The Business Value of VMware Avi Load Balancer

IDC's research demonstrates the strong value that organizations using VMware Avi Load Balancer have achieved by benefiting from much improved ability to **scale load balancing and application delivery infrastructures to better support development and business operations** while also **establishing more cost-effective and efficient infrastructures.**

KEY RESULTS

Top-Line Impact

$13.6 million

average higher revenue per year

27%

higher application developer productivity

Day 2 Operations

90%

faster to scale capacity

54%

fewer outages

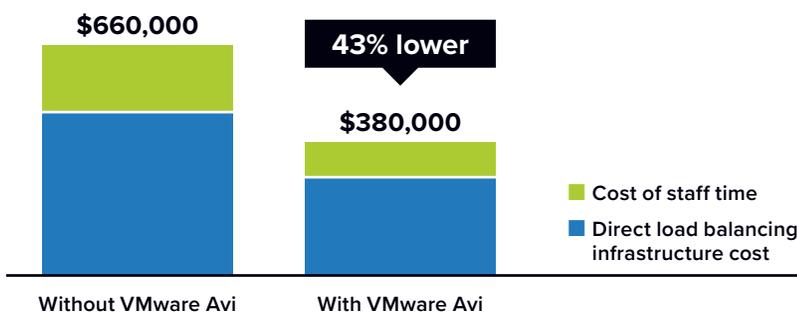### Lower Cost of Operations

6-month

payback

43%

cost of operations savings

CUSTOMER QUOTE:

"The most significant benefits for us of using VMware Avi Load Balancer are the visibility, the reduction of the costs, and the scaling on demand. If we still had the legacy solution and we had to scale, we'd have to order the equipment and wait for up to six months."

COST OF OPERATIONS BENEFITS OF VMWARE AVI

Three-Year Cost of Operations per 100 Applications

$660,000

43% lower

$380,000

■ Cost of staff time
■ Direct load balancing infrastructure cost

Without VMware Avi   With VMware Avi

⬆ **49%** more efficient load balancing and network traffic teams

⬇ **40%** lower load balancing infrastructure costs

VALUE PROPOSITION OF VMWARE AVI LOAD BALANCER

Automation, self-service, faster deployment

CUSTOMER QUOTE:

"The main benefits for us of using VMware Avi are rapid deployment using automation, enhanced analytics, and logging … From a business point of view, it's user experience and enhanced client traffic visibility."

Elasticity, scalability, troubleshooting

CUSTOMER QUOTE:

"Everything is automated with VMware Avi, so our users can order a service to have a virtual server. We have what we call a global application environment, and they can have it in two hours. With our legacy environment, they would have to wait four weeks."

Lower cost of operations, operational savings, as-needed capacity, reduced footprint

CUSTOMER QUOTE:

"We're avoiding costs with VMware Avi on buying physical infrastructure and more load balancers. We'd probably need twice as many load balancers with our legacy approach at four times the price."

Read the full white paper