

ITOCHU Techno-Solutions Corporation



INDUSTRY Information and Communications Technology

HEADQUARTERS Tokyo, Japan

“ ITOCHU Techno-Solutions Corporation is the biggest reseller/solution provider of VMware in APJ and has been engaged in all aspects of the VMware Cloud Provider Program asset-lite and asset-heavy solutions. As many Providers know, running data centers is a costly business and ITOCHU Techno-Solutions Corporation wishes to complement their business over time with more VMware Cloud-based solutions for their customers.”

SATOSHI KAWADA

General Manager,
Cloud Services Development Department

VMWARE CLOUD DIRECTOR SERVICE VALUE:

- Right-size VMC on AWS for all customer sizes
- Deliver rapid expansion for customers in VMC on AWS across multiple geographic regions
- Avoid fragmented offerings, deliver faster services and apply more focus on core managed services capabilities

“ Cloud Director service will enable us to serve the 30% of our customer base that were not able to make the investment for VMC on AWS”

SATOSHI KAWADA

General Manager,
Cloud Services Development Department

VMware-ITOCHU Techno-Solutions Corporation Partnership

With more than 9,000 global employees, ITOCHU Techno-Solutions Corporation has a 40-year track record of building and maintaining corporate IT systems. The Tokyo-based company provides a wide range of services, from developing IT systems through operations management.

ITOCHU Techno-Solutions Corporation has a strong history with VMware. The company was one of the first VMware systems integrators serving the Japanese market, and also one of the first to market with VMC on AWS and HCX, as an MSP in Japan.

Business Needs

As a total IT provider, ITOCHU Techno-Solutions Corporation has clients of all sizes and needs. The Cloud Provider Platform has enabled ITOCHU Techno-Solutions Corporation to grow its managed services business, while the VMC on AWS rollout has added further potential to it.

But as successful as the VMC on AWS solution has been with large demand, the minimal footprint investment of three nodes is too large for most procurement sizes in Japan, where systems are typically renewed due to application requirements.

Cloud Director Service Value

Partnering with VMware, enabled ITOCHU Techno-Solutions Corporation to offer its smaller clients (less than 100 VMs) the ability to expand without overcommitment.

Addressing a smaller customer starting point enables ITOCHU Techno-Solutions Corporation to increase sales velocity and appeal to a broader market of customers.

As ITOCHU Techno-Solutions Corporation successfully nurtures customers in their slice of VMC on AWS resources, customers can dynamically expand their footprint without incurring additional host cost. Instead, customers can focus on managing consumption at the smallest component of compute, memory and storage.

When customers are large enough that a dedicated VMC on AWS instance would be more economical, they can simply be assigned an SDDC and ITOCHU Techno-Solutions Corporation can manage them the same way, with no operational changes.

ITOCHU Techno-Solutions Corporation expects VMware Cloud Director service to have a direct and immediate impact on bottom-line revenue as they sell to small-to-midsized companies.

