

## VMWARE vCLOUD AVAILABILITY 3.0

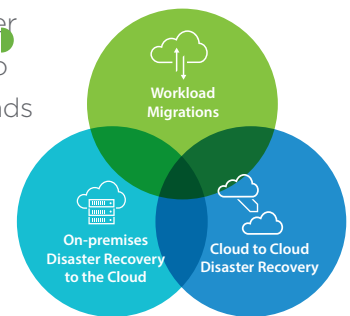
### Make Your Cloud more Profitable and Valuable with On-demand Onboarding, Migration, and Disaster Recovery Services

Infrastructure as a Service (IaaS) is the fastest growing segment of the cloud market.<sup>1</sup> As an IaaS provider, you're certainly in the right place. However, you may be frustrated by the slim margins that seem to grow thinner each quarter. It's time to improve this situation.

What if you could offer the top managed services CIOs are looking for – disaster recovery and data protection<sup>2</sup> – as part of your IaaS value proposition? And what if the same converged solution provided cloud-to-cloud migration and simplified cloud on-boarding as well? The added value speaks for itself: you could improve margins and grow your client base.

#### INTRODUCING VMWARE vCLOUD AVAILABILITY 3.0

VMware vCloud Availability 3.0 gives VMware Cloud Provider partners a converged way to protect and recover workloads and data and offer a truly flexible workload migration services to and from on-premises resources and between clouds.



#### VMWARE vCLOUD AVAILABILITY ADDRESSES THE TOP DEMANDS OF TODAY'S CIOs



**Cloud on-boarding and migration:** Enterprises are looking for a simpler, easier path for moving targeted workloads off of costly data center resources and into the cloud. Once in the cloud, they want both workload protection against cloud site failure and the ability to move their workloads between different clouds for security and compliance purposes. Or in a truly hybrid IT approach, they want to have parts of their applications running on-premises while the components receiving higher traffic get deployed to the cloud.



**Disaster Recovery as a Service (DRaaS):** Backup & recovery teams are increasingly looking to their cloud providers for help with storage options for routine backup, as well as the assurance that tools and accessibility for a full-scale recovery will be there when needed. It's no longer practical to manage backups on-premises when more options are available via secure clouds in multiple geographies. Cloud-based disaster recovery is a growing demand.

#### HOW VMWARE vCLOUD AVAILABILITY ADDS VALUE TO YOUR VMWARE CLOUD PARTNER OFFERINGS

VMware vCloud Availability 3.0 is a powerful all-in-one solution that allows cloud providers to offer simple, secure, and cost-effective onboarding, migration, and disaster recovery services to or between multi-tenant clouds. As part of the VMware Cloud Provider program, this new converged solution dramatically simplifies workload management, enables continuous availability, and delivers business agility to your customers.



**Simplified tools and services for migration and disaster recovery:** In the past, shifting vSphere workloads to the cloud required disparate and complicated tools. Plus, migration between clouds for workload balancing or disaster recovery required additional tools.

With vCloud Availability 3.0, you get simplified management for these scenarios, with end-to-end tools available from a single vendor on the VMware Cloud Provider platform. The solution integrates natively with vCloud Director which offers a single, unified experience for your team.



**A single converged solution:** Deploying and managing multiple products for your end users becomes far less complex and time-consuming. This single converged solution greatly simplifies training and specialty requirements for your IT staff. It means you have less overhead costs to pass along to your consumers. (Compare this to other popular DR solutions – you’ll be surprised by the competitive pricing!)



**Affordable, built-in data security:** Whether in motion or at rest, data within hybrid or multi-cloud environments needs the guaranteed security of encryption and TLS protocol for secure communications. VMware vCloud Availability 3.0 offers high security whether you’re managing a migration or following a disaster recovery plan. You get more security for less expense.



**Cloud-to-cloud Day 2 operations:** No one likes downtime for maintenance or migration and with Day 2 cloud operations from VMware vCloud Availability 3.0, you won’t have any. Easily run maintenance on one vCloud Director site while workloads run in another site for uninterrupted operations. Or migrate your tenants from one vCloud Director site to another while you set up a new datacenter without any downtime.



**Pay-as-you-go simplicity:** The brilliance of the cloud is that you only pay for what you use. VMware vCloud Availability is a subscription-based consumption model, so you only pay for what you need to deliver or resell your valuable services to your clients, so you can right-size your own budget while maximizing your own profits.

## ADD NEW STRENGTH TO YOUR VMWARE CLOUD PORTFOLIO, AND ADD TO YOUR BOTTOM LINE

VMware vCloud Availability 3.0 will allow you to offer onboarding, migration, and DR services to your VMware Cloud clients in a way that’s simple, cost-effective, and secure. It answers the top demands CIOs make of their cloud providers. And it will expand your margins while giving you a way to attract a larger share of this dynamic, growing market.

For more information, download the [data sheet](#) and visit [website](#), or contact your VMware sales representative.

1 Gartner, "Gartner Forecasts Worldwide Public Cloud Revenue to Grow 17.3 Percent in 2019," September 2018

2 IDC Cloud and AI Adoption Survey, Jan 2018

