

# VMware Cloud Foundation als basis voor uw hybride cloudstrategie

Stijn Depril, VMware



# A Journey To The Cloud

Powered by VMware Cloud Foundation

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LET ME TAKE YOU ON THE JOURNEY TO THAT  
SPECIAL PLACE CALLED  
“CLOUD”





WHAT SOMEONE PROMISED YOU...





WHAT IT ACTUALLY **LOOKED** LIKE

WE KNOW EXACTLY HOW  
TO **HELP** YOU...





**ANY DEVICE**



**ANY APPLICATION**



**Traditional**



**Cloud Native**



**SaaS**



**ANY CLOUD**



# What our Customers Need to Achieve



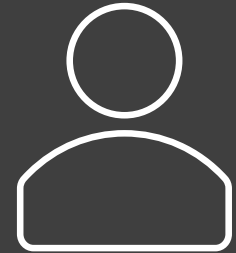
## Consistent Infrastructure

VM Infrastructure /  
Container Infrastructure



## Consistent Operations

Automation and  
Operations /  
Across Clouds

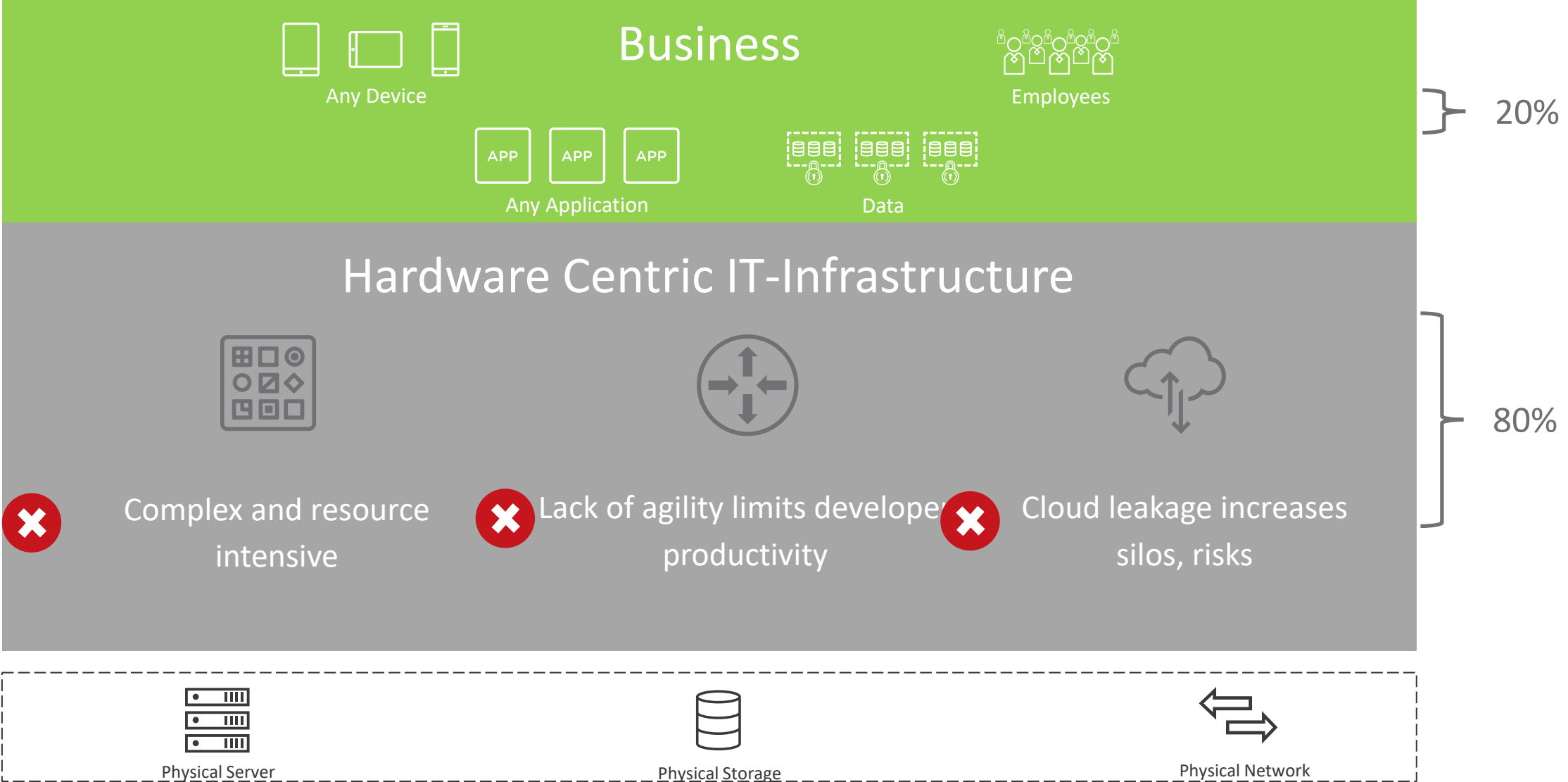


## Consumable Developer Experience



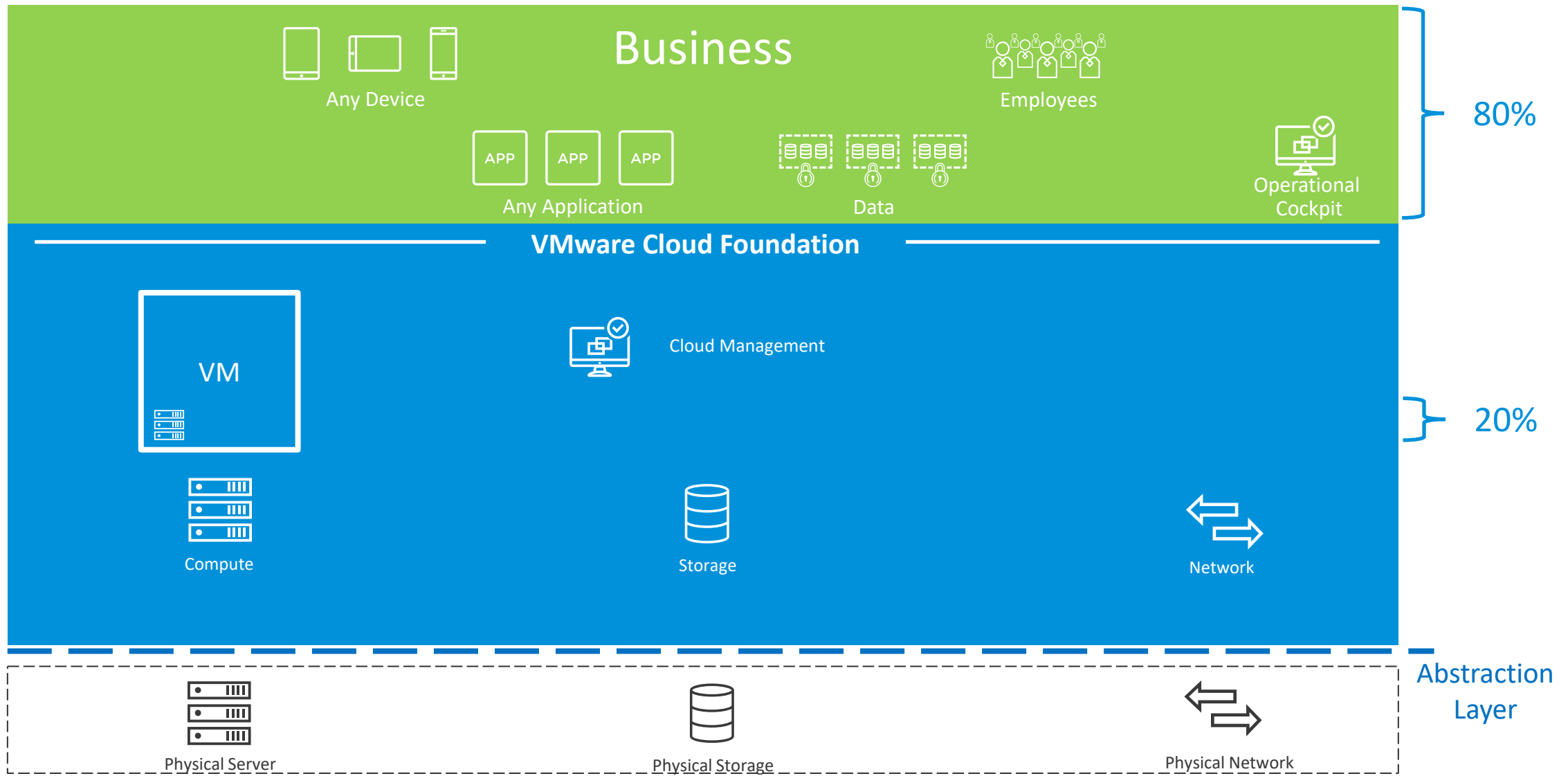
# Problem: Legacy Datacenter

Can not meet Service Level Agreement



# Stable Foundation

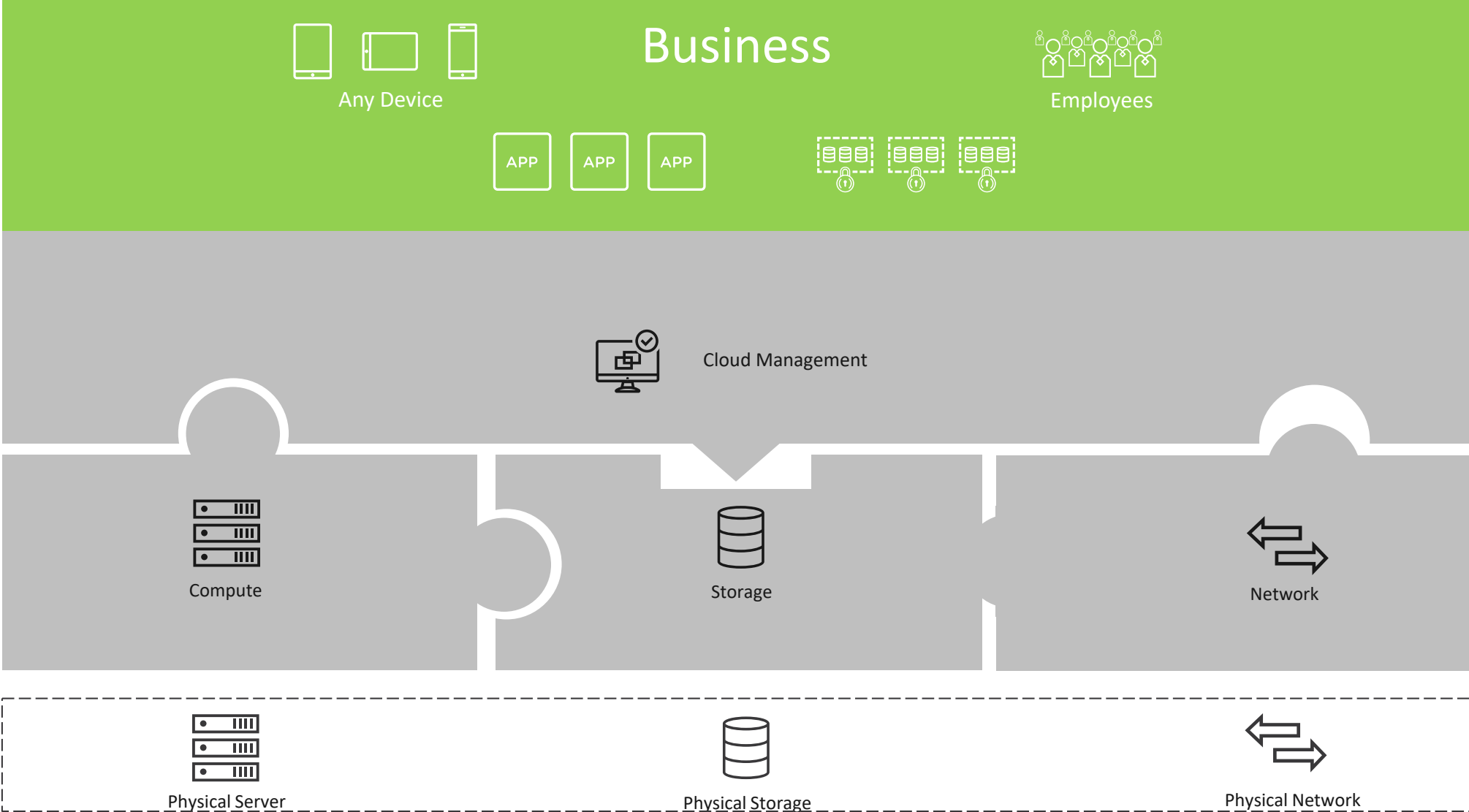
## Infrastructure as code





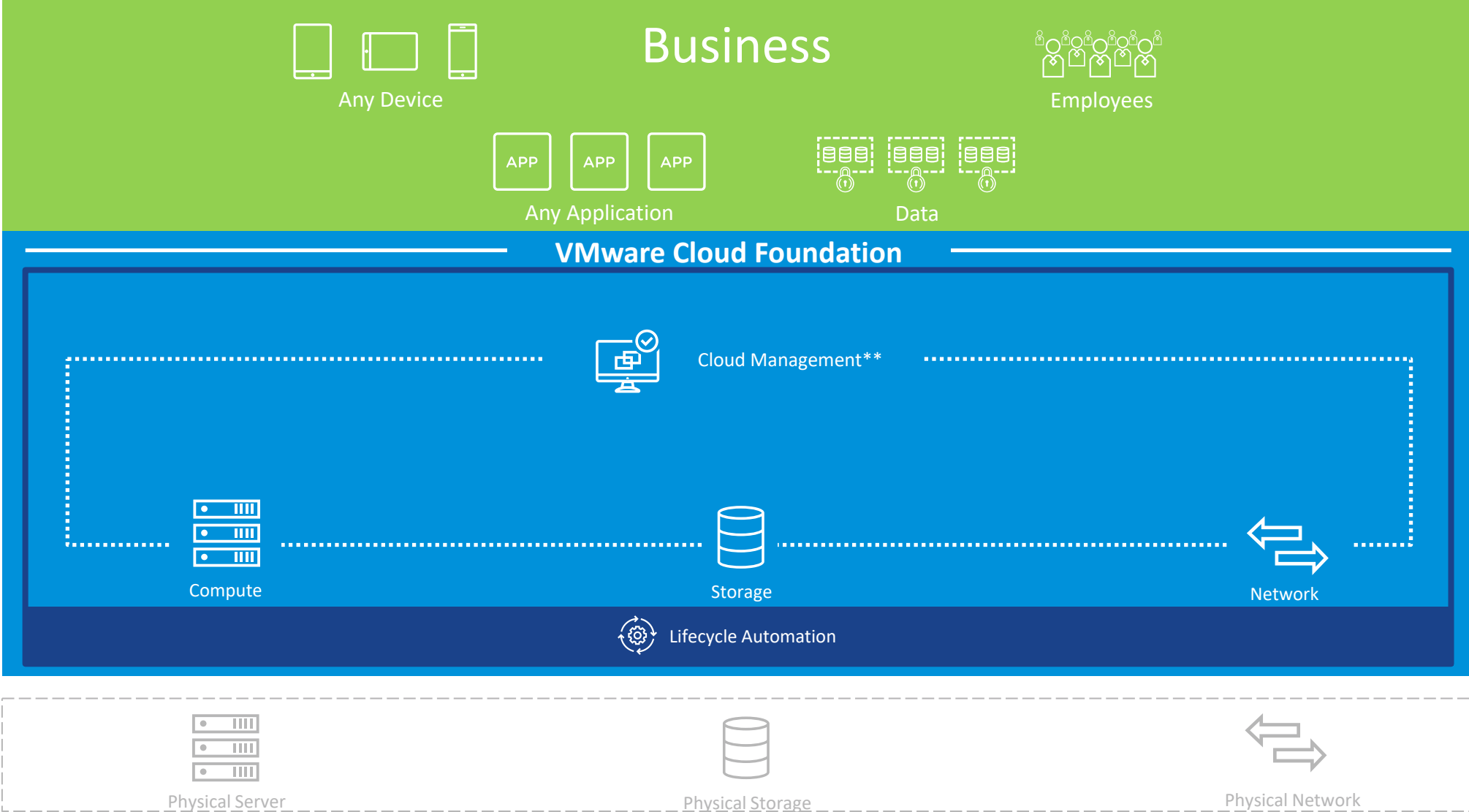
# Problem: Do It Yourself SDDC

Customization without benefits but risks



# Bring up in hours instead of weeks\*

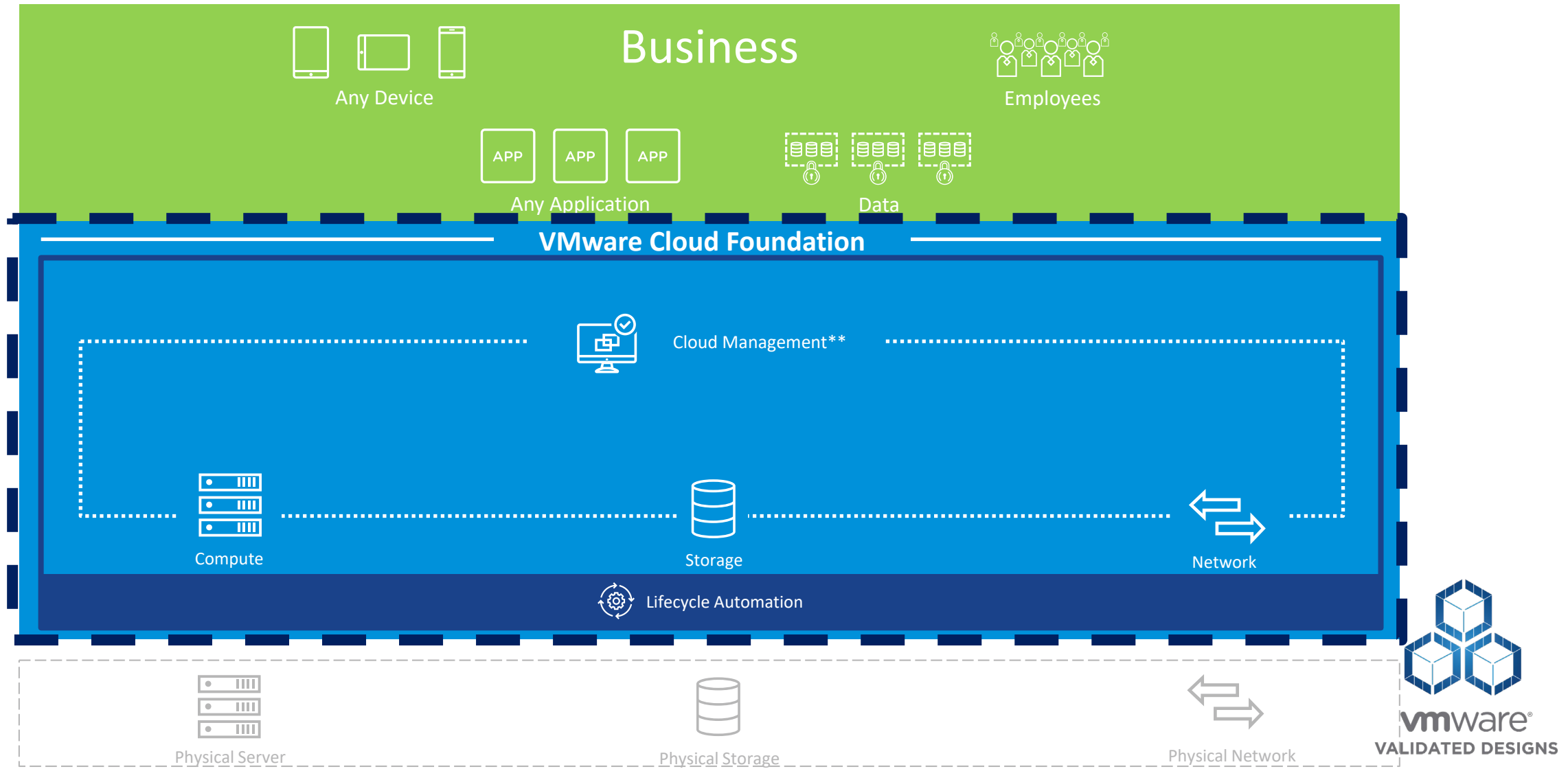
Simple initial operations





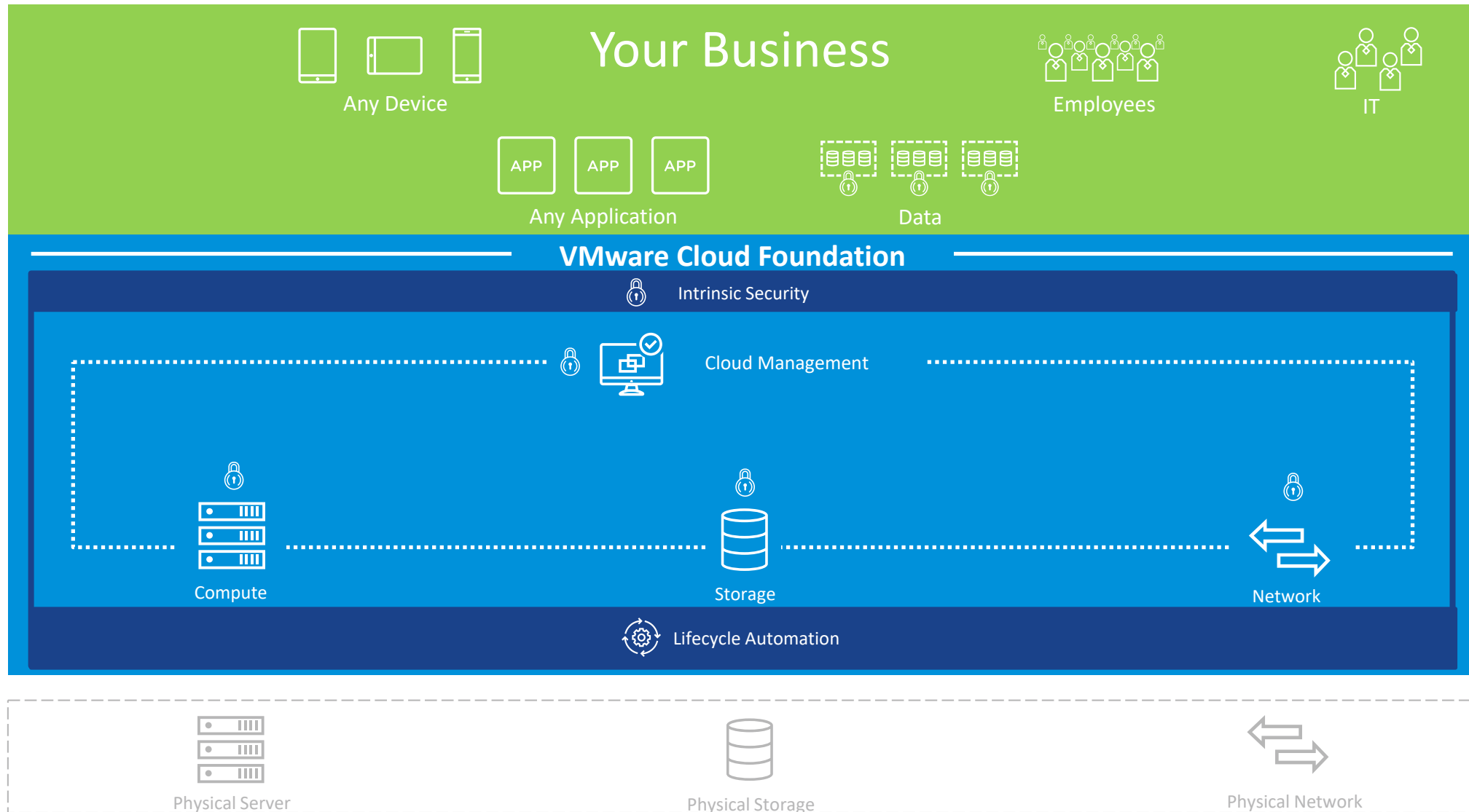
# Tested, Robust and Scalable IT-Infrastructure

Based on VMware Validated Design



# Compliance and Governance

Through intrinsic security and less manual tasks





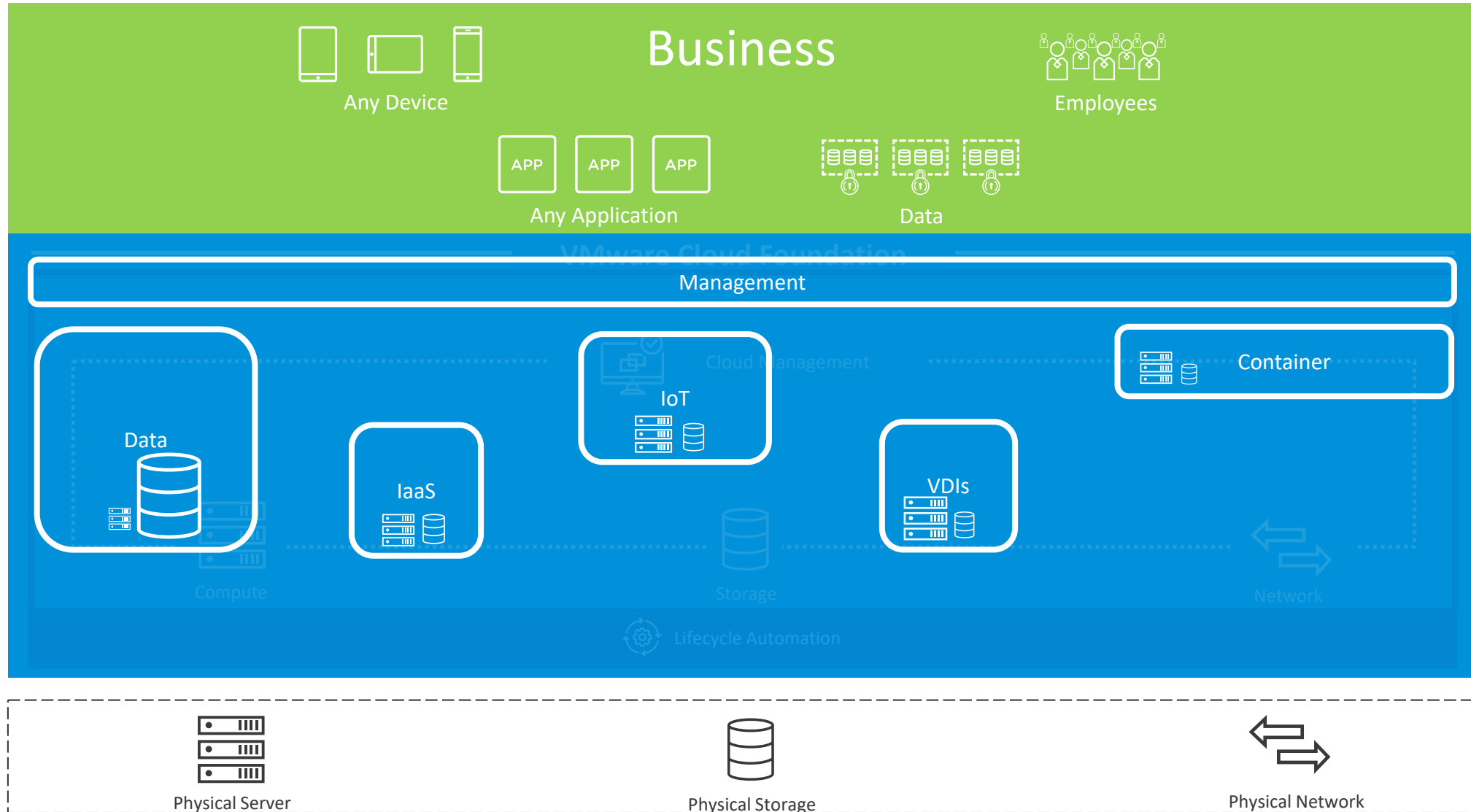
# Problem: Infrastructure Snowflakes

Over-customization leads to problems



# Infrastructure in hours instead of weeks\*

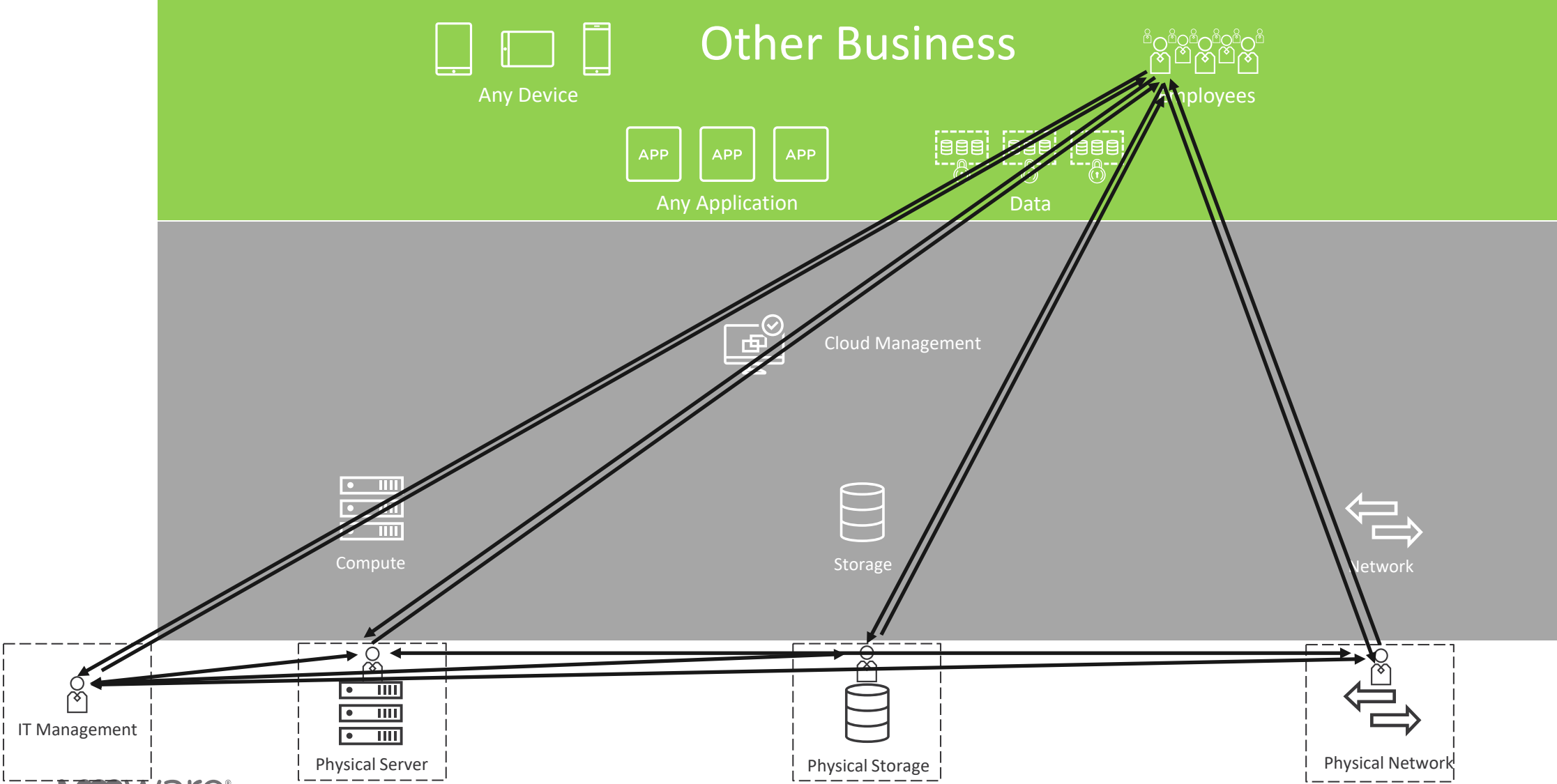
Agile provisioning of standardized infrastructure





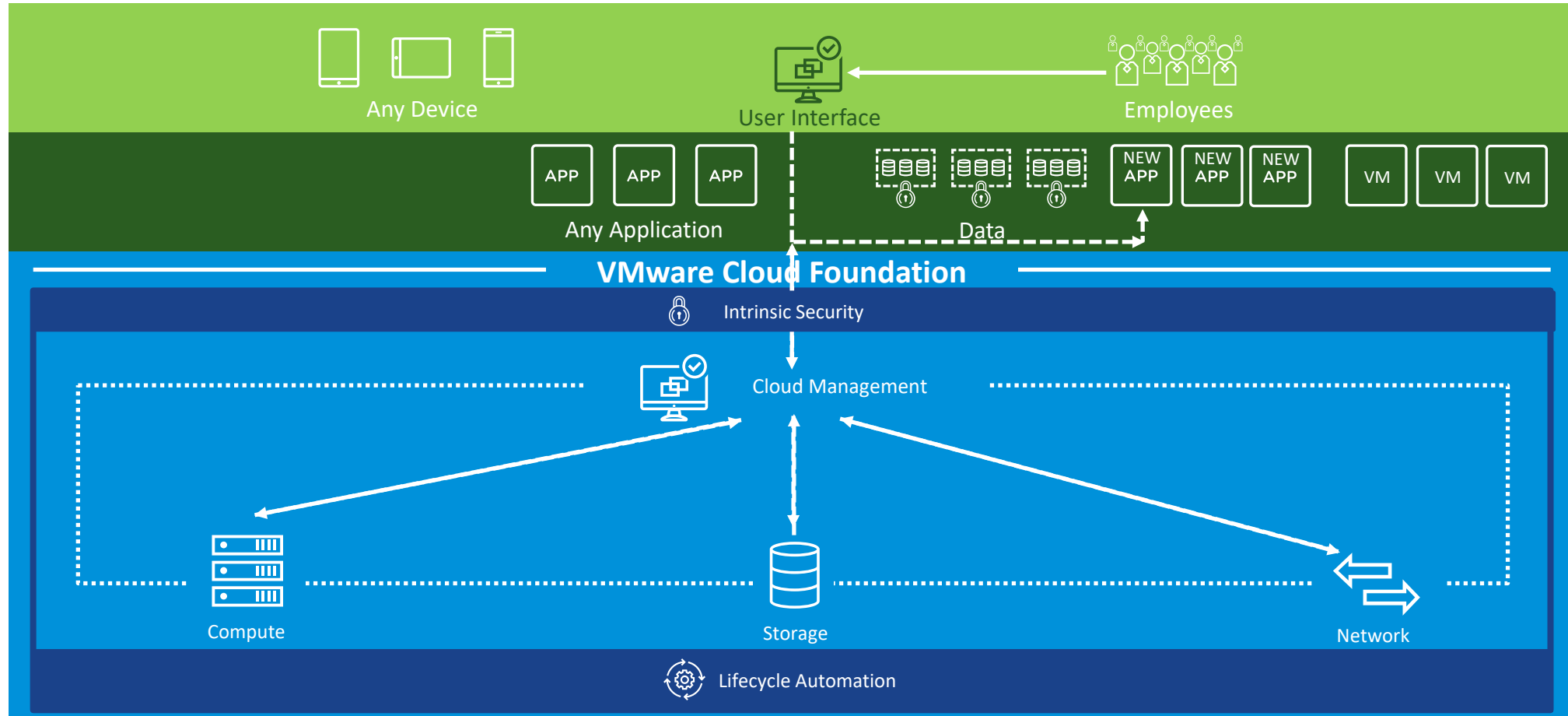
# Problem: Traditional APP-Provisioning

Silo organized data center



# Automated App and VM Provisioning in Minutes\*

Through Self Service Portal



IT Management

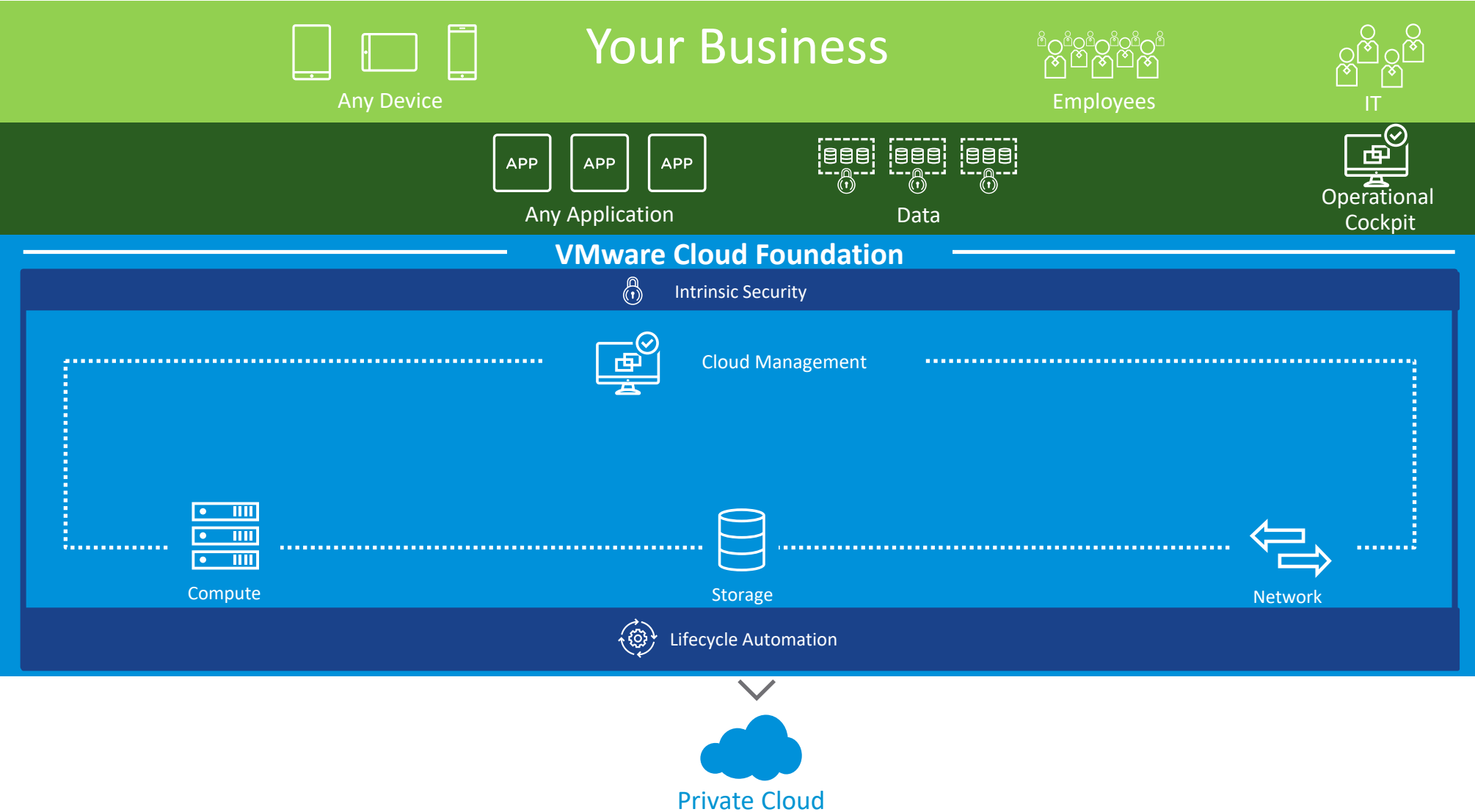
Physical Server

Physical Storage

Physical Network

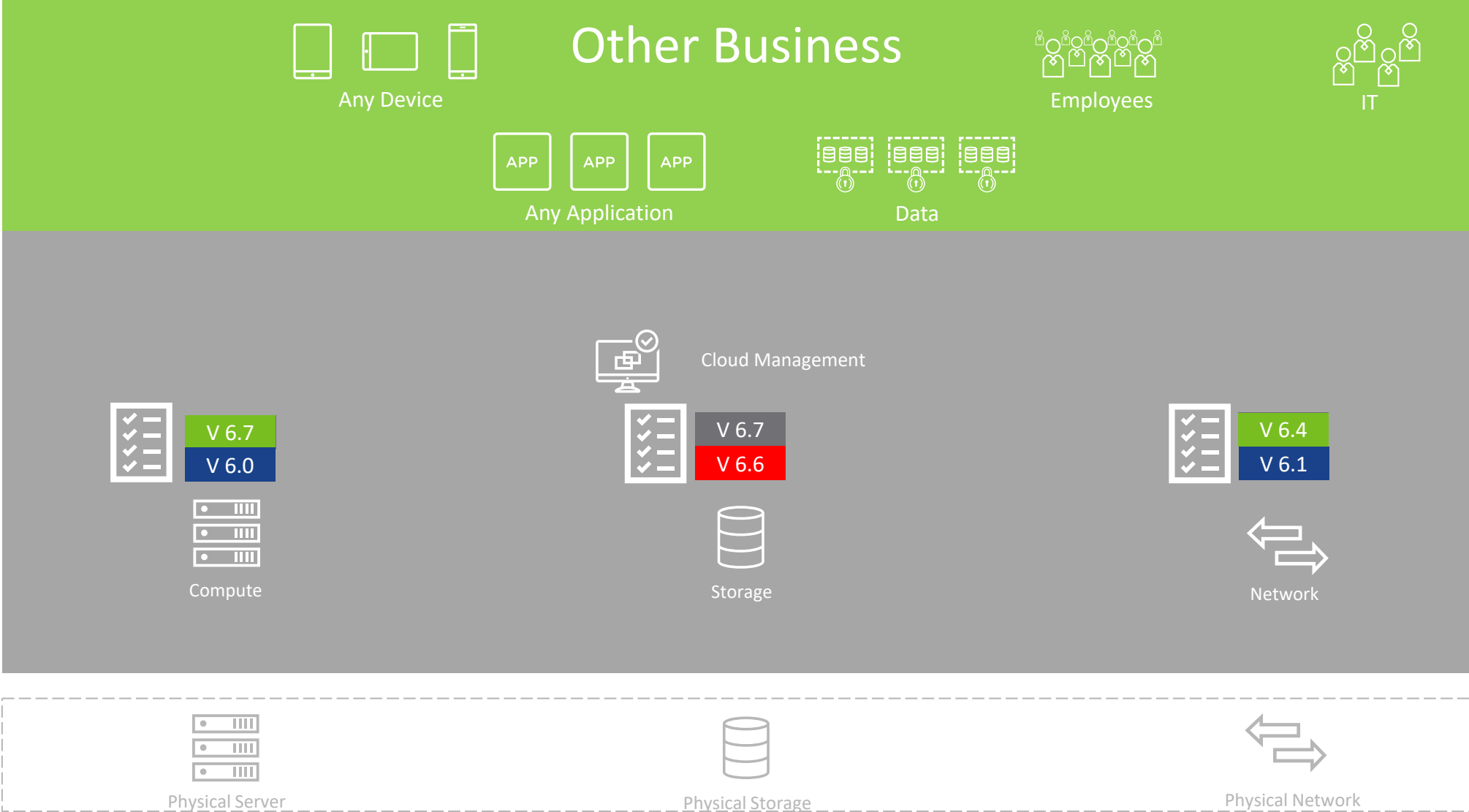
# Free up IT-resources for proactive management

## Cloud operation model



# Problem: Time Intensive Manual Tasks

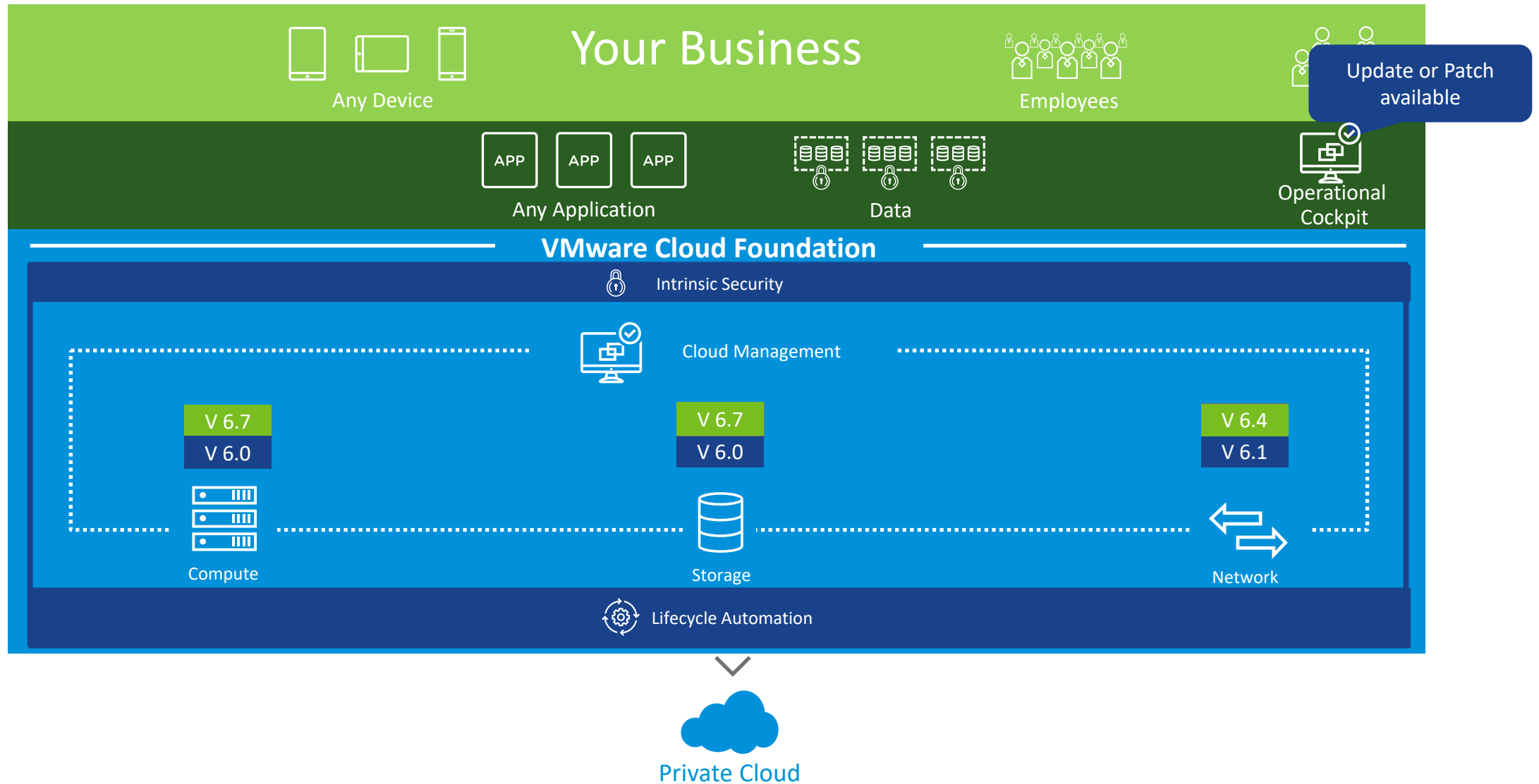
## Patching and upgrading





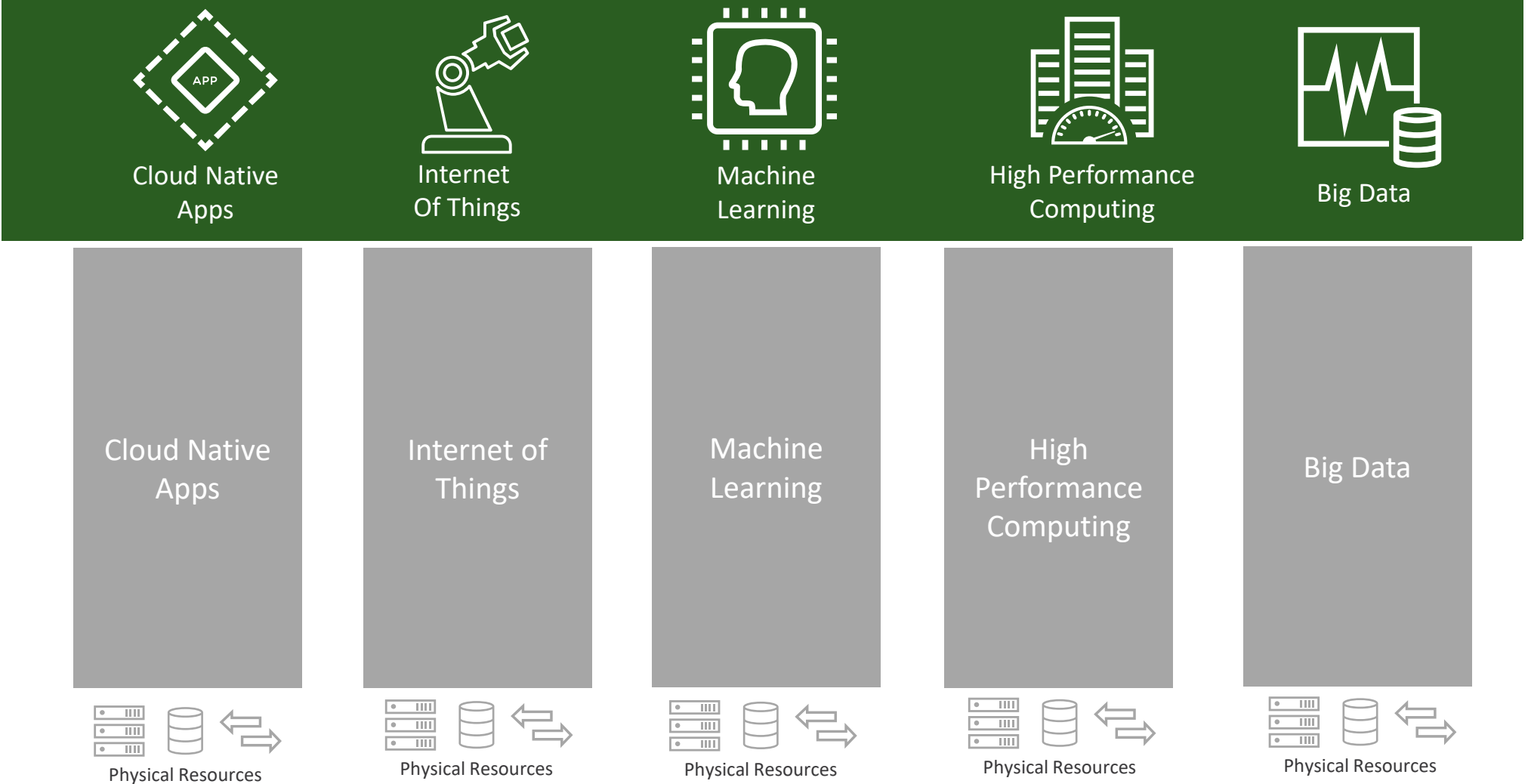
# TCO Reduction Up To 40%

Through virtualization and automation



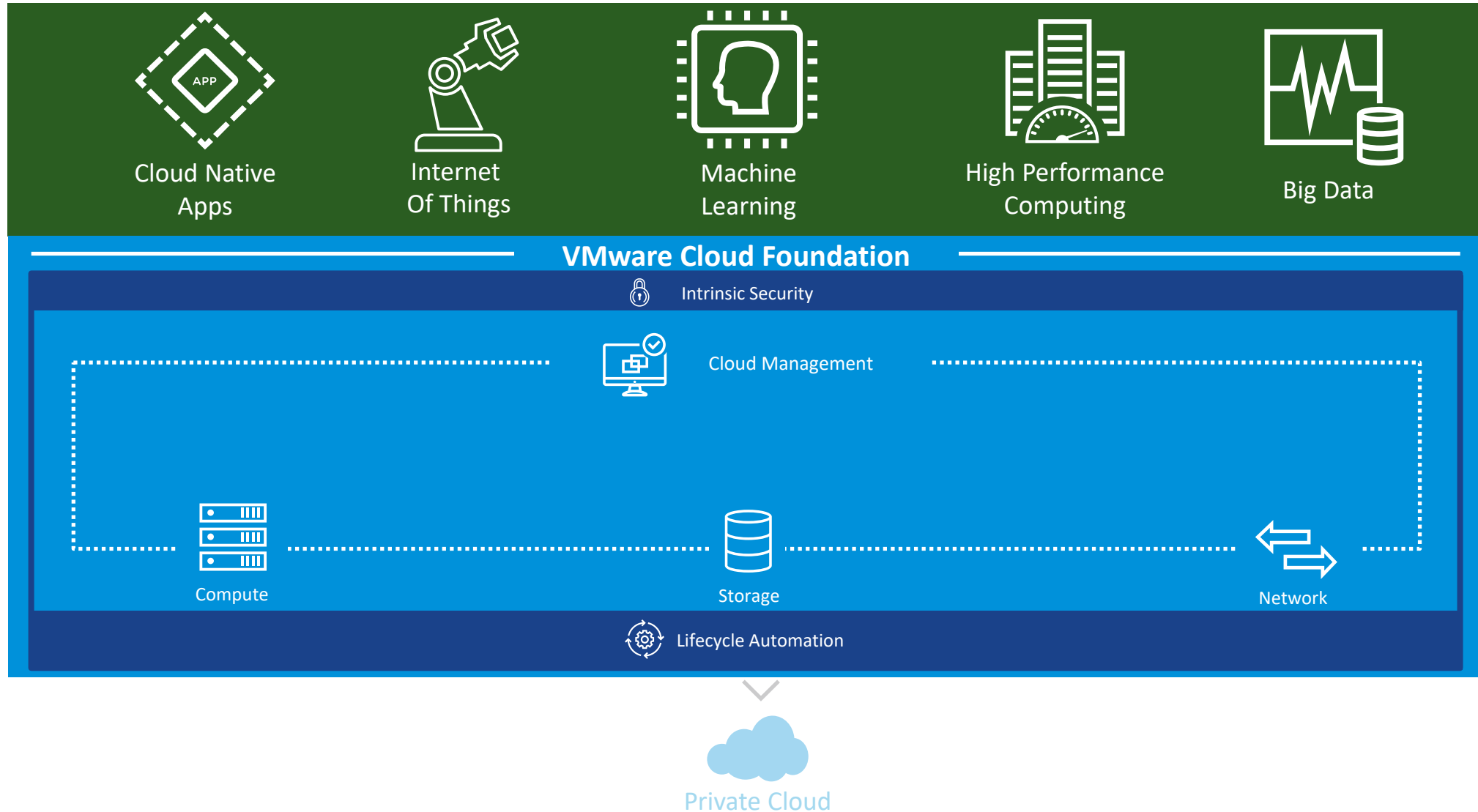
# Problem: Future Workloads

Increase complexity of the IT infrastructure



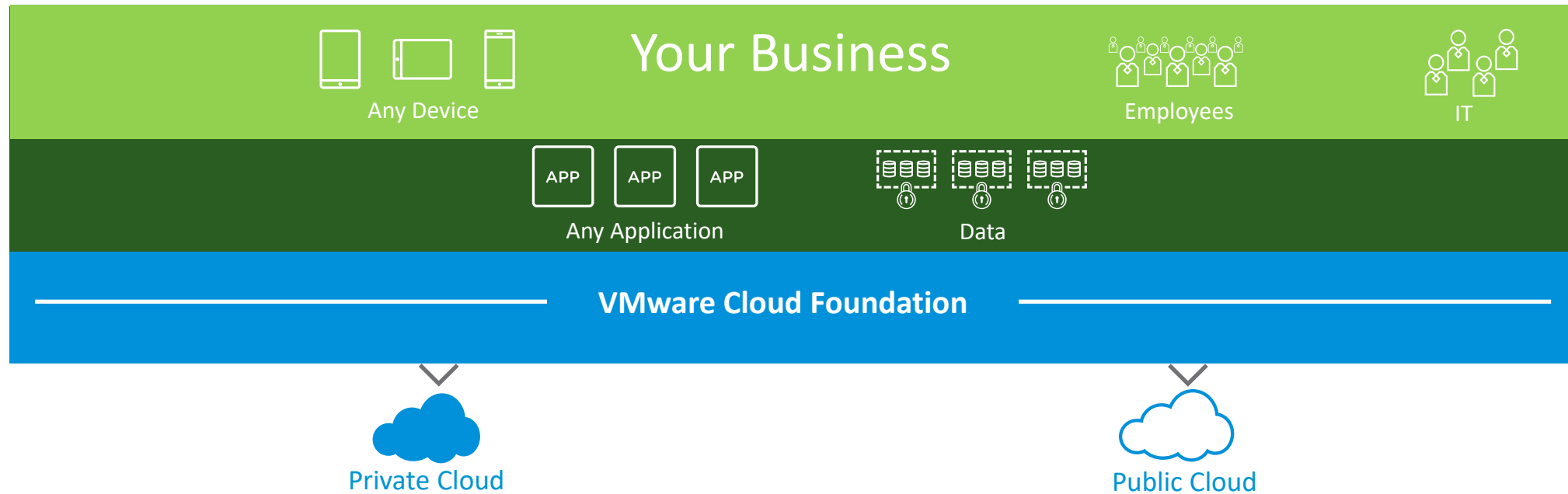
# Fit for Future Workloads

Cloud Foundation enables Digital Transformation



# Hybrid Cloud Strategy

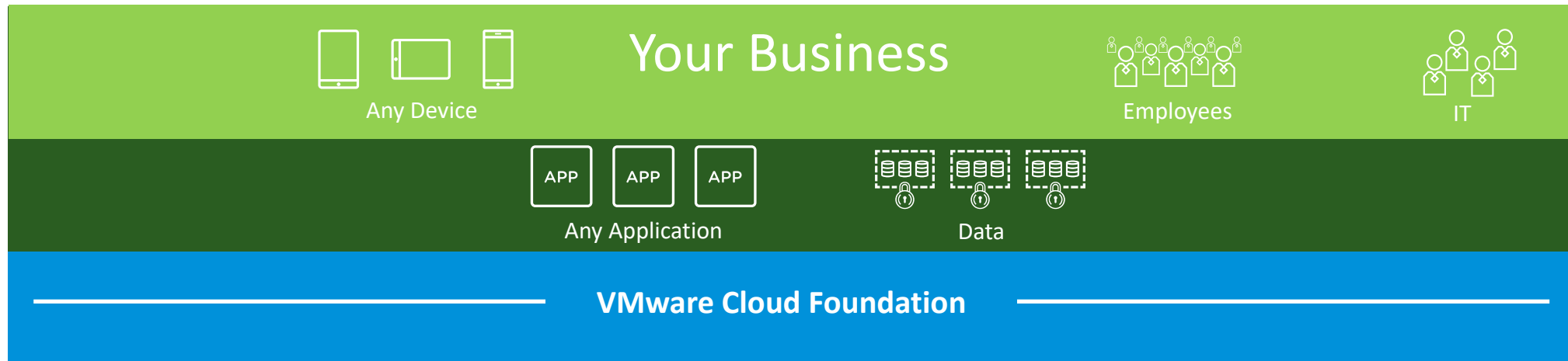
Take advantage of both worlds





# Full Flexibility

Broadest ecosystem on the market



VMware Cloud Foundation



## Software Deployment

Certified Ready Nodes:

Logos for various hardware and software partners: CISCO, DELL EMC, FUJITSU, HUAWEI, HITACHI (Hitachi Data Systems), NEC, ERICSSON, Lenovo, QCT, SUPERMICRO, TOSHIBA, acer, Sugon, inspur, and intel.

## Integrated Systems

Logos for various system integrators and hardware partners: DELL EMC, VxRack SDDC, FUJITSU, PRIMEFLEX, HITACHI (Hitachi Data Systems), UCP RS, Hewlett Packard Enterprise, QxStack, and QCT.

## Cloud Service Providers

From VMware

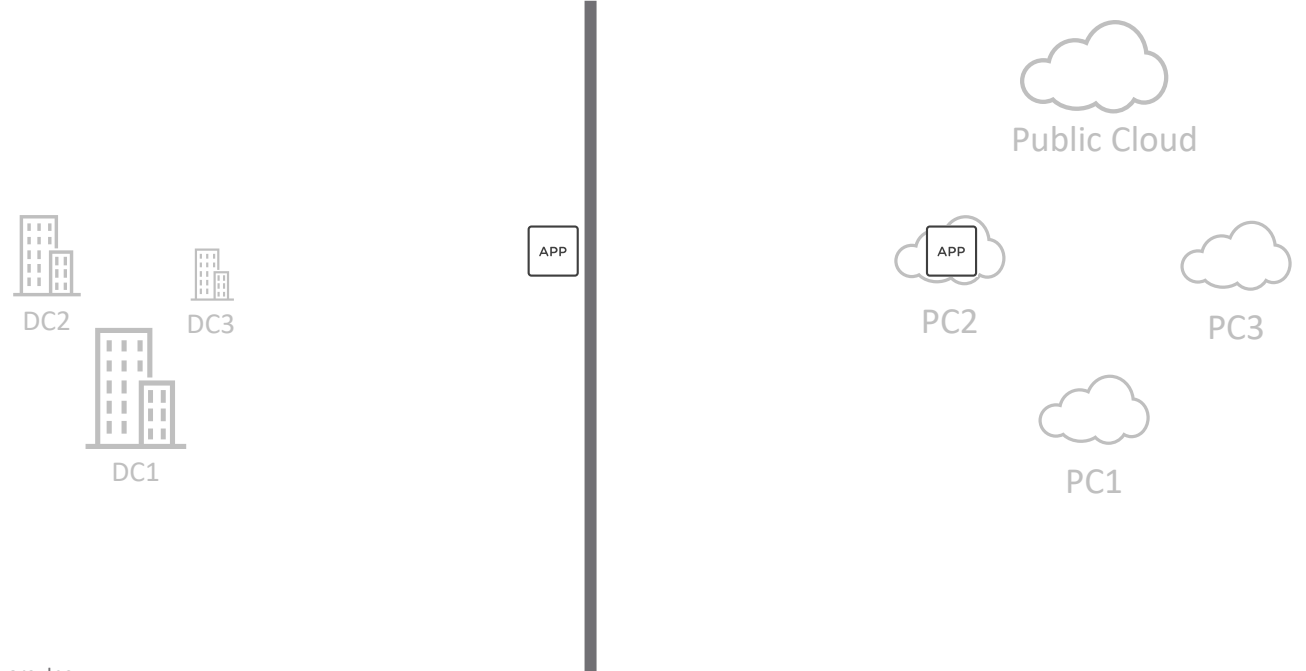
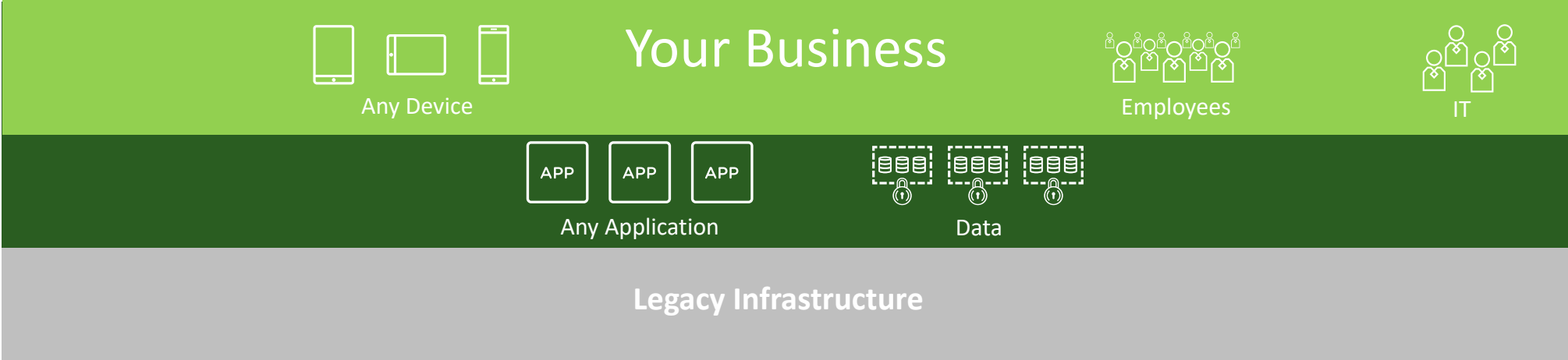
VMware Cloud on AWS

From VMware Cloud Providers

Logos for various cloud service providers: CenturyLink, FUJITSU, IBM Cloud, OVH, rackspace, and NTT Communications (Transform. Transcend.).

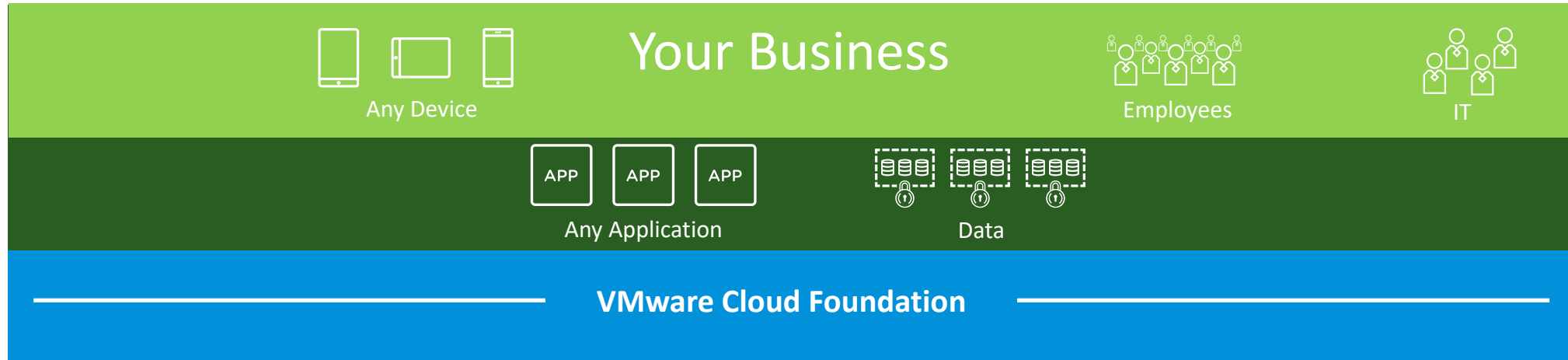
# Increased Time to Market and Costs

Through limited options



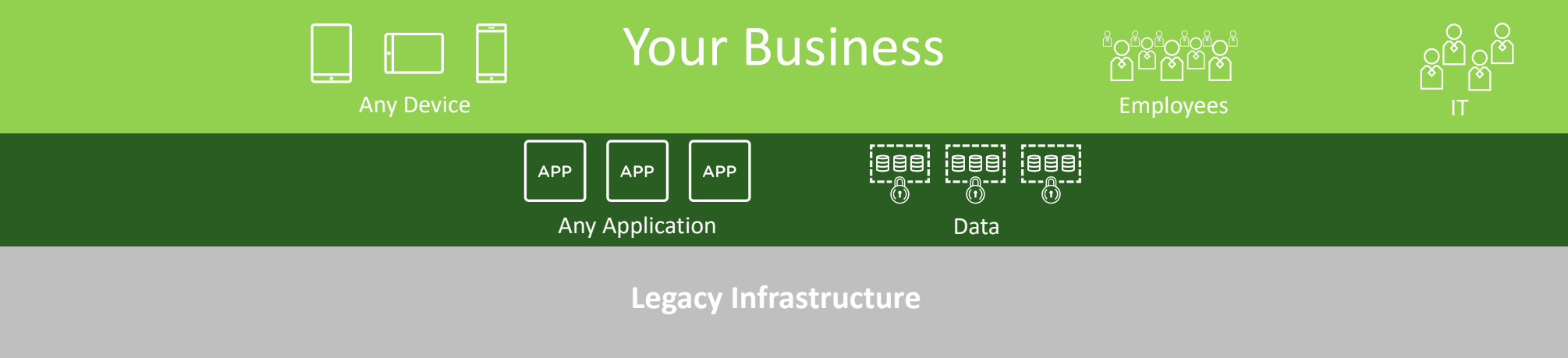
# Total Freedom

## Workload portability

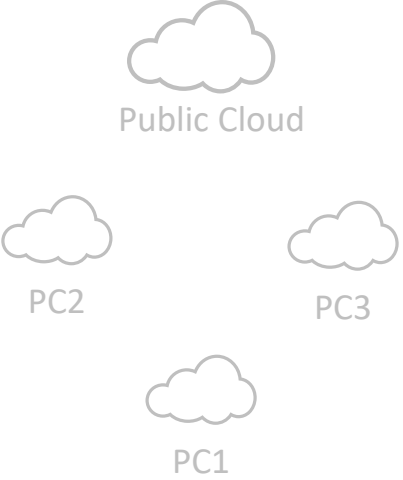
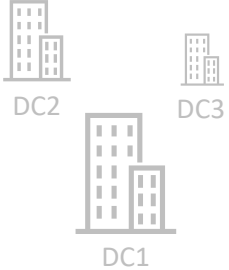
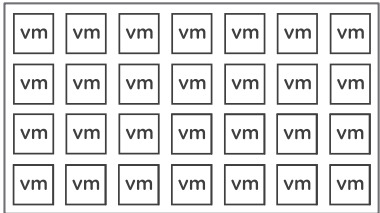


# Wasted Resources

Through limited options



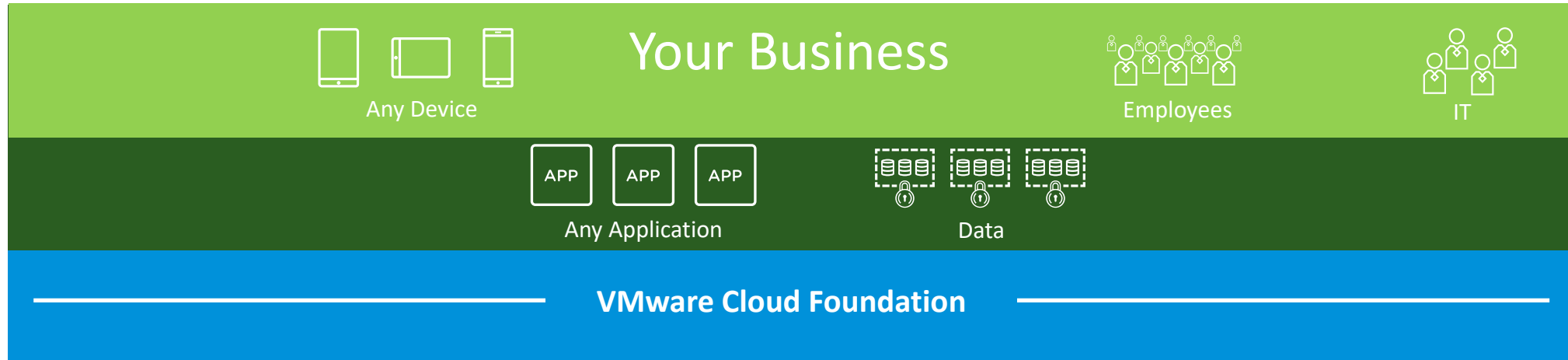
Resources





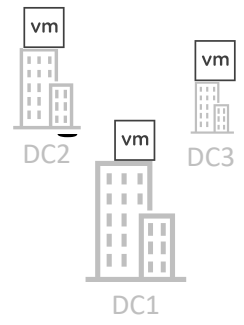
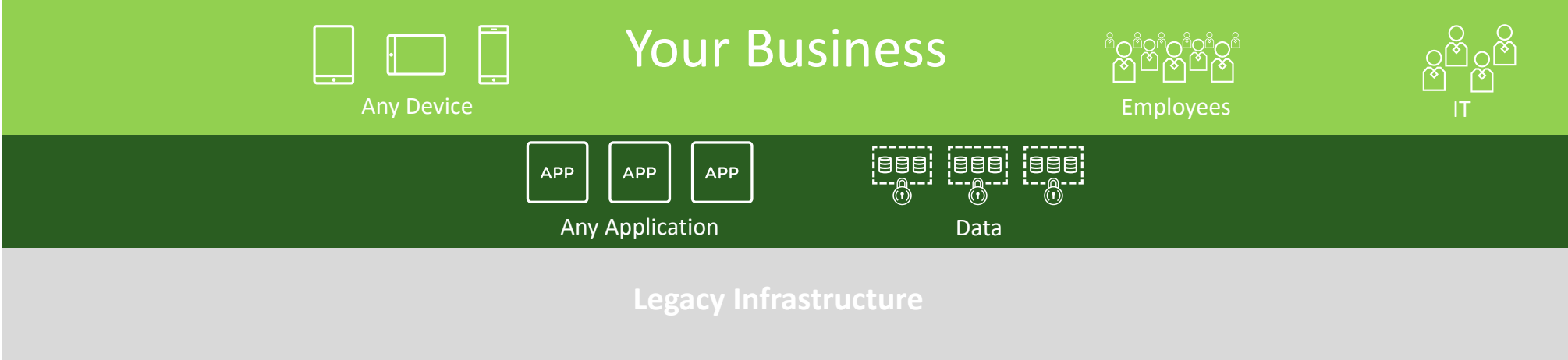
# Total Freedom

## Workload portability



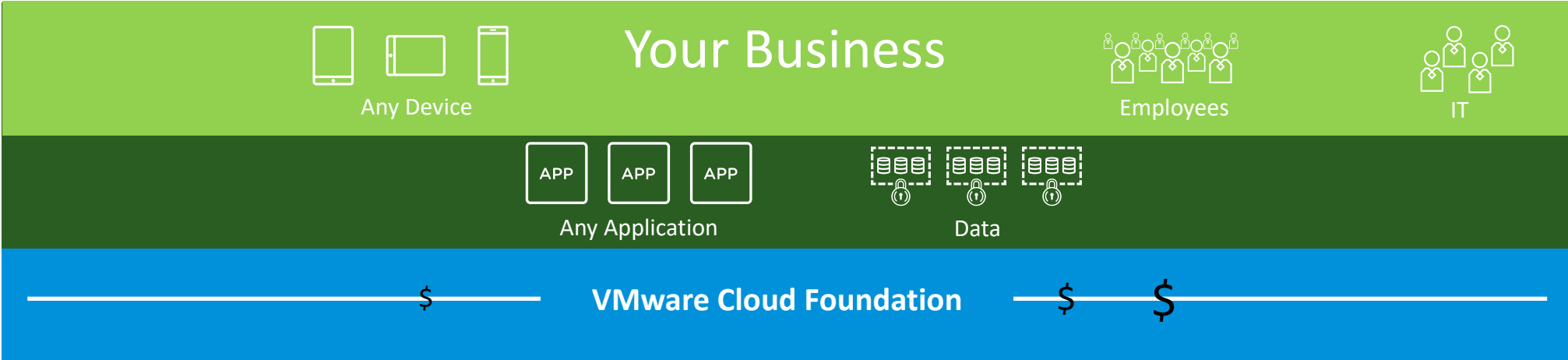
# Unknown Costs

Lack of cost control and management



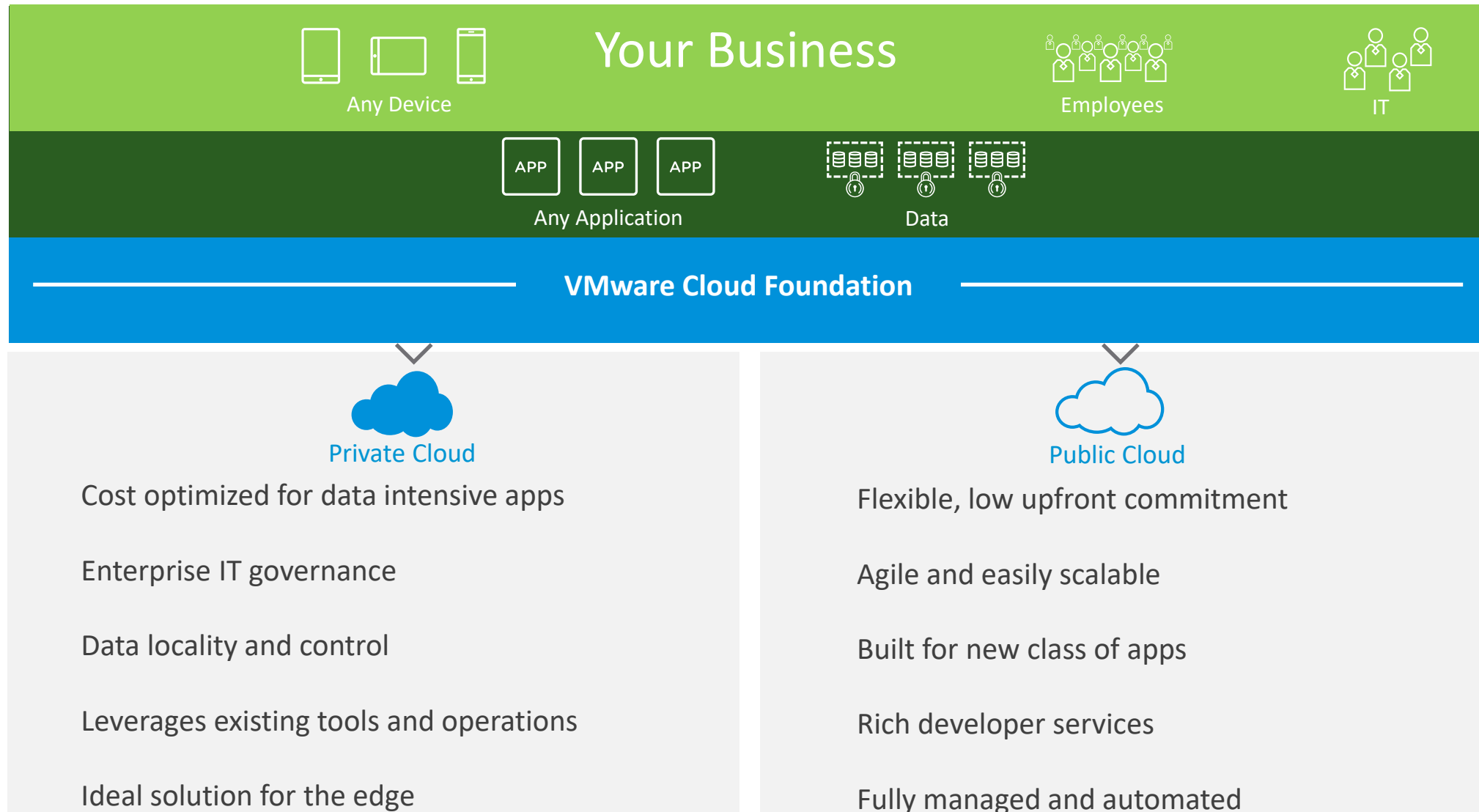
# Full Transparency

## Cost control and management



# Hybrid Cloud Strategy

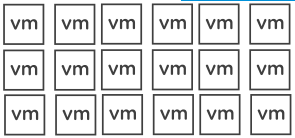
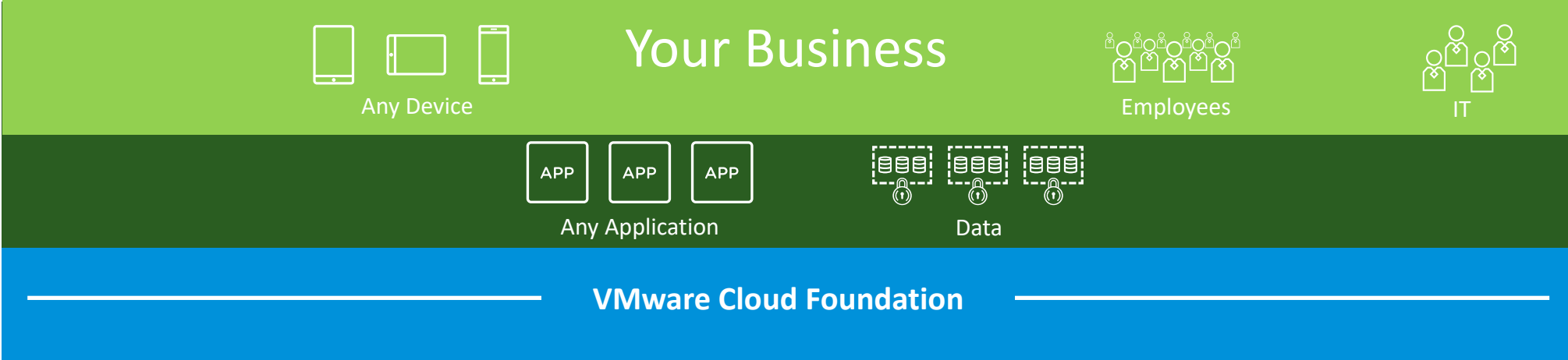
Take advantage of both worlds





# Easiest Way to the Hybrid Cloud

## Migration of existing workloads





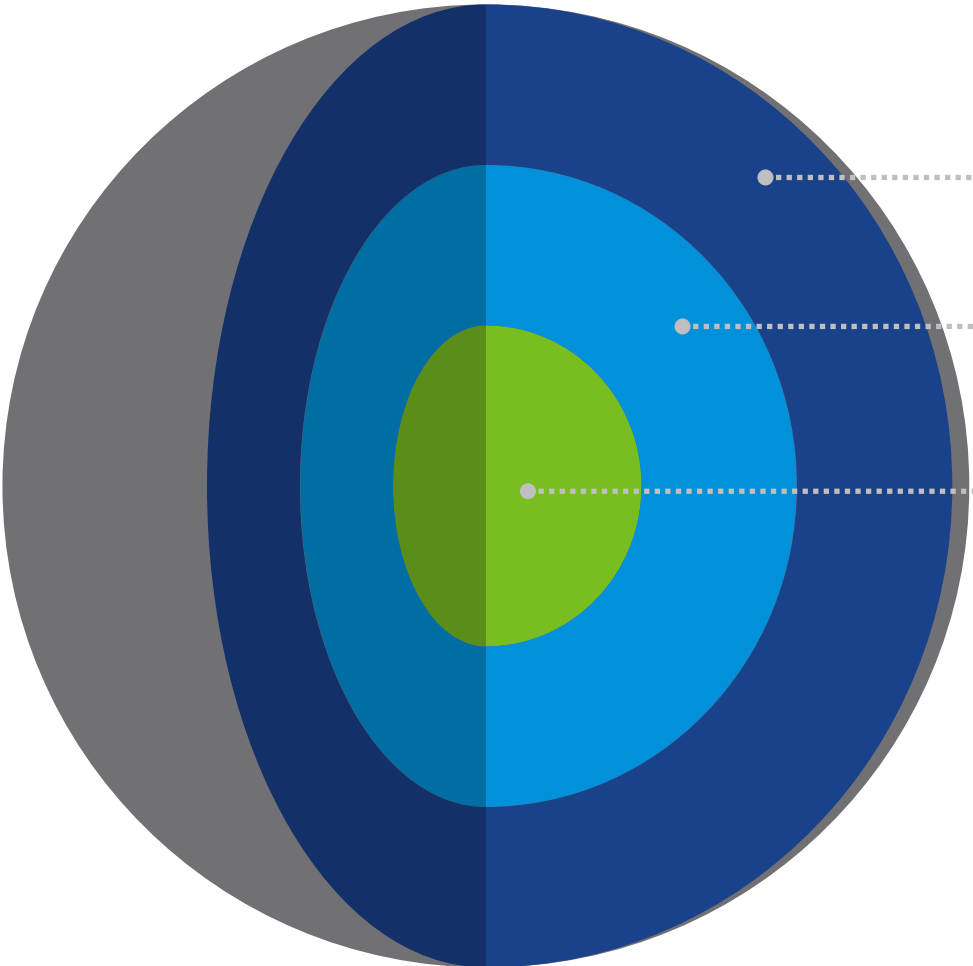
# LET'S THINK...



A high-contrast, black and white photograph of a boot print in lunar dust. The boot print is the central focus, showing the tread pattern of the sole. The dust is dark and granular, with some shadows cast by the boot's edge. Overlaid on the image is the text "WHAT CAN BE MY FIRST STEP?". The words "WHAT CAN BE MY" are in white, and "FIRST STEP?" is in orange. The text is centered horizontally and slightly above the middle vertically. There are several small white crosshair markers scattered across the image, resembling a grid or a targeting system.

WHAT CAN BE MY **FIRST STEP?**

# Infrastructure Modernization at Your Own Pace



**Hybrid Cloud**  
VMware Cloud on AWS

**Full Stack HCI**  
Cloud Foundation

**Core HCI**  
vSAN + vSphere



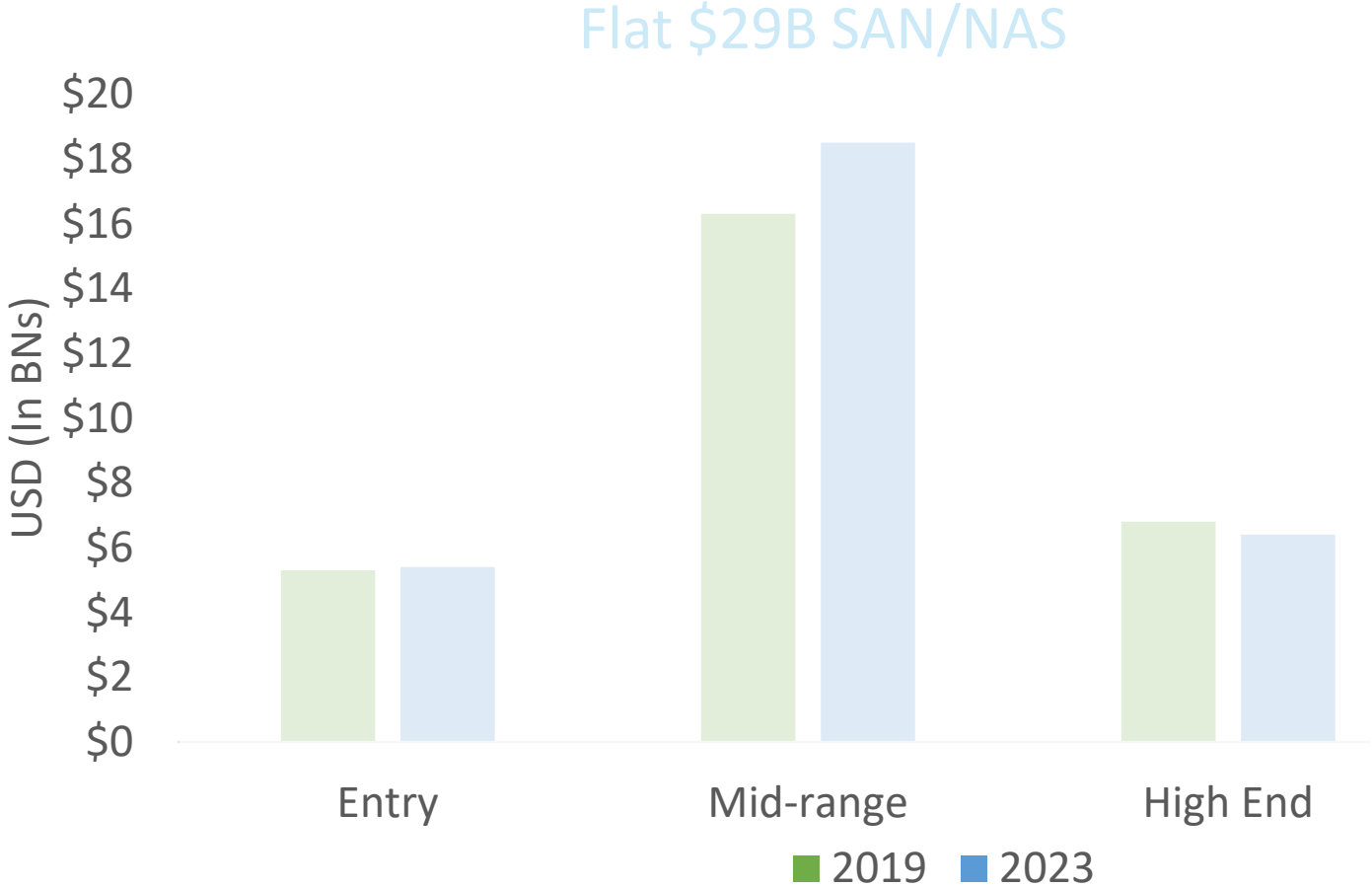
**Consistent Operations**  
On-prem and Off-prem

**Fully Automated Private**  
Cloud

**Easy Agility**

# IDC Forecasts A Massive Shift to HCI Spend

## Storage Market Segmentation





# Blistering Pace of vSAN Adoption

#1 Market Share with >20,000 Customers



vSAN Customer Adoption

>50% YoY bookings growth

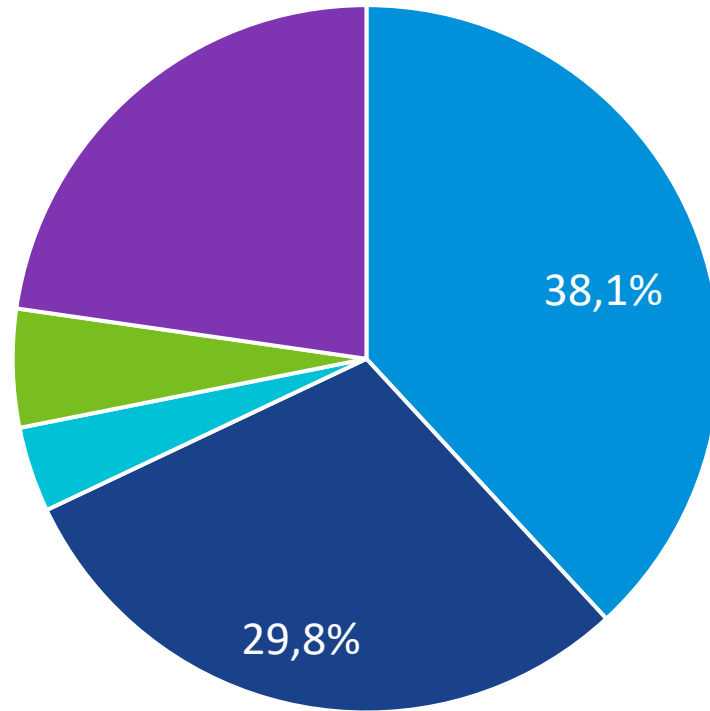
Logos of partner companies:

- T-Mobile
- SugarCreek Brandworthy Food Solutions Since 1966
- BANK OF GEORGIA
- Cerner
- TREND MICRO
- Honeywell
- Smithfield
- Symantec
- HERBALIFE Independent Distributor
- SANOFI
- Dis-Chem PHARMACIES Pharmacists who care
- Telefonica

# VMware Is The #1 HCI Software Vendor

According to IDC's 4Q2018 Worldwide Quarterly Converged Systems Tracker

IDC Hyperconverged Systems Market Share by Software Owner

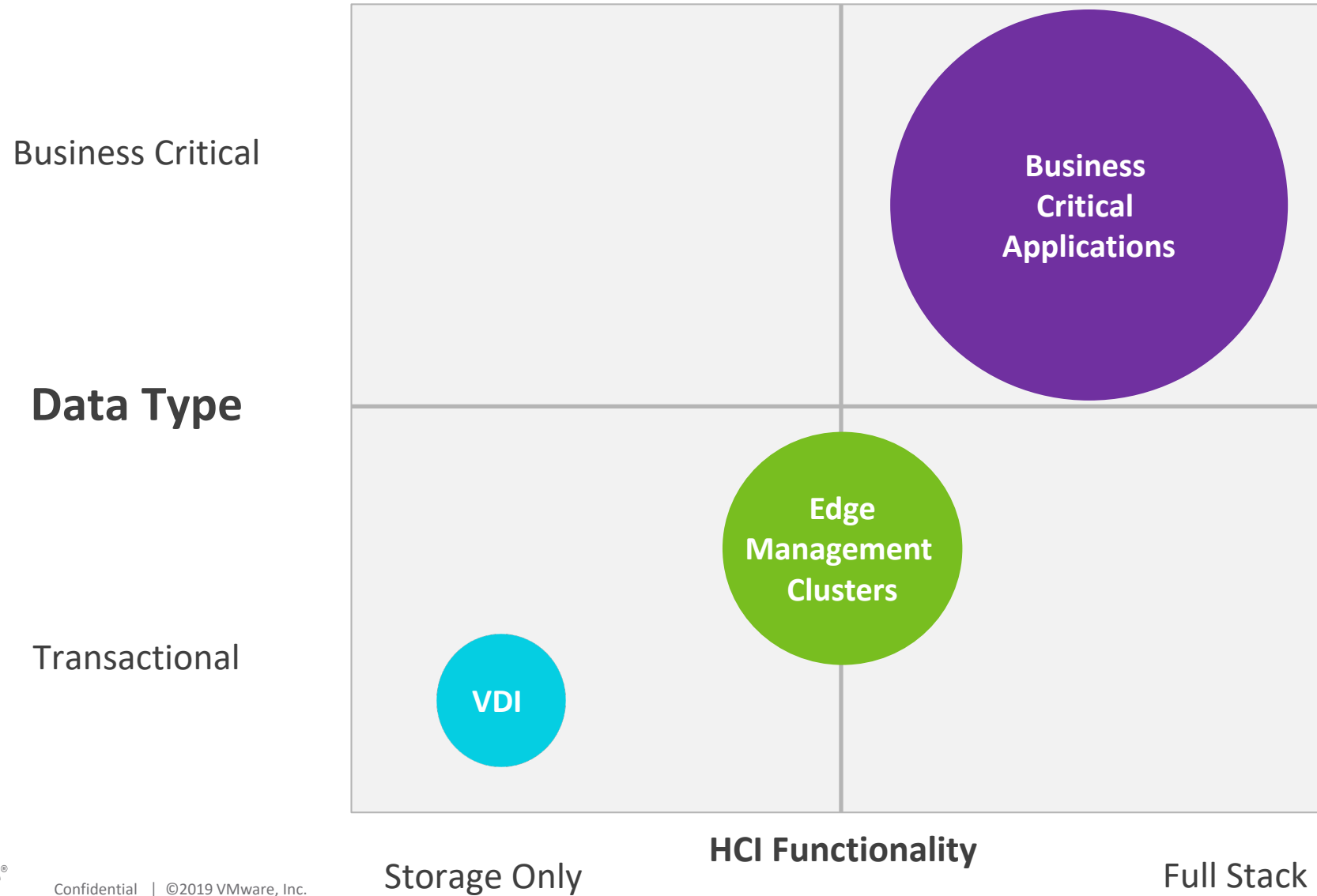


■ VMware ■ Nutanix ■ Cisco ■ HPE ■ Others

# 38.1%

Hyperconverged solutions running VMware vSAN software achieved **38.1% share** and **86% growth year over year**

# HCI Is Increasingly Full Stack



# VMware HCI Powers Any Application, Anywhere

## Business-Critical



## Containers



## Cloud-Native



## EUC



# Areas of Investment in vSAN

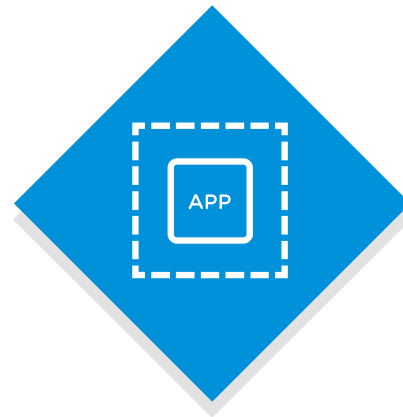
## Storage Platform



Cluster flexibility

Next-gen hardware support

## Cloud-Native Applications



Policy-based management

Enterprise grade features

## Data Management



Policy-based data protection

## Application Services



Unified, scalable  
management beyond block  
protocols



A perspective view of a paved road stretching into the distance under a clear blue sky. Five diamond-shaped markers are placed along the road, each containing text. The markers alternate between solid dark grey and white outlines. A yellow traffic cone is visible on the road surface between the third and fourth markers.

LIVEOPTICS  
ASSESEMENT

HANDS  
ON LABS

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VIRTUALLY  
SPEAKING  
PODCAST





Thank you!

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