VMware Cloud on AWS Outposts
VMware Cloud experience in your Data Center

VMware Cloud on AWS Outposts Marketing
CIBG Business Group, VMware
June 7, 2022
Digital Transformation is a New Normal

Digital transformation is at the front and center of modern organizations.

And modern IT infrastructure is one of the core pillars of the digital transformation strategy.

Direct digital transformation (DX) investment is still growing at a compound annual growth rate (CAGR) of 15.5% from 2020 to 2023 and is expected to approach $6.8 trillion.

https://www.idc.com/getdoc.jsp?containerId=US46880818
Public Cloud Infrastructure Has Been a Digital Transformation Enabler

...because of the benefits of the Cloud Operating Model

- Ability to scale on-demand
- Cloud consumption model
- Reduce the operational overhead
- Access to innovative cloud services

PRIME example

VMware Cloud on AWS
There are Many Business Benefits of Migrating to Public Cloud

**Triggers**

- Upcoming HW EOL/refresh
- Data center consolidation and outsourcing
- Divestitures, spin-offs, and geo expansion
- Strategy directive from senior management

**Benefits/Drivers**

- Increased flexibility and agility
- Cost optimization
- Access to on-demand capacity and scale
- Digital transformation
Yet...Migrations to the Public Cloud Are Not Easy
Challenges customers face when migrating to the cloud (refactoring data, tools, and skills gaps)

1. **Re-Factor / Re-Architect**
   applications for public cloud infrastructure

2. **Disrupt**
   business critical applications while migrating

3. **Validate**
   applications are meeting their business requirements in the new environment

4. **Operate**
   with new skills, tools, governance, and security models

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**Increasing Complexity, Time, Risk, and Cost**

- **90%** reported skills shortages in cloud-related disciplines\(^2\)
- **7.4 years** to refactor and migrate 100 applications to the cloud\(^1\)

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\(^1\) Hybrid Cloud Trends Survey, The Enterprise Strategy Group, 2019 (N=309);  
\(^2\) 451 Research, 2019 Trends in Cloud Transformation (N=547)
...And Some Apps Need to Reside On-Premises

For several reasons

1. Low latency requirements
2. Data sovereignty/regulatory reasons
3. Local data processing needs
Dedicated Cloud Infrastructure as a Service: THE next BIG thing

Customers need cloud model on-premises

Deepening Partnership Across Hybrid Cloud
To help customers in digital transformation journey in data-center, cloud or at the edge

**VMware**
- Leading compute, storage and network virtualization capabilities
- Support for a broad range of workloads
- De-facto standard for the enterprise DC

**AWS**
- Flexible cloud consumption economics
- Broadest set of cloud services
- Global scale and reach

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**Oct 2016**
VMware + AWS partnership announcement

**Aug 2017**
VMware Cloud on AWS availability

**Dec 2018**
VMware Cloud on AWS GovCloud (US)

**May 2019**
AWS resale program

**May 2020**
Preferred partner and service status for vSphere workloads

**Oct 2021**
VMware Cloud on AWS Outposts availability
VMware Cloud on AWS Outposts
Get the agility and innovation of VMware Cloud - delivered as a service on-premises

- VMware SDDC running on AWS Outposts bare metal delivered as-a-service on-premises
- Fully managed service with VMware as single point of contact for support
- Compatible infrastructure and consistent operations
- vSphere workload portability & hybrid ops with unified hybrid control plane
- Migration at scale without downtime with VMware HCX
- IT capacity extension to VMware Cloud on AWS
- Direct access to 200+ regional AWS services
- Ideal as an Infrastructure modernization alternative to capital IT refresh
- Can extend VMware Cloud on AWS deployments on-premises
Why VMware Cloud on AWS Outposts?

Best-in-class enterprise grade capabilities delivered as-a-service on-premises

- VMware's flagship SDDC software
- Amazon’s high-performance Nitro-based bare metal infrastructure
- Continuous lifecycle management by VMware. Proactive Hardware management by AWS
- Intrinsic availability and built-in resiliency
- No app re-factoring or conversion
- Operational consistency - uses familiar VMware tools and skillsets
- Ability to move workloads bi-directionally across environments
- Ability to easily extend to AWS cloud Services
VMware Cloud on AWS Outposts Packaging and Support Model
Cloud operating model delivered as-a-service on-premises

### All-inclusive Service

<table>
<thead>
<tr>
<th>HW + SW</th>
<th>Services</th>
<th>Support</th>
</tr>
</thead>
<tbody>
<tr>
<td>• AWS Outposts 42u rack</td>
<td>• VMware managed SDDC software</td>
<td>• VMware is the single point of support contact</td>
</tr>
<tr>
<td>• Dedicated Nitro-based EC2 metal servers with local SSD storage (as per the order)</td>
<td>• VMware cloud console</td>
<td>• VMware Global Support, 24x5 IM Chat support via VMC Console</td>
</tr>
<tr>
<td>• VMware SDDC software - vSphere, vSAN, NSX-T, vCenter Server</td>
<td>• Operated by VMware cloud SREs</td>
<td>• AWS managed Outposts infrastructure</td>
</tr>
<tr>
<td>• VMware HCX</td>
<td></td>
<td>• Supply chain, shipment logistics, Onsite installation</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Ongoing HW monitoring with break/fix support</td>
</tr>
</tbody>
</table>

- Checkmark: 3-year subscription-based pricing
- Checkmark: Choice of payment terms (SPP credits, payment by invoice)
- Checkmark: Min 3 hosts purchase required
- Checkmark: Purchase up to 8 hosts
- Checkmark: Dark host capacity included
- Checkmark: Pricing available [here](#)
Compelling Events – Deploying VMware Cloud on AWS Outposts

**Infrastructure Modernization**

Modernize on-premises infrastructure with a fully managed, operationally costed infrastructure service while gaining Cloud services access.

- Enables ability to support any workload and accelerate digitalization efforts
- Ideal to maintain VMware consistency while delivering major benefits of the Public Cloud
- Fully managed IaaS delivered on-premises
- Enables access to AWS Native Cloud Services subscription

**VMware Cloud on AWS Extension**

Extend VMware Cloud on AWS on-premises to better support applications sensitive to latency and data-locality

- Provides an on-premises extension of VMware Cloud on AWS
- Enables latency and user/data-proximity sensitive applications to reside on-premises

Both provide:
- Service Includes VMware SDDC software/tools and AWS Outposts infrastructure hardware
- Supported 24 x 365, including software/hardware updates and on-site service
- No CapEx required – Operationally costed model – cloud services access
Supported VMware Cloud on AWS Outposts Countries

Newly Added Countries
- South Africa
- Taiwan
- Vietnam
- Thailand
- Saudi Arabia
- Puerto Rico (US)
- Philippines
- Peru
- New Zealand
- Nigeria
- Malaysia
- Mexico
- Macao
- Israel
- Indonesia
- Hong Kong
- *Egypt (coming soon)
- Columbia
- Canada
- Chile
- Brunei
- Bahrain
- Bangladesh
- Argentina
- UAE
- Morocco

Please contact your AWS or VMware representative if you want to deploy VMware Cloud on AWS Outposts outside of the US.
Use-Cases
Aligning intended use to long term cloud strategy

Data Center/App Modernization
- Infrastructure modernization
- App modernization
- Branch office/large edge modernization

Data/App Locality
- Low latency
- Local data processing
- Data sovereignty/compliance

Data Center Elasticity/Resiliency
- Infrastructure scaling
- Workload resiliency
- Cloud ready infrastructure
Business Outcomes

Uplift infrastructure operations
- Reduce overhead of infra. management
- Refocus efforts on strategic priorities
- Improve infra security and reliability

Transform to agile infrastructure
- Scale as needed by extending to cloud
- Improve efficiency with single op. model
- Increase developer velocity and flexibility

Accelerate digital transformation
- Run apps on next-gen infrastructure
- Access to containers and cloud services
- Leverage expertise in infrastructure operations
VMware Cloud on AWS Outposts – Order, Build, and Deploy

Note: This order flow assumes the customer has engaged VMware or AWS sales with intent to purchase VMware Cloud on AWS Outposts prior to completing these steps. There are additional process details that are required to fulfill an order that are not shown here. This flow is a high-level representation.

Order
- VMware Sales discusses solution with customer.
- VMware Creates VMware Cloud Console profile.
- Customer orders solution in VCC

Build
- VMware Processes order
- AWS conducts site survey.
- AWS builds Outpost rack
- AWS delivers rack

Deploy
- AWS installs rack
- AWS provisions rack
- VMware validates installation and functionality.
- VMware notifies customer that rack is ready for SDDC deployment

Check out order flow and setup demo
How to get started?

Check out:
VMworld 2021: [VMware Cloud on AWS Outposts overview](#)
Watch: [VMware Cloud on AWS Outposts Overview Video](#)

Learn more:
Visit our [VMware Cloud on AWS Outposts Website](#)
Follow us on Twitter: @vmwarecloudaws and give us a shout: #VMWonAWS

Talk to your VMware/AWS representative

For further questions, send email to [vmc_outposts@vmware.com](mailto:vmc_outposts@vmware.com)
Thank You