Fully Managed Infrastructure as a Service at Enterprise Scale

VMware Cloud on Dell EMC

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Modern Business will run on Modern Applications
Application Strategy Defines Infrastructure Strategy

Modern Apps
- Time to market
- Innovation
- Scale
- Differentiation

- Refactor
- Develop for Cloud
- Replace

Existing Apps
- Reduce Costs
- Security
- Reliability
- Control

- Maintain
- Replatform
- Hybrid Apps

SaaS
Point Cloud Tools and Silos Impact Agility and Economics
The Key Role of On-Premises Infrastructure

Data Sovereignty

• Regulatory and privacy requirements
• Sensitive data located on-premises
• Custom security standards
• Need to prove compliance to auditors

Workload / Data Proximity

• Low data latency requirements
• Workloads with local data processing
• Data Center workloads tightly integrated with backend systems

Command and Control

• Keep control over critical workloads
• Leverage existing IT investments
• Maximize value of existing talent and processes
VMware Cloud on Dell EMC

Delivering the Cloud Model to the Data Center

- Fully managed infrastructure solution for compute, storage, and networking.
- Managed for tight security requirements, through automated patching and system maintenance.
- Operated and controlled through a hybrid Cloud Control Plane.
- Operated in a cloud model, delivering subscription financials and on-demand services.
Advantages of VMware Cloud on Dell EMC

<table>
<thead>
<tr>
<th>Cloud Advantages</th>
<th>On Premises Advantages</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Increased Agility</strong></td>
<td><strong>Mitigate Risks</strong></td>
</tr>
<tr>
<td>Self service provisioning and elasticity of resources</td>
<td>Comply with data residency and regulatory requirements</td>
</tr>
<tr>
<td><strong>Simplified Operations</strong></td>
<td><strong>Controlled Costs</strong></td>
</tr>
<tr>
<td>Offload management and automated version mgmt.</td>
<td>Predictable cost model and resource transparency</td>
</tr>
<tr>
<td><strong>Accelerated Innovation</strong></td>
<td><strong>Increased Performance</strong></td>
</tr>
<tr>
<td>Increased developer velocity and access cloud services</td>
<td>Low data latency and high-performance networking</td>
</tr>
</tbody>
</table>
Introducing VMware Cloud on Dell EMC

Cloud infrastructure delivered as-a-service on-premises

Co-engineered and delivered by Dell Technologies; ongoing service fully managed by VMware

VMware SDDC including compute, storage and networking

Built on VxRail – Dell EMC’s enterprise-grade cloud platform

Hybrid control plane to provision and monitor resources

Monthly subscription model
How does VMware Cloud on Dell EMC work?

Cloud Consumption Model Delivered as-a-service

**HW + SW**
- VMware branded service
- VMware takes first level support call from customer
- Operated by VMware cloud SREs

**Services**
- Dell EMC supply chain
- HW + SW rack & Stack
- Shipping and on-site activation

**Support**
- VMware support
- Dell EMC support with 4-hour on-site break fix service

All inclusive Service - HW, SW, Support, and Managed Services

- ✓ VMware branded service
- ✓ Jointly operated with the HW partner
- ✓ VMware is the “single point of contact”
- ✓ Freedom from asset ownership
- ✓ Subscription based pricing
- ✓ Choice of payment terms
Key VMC on Dell EMC Use Cases

Advanced VDI Workloads
- Powerful Infrastructure for VDI
- Delivers Enterprise-class security
- Provides optimal workspace density

Data center modernization
- Streamlined operations
- Switch from CapEx to OpEx
- Hardware refresh

Data latency and sovereignty
- Low data latency requirements
- Data sovereignty requirements
- Data governance and security

Application modernization
- Development agility
- Kubernetes and modern applications
- Traditional application developments
What’s New In Our Latest Release

- Expanded Regulatory compliance and certifications for greater confidence
- Expansion of service to UK, Germany, and France
Expanded Global and Vertical Regulatory Certification / Compliance

• VMware Cloud on Dell EMC expands broad compliance certification portfolio with addition of Soc 2 Type 2 certification

• Certifications ensure compliance for the implementation, management, and maintenance for information security within an organization

• Compliance certifications and address information security needs specific to various regions and industries
Regional Expansion of Service

VMware Cloud on Dell EMC Expands Its Service to UK, Germany, and France
VMware Cloud on Dell EMC Experience Walkthrough

Order  Deploy  Support
The IT Architect can add new VMware Cloud locations to their architecture.
The IT Architect can specify the location of where they wish to locate the VMware Cloud on Dell EMC infrastructure.

<table>
<thead>
<tr>
<th>Location Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name of SDDC</td>
</tr>
<tr>
<td>Address of SDDC</td>
</tr>
<tr>
<td>City, State, Zip</td>
</tr>
<tr>
<td>Notes (Optional)</td>
</tr>
</tbody>
</table>

**Contact Details**
- Primary Contact: John Smith
- Email: john.smith@dell.com
- Phone Number: +1 800 245 0000
- Role: Project Lead

Save & Continue
The IT Architect selects the rack configuration.
The IT Architect selects the instance type, number of instances, and cluster configuration.
The Network Administrator can configure the network requirements for the SDDC.
The IT Architect selects the subscription term (1 or 3 years) and confirms pre-requisite information entered.
The IT Architect confirms the order
The IT Architect completes the order and receives an anticipated delivery date.
The IT Architect is informed that the order has been processed.
The IT Architect is informed that the equipment is shipped.
<table>
<thead>
<tr>
<th>SDDC Name</th>
<th>CPU vCPUs</th>
<th>Location</th>
<th>Start</th>
<th>CPU</th>
<th>Memory</th>
<th>Storage</th>
<th>Hosts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Existing instance</td>
<td>n/a</td>
<td>2401 Mission Ave, Palo Alto, CA 94305</td>
<td>LXV</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>4</td>
</tr>
<tr>
<td>New instance 1</td>
<td>n/a</td>
<td>2401 Mission Ave, Palo Alto, CA 94305</td>
<td>LXV</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>3</td>
</tr>
<tr>
<td>New instance 2</td>
<td>n/a</td>
<td>3410 Mission Ave, Palo Alto, CA 94304</td>
<td>LXV</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>3</td>
</tr>
<tr>
<td>New instance 3</td>
<td>n/a</td>
<td>3410 Mission Ave, Palo Alto, CA 94304</td>
<td>LXV</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>3</td>
</tr>
</tbody>
</table>

When needed, customer can add extra instances.
From this screen, select how many additional instances are needed and how they will be applied to the clusters.
**SDDC West #1: Order additional hosts**

| SDDC Location | SDCC West #1  
345 N. 5th St., San Diego CA, 92109 |
|----------------|--------------------------------------|
| Contacts       | John Smith  
Project Lead  
jsmith@acme.com  
+1 833-345-0988 |
| Notes          | None |
| Hardware       |  
- Host instance type: G1x small  
- Number of hosts: 2  
- Current capacity: 72 cores, 576 GB, 34.5 TiB  
- Capacity to be added: 48 cores, 384 GB, 23 TiB  
- New total capacity: 120 cores, 960 GB, 57.5 TiB  
| Term commitment|  
- Term: 3-Year term  
- Start date: approx. Dec 2019  
- End date: approx. Dec 2022 |

**Confirm order of additional instances**
VMware Cloud on Dell Experience Walkthrough

Order  Deploy  Support
The deployment technician arrives on site, installs the infrastructure rack, and turns the system over to the IT Architect after deployment tests.

The IT Architect receives the infrastructure and activates the system.
Once Activated, the IT Architect can start deploying workloads.
Using the same familiar vSphere interface, the IT Architect can setup the needed VMs and Containers.
The IT Architect can now activate HCX, allowing them to migrate VM's to the new service infrastructure.
Using HCX migration, the IT Architect can easily migrate workloads to the new service infrastructure.
VMware Cloud on Dell EMC Experience Walkthrough

Order  Deploy  Support
Leveraging the Hybrid Cloud Control Plane, the IT Architect can observe the health of the system.
The IT Architect can also see the status of service tickets being worked on by VMware managed services.
The IT Architect can enter the maintenance and update page – showing information on updates and patches requiring deployment and is able to schedule these actions as to not interfere with critical periods.
Additional Resources on VMware Cloud on Dell EMC

For more information on VMware Cloud on Dell EMC:

• VMware Cloud on Dell EMC Webpage

• VMware Cloud on Dell EMC Datasheet

• VMware Cloud on Dell EMC Customer FAQ

• VMware Cloud on Dell EMC Solution Guide

• The Cube Videocast: The Second Generation of VMware Cloud on Dell EMC

• Contact us: vmcondellemc@vmware.com
Thank You