### Why Customers Choose VMware vSAN

VMware vSAN provides a fast path to hybrid cloud and delivers developer-ready infrastructure that empowers IT organizations to meet the relentless pace of innovation. vSAN is the only storage software fully integrated with VMware vSphere® and VMware Cloud Foundation™, delivering a cloud operational model. It supports block and file storage, and integrates object storage services.

#### Native for hybrid cloud

- vSAN provides a first step to hybrid cloud
- Seamlessly deploy and manage with existing vSphere/vSAN tools (vSphere and vCenter)
- Utilize space efficiency features for encryption, and in-flight encryption
- Get software-based, data-at-rest, and in-flight encryption
- Experience a faster learning curve with a familiar and extensible management framework
- Get support for the latest storage technologies, including all-NVMe

#### Infrastructure Software

- Named as a Leader in the Magic Quadrant for Hyperconverged Infrastructure Software since 2018
- Market leader of HCI Systems by 30,000 customers

### Advantages of vSAN

- Reduced real estate, power, and cooling costs by moving high-end servers and vSAN over RDMA for SAN-like performance
- Inconsistent scaling
- High initial investment
- Reduced staff overhead
- CapEx savings

### vSAN Features

- Fully integrated with vSphere and VMware Cloud Foundation
- Lower costs
- Accelerate storage operations
- Seamless deployment
- Capabilities for hybrid cloud
- Experience a faster learning curve with a familiar and extensible management framework

### Reducing Maintenance Costs

<table>
<thead>
<tr>
<th>Feature</th>
<th>Description</th>
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<tbody>
<tr>
<td>1</td>
<td>Reduce staff overhead and number of support staff</td>
</tr>
<tr>
<td>2</td>
<td>Simplify security with native KMS</td>
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<td>3</td>
<td>Access storage policies from the vSphere Web Client</td>
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<tr>
<td>4</td>
<td>Gain integration with a growing ecosystem of security tools</td>
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#### Customer Testimonials

- **Chief Group Head of Infrastructure Services** — Mike Howell: 
  "From an operational point of view, [the common set of management tools from vSAN] make day-to-day administration much simpler. Convergence and simplicity are critical."

- **Chief Enterprise Architect** — Matthew Douglas: 
  "Moving to a hyperconverged and cloud infrastructure in one year, we’ve reduced [costs] by multiple, multiple millions."

- **Chief Enterprise Architect** — Giovanni Govaerts: 
  "By streamlining provisioning, we can deploy code faster that—unnoticed—they can at least maintain their efficiency and productivity."

### Usage Scenarios

- **Mission critical applications**
- **Kubernetes-based applications**
- **Cloud native storage in vSphere**
- **Persistent volumes for their applications**

### Conclusion

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