Cloud Migration

Presenter name
Application needs are driving cloud strategies and directions

Cloud strategies must match the needs of each application

<table>
<thead>
<tr>
<th>Existing Apps</th>
<th>Modern Apps</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reduce Costs</td>
<td>Time to market</td>
</tr>
<tr>
<td>Security</td>
<td>Innovation</td>
</tr>
<tr>
<td>Reliability</td>
<td>Scale</td>
</tr>
<tr>
<td>Control</td>
<td>Differentiation</td>
</tr>
</tbody>
</table>

- **Maintain**: Keep app as is in existing environment
- **Replatform**: Keep app as is, move to new environment
- **Hybrid Apps**: Shift portions of multi-tier app to public cloud
- **Refactor**: Modify app, new environment, on-prem or in the cloud
- **Develop for Cloud**: New cloud native app deployed on-prem & IaaS
- **Replace**: Move to SaaS version of packaged app
Accelerate Your Cloud Journey

Hybrid Cloud

Multi-Cloud

Modern Applications
VMware Cloud
The complete portfolio for the Multi-Cloud Journey

Multi-Cloud Operations
CloudHealth • VMware Cloud Automation

Hybrid Cloud
Native Cloud

Existing Apps
Cost Management • Security • Reliability • Control

Modern Apps
Time to market • Innovation • Scale • Differentiation

VISIBILITY • OPERATIONS • AUTOMATION • SECURITY • GOVERNANCE • CONTAINER MANAGEMENT

VM VIRTUAL MACHINES
CONTAINERS
KUBERNETES

VMware Cloud on AWS
IBM Cloud
Microsoft Azure
Google Cloud
VMware Cloud
The complete portfolio for the Multi-Cloud Journey

Consistent Developer Experience

Multi-Cloud Operations

Consistent Operations
Automation and Operations • Across Clouds

Consistent Infrastructure
VM Infrastructure • Container Infrastructure
Hybrid Cloud is the new standard for the enterprise

92%¹
Cloud strategies inclusive of on-prem data centers

83%²
Value consistency of infrastructure from data center to cloud

¹ ESG Research Hybrid Cloud Tipping Point, June, 2018
² VMware Cloud Market Study, January 2018
Hybrid Cloud Architecture Complexity

- Private Cloud
- Public Cloud
- Edge

- Disparate Management Tools & Security Controls
- Inconsistent Application SLAs
- Operational Inconsistencies
- Diverse and incompatible Skillsets & Tools
- Incompatible Machine Formats
Hybrid Cloud
Built on the world’s most proven cloud infrastructure

Private Cloud

Consistent Infrastructure
VMs and Containers
Built on VMware Cloud Foundation

Public Cloud

Consistent Operations
Management and Automation
Across clouds

Edge
Abstracting Away Complexity
Building on proven model from data center to cloud
The VMware Hybrid Cloud
Consistent Infrastructure and Operations

Flexibility of Clouds — Extend Teams — Extend Processes — Extend Tools

Public Cloud

Private Cloud
VMware Cloud Foundation
Automation & Operations
Compute Storage Network

Edge
VMware Cloud Foundation
Automation & Operations
Compute Storage Network

CLOUD PROVIDER PROGRAM
Consistent Infrastructure and Operations
VMware Cloud Foundation

Accelerate the path to the Hybrid Cloud

Complete, integrated hybrid cloud platform
- Consistent infrastructure spanning datacenter, cloud, edge
- Consistent operations across clouds

Built on the world’s most trusted cloud infrastructure
- Powering the world’s most demanding applications
- Core infrastructure for VMware Cloud on AWS
- Delivered as a service from more than 20 Cloud Verified Providers worldwide

Fastest path to the cloud with minimal cost, complexity
- Rapid app migration with minimize cost and effort
- Scale on demand for DR, seasonal, regional use
- Drive next generation app initiatives
Brought Together by SDDC Manager

Automated day 0 to day 2 operations of the entire cloud infrastructure

*S*Automated patching and upgrading not yet supported on vRealize Automation, Operations, and Log Insight
### Leadership Across the Stack

VMware Cloud Foundation builds on most trusted cloud infrastructure in the world

<table>
<thead>
<tr>
<th>vSphere</th>
<th>VSAN</th>
<th>NSX</th>
<th>vRealize</th>
</tr>
</thead>
<tbody>
<tr>
<td>500K+ Customers</td>
<td>15K+ Customers</td>
<td>80M Switch Ports</td>
<td>#1 CMP Market Share</td>
</tr>
<tr>
<td>#1 Market Share</td>
<td>50% Of Global 2,000</td>
<td>10x Largest Nearest Competitor</td>
<td>13K Customers</td>
</tr>
<tr>
<td>70%+ Enterprise Workloads</td>
<td>500+ Cloud Partners</td>
<td>7,500 Customers</td>
<td></td>
</tr>
<tr>
<td>34% Share</td>
<td></td>
<td>82% Of Fortune 100</td>
<td></td>
</tr>
</tbody>
</table>
Flexibility and Consistency
Support for the Broadest Range of Operating Models

Dedicated Cloud Infrastructure
Purpose-built compute, networking, and storage systems to support unique on-premises needs

Hyper-Converged Infrastructure
Optimized for hyper-converged solutions such as Dell VxRail

Managed As-a-Service
Deliver the full VMware SDDC as-a-Service on-premises and the edge

Cloud Service
Access VMware Cloud Foundation through AWS, IBM Cloud, and VMware Cloud Provider Partners globally
VMware Cloud Foundation on VxRail

Software & Hardware Lifecycle Management

- A co-engineered solution from Dell-EMC
- Easiest path to deploy a full VMware Software Defined Datacenter (SDDC)
- Enables comprehensive lifecycle management (LCM) for both Hardware and Software components.
Cloud Foundation on VxRail

Full stack integration delivers one, complete, seamless user experience

Full stack integration

Full stack lifecycle management built in

Simplest path to hybrid cloud

Consistent infrastructure and consistent operations

Future-proof for next gen VMware cloud tech

Based on VMware SDDC best practices
VMware Cloud Provider Partners

Integrated with Partner Services
- Security
- Connectivity
- Storage
- Migration
- Extension
- Operations
- Compliance
- DR
- Backup
- Visibility

Choose from over 4,200 cloud providers operating in 120+ countries
- Broadly deployed globally for performance, data sovereignty

Enabling core customer use cases
- Cloud migration, Scale on demand, next-generation apps

Leverage cloud provider expertise and unique services
- Industry-specific specialization
- Migration services
VMware Cloud on AWS

Extend your VMware environment to the world-class AWS Cloud

Rich VMware SDDC delivered as a cloud service on AWS
Consistency and workload portability across VMware environments
Direct access to the power of native AWS services
Create an SDDC with VMware Cloud on AWS

Consistent operations

Simultaneously expand to multiple AWS Regions

Available Regions

US West (Oregon)
US East (N. Virginia)
Europe (London)
Europe (Frankfurt)
Asia Pacific (Sydney)
Europe (Ireland)
US West (N. California)*
US East (Ohio)
Asia Pacific (Tokyo)
Gov Cloud US West
Asia Pacific (Singapore)
Canada (Central)*
Europe (Paris)

* Stretched cluster not supported

Q2'2019
South America (Sao Paulo)*
Asia Pacific (Seoul)*
Asia Pacific (Mumbai)*

H2 2019
Europe (Sweden)
China (Hong Kong)
Gov Cloud US East

HI 2020 (est.)
Asia Pacific (Osaka-Local)
Bahrain

Last updated: May 14, 2019
VMware Cloud on AWS

Innovating at cloud speed, with enterprise reliability

<table>
<thead>
<tr>
<th>10</th>
<th>39 sec</th>
<th>99.99%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global Regions</td>
<td>Median Chat Response Time</td>
<td>SLA for Stretched Clusters</td>
</tr>
<tr>
<td>28</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Available Zones</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>1.5h</th>
<th>12 min</th>
<th>96%</th>
</tr>
</thead>
<tbody>
<tr>
<td>New SDDC on Bare Metal</td>
<td>Average Time to Add a Host</td>
<td>Support Satisfaction</td>
</tr>
</tbody>
</table>
VMware Cloud on AWS - Don’t Just Take Our Word For It

Real Customer Success Stories

380 VMs and 30TB of storage migrated to the cloud in 20 days

650+ workloads migrated to the cloud in less than 5 days

Production application migrated to a VMware Cloud on AWS stretched cluster in less than 3 weeks
VMware Cloud on Dell EMC

- Cloud infrastructure delivered as a service on-premises
- Co-engineered and delivered by Dell Technologies; ongoing service fully managed by VMware
- VMware SDDC including compute, storage and networking
- Built on VxRail – Dell EMC’s enterprise-grade cloud platform
- Hybrid control plane to provision and monitor resources
- Monthly subscription model
VMware HCX

For DC Evacuation, Hardware Refresh, DC Extension, and BC/DR

* included in the VMware Cloud Foundation Enterprise edition
Getting Started with Hybrid Cloud

Evaluate existing infrastructure
Determine priorities for data center modernization, consolidation and migration

Assess applications for migration, modernization
Evaluate application portfolio to determine optimal environment based on priorities

Align consumption and deployment models
Evaluate traditional implementations, OpEx models, “as a service” and cloud options
Next Steps

Visit cloud.vmware.com to learn more.

VMware Cloud on Dell EMC Beta. Click here to sign up.

VMware Cloud Foundation Hands on Lab. Click here to begin

VMware Cloud on AWS Lightning Lab. Click here to begin