VMWARE CLOUD™ ON AWS

Modern enterprise applications benefit from an integrated and hybrid approach

As global workloads accelerate (160 million today to 596 million by 2030) the need for greater agility and global deployment options have driven public clouds to be increasingly more attractive.[1] Customers view public clouds as a way to gain the flexibility and speed to respond to changing business needs, accelerate innovation and align costs to business requirements by managing upfront expenses, operational support and TCO.

However, in doing so, customers are recognizing the benefit of having their public clouds integrate and work seamlessly with their on-premises infrastructure while taking advantage of their existing teams, skillsets, tools and processes.

Challenges of adopting public cloud environments that are disparate from your on-premises investments:

Inability to leverage existing IT skillsets and tools when adopting public clouds

Differences in operational model and inability to leverage established on-premises governance, security and operational policies while taking advantage of cloud-scale and agility

Lack of flexibility when strategically determining where to run your applications due to lack of application portability and compatibility, reducing agility in serving business needs while increasing costs

Inflexibility to develop or modernize diverse types of enterprise applications due to incongruencies between developer needs and IT's ability to consistently deliver and manage heterogeneous cloud environments

For latest available features visit VMware Cloud on AWS Roadmap

92%

OF RESPONDENTS consider it important to have the same architecture on and off-premises[2]

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1 Balancing Freedom and Control: Evolution of the Cloud – 2006-2030, VMware White Paper, (October 2016)

2 Source: VMware Cloud Survey, n=1,620

KEY VALUE PROPOSITION OF VMWARE CLOUD ON AWS

Run, manage, and secure production applications in a seamlessly integrated hybrid IT environment

Familiar skills, tools, and processes for managing private and public cloud environments

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

Seamlessly move workloads bi-directionally between vSphere-based private and public clouds

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

Leverage established on-premises enterprise security, governance and operational policies, and extend that with the cloud scale and security that AWS Cloud brings

Customers across industries are accelerating adoption of both AWS Cloud and VMware infrastructure. Many of them want the ability to integrate their on-premises data center environments with AWS using their existing tools and skillsets within a common operating environment based on familiar VMware software. VMware Cloud™ on AWS delivers on this promise by providing a unified infrastructure framework that bridges the gap between private and public clouds. VMware Cloud on AWS delivers a seamlessly integrated hybrid cloud that extends on-premises vSphere environments to a VMware SDDC running on Amazon EC2 elastic, bare-metal infrastructure and is fully integrated as part of the AWS Cloud.

VMware Cloud on AWS enables Enterprise IT and Operations teams to continue to add value to their business in the AWS cloud, while maximizing their VMware investments, without the need to buy new hardware. This offering enables for customers to quickly and confidently scale up or down capacity, without change or friction, for any workload with access to native cloud services.

VMware Cloud on AWS is powered by VMware Cloud Foundation™, the unified VMware SDDC platform that integrates VMware vSphere®, VMware Virtual SAN™ and VMware NSX™ virtualization technologies. This service is optimized to run on dedicated, elastic, bare-metal AWS infrastructure and is delivered, sold and supported by VMware and its partners. The service provides access to the broad range of AWS services, together with the functionality, elasticity, and security customers have come to expect from the AWS Cloud.
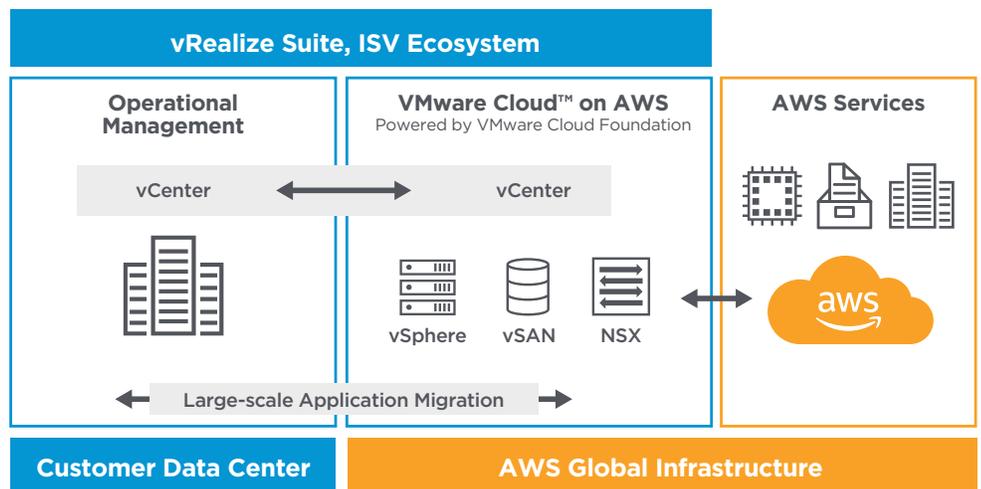
**USE CASE #1:
CLOUD MIGRATIONS**

Consolidate → Migrate
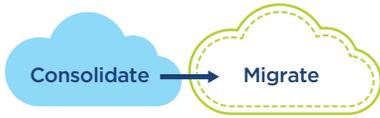
CUSTOMER VALUE

- Minimizes complexity and risk of transition
- Simplifies and accelerates speed of migrations
- Reduces cost of migrations
- Extends value of existing enterprise app investments

Use Cases

VMware Cloud on AWS provides a seamlessly integrated hybrid cloud offering addressing use cases that align to a customer's cloud strategy.

Use Case 1: Cloud Migrations

Accelerate cloud migration without complex conversions and 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. Once in the cloud, you can utilize other VMware cloud services and native AWS services to modernize applications as needed.

Ideal for customers who want to move to the cloud without having to re-architect applications:

- **Application specific:** Want to move specific applications to the cloud due to specific business needs
- **Data center wide evacuations:** Want to consolidate data centers and move completely to the public cloud
- **Infrastructure refreshes:** Are doing infrastructure refreshes (e.g., due to hardware end of life, infrastructure software upgrade etc.) and want to leverage the opportunity to move to the public cloud

**USE CASE #2:
DATA CENTER EXTENSION**

Expand

Maintain

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

Use Case 2: Data Center Extension

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

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 spikes in demand
  - 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

**USE CASE #3:
DISASTER RECOVERY**

Primary ⟷ Secondary

CUSTOMER VALUE

- Reduces secondary DR site costs
- Accelerates time-to-protection
- Increases business resiliency
- Simplifies DR operations

Use Case 3: Disaster Recovery

Disaster recovery, delivered as a service for VMware Cloud on AWS, delivers on-demand site protection with native automated orchestration, failover and failback capabilities.

Ideal for customers who want:

- **New DR**: Implement a DR solution for the first time
- **Replace Existing DR**: Reduce their 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

Resources

Learn more at cloud.vmware.com

Web-based pricing calculator

VMware Cloud on AWS roadmap

VMware Cloud on AWS Blog

VMware Cloud on AWS YouTube playlists:

- Overview videos
- Customer reference videos
- Demos