VMware and AWS Alliance

The Power of VMware and AWS

Use services where you need them

- Run your data center applications in the cloud
- Deliver secure cloud services from your data center
- Run secure cloud services, at scale, in the cloud or on-premises with dedicated engineering, support and sales teams
- Improve service experience with more options to develop, test, run or migrate applications across on-premises and in the cloud

Simplify management with consistent operations

- Accelerate innovation, optimize costs and respond faster with operational consistency
- Leverage your existing infrastructure, IT skillset and proven processes— no re-training necessary
- Streamline day-1 and day-2 operations for infrastructure, networking, VMs and containers across on-premises and the cloud

Build for the future while minimizing your risk

- Unique, jointly engineered, low risk solutions for integrating public cloud and on-premises computing
- Bi-directional application migration with no downtime using VMware Cloud on AWS and HCX
- Build modern apps to run alongside existing apps while taking advantage of a wide variety of AWS services

The VMware® and Amazon Web Services (AWS) partnership paves a faster, easier path to more efficient and reliable hybrid cloud data services. Our jointly engineered solutions provide you services when and where you need them by leveraging the global scale from the largest provider of public cloud and the leading vendor for private cloud. Improve the service experience with more options to develop, test, run or migrate applications across on-premises and in the cloud.

Joining forces means your cloud management is simplified with familiar and consistent tools, APIs, and management, security and operations policies for both on-premises and cloud. Minimize your investment and disruption by leveraging existing infrastructure, IT skillsets and proven processes, and streamline day-1 and day-2 operations for infrastructure, networking, VMs and containers across on-premises and the cloud.

The partnership allows you to build for the future while minimizing risk. You can quickly migrate hundreds of apps with no refactoring and no downtime. The unique, low risk solutions are jointly engineered for integrating public cloud and on-premises computing so new, modern apps run alongside existing apps while taking advantage of a wide variety of AWS services.

Partnership Strength

The VMware and AWS partnership provides customers with compelling jointly engineered solutions by bringing together VMware, the number one provider of virtualization—with 83% of the worldwide VM market, and AWS, the largest public cloud provider. Hundreds of VMware and AWS engineers, support and sales teams work together to develop and offer joint solutions that seamlessly integrate with over 165 AWS services. These solutions provide enterprises the capability to use familiar VMware technologies that are already in use by thousands of customers around the world.

VMware Cloud on AWS

VMware Cloud™ on AWS is an on-demand service that enables enterprises to run applications across VMware vSphere®-based cloud environments with access to a broad range of AWS services. Powered by VMware Cloud Foundation, this service integrates vSphere, VMware vSAN™, and NSX® along with vCenter® management, and is optimized to run on dedicated, elastic, bare-metal AWS infrastructure.

With this service, IT teams can manage their cloud-based resources with familiar VMware tools. VMware Cloud on AWS enables you to modernize your infrastructure using existing tools and skill sets. You 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.

> " We have an amazing team with cloud backgrounds, but transforming existing enterprise apps into cloud-native equivalents is extremely difficult. Even for our private cloud apps, migrating them to public cloud presented risks if they were not carefully re-platformed and re-tested. VMware Cloud on AWS coupled with Trend Micro Deep Security smooths that out, saving us months of time and thousands of man hours."

ZACK MILEM, CLOUD SOLUTIONS ARCHITECT, TREND MICRO

> " VMware and VMware Cloud on AWS are the foundation of Brink's global infrastructure. This flexibility improves service levels to customers and is a key driver in Brink's technology and business transformation. These systems allow the company to easily move workloads between its private cloud and the public cloud, providing agility for production services and disaster recovery."

GREG OSGOOD, GLOBAL VICE PRESIDENT OF INFRASTRUCTURE AND SECURITY, BRINKS INC.

> " Customers have been telling us that they want an extension of their VMware Cloud on AWS environments on-premises, using the same hardware, the same interfaces, the same APIs, and the same instant access to the latest AWS capabilities the minute they become available, without having to manage hardware or software. With AWS Outposts, we are delivering a seamless, integrated hybrid experience."

SANDY CARTER, VICE PRESIDENT, EC2 ENTERPRISE WORKLOAD, AMAZON WEB SERVICES

- Uniquely designed to give you the flexibility to leverage any cloud environment while providing consistent operations for how clouds are managed and secured
- Extend Cloud Foundation into the public cloud and consume as a service
- Take advantage of VMware technologies across compute (vSphere), storage (vSAN) and networking (NSX) with enterprise-class solutions
- Simple and consistent operations for rapid provisioning of VMware software-defined data center (SDDC) environments on AWS

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.

VMware Cloud on AWS Outposts: Cloud Managed SDDC for your Data Center

AWS Outposts are fully managed and configurable server and network installations that will be built with AWS-designed hardware to bring AWS on-premises to customers' data centers. VMware Cloud on AWS Outposts will be a fully managed VMware Software Defined Data Center (SDDC) that includes vSphere, NSX, vSAN and vCenter running on AWS Outposts servers and network infrastructure in customers' data centers or co-location facilities—delivered as-a-service. It extends VMware's vision for consistent infrastructure and consistent operations from the data center to the cloud to the edge. Benefits include:

- Consistent capabilities, workload compatibility and portability across vSphere/ VMware Cloud Foundation/VMware Cloud on AWS—whether on-premises or cloud
- Simplified cloud-like consumption model that is easy to order, deploy and scale up/ down as needed
- Independent scaling of compute and storage with VMware Cloud on AWS on EC2 Bare Metal on-premises + Elastic vSAN
- Rapid delivery of new VMware capabilities through cloud service model
- Eliminates customer burden of managing hardware and software lifecycle
- Integration with existing data center storage, networking, security, management infrastructure
- Seamless integration with broad portfolio of local and remote AWS services

To learn more about VMware Solutions for AWS Outposts, please visit us at https:// cloud.vmware.com/vmc-aws-outposts.

Amazon Relational Database Service (RDS) on VMware

Amazon RDS on VMware is a service that makes it easy for customers to set up, operate and scale databases in VMware-based software-defined data centers and hybrid environments, and to migrate them to AWS or VMware Cloud on AWS. Amazon RDS on VMware automates database management regardless of where the database is deployed, freeing you up to focus on developing and tuning your applications. Amazon RDS on VMware supports Microsoft SQL server, Oracle, PostgreSQL, MySQL and MariaDB databases.

To learn more about RDS on VMware, please visit our blog here.