IDC

Business Value of VMware NSX Advanced Load Balancer

IDC's research demonstrates the strong value that organizations using VMware NSX Advanced Load Balancer (VMware NSX ALB) 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

$13.57M
average higher revenue per year

27% higher
application developer productivity

Day 2 Operations

90% faster
to scale capacity

54% fewer
outages

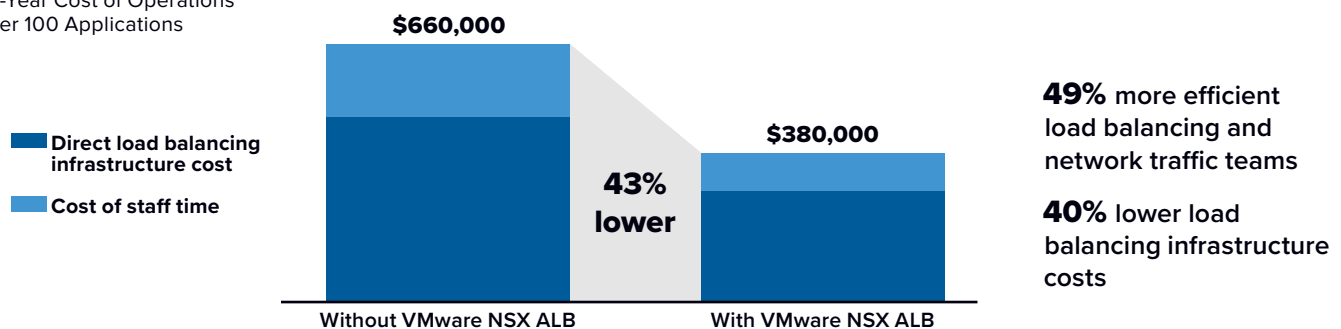### Lower Cost of Operations

6-month payback

43% cost of
operations savings

> **CUSTOMER QUOTE:**
> The most significant benefits for us of using VMware NSX ALB 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 NSX ALB

3-Year Cost of Operations
per 100 Applications

$660,000

■ Direct load balancing
infrastructure cost

■ Cost of staff time

43% lower

$380,000

Without VMware NSX ALB

With VMware NSX ALB

49% more efficient load balancing and network traffic teams

40% lower load balancing infrastructure costs

Value Proposition of VMware NSX Advanced Load Balancer

Automation, self-service, faster deployment

> **CUSTOMER QUOTE:**
> The main benefits for us of using VMware NSX ALB 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 NSX ALB, 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 NSX ALB 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