

CASE STUDY

State IT Agency Reduces Infrastructure Provisioning From **11 Days to 30 Minutes** Using CloudBolt

BACKGROUND

When VMware's vRealize Automation (vRA) didn't meet the needs of an information technology agency for a state executive branch, they turned to CloudBolt to solve their hybrid cloud challenges.

Agency Information

2,400
Employees

2,800+
Applications Supported

350+
Active Projects

5.5 Million
User Privacy Secured

Impact at a Glance



63% REDUCTION

in blueprints/builds



11 DAYS TO 30 MINUTES

for infrastructure delivery



\$1 MILLION SAVED

on licensing

Challenges at a Glance

- Providing self-service IT was tough
- vRA deployments and upgrades needed a lot of resources
- Very steep learning curve for vRA

CloudBolt Solutions at a Glance

- Simplified self-service IT through blueprints; frictionless experience
- Existing and new technologies supported easily
- Vendor-agnostic with OOTB support for clouds and hypervisors

Challenges

The Infrastructure as a Service team at the agency tried for two and half years to make VMware's vRealize Automation (vRA) their automation and provisioning engine behind delivery of their hybrid cloud infrastructure.

"The vRA learning curve is long and steep. We spent an unreasonable amount of time, people resources, even VMware professional services and never got vRA to be an automated self-service portal across private and public infrastructure," described the agency's Infrastructure as a Service team leader. "vRA was very touchy, not highly available; we expected more uptime. And given how complicated everything was in vRA, we never realized the 'Return on Complexity' we should have."

The agency's team found other limitations with vRA. The product was not user-friendly and required significant training and professional services.

"We also discovered that vRA is very VMware-centric and to get AWS or Azure support, we would have had to upgrade to vRA Enterprise at a seven figure + upgrade price," the agency explained.

Additionally, upgrading to VMware's latest version (vRA 8) would have required a complete re-write of all the automation the agency's team spent years building, not to mention that vRA doesn't provide self-service capabilities.

vRA is resource-intensive and requires lots of care and feeding. The agency's infrastructure team wanted to explore alternatives. They sought a solution that was less complex but supported multiple public clouds, required less people to maintain, and provided self-service capabilities so they could better serve their agency partners (or customers).



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Solution


The agency's team knew what they needed: self-service infrastructure automation across private cloud, Amazon Web Services (AWS), and Microsoft Azure, with delivery in hours, not days. The team wanted a single pane, intuitive UI with comprehensive visibility and governance over the entire environment and a simple install with minimal ongoing maintenance.

"We started the vendor selection process with VMware, asking about additional tools to help, but we didn't get a warm and fuzzy," said the agency. "Our state customer was a former customer of SovLabs, which was acquired by CloudBolt. We signed up for a trial of CloudBolt CMP and were blown away! Up and running in hours, the way the product simplifies everything was a huge draw; I couldn't find a downside."

CloudBolt's extensive library of 200+ different plug-ins or connectors gives them many options around future builds. They also appreciate that CloudBolt doesn't charge per integration – they simply have access to all of them.

"We achieved more in a six-week proof-of-concept with CloudBolt CMP than two years with vRA," said the customer.

The agency team asked a prominent analyst about CloudBolt and the praise continued. With the recent CloudBolt acquisition of Kumulos, a cloud cost and security management solution, there was no need to continue evaluating other solutions – the agency found their vRA replacement solution and partner vendor.



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Benefits

Like nearly all IT departments, the agency was being asked to do more with less...less budget, fewer people, and more projects. Automation and the disruption-less flow of data and resources was critical. As a result of using CloudBolt, the agency can:



Reduce IaaS builds from 40 in vRA to 15 in CloudBolt – 63% reduction (less time and cost to maintain; more flexibility via CloudBolt builds)



Enable customer builds from zero in vRA to 25 in CloudBolt – The agency's partner agencies can now create their own customer-specific builds (within the limits the agency outlines and governs)



Reduce infrastructure delivery time from 11 days with vRA to 30 minutes with CloudBolt (faster innovation, improved customer satisfaction)



Reduce number of teams required to touch a server build from six to ZERO - removed all dependencies



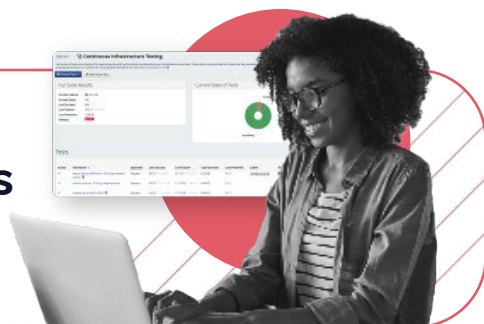
True visibility for all – regardless of support, IT, partner agencies, DevOps, resource owners and more

“CloudBolt CMP is vCenter agnostic, giving us the ability to diversify and leverage multiple platforms all the while providing a frictionless customer experience that's simply and easy. **Our customers say the improvement CloudBolt provides is life-changing,**” the agency said.

NEXT STEPS

Solve Your Hybrid Cloud Challenges

[BOOK DEMO](#)



CloudBolt
software

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.

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