

VMware Cloud on Dell EMC @ CoreSite

Partnership Brief

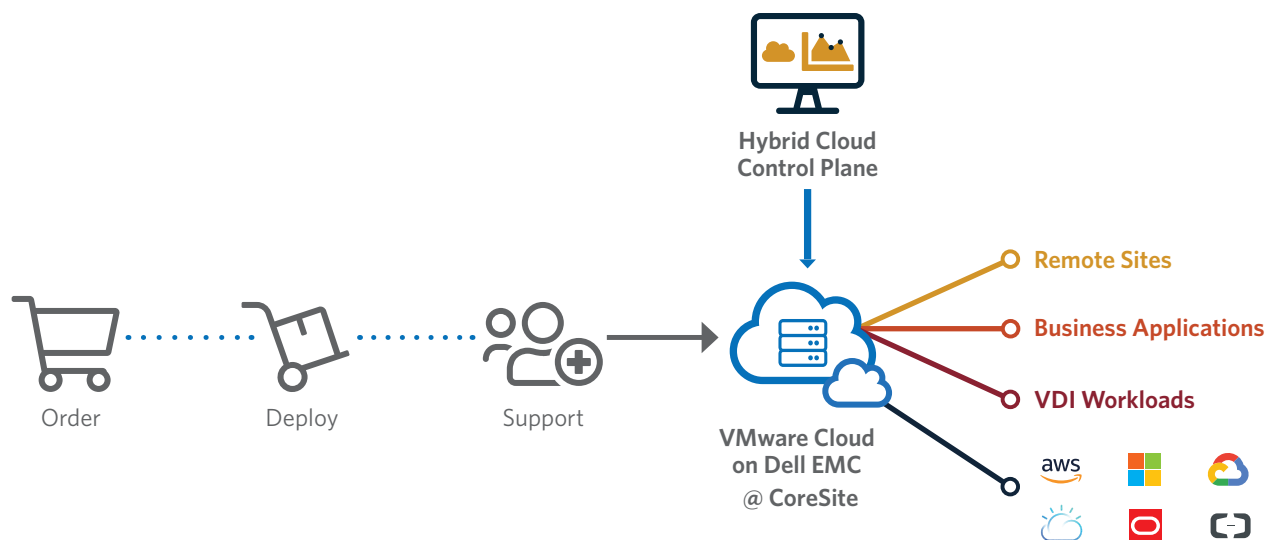
Introduction

Many enterprises struggle when attempting to upgrade or configure hybrid IT architectures that address performance, capacity and reliability issues. This puts stress on IT managers as they look to implement their digital strategy plans for business continuity, increasing compute needs and support for remote workers and offices.

VMware Cloud on Dell EMC (VMC on Dell) at CoreSite is a VMware managed hybrid cloud solution that simplifies enterprise digital transformation by providing unparalleled operational consistency between on-premises, colocation and public cloud environments — while addressing common enterprise challenges including support of an increasing remote workforce, unpredictable data growth, security and regulatory requirements, while providing high-performance infrastructure for modern workloads.

VMware Cloud on Dell EMC @ CoreSite: Infrastructure Where You Need It

VMware's industry-leading compute, storage and networking software is integrated with Dell EMC enterprise-class hardware and tightly integrated with CoreSite's high-performance interconnection platform. VMware operates the entire infrastructure end-to-end inside of CoreSite's secure and compliant, scalable cloud-adjacent data centers.



High Performance and Reliability

- Fully managed cloud service and scalable infrastructure that allows the customer to focus on the business instead of hardware and facility management
- CoreSite's guarantees 100% Environment uptime backed by a service-level agreement (SLA) with an industry record of eight-9s uptime in 2019 across the portfolio
- Direct integration to leading public cloud providers via high-speed fiber and virtual interconnects of the CoreSite Open Cloud Exchange® delivering low latency, enhanced security and optimal network performance

Flexibility and Optionality

- Broker access to 775+ networks, clouds and IT services
- Proof-of-Concept labs where a company can test and see how their network performs with VMware Cloud on Dell EMC
- VMware Cloud on Dell EMC and CoreSite Monthly payment options that allow a company to shift IT expenses to an operationally costed model

Secure and Compliant

- CoreSite-employed security personnel are on-site 24x7x365, providing enhanced protection above other measures including: mantraps, biometric scanners, IP-DVR cameras and more
- High-performance fiber interconnections between network, cloud and SaaS providers which bypass the public internet

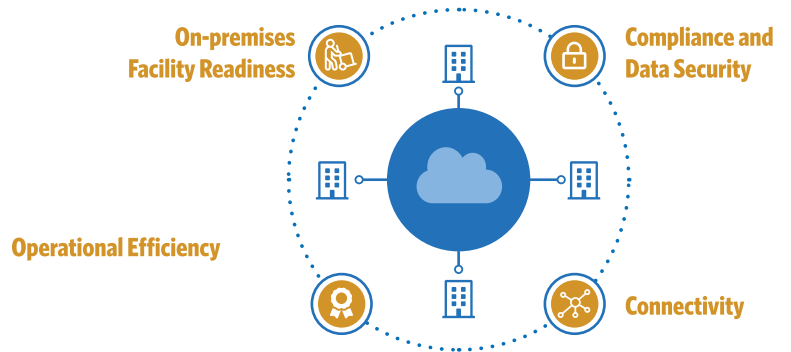
Simplifying Hybrid IT and Accelerating Business Innovation

The VMware Cloud on Dell EMC @ CoreSite solution helps enterprises address several operational, performance, security and compliance challenges:

- On-premises Facility Readiness
- Compliance and Data Security
- Connectivity
- Operational Efficiency

On-premises facility readiness. As companies continue to consolidate their in-house data center/IT infrastructure, reduce overall facilities footprint and look for ways to optimize human capital, it is important that their deployment is kept at a 3rd-party colocation/data center provider who can assist them throughout the lifecycle of their hardware. CoreSite offers support for all VMware Cloud rack configurations. CoreSite also provides Move-in and Remote Hands Assistance from well-trained project managers and technicians to handle the coordination, implementation, operation and management of every deployment and installation at our facilities.

Compliance and data security. As security breaches continue to rise, companies need assurance that their VMware Cloud on Dell EMC hardware is secure and actively meets the required compliance standards for their industries. To address a company's physical security concerns, CoreSite-employed security personnel are on-site 24x7x365, along with other measures including: mantraps, biometric scanners and IP-DVR cameras. With CoreSite, your VMware Cloud on Dell EMC hardware will be placed in facilities that meet a number of stringent regional and industry compliance standards. CoreSite also offers high-speed, direct data exchange between customers, partners and clouds.



Connectivity. A company's IT infrastructure is only as good as their connections to private and public clouds, network providers, and customers. To help companies get the most out of their VMware Cloud on Dell EMC solution, CoreSite enables companies to connect to over 775 clouds, IT services and network providers via physical fiber cross connections or the CoreSite Open Cloud Exchange®, a platform enabling virtual cloud connections.

CONNECTIVITY SOLUTIONS THAT MEET YOUR HYBRID CLOUD NEEDS.

Are you ready to take advantage of CoreSite's network and cloud dense, hyper-connected platform?

CoreSite
**OPEN CLOUD
EXCHANGE®**



Inter-Site
Connectivity



CoreSite
Interconnect
GatewaySM



Peering
Exchanges



Ecosystem

Operational Efficiency. Since VMware Cloud on Dell EMC at CoreSite is a fully managed service with access to onsite CoreSite technicians via Remote Hands, IT resources can shift towards and focus on supporting strategic business initiatives and revenue generating activities.

Use Cases for VMware Cloud on Dell EMC at CoreSite

VMware Cloud on Dell EMC at CoreSite enables business transformation that may be stifled by budgetary or management challenges:

- Advanced VDI Workloads
- Data Center Modernization
- Data Latency and Sovereignty
- Application Modernization

Advanced Workloads. As remote workforces become the norm, enterprises need powerful and secure infrastructure for virtual desktops and application. This includes:

- High performance Infrastructure for strong workspace density and end user experience for the most demanding applications.
- Certified support for VMware Horizon to deliver enterprise class security and compliance with organizational requirements

Data Center Modernization. With a significant number of enterprise data centers expected to move to 3rd party data centers in the coming years, It is important to have the right combination of hardware, cloud and data center provider(s) to streamline your IT operations. VMware Cloud on Dell EMC delivers a modern IT infrastructure to customers, hosted at CoreSite, as part of the service.

Data Latency and Sovereignty. Not all workloads and applications perform well from the Public Cloud. The latency that is often introduced can severely impact end-user access and efficiency. These workloads and applications function effectively when their hosting is retained on-premises. Additionally, industry and regional compliance regulations typically cover enforceable rules for where corporate data must reside. VMware Cloud on Dell EMC delivers a physical infrastructure to the CoreSite location that meets your compliance needs.

Application Modernization. Enterprises are facing the onslaught of a modern applications which require the resources and tools to harness these application's full capability. VMware Cloud on Dell EMC @ Coresite provides you with the tools, including support for Tanzu Kubernetes and containers, that enable development agility, Simplify operations, and provide the power to leverage these applications to innovate and drive real business advantages.

Choosing The Right Colocated Modern Infrastructure Service

The VMware Cloud on Dell EMC at CoreSite is a complete solution for data center infrastructure that offers industry-leading virtualization software technology from VMware, proven hyperconverged hardware from Dell EMC and industry leading connectivity and data center uptime from CoreSite.

Contact VMConDellEMC@vmware.com to find out more about how this solution from VMware and CoreSite can speed your IT transformation.