



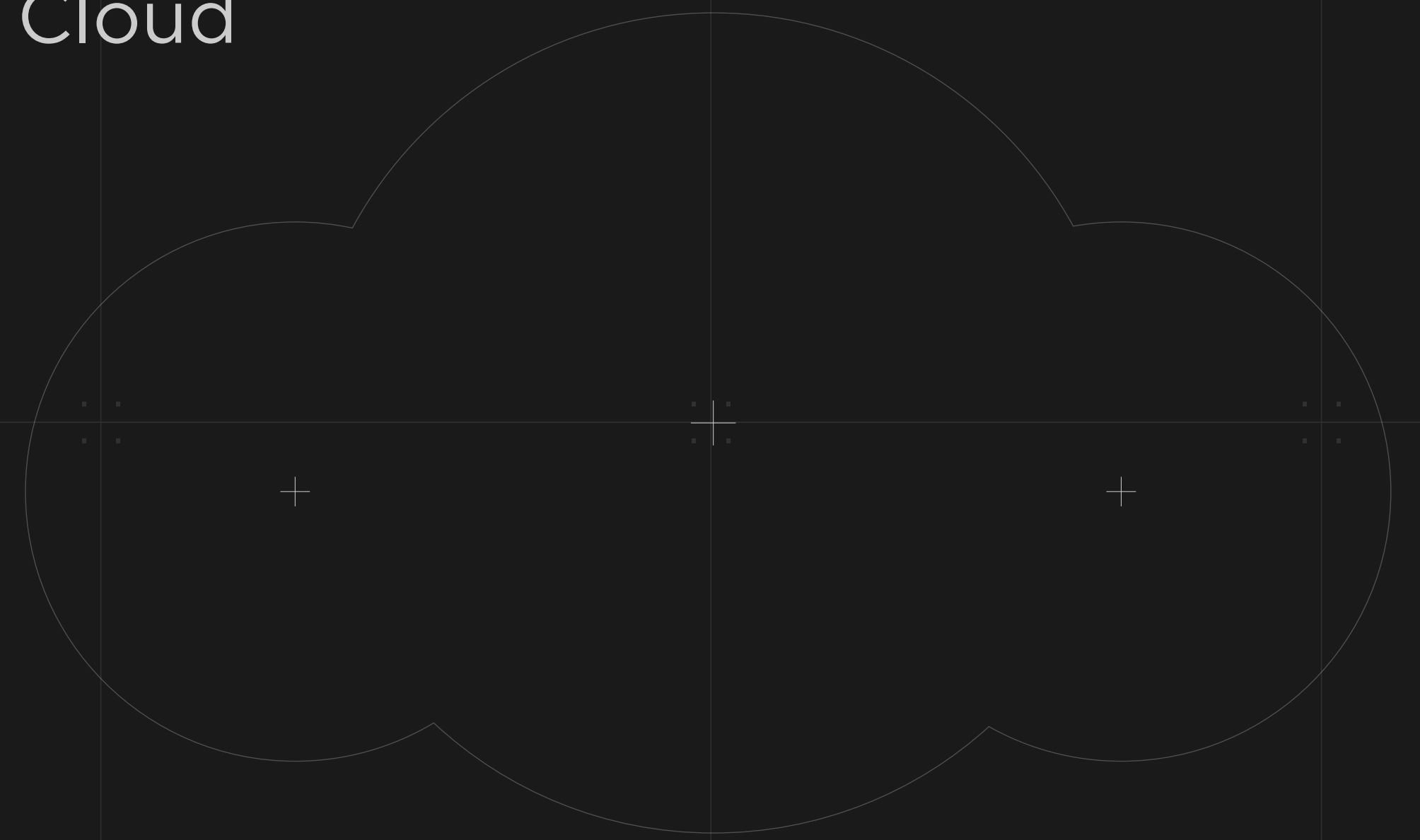
2018: STATE OF VIRTUALIZATION IN THE CLOUD

Presented by Druva



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2018

■ State of Virtualization in the Cloud

The momentum of cloud adoption continues to grow for virtualized workloads. This year's survey showed that 41% of respondents are now running virtual machines (VMs) in the cloud, up from 31% only a year ago. Furthermore, 90% of respondents are currently running, or plan to run, VMs in the cloud in this year, indicating a strong trend towards moving virtual workloads to the cloud. The majority of respondents (59%) plan to leverage AWS for these workloads, with 25% of those planning to use VMware Cloud (VMC) on AWS.

Despite this trend, the journey to move virtual workloads to the cloud isn't without challenges. For example, nearly $\frac{3}{4}$ of respondents are over reliant on processes prone to error, or operating with uncertainty about status of their data - and that creates risk and hurts efficiencies. This lack of management and visibility into workload storage and usage helps to explain why more than half of respondents (53%) have yet to achieve cost reduction from using the Cloud.

That said, the motivations behind the cloud journey aren't entirely cost-driven. In fact, only 1 in 5 stated that cost was the most significant reason to move to the cloud. "Ease of management" and the cloud as "part of a critical IT initiative," both topped the list of significant drivers this year.

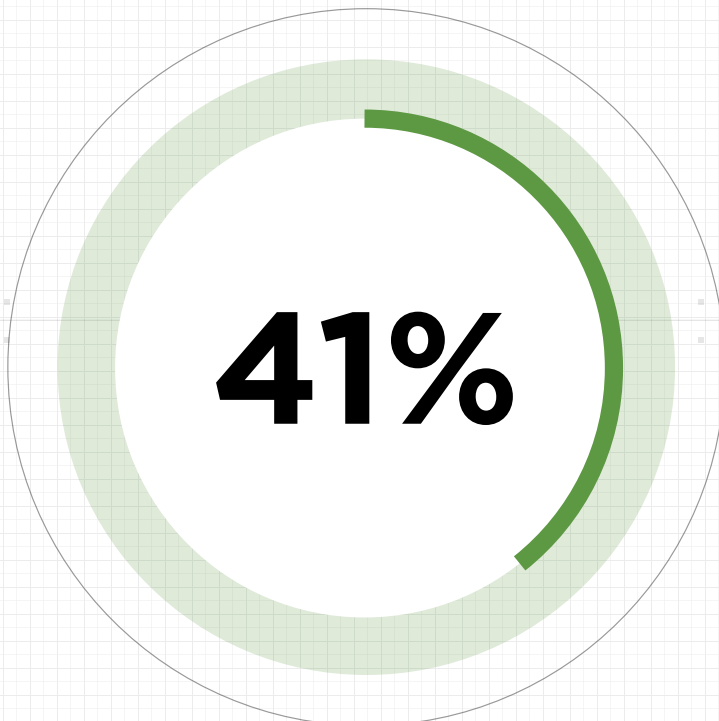
No matter where you fall on your journey to the cloud, one thing is clear: understanding the role the cloud plays with your virtual environments has become an integral part of IT initiatives, and the momentum is only growing.



Trends: Moving Virtual Workloads to the Cloud

Key Takeaway

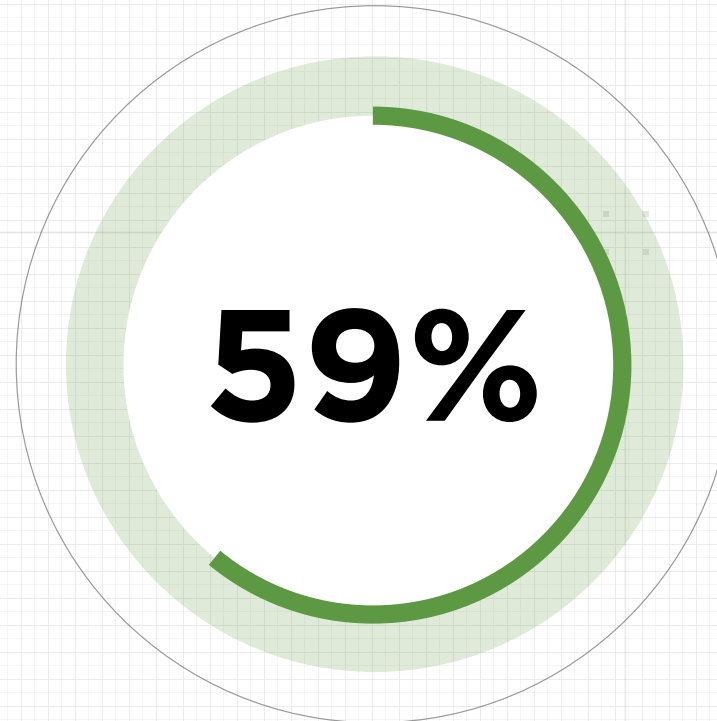
The growth in respondents running VMs in the cloud year-over-year shows clear momentum behind this trend. While the lion's share of workloads will be hosted on AWS, a more granular view shows that respondents will be relying on both, AWS and VMware Cloud (VMC) on AWS to run these workloads.



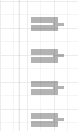
of organizations currently running VMs in the cloud, up from 31% in 2017.



of respondents are running, or have plans to run, VMs in the cloud in 2018.



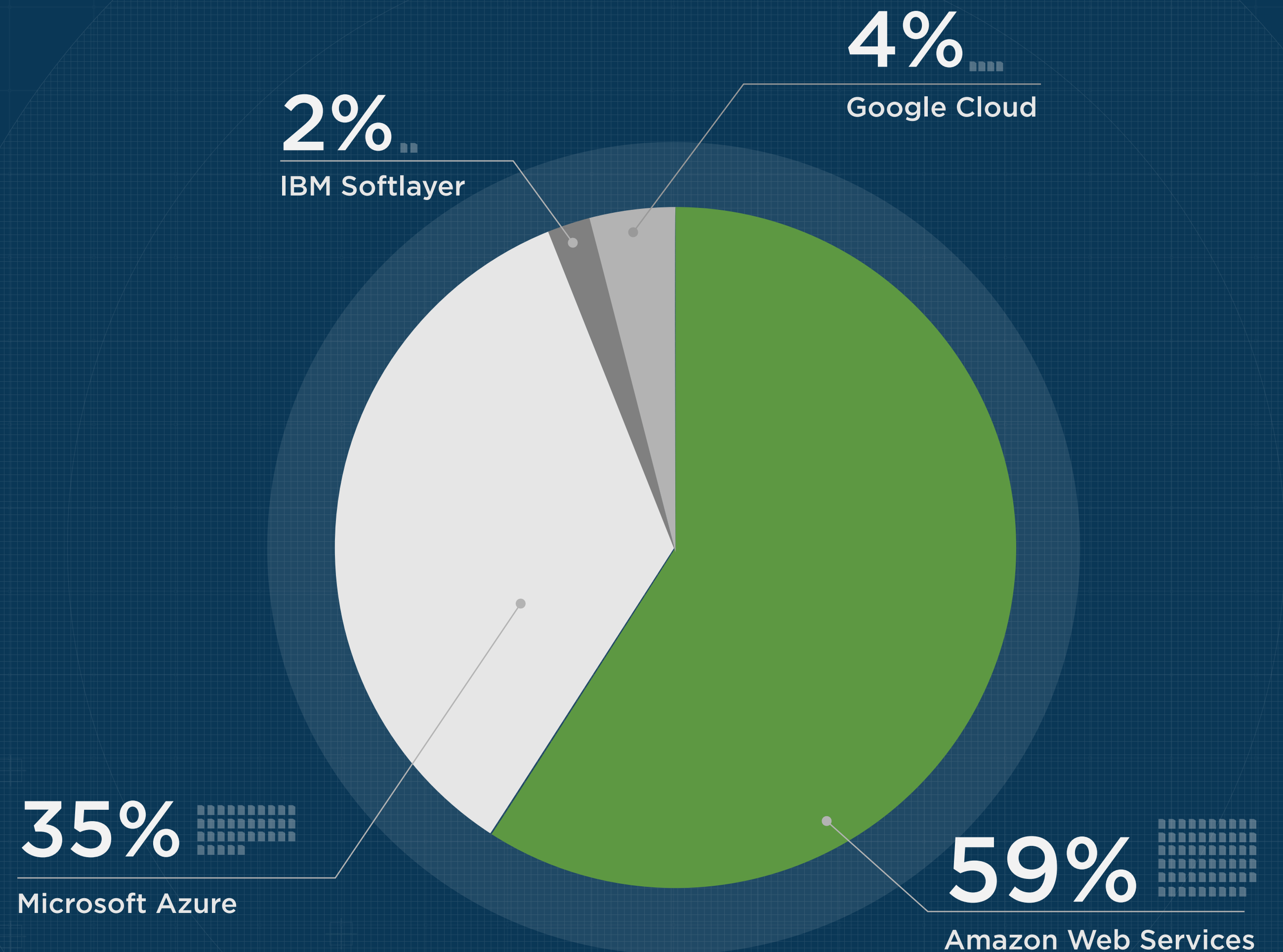
of these organizations are planning to use AWS for these workloads.



What is your preferred cloud platform for virtual workloads?

> NOTE :

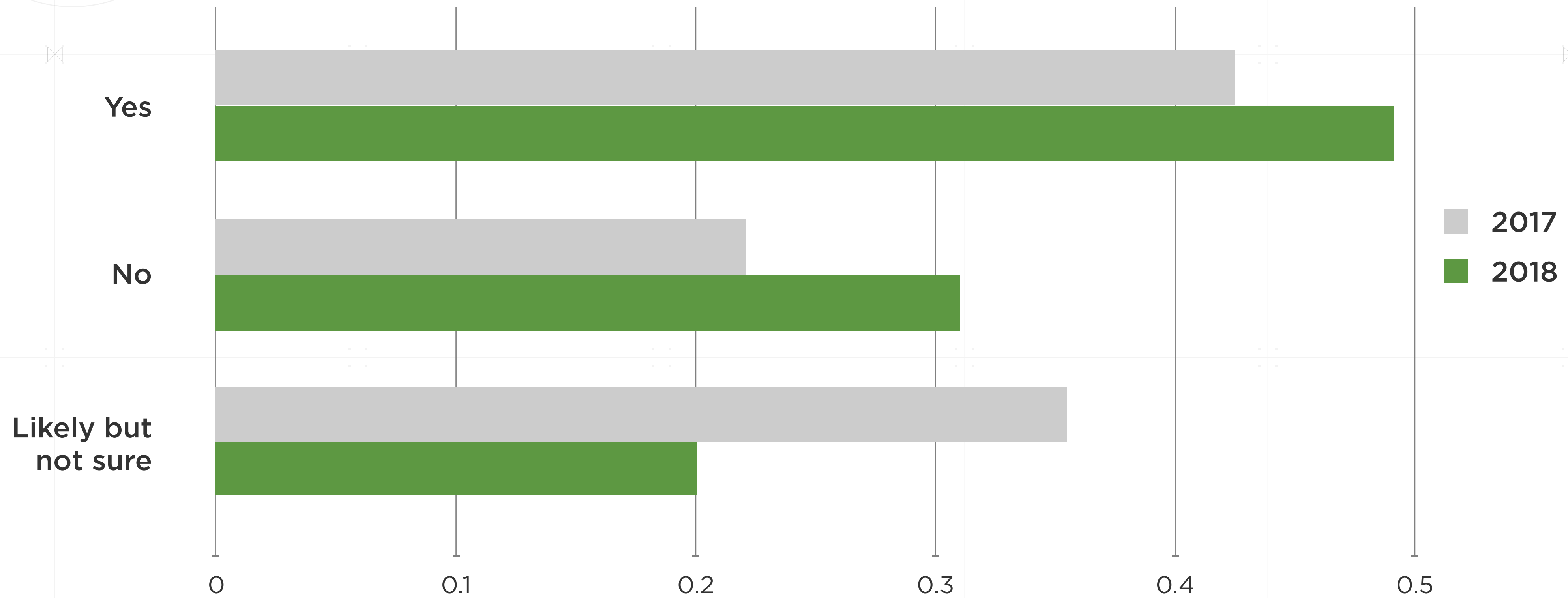
34% of respondents prefer using native AWS for virtual workloads, and 25% prefer VMware Cloud (VMC) on AWS.



Do you have VMs running in the cloud now, and if not, how soon do you plan to?

	2017	2018
Currently running	31.4%	41%
Next three months	14.7%	7%
By the end of 2018	11.7%	11%
Sometime in 2019	32.5%	32%
Never	9.7%	9%

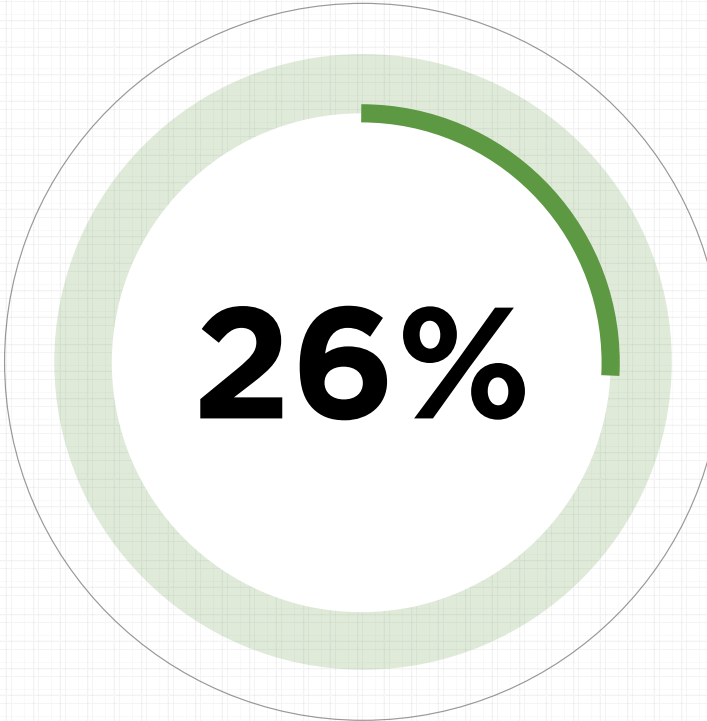
Are you taking a hybrid cloud approach, with some of your VMware infrastructure remaining on-premises and some migrating to the cloud?



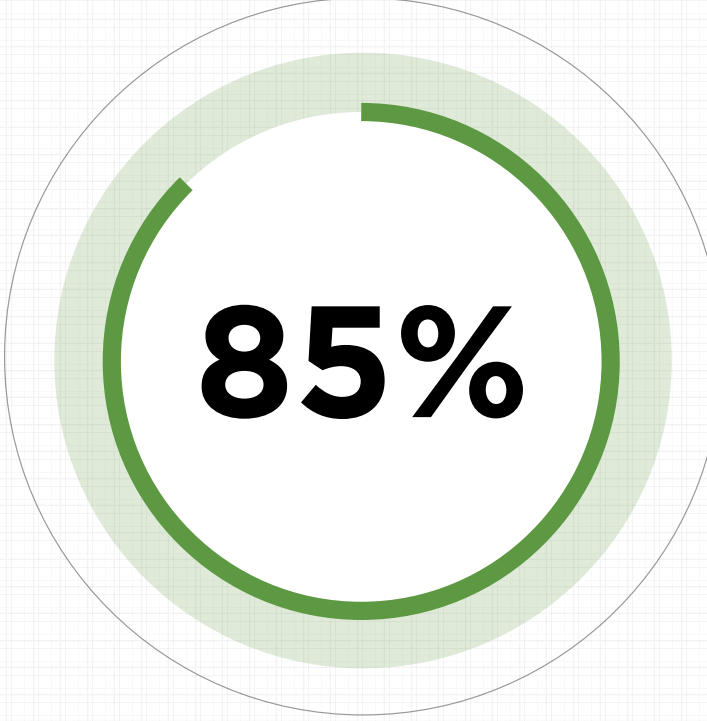
Motivations

Key Takeaway

While 20% of respondents still see costs a major motivator for moving the cloud, “ease of management” and having the move as “part of a critical IT initiative” took priority. Furthermore, over 60% of respondents listed Disaster Recovery as one of the top technology reasons driving this transition.



of respondents name “ease of management” as one of the most important drivers of this transition



see a need for a disaster recovery solution for the cloud



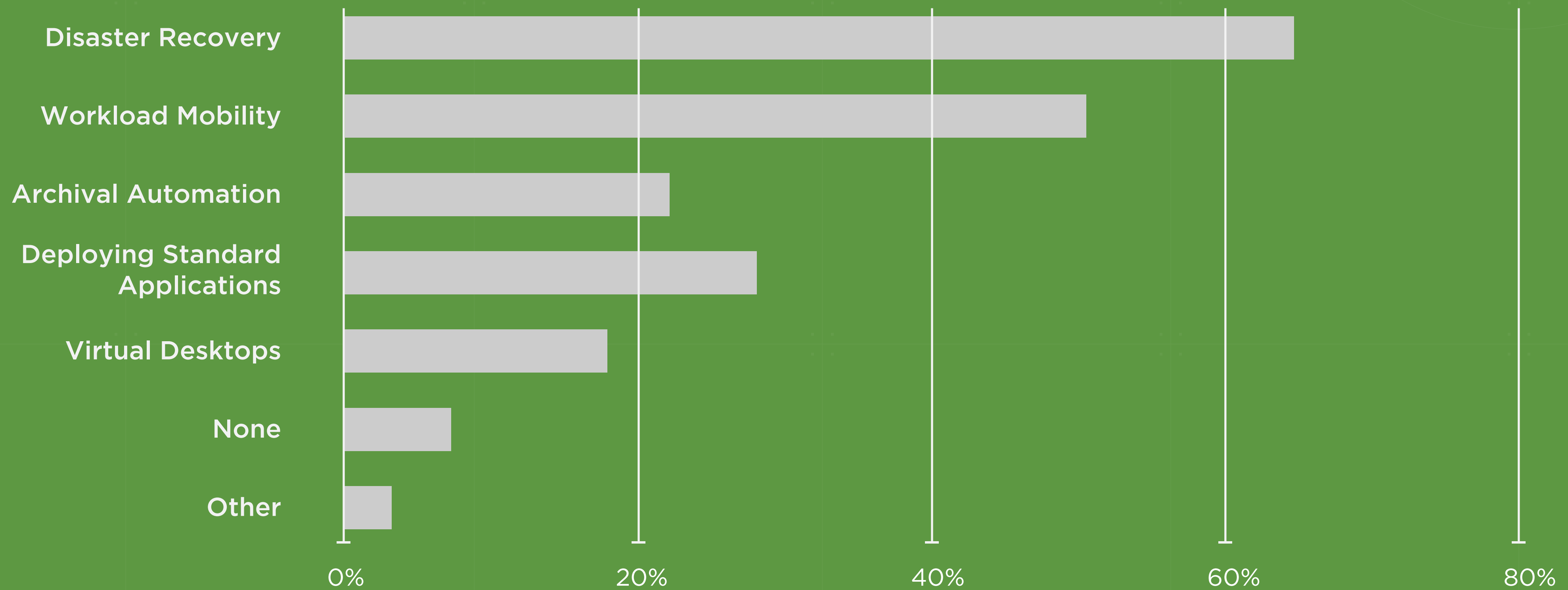
Only 1 in 5
see cost as a major driver of the move to the cloud

What is the most important reason driving your move to the cloud?

	2017	2018
Ease of Management	16.7%	26%
Part of a Critical IT Initiative	22.1%	25%
Less Expensive	15/6%	19%
Apps in the Cloud	10.4%	12%
Compliance	12.6%	6%
More Secure	13.5%	4%
Other		8%



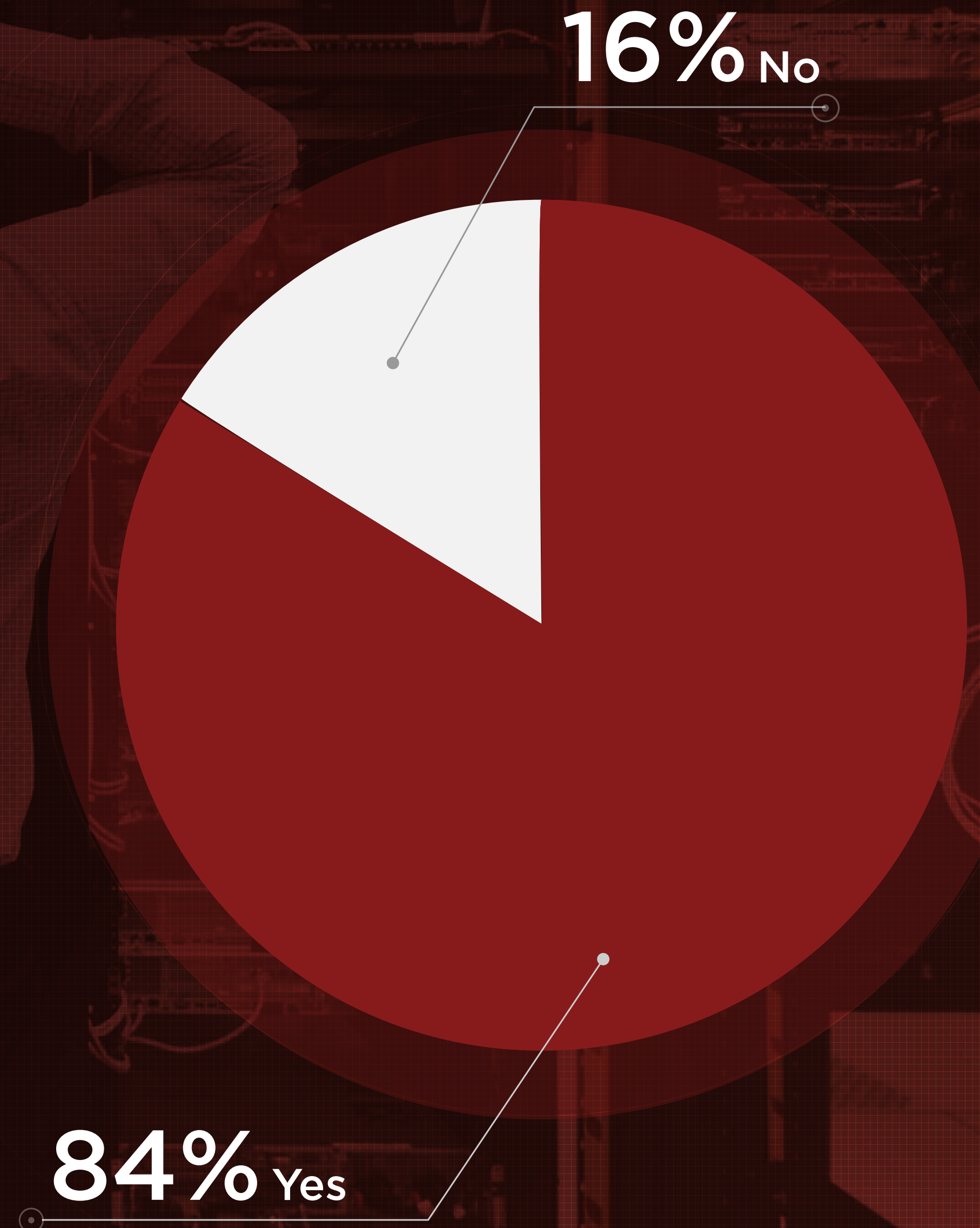
What are the top technology reasons for driving your transition to the cloud?



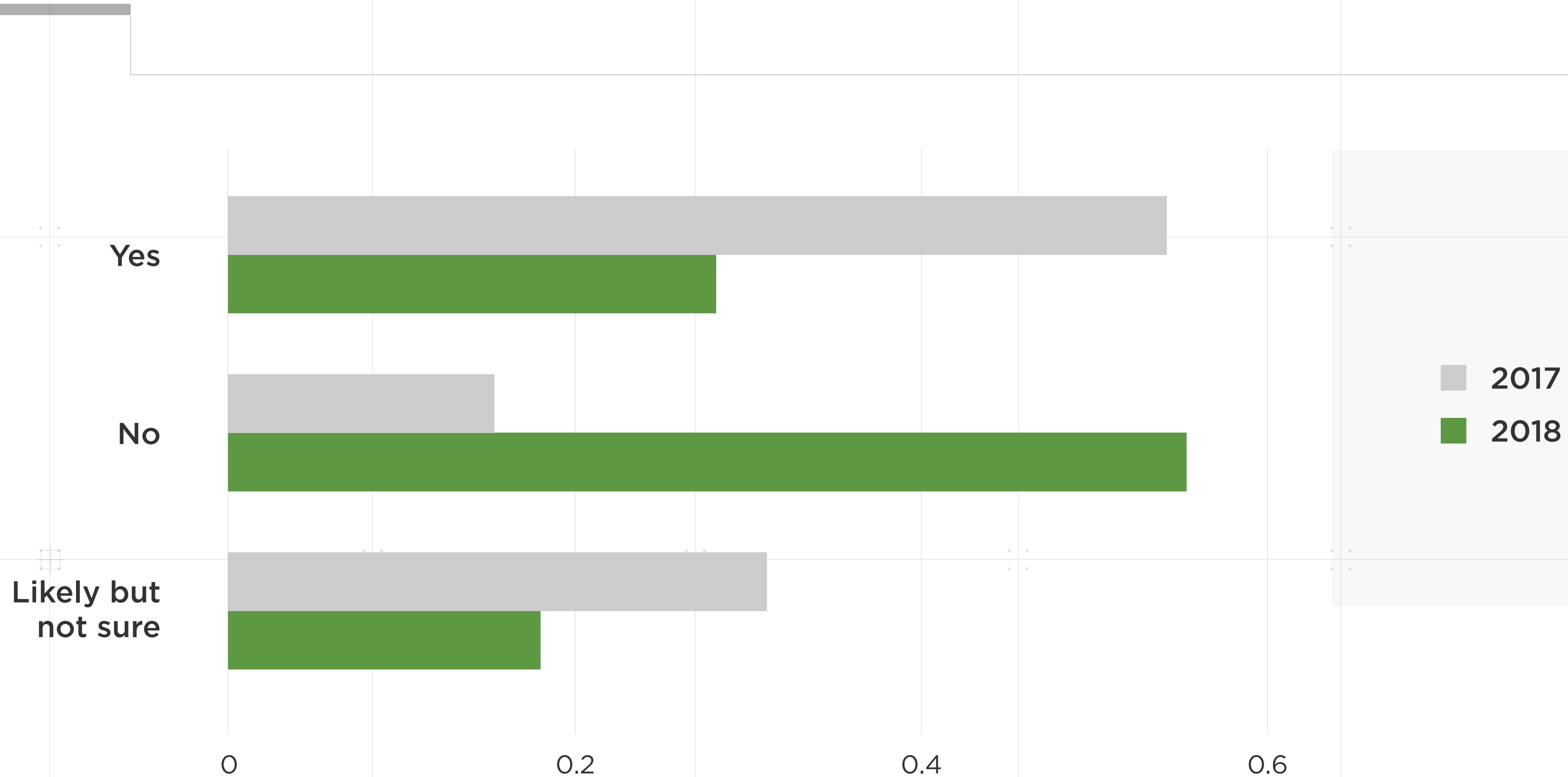
Do you see a need for a disaster recovery solution for cloud workloads?

> NOTE :

54% of respondents see a need for DR for cloud workloads, with 31% agreeing that there is likely a need.



Do you plan to have a single, central solution that will protect the data in your multi-cloud or hybrid cloud environment?

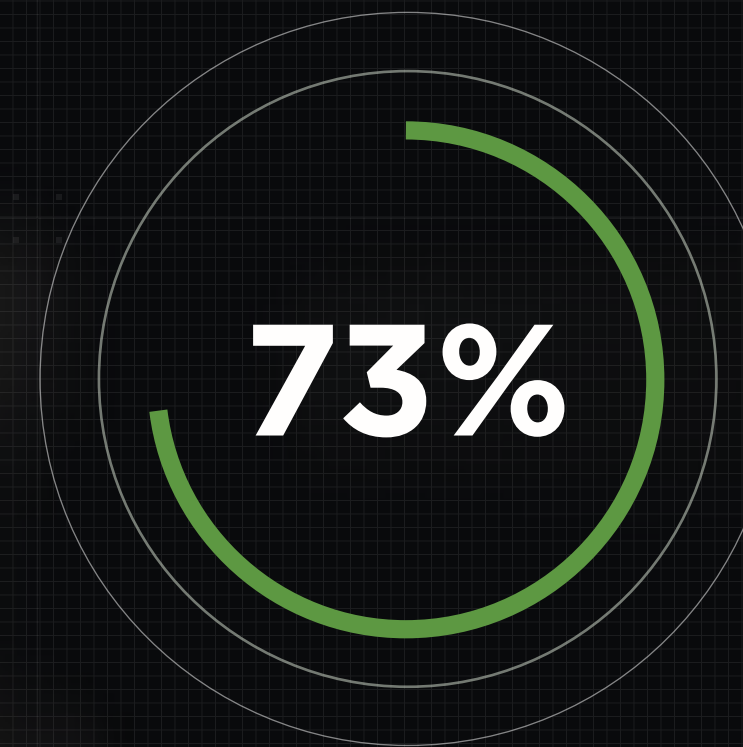


Challenges

Key Takeaway

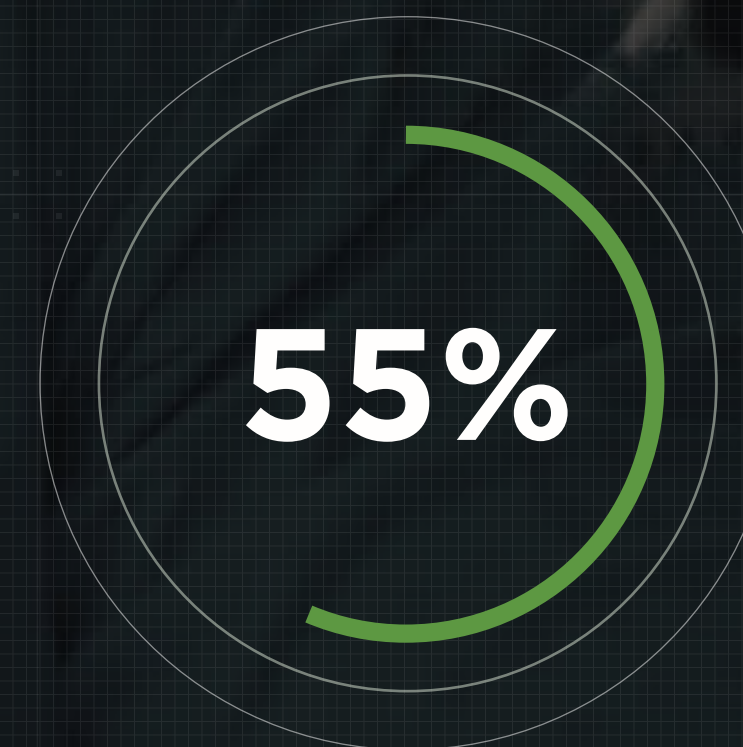
A large portion of organizations are putting themselves at risk due to a reliance on scripted orchestration (19%), or having no visibility into how/if data management policies are being applied and enforced (54%).

In addition, 55% of organizations don't have a plan to centralize protection of their data across multi-cloud or hybrid cloud environments. When combined with lack of automated data management, these silos result in a critical gap in visibility into data.



of respondents are over-reliant on processes prone to error, or are operating with uncertainty about the status of their data.

This leads to increased costs— and helps to explain why of **53% organizations have yet to achieve lower costs by using the cloud.**



of organizations do not have a plan to centralize protection of their data across multi-cloud or hybrid cloud environments, ultimately resulting in data silos.

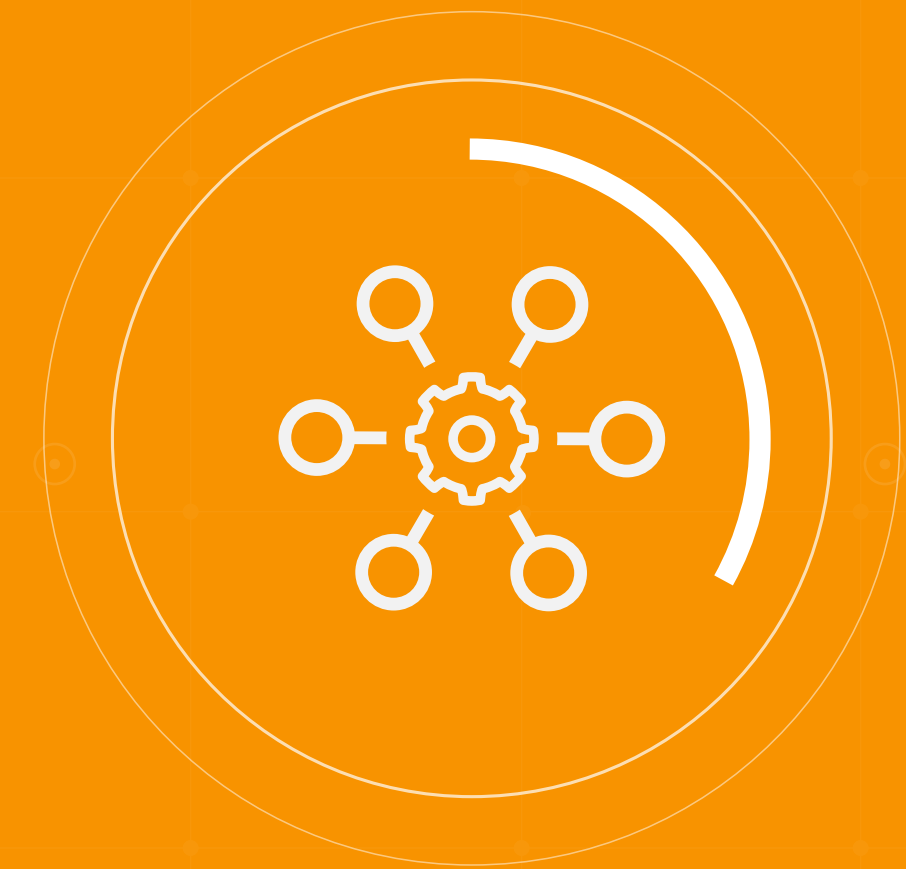
Is the orchestration of your AWS workloads automated or scripted?

 **NOTE :**

19% of respondents are using scripted orchestration, with 54% uncertain how orchestration is occurring.

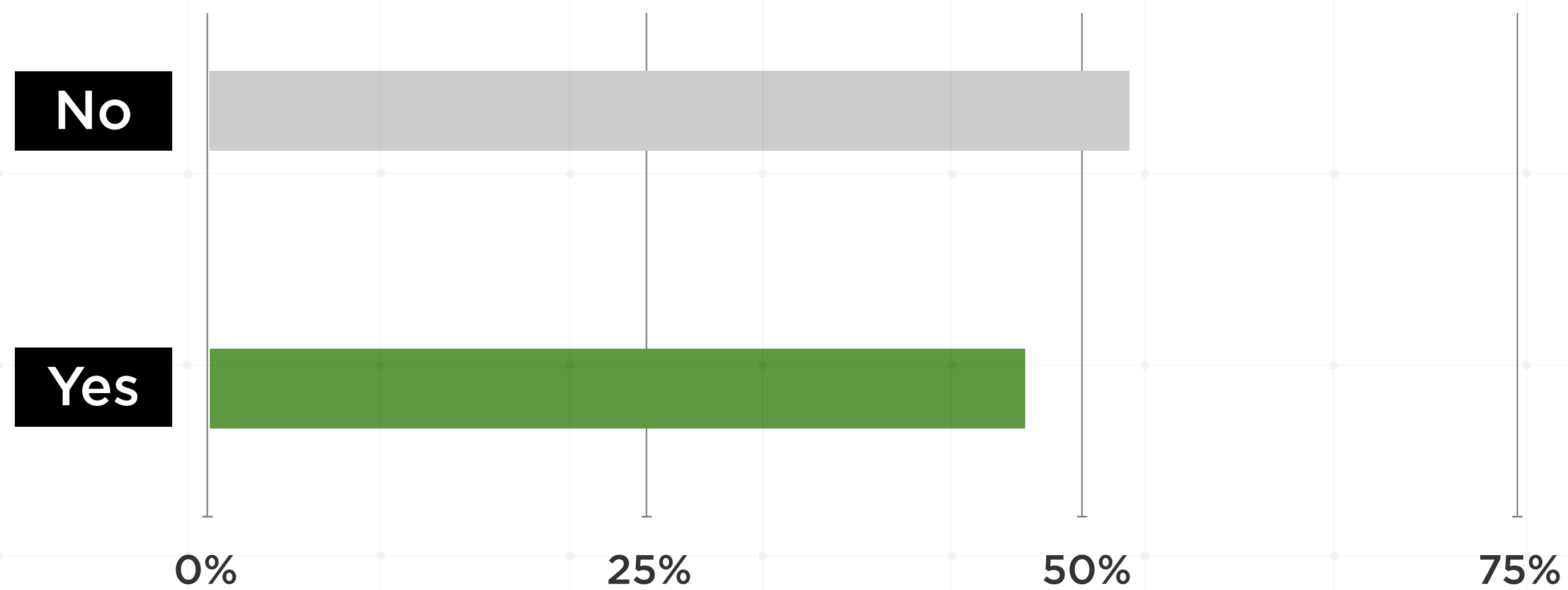


72% Scripted or Uncertain

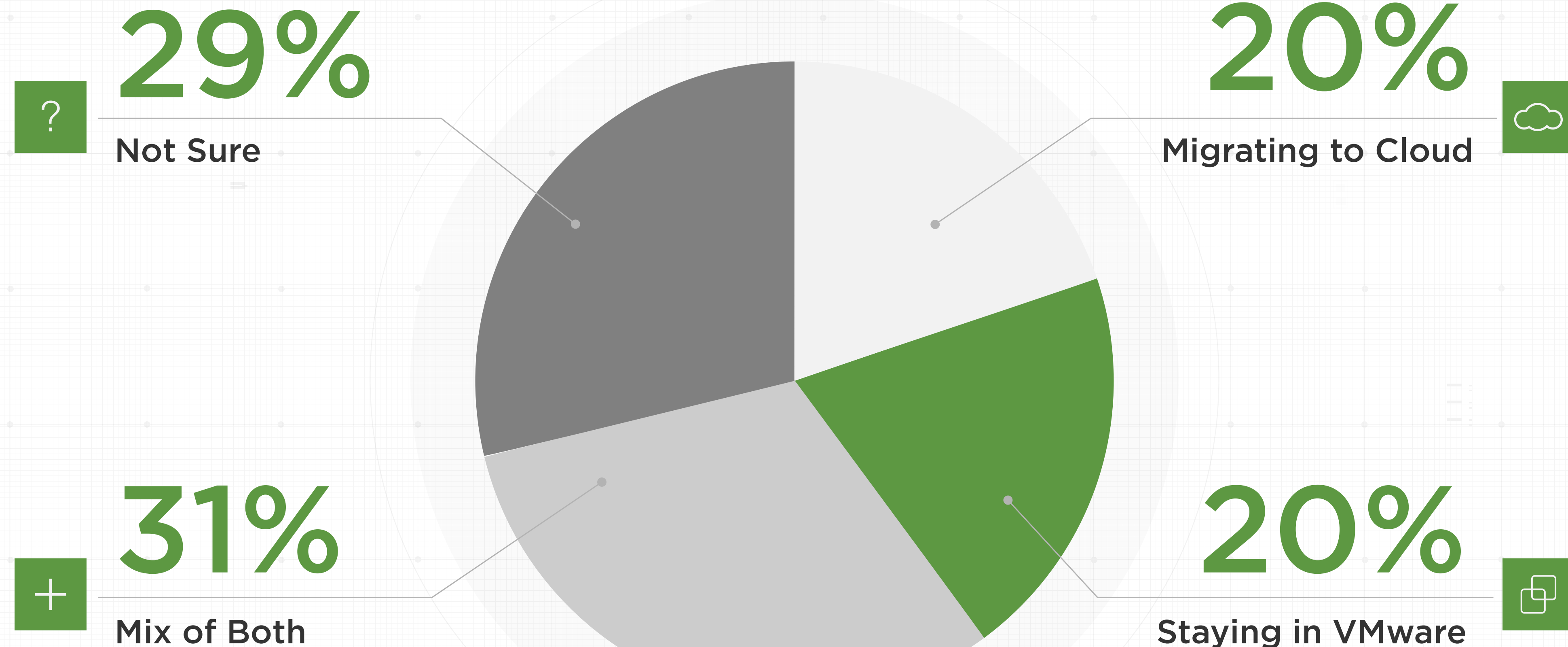


28% Automated

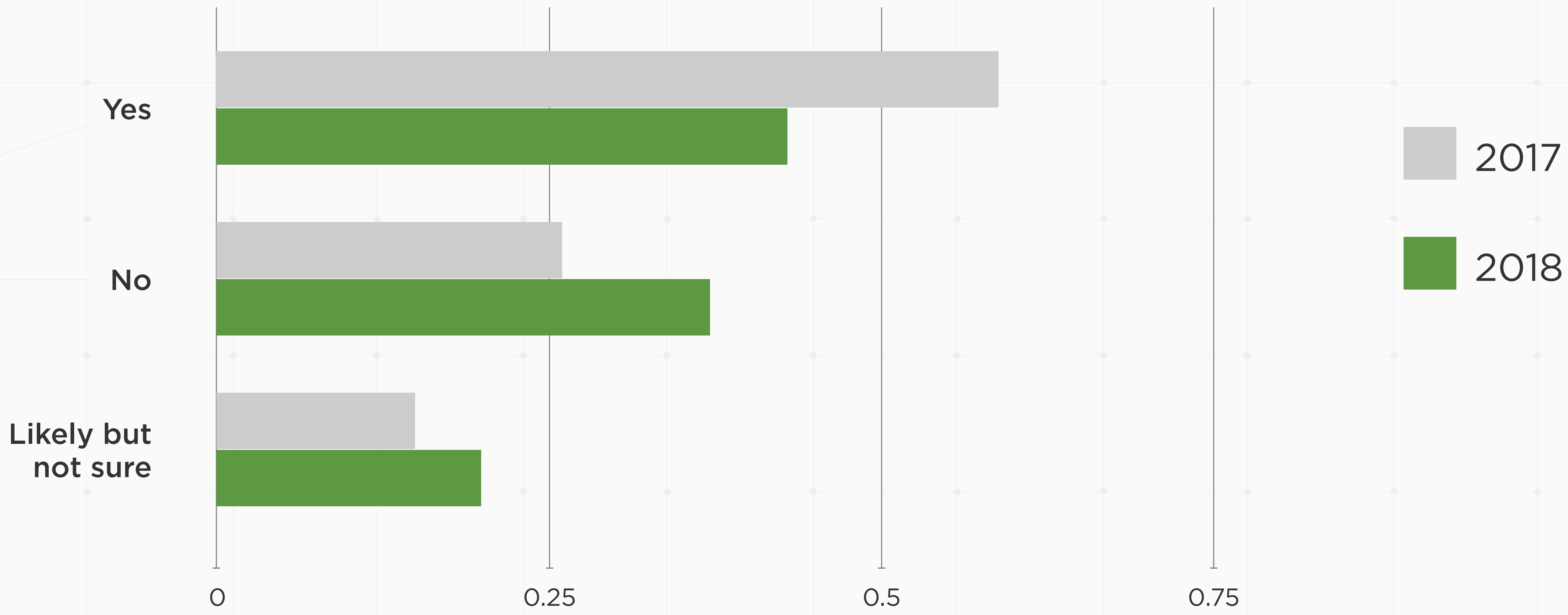
Have you achieved cost reduction by moving to the cloud?



As you migrate VMware workloads to the cloud, are you considering re-architecting them for the cloud or operating them in VMC (VMware Cloud on AWS)?



Are you also responsible for managing and protecting non-server data, like SaaS applications?



Methodology & Demographics

The 2018 State of Virtualization and the Cloud survey was produced by Druva, Inc.

The survey is a continuation of the Druva 2017 VMware Cloud Migration Survey, and the results were generated through e-mail outreach to IT and virtualization professionals from Druva's list.

A total of 170 responses were collected from around the world, from July 2018 to August 2018.

Thank you to all the respondents of this survey for making it possible!

About Druva

Druva's industry-leading data management-as-a-service platform unifies data protection, governance and intelligence across enterprise data, delivering enterprise-level scalability and security, while reducing cost and complexity. Over 4,000 enterprises trust Druva to protect and manage more than 100PB of data worldwide. Visit [Druva](https://www.druva.com) and follow us [@druvainc](https://twitter.com/druvainc).