

Business Benefits of VMware View

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vmware®

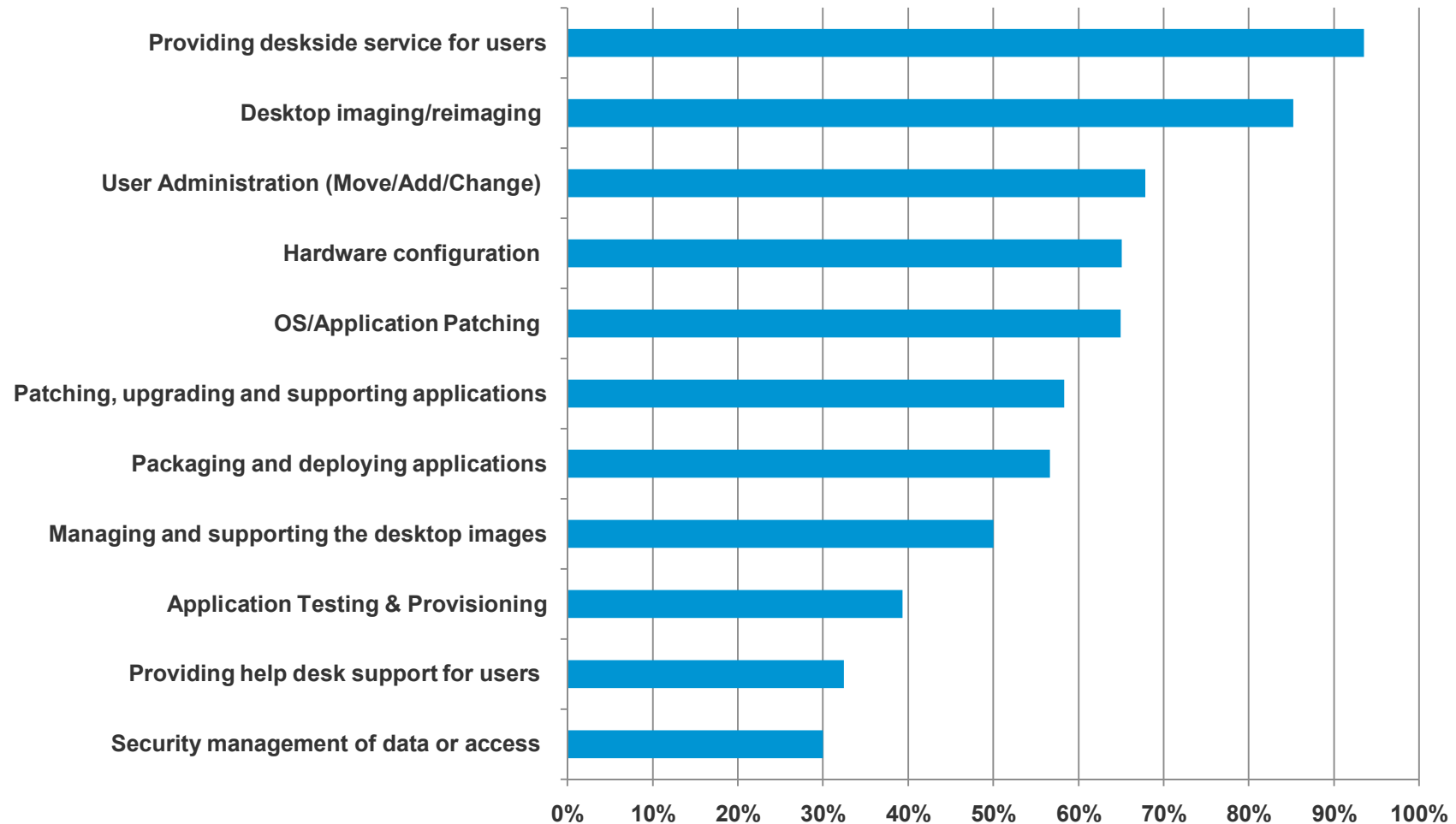
IDC Study on VMware View Customers

Demography	
Customers interviewed	15
Employees	2,500 to 33,000
VMware View seats	60 to 3,100
Geo coverage	NA, EMEA
Verticals	Healthcare Financial services Manufacturing Retail Legal Telecommunications

Measuring The Benefits of VMware View

Quantifiable	Qualifiable
PC Replacement Savings	Improved Data and Endpoint Security
IT support staff savings from fewer problems and faster resolution	Improved User Experience
Improved worker productivity due to reduced PC downtime and greater desktop mobility	Better Business Continuity and Disaster Recovery
Electricity savings from thin client	Enhanced Business Agility, e.g. more efficient outsourcing projects
Greater IT staff efficiency due to faster Move/Add/Delete	Ability to spend more time on strategic projects

IT Labor Savings with VMware View



Source: IDC – Quantifying Business Value of VMware View, August 2009

VMware View - OPEX Comparison

Traditional Desktop

IT Cost (Administration)

- Average Salary : £52K
- Admin User ratio : 1: 150
- Cost per user : £345

IT Cost (Install/Config/Deploy)

- Hours spent per user: 160
- Cost per user: £78

IT Cost (Helpdesk)

- Helpdesk: £95
- Desk side support: £30

TOTAL: £548

VMware View

IT Cost (Administration)

- Average Salary : £52K
- Admin User ratio : 1: 375
- Cost per user : £140

IT Cost (Install/Config/Deploy)

- Time spent per user (min): 50
- Cost per user: £25

IT Cost (Helpdesk)

- Helpdesk: £70
- Desk side support: £6

TOTAL: £241

Save £307/PC annually

Source: IDC – Quantifying Business Value of VMware View, August 2009

VMware View - Indirect Cost Comparison

Traditional Desktop

- Downtime: £65
- Helpdesk: £35
- Security: £30
- Start-up: £12

TOTAL: £142

VMware View

- Downtime: £20
- Helpdesk: £15
- Security: £20
- Start-up: £3

TOTAL: £58

Save £84/PC annually

Source: IDC – Quantifying Business Value of VMware View, August 2009

VMware View – Customer Success Stories

Refer to:

<http://www.vmware.com/a/customers/>

- Aviva
- NEC Corp
- Newcastle College
- Standard Bank
- Threadneedle
- Whirlpool

Thank you !!

Source: IDC – Quantifying Business Value of VMware View, August 2009