VMware Cloud on AWS Outposts

VMware Cloud experience in your Data Center

VMware Cloud on AWS Outposts Marketing
CIBG Business Group, VMware
November 30, 2021
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.

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
Still Some Apps Need to Reside On-Premises

..... because of 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

Dedicated Cloud Infrastructure as a Service (DCIaaS) market segment to cross $7.6 billion in revenue in 2025

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

**Leading compute, storage and network virtualization capabilities**

**Support for a broad range of workloads**

**De-facto standard for the enterprise DC**

**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 in your data center delivered as a service

- 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
Why VMware Cloud on AWS Outposts?

Rich VMware SDDC delivered as-a-service on-premises

Next-gen, high performance AWS Outposts infrastructure with enhanced security

Deeply integrated end-to-end Hybrid Cloud as-a-Service
Why VMware Cloud on AWS Outposts?

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

- VMware’s flagship SDDC software
- Continuous lifecycle management by VMware
- Proactive hardware monitoring from AWS
- Intrinsic availability and built-in resiliency
- Ability to auto scale and rebalance clusters
Why VMware Cloud on AWS Outposts?
Next-gen AWS Outposts hardware infrastructure

- Amazon’s high-performance Nitro-based bare metal EC2 infrastructure
- Resilient infrastructure with dark node capacity
- Built-in redundancy
- Enhanced security
- Developer ready infrastructure delivered in weeks vs. months
Why VMware Cloud on AWS Outposts?
Deeply integrated end-to-end Hybrid Cloud as a Service

- No app re-factoring or conversion
- Operational consistency with familiar tools and skillsets
- Ability to move workloads bi-directionally across environments
- Ability to easily extend to cloud
- Robust ecosystem with 300+ validated third party solutions
Use-Cases
Aligning intended use to long term cloud strategy

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

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

Data Center/App Modernization
- Infrastructure modernization
- App modernization
- Branch office/large edge modernization
Supported VMware Cloud on AWS Outposts Countries

- **Actively Selling**
  - USA

- **Available Upon Request**
  - All EU countries, UK, Switzerland, Norway
  - Brazil
  - Japan
  - Singapore
  - Australia
  - India
  - Korea

Please contact your AWS or VMware representative if you want to deploy VMware Cloud on AWS Outposts outside of the US.
VMware Cloud on AWS Outposts: What’s Under the Hood

Compute
- Instance Type: I3EN.Metal
- 3-8 Hosts Configurations
- Dark host capacity included (For Remediation, EDRS scale-out, and Lifecycle Management purposes)

Storage and CPU/Memory
- 45.84 TiB (50 TB) raw capacity per host
- Up to 40.35 TiB of usable storage capacity per host (based on workload and FTT/RAID settings)
- 768 GiB RAM
- 48 physical CPU cores with hyperthreading enabled by default (96 logical cores)

Networking
- Connectivity to local AWS region via public internet or AWS Direct Connect private or public virtual interface
- Connectivity to local on-premises environment via VMware managed local gateway
- Connectivity to regional AWS services over Elastic Network Interface or VMware Transit Connect
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>• Supply chain, shipment logistics, Onsite installation</td>
<td>• AWS support through VMware and directly to customer for HW break/fix</td>
</tr>
</tbody>
</table>

- **3-year subscription-based pricing**
- **Choice of payment terms** (SPP credits, payment by invoice)
- **Min 3 hosts purchase required**
- **Purchase up to 8 hosts**
- **Dark host capacity included**
- **Pricing available** [here](#)
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

**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

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.

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

Check out:
VMworld 2021: VMware Cloud on Dell EMC – Bring VMware Cloud To Your Data Center [ MCL3222]

Learn more:
Website: via.vmw.com/vmc-outposts
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
Thank You