

“Our new managed service offering for VMC on AWS allows our clients to benefit from the AWS cloud while maximizing their existing investments in VMware.”

ADEL AL-SALEH\*  
CEO, T-SYSTEMS

#### VMWARE CLOUD DIRECTOR SERVICE VALUE:

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

“VMware Cloud Director service enables our customers to leverage VMC on AWS and they benefit from the AWS Global Infrastructure platform in a consumption-based manner without committing to a large upfront investment. It enables us to be more agile in how we deliver services, which enables us to focus on our core business - our customers.”

ADRIAN BEGG  
PUBLIC CLOUD MANAGED SERVICES,  
PRODUCT MANAGEMENT VMWARE  
T-SYSTEMS INTERNATIONAL GMBH

#### VMware T-Systems Partnership

With more than 37,500 employees across 20 countries, T-Systems is one of the world's leading vendor-independent providers of digital services.

T-Systems and VMware have been strategic partners since 2005 and T-Systems has been a Premier-level VMware Cloud Provider Partner for more than five years.

The introduction of VMware Cloud Director service enables T-Systems to provide a multi-tenanted managed service offering on VMware Cloud on AWS to their customer base.

#### Business Needs

As a global digital services company, T-Systems has customers around the world. The company has spent time, money and resources focusing on infrastructure build-outs in differing geographies. As is archetypal in many large service providers, this is a relentless drain on resources and prevents T-Systems from focusing on their core managed services business.

VMC on AWS is a very desirable solution, but delivering asset-lite infrastructure has not always been cost effective if the solution cannot be sized appropriately to meet customer demands. This can often be an impediment to adoption for smaller customers.

Assembling and delivering new services to market is often a challenging task. The rollout requirements, product capabilities and lifecycle limitations make it hard to keep up with customer demand.

#### VMware Cloud Director service Value

Cloud Director service enables T-Systems to securely offer multi-tenancy and right-size their VMC on AWS SDDC to suit their customer needs, helping them save cost and achieve economics of scale. Having the ability to rapidly accommodate customer demand with virtual data centers and policy-controlled compute capabilities, means customers can expand into larger VMC on AWS environments seamlessly.

T-Systems has been able to expand the asset-light VMC on AWS offering into mid-market businesses where it was previously not economical due to minimum footprint requirements of three nodes.

T-Systems now delivers services quickly and provides value fast with VMware Cloud Director SaaS. T-Systems delivers more managed services with public cloud capabilities faster than ever before.

T-Systems provides enterprise customers with VMC on AWS and VMware Cloud Director as a Service on top of their other managed services. Customers receive VMware Cloud Director service as a self-service portal into their infrastructure to build their compute capabilities using the pre-defined offerings from T-Systems.

The VMware partnership has transformed T-Systems into an agile digital provider. What previously took T-Systems months to deploy for customers now takes hours, giving T-Systems the ability to focus more on its core services business.

