

DELL EMC

vmware®

aws

# Cloud Confidence: Simple > Seamless > Secure

Dell EMC Data Protection for VMware Cloud™ on AWS

# Introduction

From the boardroom to the data center, digital transformation has become a business imperative. Whether an attempt to get ahead of disruptive competition, a drive to accelerate innovation, or the foundation for shifting business models, transformative approaches require rethinking how infrastructure and applications support growth and organizational evolution.

There's no denying that organizations are moving workloads to the public cloud, but at the same time, few are taking an all-or-nothing approach. The reality of today's enterprise necessitates flexibility – from being able to move workloads in response to changing business needs, to ensuring that both on-premises and cloud-based workloads are secure and protected while remaining highly available. The seamless and secure integration of on-premises and cloud infrastructure is a must to realize the cost-savings and efficiencies of any strategy, and that means being able to take advantage of existing teams, skillsets, tools and processes while still meeting governance and compliance requirements.

Is it possible for businesses to take advantage of the benefits of a public/private cloud strategy while also ensuring that workloads are protected regardless of where they reside? And if it is, can they do so simply and seamlessly to maximize the benefits of moving to cloud?

**With Dell EMC Data Protection for VMware Cloud™ on AWS, the answer is YES.**

# Cloud Adoption Challenges

With the cloud's ability to provide flexible resource consumption, it's no wonder workload migration is soaring. At the same time, though, organizations recognize that cloud isn't right for every workload, and the reality of a hybrid environment creates new challenges even as it provides new benefits.



## Data growth and mobility

You need to be able to leverage established governance, security and operational policies while taking advantage of cloud-scale agility.



## Increasingly complex architectures

You need to be able to leverage existing IT skillsets and tools across both public and private cloud to maximize your ability to realize business benefits.



## Security and protection

You need a holistic, scalable and simplified approach to protecting and backing up workloads across the enterprise.



## Disaster recovery across environments

You can't afford downtime or disparate solutions that don't provide protection from on-premises to the cloud in a familiar way that doesn't require retraining staff.



## Flexibility to meet business needs and leverage existing investments

You need to be able to strategically determine the best location – on-premises, private cloud or public cloud – to maximize agility and serve business needs while reducing costs.

# Why Dell EMC Data Protection for VMware Cloud™ on AWS

Together, VMware and Dell EMC enable enterprise IT and operations teams to continue to add value to their business in the AWS cloud while maximizing VMware investments and eliminating the need to buy new hardware. Now customers can quickly and confidently scale capacity up or down without change or friction, and can modernize their applications with native AWS services.

## **YES! You can have it all – automation, integration and the flexibility to do what's right for your business.**

- 1** Run, manage, and secure production applications in a seamlessly integrated hybrid IT environment
- 2** Leverage familiar skills, tools, and processes when managing private and public cloud environments
- 3** Innovate and respond to changing business demands with the enterprise capabilities of VMware SDDC, coupled with the elastic infrastructure and the breadth and depth of the AWS services
- 4** Seamlessly move workloads bi-directionally between vSphere-based private and public clouds
- 5** Achieve rapid time to value with the ability to spin up an entire VMware SDDC in under two hours and scale host capacity in a few minutes
- 6** Take advantage of established on-premises enterprise security, governance and operational policies, and extend that with the cloud scale and security that AWS Cloud brings
- 7** Integrates with on-premises data protection to simplify administration
- 8** Lower cloud consumption costs with best-in-class deduplication
- 9** Automate operations with deep management tool integration

# Use Cases

Drive innovation  
with proven cloud  
infrastructure solutions

**92%**  
of respondents  
consider having the  
same architecture  
on and off-premises  
important<sup>1</sup>

1. VMware Cloud Survey, n=1,620

# Use Case 1: Cloud Migrations

Accelerate cloud migration without complex conversions. Run your applications on VMware Cloud™ on AWS, a consistent and enterprise-class cloud service that brings the best of VMware technologies to AWS, the world's largest and most experienced public cloud.

Dell EMC Data Protection Software provides VMware Cloud™ on AWS customers with confidence to move production workloads to the public cloud.

**Cloud migration is ideal for customers who want to move to the cloud without having to re-architect applications.**



## **Application-specific**

Want to choose which applications to move to the cloud based upon specific business needs

## **Data Center-wide evacuations**

Want to replace entire data centers within specific timeline due to executive mandate to migrate to cloud or because the DC or co-location facilities lease is due to expire

## **Infrastructure refreshes**

Perform infrastructure refreshes (e.g. due to hardware end of life, infrastructure software upgrade etc.) and leverage the opportunity to move to the public cloud

## **Customer Value**

- Minimizes complexity and risk of transition
- Simplifies and accelerates speed of migrations
- Reduces cost of migrations
- Extends value of existing enterprise app investments
- Seamless integration with on-premises data protection simplifies administration
- Highly scalable and efficient protection

# Use Case 2: Data Center Extension

Extend your data center with VMware Cloud™ on AWS—consistent, on-demand, agile capacity in AWS, the world's largest and most experienced public cloud—to meet your business needs.

**Data center extension is ideal for customers who want to expand their on-premises footprint with cloud capacity for specific needs.**



## **Footprint expansion**

Have geographic capacity needs (such as data sovereignty rules or the need to be closer to their end users) and do not want to invest in building out a new data center

Need capacity for new projects without having to invest in over-provisioning or building new capacity on-premises

## **On-demand capacity**

Have capacity constraints on-premises to handle seasonal demand spikes

Want to handle unplanned temporary capacity needs

## **Test/Dev**

Have a need to perform test and development activities in a cloud environment that is operationally similar to on-premises environments

## **Customer Value**

- Reduces upfront investment costs and delivers compelling TCO
- Accelerates speed of provisioning
- Reduces the complexity by having the same consistent architecture and operations on-premises and in the cloud
- Seamless integration with on-premises data protection

# Use Case 3: Disaster Recovery

Protect your on-premises workloads by copying data, securely and efficiently into AWS S3 for disaster recovery, and taking advantage of agility and cost effectiveness of cloud object storage.

\*ESG Research: The Economic Value of In-Cloud  
Dell EMC Data Protection Software

## Disaster recovery is ideal for customers who want:



### New DR

To implement a DR solution for the first time

### Replace existing DR

Reduce secondary DR site costs by moving DR operations to the cloud or by modernizing existing DR solutions

### Complement existing DR

Protect additional workloads with a cloud-based DR solution for specific applications

## Customer Value

- Reduces secondary DR site costs
- Accelerates time-to-protection
- Increases business resiliency
- Simplifies DR operations
- Fast, efficient and secure image- and guest-level backup and recovery for workloads running on VMware Cloud™ on AWS
- Takes advantage of agility and cost effectiveness of cloud object storage
- Recovery to VMs on VMware Cloud™ on AWS requires no data conversion for fast RTO
- Reduce the cost of network bandwidth, cloud storage capacity for protection, and see lower compute cycles in the cloud
- Superior compression and deduplication that reduces consumption costs
- Lowers monthly in-cloud data protection costs by 68% when compared to other leading competitors\*



# Use Case 4: Backup to Cloud General Cloud Protection

Protect data and applications born in the cloud or that have been moved there. With centralized management, automation and more, the Dell EMC Data Protection portfolio offers software-defined, 100% cloud enabled solutions — including advanced VMware integration.

Organizations want the same data protection in the cloud as they have for their on-premises environments. Dell EMC, VMware and AWS work better together to protect virtualized cloud workloads with a single solution that simplifies administration and training, streamlines integration, and lowers the total cost of ownership.



## Customer Value

### Minimal cloud cost & footprint

- Protect directly to S3
- Use VMware Cloud on AWS for on-demand recovery

### Simple to operate

- Existing on-prem UI
- Direct in-cloud access

### Orchestrated DR

- Test & Failover to VMware Cloud™ on AWS
- Failback on-premises

# Why We Are Different

## Architecture Matters

- Deduplication / protect directly to S3
- Scales to 96TB with DD VE

## Cloud DR

- 3 click failover, 2 click failback
- Cloud DR - recover to VMware Cloud on AWS
- Cloud DR – rapid recovery reduces RTO

## Automated & Simple

- Easily add new capabilities in the cloud
- vMotion makes moving to the cloud easy



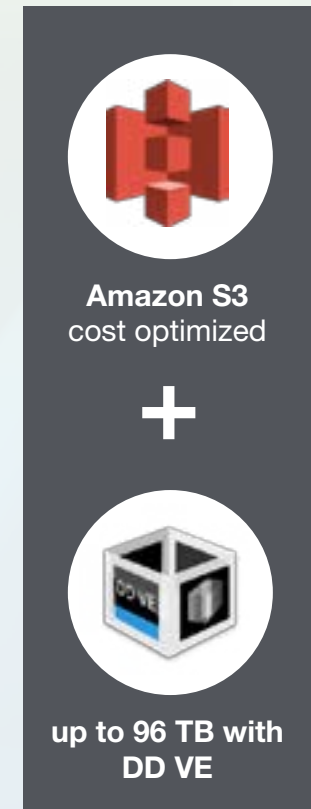
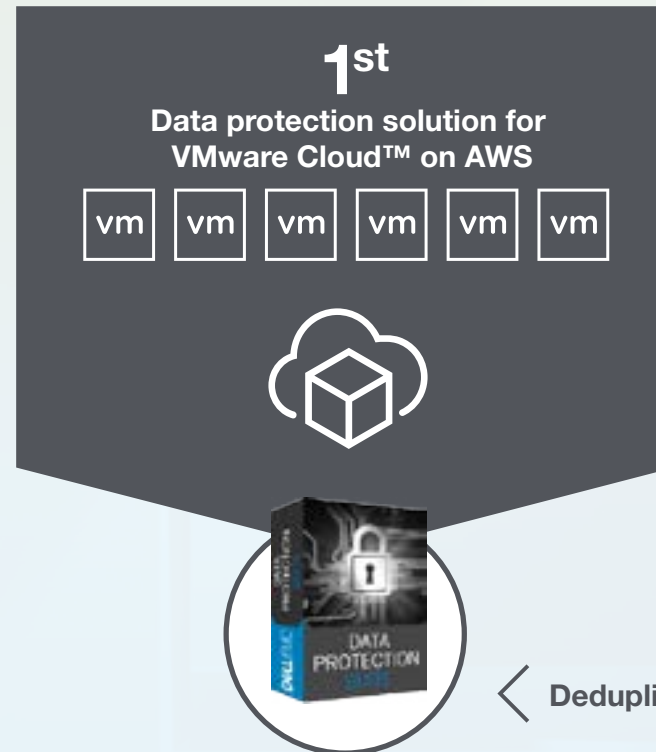
# How It Works

## Solution

- Enterprise-grade data protection for hybrid cloud workloads
- Increased resiliency for VMware workloads running on AWS

## Benefits

- Integration with on-premises data protection simplifies administration
- Best-in-class deduplication lowers cloud consumption costs
- Deep management tool integration automates operations
- Dell EMC Data Protection Bundle makes it easy to add on to your VMware Cloud subscription



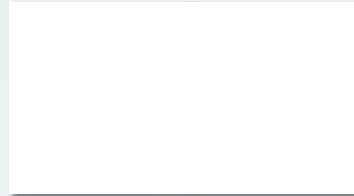
# Learning Resources

Click images to learn more about Dell EMC Data Protection for VMware Cloud™ on AWS solutions.

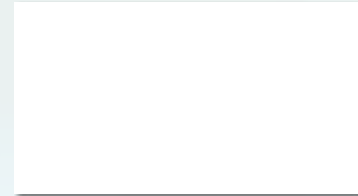
Cloud Data Protection & Backup Recovery | Dell EMC US

Blog: Dell EMC Simplifies Protection for VMware Cloud on AWS Workloads With New Bundle

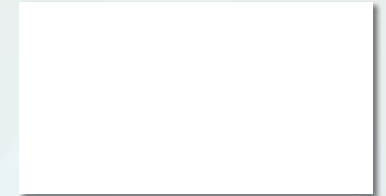
Blog: Exploring VMware Cloud on AWS Eco System Partners: Part 1



Data Protection for VMware Cloud™ on AWS



Dell EMC VMware Data Protection



VMware Cloud Solutions

Video: Dell EMC Cloud Disaster Recovery

Video: Dell EMC Data Protection for VMware Cloud on AWS

Webinar: Easier and Faster VMware Protection – On premises and in the cloud