![CloudBolt software logo]

CASE STUDY

Major Financial Services Organization Enjoys **6-Figure Reduction in Integration Costs**; Leverages CloudBolt to Enable Better Automation in VMware vRA

BACKGROUND

Large consumer financial services company uses CloudBolt to improve their VMware vRealize Automation (vRA) deployment by accelerating integrations with more tools and systems, automating processes, and extending productivity of IT resources without requiring additional expertise.

Leading consumer financial services company

15,000+
Employees

$125B+
Sales Financed

70M+
Active Accounts

Impact at a Glance

6 MONTHS TO 1 MONTH
Speed to new functionality - able to offer new services 5x faster

6-FIGURE PROFESSIONAL SERVICES COST REDUCTION
Reduced professional services

BLUEPRINT CONSISTENCY
Policy use with blueprints allow consistency and reduction

Challenges at a Glance

- Growing blueprint sprawl
- Lack of expertise across various coding languages
- Needed to get more automation out of vRA

CloudBolt Solutions at a Glance

- Policy-driven integration
- Improved blueprint governance
- vRA made better with CloudBolt

Challenges

VMware vRealize Automation (vRA) is notorious for all the custom scripting it requires. CloudBolt Industry Insights research revealed that 92% of vRA customers utilize custom code for at least a quarter of their integrations (see full report here).

According to this consumer financial services company's head of architecture, *"We found ourselves having to script way too much in vRA 7. Furthermore, vRA requires advanced programming skills to connect systems and automate processes at depth, and we were struggling to find enough resources to meet business demand."*

The company knew it wanted the ability to codelessly integrate vRA with multiple resources—without having to be experts in a coding language.

"My team and I are not coding experts and we're struggling to find bodies and or budget to get integrations written so we can automate process and do more with less people…somewhat ironic," said the leader of the project.

They needed policies-driven integration to provide better control post-build and dashboards that could provide clear views into integration contents. They also wanted better AWS support and a single UI to manage all public cloud workloads.

Even with a looming End-of-Support (EOS) date for vRA 7 in September 2022, the company did not hesitate in making the decision to remain on the vRA platform and upgrade to vRA 8, but they realized they needed to start getting serious about the migration.

Ultimately, the company's goal was to find a way to reduce complexity, add governance to integrations/automations, and increase overall visibility in a way that vRA inherently was never designed to do.

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Solution

The company previously had a relationship with SovLabs, which was purchased and replaced with OneFuse by CloudBolt. SovLabs had provided an early taste of how the right solution could enhance vRA performance. So, they turned to CloudBolt to tackle their dilemma. Not only could OneFuse provide extreme value (just as SovLabs had done previously), it extends that value even further by reducing custom coded integrations, providing a policy-driven approach to better govern integrations, and increasing visibility into integration content. Furthermore, OneFuse could also help preserve and migrate all the custom-coded integrations the company had spent years building and cultivating.

Benefits

Speed to new functionality

Because new integrations are so easy to build and the existing ones so easy to maintain, the team was able to deliver new functionality faster for the company. The impact of this speed is measured by the number of new services they can offer their clients. "*With SovLabs/OneFuse, the company was able to build multiple options for connecting, and a host of products and solutions that would not be possible if the team was still predominantly custom coding integrations!*"

Reduced Professional Services

The cloud architecture team was spending significant amount of money on professional services to help keep up with the abundance of custom automations required to meet business demands. "*We were able to reduce our professional service spend for assistance with integration and automation by 6 figures using SovLabs/OneFuse.*"
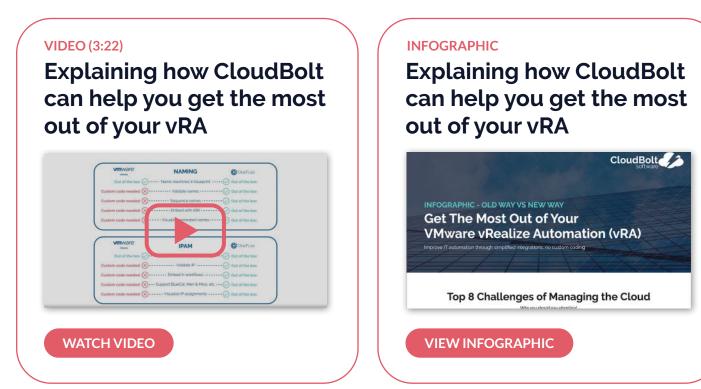
Blueprint Reduction & Consistency

In vRA, customers often create blueprints (aka cloud templates) for specific use cases, and when new use cases arise you copy the original and modify. Over time, customers end up with a plethora of blueprints across all kinds of use cases (some specific, others generic). The cloud architecture team was concerned the sprawl could get out of control.

"*OneFuse allows us to dictate usage via policy. Users no longer must understand infrastructure specifics to properly complete blueprints. Using policies in OneFuse allowed us to drastically reduce the number of blueprints and improve their consistency.*"

> **"**
> **We were able to reduce our professional service spend for assistance with integration and automation by 6 figures using SovLabs/OneFuse."**

> We thought we had to re-write all of our vRA automations for migration. Luckily, OneFuse makes it much simpler to forklift what we have and seamlessly extend our existing code," according to the VP. "POWERFUL time saver!"

WANT MORE?

VIDEO (3:22)

Explaining how CloudBolt can help you get the most out of your vRA

WATCH VIDEO

INFOGRAPHIC

Explaining how CloudBolt can help you get the most out of your vRA

VIEW INFOGRAPHIC

CloudBolt Software is the enterprise cloud management leader. Our comprehensive solutions for IT automation, orchestration, self-service IT, cost optimization, and security help enterprises simplify complexity and achieve rapid time-to-value anywhere on their hybrid cloud, multicloud journey. Our award-winning cloud management platform and infrastructure integration services are deployed and loved by enterprises worldwide. Backed by Insight Partners, CloudBolt Software has been named one of the fastest-growing private companies on the Deloitte Fast 500 and Inc. 5000 lists. In addition, CloudBolt is 2020 CODiE award winner for best cloud management and featured in Gartner's Magic Quadrant for Cloud Management Platforms.