

VMware and AWS

Private Cloud, Public Cloud —
The Best of Both Worlds



BENEFITS

Partnership Strength

- Ideal hybrid cloud solution that brings together the leader in private cloud with the industry-leading public cloud vendor

Best in Class Hybrid Cloud

- Accelerate innovation, optimize costs and respond faster with operational consistency using VMware Cloud on AWS

Enterprise Cloud Adoption

- More than 80% of organizations committed to hybrid architectures by 2018¹
- 92% of respondents consider it important to have the same architecture on and off-premises²

"I don't think there's really any industry that won't leverage or use this hybrid cloud and start their cloud in this fashion. I think there's a lot of customers leveraging our VMware cloud on AWS across the board in every industry."

SANDY CARTER, VICE PRESIDENT ENTERPRISE WORKLOADS, AMAZON WEB SERVICES (AWS)

"This partnership really brings together the best of both worlds. What this allows them to do is bring those two worlds together in a very seamless way, get the benefits of everything they love about VMware and the benefits they love about AWS."

MARK LOHMEYER VP & GENERAL MANAGER
CLOUD PLATFORM BUSINESS UNIT, VMWARE

VMware and AWS Alliance

VMware and AWS's strategic partnership helps customers adopt hybrid cloud

The strategic partnership between VMware® and Amazon Web Services™ (AWS) helps customers adopt hybrid cloud to increase flexibility and reduce cost while leveraging their existing IT investments and expertise. As global workloads accelerate from 160 million today to 596 million by 2030, the need for greater agility and global deployment options have driven public cloud to be appealing to Enterprises. They are accelerating adoption of AWS Cloud and VMware solutions, and want the ability to integrate their on-premises data center environments with AWS Cloud within a common operating environment based on their familiar VMware software.

Best of Both Worlds

The VMware and AWS partnership gives customers a compelling hybrid cloud solution by bringing together VMware, the leader in private cloud and AWS, the industry-leading public cloud provider. The VMware Cloud on AWS value to customers is undeniable, providing a unified infrastructure framework that bridges the gap between private and public cloud while maximizing a customer's investments. This solution creates a services-oriented IT model that scales to meet any business demand while reducing the time spent on infrastructure and freeing IT to concentrate on innovation.

¹ "Enterprise Adoption Driving Strong Growth of Public Cloud Infrastructure as a Service, According to IDC." Press release, IDC, July 14, 2016.

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

PARTNER OVERVIEW

A Value to all Enterprises

Any enterprise that wants to leverage or extend VMware-based infrastructure to the AWS Cloud for reasons such as meeting cloud mandate, migrating applications to the cloud, consolidating infrastructure, or modernizing applications can greatly benefit from VMware Cloud on AWS. VMware Cloud on AWS will enable enterprises to modernize their infrastructure using their existing tools and skill sets. They can do this without the need to do complex conversions, refactoring, or re-architecture. In addition, VMware Cloud on AWS provides seamless access to AWS services.

Instant Business Value Driven with VMware Cloud on AWS

VMware Cloud on AWS is an on-demand service that enables Enterprises to run applications across vSphere-based cloud environments with access to a broad range of AWS services providing customers easy and rapid large-scale bi-directional migrations between on-premises and VMware Cloud on AWS environments. Powered by VMware Cloud Foundation, this service integrates vSphere, vSAN and NSX along with VMware vCenter management, and is optimized to run on dedicated, elastic, bare-metal AWS infrastructure.

With the same architecture and operational experience on-premises and in the cloud, IT teams can now quickly derive instant business value from use of the AWS and VMware hybrid cloud experience such as:

- **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
- **Ability to run, manage, and secure** production applications in a seamlessly integrated hybrid IT environment without having to purchase custom hardware, rewrite applications, or modify operating models
- **Familiar skills, tools, and processes** for managing private and public cloud environments so customers have consistent operations, improved productivity, and reduced costs
- **Ability to innovate and respond** to changing business demands with the enterprise capabilities of VMware SDDC for any application, coupled with the elastic infrastructure, and the breadth and depth of the AWS services

- **Flexibility to choose where to run applications** based on business need and seamlessly move workloads bi-directionally between vSphere -based private and public clouds
- **Leverage established on-premises** enterprise security, governance and operational policies and extend that with the cloud scale and security that AWS Cloud brings

To learn more about VMware Cloud on AWS and how it can help you with your hybrid cloud journey, please visit us at <https://cloud.vmware.com/vmc-aws>.

About VMware

VMware software powers the world's complex digital infrastructure. The company's compute, cloud, mobility, networking and security offerings provide a dynamic and efficient digital foundation to over 500,000 customers globally, aided by an ecosystem of 75,000 partners. Headquartered in Palo Alto, California, this year VMware celebrates twenty years of breakthrough innovation benefiting business and society. For more information, please visit <https://www.vmware.com/company.html>.

About Amazon Web Services

For over 12 years, Amazon Web Services has been the world's most comprehensive and broadly adopted cloud platform. AWS offers over 125 fully featured services for compute, storage, databases, networking, analytics, machine learning and artificial intelligence (AI), Internet of Things (IoT), mobile, security, hybrid, virtual and augmented reality (VR and AR), media, and application development, deployment, and management from 54 Availability Zones (AZs) within 18 geographic regions and one Local Region around the world, spanning the U.S., Australia, Brazil, Canada, China, France, Germany, India, Ireland, Japan, Korea, Singapore, and the UK. AWS services are trusted by millions of active customers around the world—including the fastest-growing startups, largest enterprises, and leading government agencies—to power their infrastructure, make them more agile, and lower costs. To learn more about AWS, visit <https://aws.amazon.com>.