Able to finance the deployment through Opex cost savings.

IMPROVED UPTIME

Keeps all business systems – back and front end – up and running.

BUSINESS MOBILITY

Orchestrated allocation of resources through virtualization which has reduced costs.

“vSAN provides a compelling combination of low total cost of ownership and high performance. vSAN’s broad support for hardware enabled us to tailor a hyper-converged solution exactly suited to our needs. We have standardized on vSAN to power our core business systems from point-of-sale to customer loyalty, to websites, to remote sites, to supply chain and back end systems.”

SØREN VENDLER
IT ENTERPRISE ARCHITECT MANAGER
COOP

The Coop logo is displayed in a bold, red, lowercase sans-serif font. It is positioned in the lower right quadrant of the page, above a photograph of a shopping cart handle. The background of the page features abstract geometric shapes in shades of blue and green at the bottom, and a photograph of a shopping cart handle on the right side.

MODERNIZE DATA CENTERS - ENERGY & UTILITIES

Foundations for Cloud transformation

Faster service delivery to accelerate decision making and innovation

About

KNPC is one of the biggest oil and gas companies in the Gulf region, and is considered an agile, forward-looking and innovative player in the Gulf oil sector.

Challenge

Move from server virtualization to the private cloud to deliver IT as a Service to the company's growing base of users.

Solution

NSX network virtualization and VMware vRealize Suite to deliver IT as a Service through a new multi-site private cloud.

Business Value

REVENUE OPPORTUNITIES

Better visibility and the ability to implement a hardware vendor-agnostic infrastructure will drive down costs.

SECURITY

With NSX micro-segmentation, IT will be able to apply granular controls to application security.

IT Outcomes

CAPEX REDUCTION

"Keep the lights on" costs are expected to go down by as much as 60 percent.

IMPROVED UPTIME

Achieve resource utilization rates that are 3x better.

FASTER IT SERVICE

Service delivery will be 60-70 percent faster, which will help mitigate shadow IT.

"Our adoption of a VMware-based software-defined data center will enable our cloud transformation, and help IT be a strategic partner by operating at the speed at which our business is moving."

ABDULAZIZ A. AL-DUAIJ
MANAGER INFORMATION
TECHNOLOGY DEPARTMENT
KNPC



MODERNIZE DATA CENTERS - TELCO & SERVICE PROVIDERS

Professional Services improve outcomes using VMware technologies

Decreasing time-to-market for new OBS customer cloud offerings

About

Orange Business Services (OBS) is in charge of business offers, with 7M€ revenue and 21,000 employees across 220 countries.

Challenge

Orange Cloud for Business needed to build Shared Cloud and Private Cloud offers for business customers.

Solution

- vCloud Director
- vRealize Automation
- NSX
- 1 PSO TAM (full time)
- 2 PSO Residents (full time)

Business Value

INNOVATION

Improved time-to-market thanks to roadmaps and beta testing.

USER PRODUCTIVITY

Team competency improvement and better use of VMware technology thanks to continuous support of TAM.

CUSTOMER SATISFACTION

New services to customers thanks to NSX. Quality of services improvement, with analysis of incidents, support and prioritization by TAM.

IT Outcomes

FASTER IT SERVICE

TAM integration in the team improves VMware solutions deployment and efficiency migration support from VCNS to NSX.

SECURITY TO EFFORT RATIO

Improved security with NSX.

“PSO services are beneficial for OBS, they bring added value with TAM, Residents and Education to the team.”

THIERRY VERNEY
SKILLS CENTER RESPONSIBLE SERVERS
AND VIRTUALISATION OBS - OCB CSE
ORANGE

Business
Services



MODERNIZE DATA CENTERS - ENERGY & UTILITIES

Building a unified IT infrastructure for the largest petrochemical company in Russia

SIBUR builds a private cloud based on IaaS-model

About

SIBUR is Russia's largest integrated gas processing and petrochemical company. The group processes natural resources in an environmentally sustainable way.

Challenge

- Complex and large-scale IT infrastructure
- Deterioration and obsolescence of equipment
- CapEx reduction

Solution

VMware vSphere with Operation Management Enterprise Plus and vRealize to build a platform that provides the unified infrastructure management of the 11 industrial enterprises of SIBUR, via corporate center in Moscow.

Business Value

REVENUE OPPORTUNITIES

Effective use of current investments in IT and accurate forecasting of IT costs.

IT Outcomes

OPEX REDUCTION

High productivity of each piece of hardware, a clear distribution of load on the servers.

IMPROVED UPTIME

Agility and high resiliency of IT infrastructure.

“With IaaS we'll be able to understand how loaded the infrastructure is and which servers require additional resources. Therefore, we'll be able to plan for future increases in capacity more accurately and reduce the volume of equipment purchases.”

DMITRY SOROKIN
IT INFRASTRUCTURE ARCHITECT
SIBUR



SIBUR





Integrate Public Clouds

CLOUD SOLUTIONS THAT SUPPORT YOUR CLOUD STRATEGY

VMware delivers solutions that enable IT organizations to confidently integrate public clouds to scale and extend their businesses. VMware's industry-leading cloud technologies help customers fully and securely leverage VMware hybrid clouds and native public clouds for increased agility, accelerated innovation and optimized costs.

With a range of private, public and hybrid cloud solutions, organizations have the freedom to implement a cloud solution that supports their cloud strategy for their unique business, with freedom and control.

INTEGRATE PUBLIC CLOUDS - TELCO & SERVICES PROVIDER

Cyberlink AG reinvents itself

Due to the SDDC, Cyberlink is able to secure the future of the business

About

For more than twenty years Cyberlink AG has been part of the IT market in Switzerland. Today the company is an innovative Managed Service Provider.

Challenge

The Fiber-to-the-Home boom led to a less lucrative internet business in Switzerland. Furthermore, competitors offered phone, internet and TV in one package. Cyberlink needed to reinvent itself and provide new services and solutions.

Solution

Development of a totally new business line by means of the VMware Software-Defined Data Center.

Business Value

REVENUE OPPORTUNITIES

Improvement of profitability through a new business line and an expanded product portfolio.

IT Outcomes

SECURITY

Improved network security supports disaster recovery.

INNOVATION

Fast onboarding of new Cyberlink customers.

FASTER IT SERVICE

Faster end-to-end solution, offering customers an IaaS Solution.

“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 an IaaS. Thanks to this platform, customers who already deploy VMware themselves can use Cyberlink for backup. Anyone who has made a new investment has the possibility to benefit from an existing environment at Cyberlink.”

MICHAEL FIEL
HEAD OF MARKETING AND SALES
CYBERLINK



The Cyberlink logo is displayed in a bold, blue, lowercase sans-serif font. It is positioned in the lower right quadrant of the page, above a decorative graphic of overlapping green and blue triangles. The background of the entire page features a close-up photograph of server hardware, showing various components like fans and cables, which is partially obscured by the geometric shapes.

INTEGRATE PUBLIC CLOUDS - EDUCATION

Recovering from disaster

New College Durham revamps its disaster recovery services with vCloud Air

About

College of further and higher education, with an impressive \$35 million campus. Graded as outstanding by Ofsted.

Challenge

Repair its IT systems following a failure of its on-site disaster recovery (DR) facility. IT investments must help boost student enrolment and enable current students to be more productive and achieve better grades.

Solution

Disaster Recovery-as-a-Service solution with VMware vCloud Air.

Business Value

USER PRODUCTIVITY

Staff capacity freed up, enabling IT team to focus on innovation and service delivery.

COMPLIANCE

Compliance with auditors' demands concerning where data resides and how it is used.

SECURITY

Improved through DRaaS.

IT Outcomes

OPEX REDUCTION

Purchase storage and compute capacity as required.

CAPEX REDUCTION

Avoided costs of refitting and maintaining a second data center – saving up to \$90,000.

“The vSAN platform has given us greater control of our infrastructure stack as well as improved the management of our VMware environment. It has also provided greater performance and simplification of the SAN infrastructure, affording us freedom when scaling, as well as flexibility in our choice of hardware.”

GEORGE WRAITH
HEAD OF ICT
NEW COLLEGE DURHAM



New College Durham



INTEGRATE PUBLIC CLOUDS - TELCO & SERVICES PROVIDER

Kenyan cloud services provider leads East Africa to the cloud

Node Africa builds greenfield data center infrastructure in six weeks

About

Launched in 2016, Node Africa provides customers with bespoke cloud infrastructure and services that extends to the consulting, design, build and deployment of complex IT solutions.

Challenge

- Deploy a new data center in less than two months
- Create a secure, hybrid offering for customers
- Overcome bandwidth challenges of African continent and cut typical network costs

Solution

Node Africa joined the VMware vCloud Air Network program. With the vCloud Architecture Toolkit, a scalable cloud infrastructure was built in six weeks, utilizing vSphere, vCloud Director and NSX.

Business Value

INNOVATION

Bandwidth latency reduced to milliseconds.

SECURITY

Secure, multi-tenanted system built in just six weeks.

CUSTOMER SATISFACTION

The VMware vCAN model ensures customers only pay for what they use.

IT Outcomes

FASTER IT SERVICE

Six hours to replicate a customer.

CAPEX REDUCTION

\$10,000 saved on networking equipment.

“The amount of money we have saved on networking equipment as a result of using VMware NSX as the basis of our network has been amazing. We saved \$10,000 on just our initial network infrastructure investment, that’s big for a green fields startup.”

PHARES KARIUKI
CEO
NODE AFRICA

N  **DE**
A F R I C A



INTEGRATE PUBLIC CLOUDS - TELCO & SERVICES PROVIDER

Delivering global communication and IT solutions

Telefónica Global Solutions meets strict SLAs with VMware

About

Manages the multinational, wholesale and roaming business units within the global Telefónica Group.

Challenge

Guarantee business continuity across its 140 offices and customers worldwide. Meet strict data protection SLAs for its Central Service Platform (CSP), a mission-critical platform used by leading enterprises and global organizations.

Solution

Working with the Professional Services team, design and implement a business continuity solution.

Business Value

INNOVATION

More capacity and speed in the face of new business requirements.

COMPLIANCE

Can meet stringent business continuity demands.

IT Outcomes

FASTER IT SERVICE

Virtualization has accelerated project delivery times.

IMPROVED UPTIME

Availability is no longer an issue in the event of a disaster.

“Virtualization has enabled us to accelerate project delivery times, centralize services and operations, and increase resource management flexibility.”

ÓSCAR MUÑOZ FERNÁNDEZ
WINTEL AND CLOUDS MANAGER
TELEFÓNICA GLOBAL SOLUTIONS



Telefonica



INTEGRATE PUBLIC CLOUDS - TELCO & SERVICES PROVIDER

Mobile clouds

Vodafone offers customers path to hybrid cloud

About

Vodafone is one of the world's leading mobile communications providers, including offerings such as cloud and hosting services.

Challenge

Vodafone cloud and business hosting must constantly evolve and develop new services to maintain leadership position.

It wanted to offer customers a path to hybrid cloud, with the choice to deploy public or private cloud environments.

Solution

Based its cloud offering on VMware Software-Defined Data Center.

Business Value

CUSTOMER SATISFACTION

Customers are benefiting from speed, agility and cost savings.

REVENUE OPPORTUNITIES

It is better able to launch new products and enter new markets.

COMPLIANCE

Customers benefit from local data protection in Telekom's ISO and TÜV-certified data centers in Germany.

IT Outcomes

OPEX REDUCTION

Simplified management - Vodafone can automate common catalog requests from customers.

"For Vodafone, the software-defined data center is the future. Building out our private cloud using VMware's software-defined principles has provided enormous benefits for our organization, not only in the way we can deliver infrastructure services to customers but also in the speed at which these services can be brought to the market."

TOM STOCKWELL
HEAD OF HOSTING PRODUCT MANAGEMENT
VODAFONE



INTEGRATE PUBLIC CLOUDS - HEALTHCARE

Mobile professionals inform school canteens about healthy nutrition

Utilizes technology to aid educational activities

About

Voedingscentrum (The Netherlands Nutrition Centre) is an authority offering independent information about healthy, safe and more sustainable nutritional choices.

Challenge

To resolve its employees' log-in problems and achieve better security of ICT.

Solution

Externally-hosted virtual desktops (VMware Horizon DaaS) from service provider XtraDesktop, through a simple and affordable pay-as-you-go model.

Business Value

USER PRODUCTIVITY

The shorter log-in times and ability to work anywhere have raised employee productivity.

IT Outcomes

OPEX REDUCTION

The solution offers unlimited scalability and extremely easy management.

SECURITY

An added security layer ensures better protection.

BUSINESS MOBILITY

Staff can log-in directly anywhere, irrespective of the device they are using.

“Should we suddenly start growing or receive more requests to work from home, we can set that up instantly. But even more important is that our employees no longer encounter any hindrances in their work. Everyone can log-in immediately irrespective of their operating system.”

JELLE JAGER
MANAGER
VOEDINGSCENTRUM

eerlijk over eten
Voedingscentrum





Empower Digital Workspaces

SUPPORT TODAY'S INCREASINGLY MOBILE,
DYNAMIC WORKFORCE

Implementing a digital workspace solution can help IT harness the rapid changes brought about by consumerization and address the needs of the wide range of users and use cases within the business.

The digital workspace is a holistic change in the way end-user services are delivered by IT. VMware solutions enable a digital workspace platform that provides the necessary infrastructure to deliver the apps and data employees need across any device used for work.

EMPOWER DIGITAL WORKSPACES - LOGISTICS & TRANSPORTATION

AirWatch delivers huge cost savings and improves security control

Operational costs per application are reduced by 75 percent

About

Founded in 1994, Deutsche Bahn AG is now one of the world's leading passenger and logistics companies. It operates in 130 countries with 340,000 employees, mainly in Germany.

Challenge

DB Systel needed an efficient, secure solution to push self-written apps to all user devices. It also wanted a fast deployment process disrupting end-users as little as possible and reducing workload on the IT help desk.

Solution

- Enterprise Mobility Management
- In-App VPN
- AirWatch has been deployed to more than 50,000 devices

Business Value

USER PRODUCTIVITY

Decreasing the number of user incidents at the help desk enabling users to be more self sufficient.

SECURITY

The VMware AirWatch unified end-to-end management platform ensures new and updated apps can easily be deployed to individual devices in compliance with security policies, and lost or stolen devices do not compromise network and data security.

IT Outcomes

FASTER IT SERVICE

AirWatch deployed to over 700 devices per day in the main phase of implementation.

OPEX REDUCTION

Lowered help desk costs and reduced calls from 2,100 per month to 210 per month.

“By using the VMware solution we can reduce operational costs per application for our customers by 75 percent.”

CHRISTIAN HANDT
HEAD OF WORKPLACE INFRASTRUCTURE
MANAGEMENT SERVICES
DEUTSCHE BAHN AG



EMPOWER DIGITAL WORKSPACES - MANUFACTURING

Essilor France optimizes vision for employees

Essilor sees increase in employee productivity with tablets and apps

About

Essilor is a French optical industry leader. It has an innovative culture with a mission to eliminate poor vision and its lifelong consequences. In 2014, with 58,000 employees globally, it generated over \$5.7 billion in revenue.

Challenge

Staying on the leading edge with technology is important to Essilor. The company needed to equip its sales team with iPads. It did so with two goals in mind: reduce wasted time, and give employees instant access to work-related data and product presentations.

Solution

- VMware AirWatch MAM, MDM
- AirWatch App Catalog

Business Value

REVENUE OPPORTUNITIES

Implementing AirWatch was a quick and intuitive process which has enabled Essilor to deliver business-ready devices to the sales team in a timely manner.

BUSINESS MOBILITY

After the launch of breakthrough new lense technology, sales people were provided iPads to be able to efficiently present this new technology.

IT Outcomes

FASTER IT SERVICE

AirWatch enables Essilor to manage its mobile fleet and securely distribute apps at an attractive price.

“Our iPads are equipped with business apps designed by and for our sales force, and were therefore adopted quickly amongst employees. AirWatch enables us to manage our mobile fleet and securely distribute apps at an attractive price.”

CHRISTIAN LE PAGE
CHIEF INFORMATION OFFICER
ESSILOR

ESSILOR

SEEING THE WORLD BETTER



EMPOWER DIGITAL WORKSPACES - HEALTHCARE

Rehabilitation hospital automates IT to enable focus on patient care

Queen Elisabeth Institute (KEI) enables healthcare with a Digital Clinical Workspace

About

Founded in 1957, the Queen Elisabeth Institute (KEI) Oostduinkerke has evolved from a sanatorium to a rehabilitation hospital. In this care setting, it offers specialist treatment and rehabilitation by the sea.

Challenge

Each desktop/laptop was a separate entity and everything needed to be installed and maintained manually on each device.

Solution

To help protect the VDI environment in an adequate way, it is important to have security that is low in operational maintenance.

Business Value

USER PRODUCTIVITY

Time consuming and costly upgrade processes are managed centrally at the push of a button. This keeps everyone on the same version.

SECURITY

With NSX the data center is secure and the organization can trust that all its data resides in the data center.

Each virtual machine (VM) is separated and firewalled within the hypervisor.

IT Outcomes

IMPROVED UPTIME

Previously, staff were told that there would be downtime for upgrades, which is now not acceptable.

“Every minute of downtime has a negative impact on the organization. We had to find a solution that could do more with less time.”

STEFAN DEWULF
HEAD OF ICT
KEI



Lufthansa Cargo accelerates innovation and reduces costs

Paper-based flight information replaced by Electronic Flight Bag systems

About

Lufthansa Cargo was founded in 1994 and is a wholly owned subsidiary of Deutsche Lufthansa AG. The company employs more than 450 crew members, and services 45 destinations worldwide.

Challenge

In the past, flight information was either paper-based, or pilots used the in-house, desktop-based Electronic Flight Bag (EFB) system. The use of tools and applications developed in-house resulted in long and complicated certification processes with aviation authorities, reducing opportunities for innovation.

Solution

VMware AirWatch Compliance Engine to ensure that any application that is required for effective flight operations is installed on the iPad and is functional at any time.

Business Value

REVENUE OPPORTUNITIES

Deploying tablets has eliminated the need for built-in elements in the cockpit, leading to a weight reduction of 40kg per flight, generating thousands of dollars in savings due to fuel efficiency alone.

INNOVATION

Moved to a tablet-based EFB to gain quicker and more effective access to information, and enable greater flexibility in how data is used.

IT Outcomes

BUSINESS MOBILITY

This immediate access significantly impacts cost reductions as there is a cost for every minute a pilot is on duty, especially when replacement crews have to be deployed because of delays.

“Since implementing AirWatch and the use of iPads, our operating costs have reduced significantly and we are also able to reduce lengthy approval cycles with the aviation authorities.”

OLIVER GRZYCHA
TEAM LEAD FOR FLIGHT OPERATIONS SUPPORT
AND CREW CONTROL
LUFTHANSA CARGO



EMPOWER DIGITAL WORKSPACES - PUBLIC SECTOR

National Audiovisual Institute (NInA) increases staff productivity and IT security

Making the work of digitization specialists more productive

About

The National Audiovisual Institute (NInA) is a modern cultural institution digitizing, publishing and promoting Polish audiovisual heritage for over a decade. The archive comprises 14,000 pieces of culture-related assets.

Challenge

Providing employees, collaborators and the visiting public with access to media and information on their respective interest in an efficient and secure manner. Improving availability of key desktop environments as well as staff productivity, including IT.

Solution

Virtual Desktop Infrastructure (VDI) solution based on VMware vSphere and Horizon View.

Business Value

CUSTOMER SATISFACTION

Preventing problems with desktop environment configuration management instead of dealing with the aftermath of issues.

SECURITY

Easier protection of the Institute's critical application as well as the whole IT environment from external threats resulting from BYOD access.

IT Outcomes

FASTER IT SERVICE

Better productivity due to preventing problems, automation and all-reaching management.

SECURITY TO EFFORT RATIO

Single configuration management framework, work automation and access management.

"Not all our workstations use Windows – many use Mac OS and Linux. Covering BYOD scenarios would need implementing. Separate solutions. VMware covers many scenarios in a single solution and even makes security easier."

ŁUKASZ BŁĘCKI
IT MANAGER
NATIONAL AUDIOVISUAL INSTITUTE

**NATIONAL
AUDIOVISUAL
INSTITUTE**



Enabling remote access to 3D applications

New secure access to applications from any location

About

Providing highly reliable and cost-efficient wind turbines, Siemens Wind Power offers solutions to meet both business and environmental needs.

Challenge

The global workforce needed access to multiple workstations at the same time, while the company operates a clean desk policy, meaning users are only allowed one device. Also, data needed to be kept safe and secure in one location in Denmark.

Solution

VMware Horizon View provides remote access to key design applications, Siemens NV and Siemens Teamcenter, to all employees from any location, while also keeping the data secured in Denmark.

Business Value

CUSTOMER SATISFACTION

Improved user experience due to faster delivery and consumption of services.

USER PRODUCTIVITY

Users can access various applications regardless of where they come from.

IT Outcomes

BUSINESS MOBILITY

Extended the solution to off-shore turbine technicians who don't have reliable connections.

FASTER IT SERVICE

Users can access various applications regardless of where they come from, faster.

“We have a clean desk policy where all our users can have only one device – VMware Horizon View gives us the ability to give our users secure access to various applications regardless of where they are in the world.”

SOEREN REINERTSEN
SOLUTION ARCHITECT
SIEMENS

SIEMENS

Ingenuity for life





Transform Security

ENSURE HEIGHTENED SECURITY FOR DYNAMIC IT ENVIRONMENTS

Today's IT organizations must secure interactions between users, applications and data, in an environment that is changing and becoming increasingly dynamic — from public and private multi-cloud environments to the proliferation of mobile devices.

VMware helps IT organizations transform security by leveraging a ubiquitous software layer across application infrastructure and endpoints, maximizing visibility and context of the interaction between users and applications, aligning security controls and policies to the applications they are protecting, and enabling the insertion of third-party security services for additional intelligent protection.

TRANSFORM SECURITY - SERVICES

Amadeus takes off with OpenStack and clouds

Travel technology solutions provider goes software-defined for more reliability

About

Leading provider of advanced technology solutions for the global travel industry.

Challenge

Wanted to find a way to bring improved, innovative services to market in a quicker timeframe.

Solution

Deployed a software-defined data center to build Amadeus Cloud Services – a container-based platform connecting the operations of all its customers.

Business Value

INNOVATION

Can bring more innovative services to market ahead of competitors.

CUSTOMER SATISFACTION

Customers can rely on the infrastructure to support their operations.

IT Outcomes

FASTER IT SERVICE

IT can react quicker to customer demands.

IMPROVED UPTIME

Can maintain an average availability of 99.99 percent.

OPEX REDUCTION

Streamlined operations and driving cost-efficiencies through automation.

“VMware is a key partner for Amadeus and we are collaborating very closely to build our next generation of platforms, whether that’s containers, VMs, bare metal or OpenStack. Automation with NSX gives us the flexibility to deploy on the public or private cloud.”

WOLFGANG KRIPS
EVP GLOBAL OPERATIONS AND GENERAL MANAGER
AMADEUS IT GROUP

amadeus



TRANSFORM SECURITY - FINANCIAL SERVICES

Digital transformation of Helvetia Insurance

IT infrastructure ready for the future

About

Swiss insurance company, Helvetia, is one of the most renowned insurance companies in Switzerland and has its group headquarters in St. Gallen.

Challenge

- Additional improvement of existing IT security
- Reduction of administrative tasks while maintaining productivity
- Reduction of costs

Solution

By implementing VMware NSX in combination with vSEC from CheckPoint, Helvetia's automation of IT in general, as well as IT security processes in the network, were improved and business continuity was promoted using simplified management processes.

Business Value

USER PRODUCTIVITY

Increased efficiency and business continuity.

CUSTOMER SATISFACTION

European subsidiaries supported with IT services are much more satisfied.

IT Outcomes

IMPROVED UPTIME

Quick response to rising demands on infrastructure.

SECURITY

Secure provision of standardized systems.

“Thanks to VMware NSX we no longer need to manually change server IP addresses. Firewall regulations can be managed centrally using a tool, and security zones are transferred automatically during server deployment.”

MICHAEL WELTE
HEAD OF SERVICE AND CLOUD MANAGEMENT
HELVETIA

helvetia 



TRANSFORM SECURITY - MEDIA & ENTERTAINMENT

Ladbrokes enhances customer experience by speeding app development

Ladbrokes bets on software-defined approach to beat the competition

About

Leading betting and gaming brand operating across the UK, Ireland, Spain and Belgium. Has more than 2,700 shops as well as its website and mobile apps.

Challenge

Wanted to improve its competitiveness in the market through adopting an agile, digital-first approach that would enable it to deliver new and improved applications to its customers quickly and easily.

Solution

Invested in VMware NSX and vRealize Automation to replace legacy infrastructure with a reliable, agile and secure new platform.

Business Value

INNOVATION

Can bring new, innovative gambling methods to consumers.

CUSTOMER SATISFACTION

Ladbrokes customers get the best odds in reaction to global events.

IT Outcomes

FASTER IT SERVICE

IT can provide developers infrastructure quicker.

IMPROVED UPTIME

Can guarantee operation throughout highest peak demand.

OPEX REDUCTION

Reduction in Opex means investment will pay off in just three years.

“With the VMware Software-Defined Data Center approach, the infrastructure team aim to reduce application development cycle times, meet peak demand more efficiently and provide critical business value.”

JEAN MARIE LEMOINE
HEAD OF INFRASTRUCTURE
LADBROKES

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Ladbrokes

TRANSFORM SECURITY – PUBLIC SECTOR

Digital transformation of infrastructure starts with a software-defined data center

IT transformation by leveraging the software-defined data center

About

Leonardo-Finmeccanica is a global player in high-tech industries and is one of the world's leading players in aerospace, defence and security.

Challenge

The Security & Information Systems division at Leonardo-Finmeccanica has embarked upon a process of transformation that begins with the development of infrastructure technology to achieve its objectives of agility and simplicity in the provision of IT services.

Solution

VMware technologies for the software-defined data center (vRealize suite, NSX, vCloud Air) and an advisory approach with the VMware Professional Services in view of the development of a cloud-oriented organization.

Business Value

SECURITY

VMware NSX technology provides robust network security based on policies, making security management highly flexible and reliable.

IT Outcomes

FASTER IT SERVICE

- Agility in the provision of IT services
- IT management optimization
- Greater flexibility and automation
- Faster response times, drastically reducing the time it takes to make a new service available
- A more dynamic, more flexible model of service provision

OPEX REDUCTION

Reduction of time and costs: platform hosting costs are much more competitive. When it comes to migrating a customer's application, the flexibility of the virtual network simplifies planning, reduces costs and makes the process faster.

“Not only did VMware offer us the technological solutions most suited to our needs, but also a vision of processes, organization. The models needed to take full advantage of the benefits of these new technologies.”

ANDREA CAMPORA
SENIOR VICE PRESIDENT
CYBER SECURITY AND ICT SOLUTIONS
LEONARDO



Prague Stock Exchange improves its data security

First NSX platform implementation in the Czech Republic

About

PSE is the largest securities market organizer in the Czech Republic and provides IT services to another two companies in the group. Its IT system is used by around 90 internal users.

Challenge

- Improve the security of operations and stored data
- Enhance consolidation and optimization
- Simplify management

Solution

Micro-segmentation on the NSX platform to allow more sensitive and precise security settings for individual applications and enable further simplification and ease of system management.

Business Value

SECURITY

More selective and improved protection for individual applications.

CUSTOMER SATISFACTION

More secure and stable provision of services for customers.

INNOVATION

One of the first NSX implementations in the region.

IT Outcomes

FASTER IT SERVICE

Implementation of the NSX platform simplifies system management.

SECURITY TO EFFORT RATIO

Micro-segmentation enables precise security settings.

“The implementation of the NSX platform will simplify system management. The specific benefits in this area will be clearer in subsequent implementation phases, nevertheless we primarily anticipate significantly simpler and faster performance of changes in the systems.”

MIROSLAV PROKEŠ
DIRECTOR OF ICT DEVELOPMENT AND OPERATIONS
PRAGUE STOCK EXCHANGE



PRAGUE STOCK EXCHANGE
BURZA CENNÝCH PAPIŘŮ PRAHA



TRANSFORM SECURITY - FINANCIAL SERVICES

Automation for innovation

Skipton Building Society diminishes product launch time with VMware

About

Leading UK financial institution owned by its members. More than 160 years old, it has a network of 95 branches across the United Kingdom.

Challenge

- Empower the test and development team to create innovative new services in a quicker timeframe
- Ensure a fully secure development environment

Solution

Automated the provisioning of new servers with vRealize Automation, guaranteeing each new environment can be spun up quickly while adhering to industry regulations, with SRM to ensure estate uptime.

Business Value

INNOVATION

Can be more creative with agile test and development.

CUSTOMER SATISFACTION

Existing customers have access to new services much quicker.

SECURITY

All new servers are provisioned to adhere to industry compliance and security laws.

IT Outcomes

FASTER IT SERVICE

Provisioning of new resources as and when needed.

IMPROVED UPTIME

Can get systems back up and running within hours of an outage, rather than weeks.

“vRealize has made us significantly more agile, resulting in us being able to bring new products as well as the best rates to market far more quickly. It means customers are reassured they chose the right institution to invest with.”

GED DONOVAN
ARCHITECTURE AND SOLUTIONS MANAGER
SKIPTON BUILDING SOCIETY



SKIPTON BUILDING SOCIETY



Realize what's possible

Our customers use the power of software to create new possibilities. They are on a digital transformation journey and have a new approach to business. They have found better ways of working, increased revenue through new business models, and have become nimble innovators. Their decision to do so has accelerated business and changed lives for their customers and employees.

If you'd like to contact us, or one of our customers about their experience of working with VMware, you can speak directly to your account manager or contact us at referencehelpemea@vmware.com



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