

VMware Tanzu in the Public Sector

Key Takeaways

VMware Tanzu has deep experience **empowering digital transformations** with Startups, at the Fortune 500, and the US Government



Our engagement model involves services to transform **people, process and cultures** as well as software to **optimize and secure your path to production**



We have a **proven track record** and **deliver real outcomes**



The Heritage of VMware Tanzu Labs (formerly Pivotal Labs)

2000's - Silicon Valley Startups



2010's - Fortune 500



2016 till now - The United States Government



JPMORGAN CHASE & Co.

Our Engagement Model

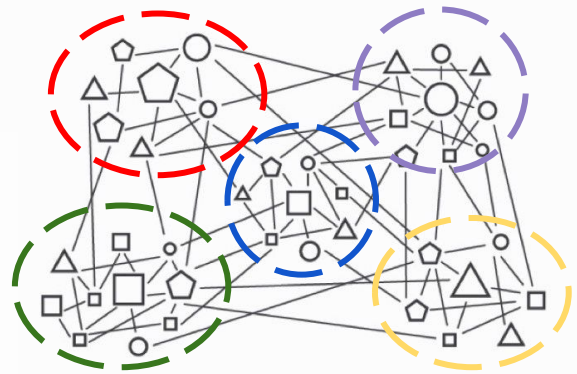
Unlock Your Talent



Teach Software Culture & Practices



Empower Your "Team of Teams"



Build an Optimized "Path to Prod"



Deliver Real Mission Outcomes

A few Tanzu Public Sector Outcomes



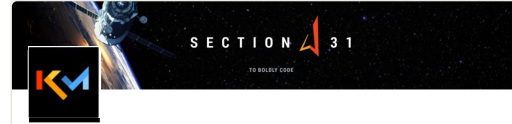
Premier Air Force DevSecOps Software Factory in the DoD

Tanker Planner - 120 days to production - \$1M fuel savings per week



Special Operations Tech Unit

Mission Reporting Tool - Deployed to production in 68 days, fully adopted in 120. Reduces time to answer critical questions from weeks/months to seconds.



Space Force Software Factory Automating Space Operations

5 Apps delivered in 5 months



Premier Soldier Software Factory in the Army

CASL Picker - Accredited and fielded in 99 days. Saves 3,400 man hours a day



Premier DevSecOps Team breaking records in the Navy

47 days to continuous authority to operate. 7 day release cycle.

Questions we try to answer “Yes” to during every engagement

1. Are you **fully accredited** and **in production** right now?
2. Is your software **fully adopted** by its intended users?
3. Is your software **moving the needle on the mission**?
4. Can you make a code change based on user feedback and **push to production today**?
5. Can you do this **at scale, every day**?



Thank You