
AWS
re:Invent
NOV. 28 – DEC. 2, 2022 | LAS VEGAS, NV

PRT252

SPONSORED BY VMWARE

All you need to know about architecting VMware Cloud on AWS deployments

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Johnson & Johnson

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Agenda

Overview

Hear it from Johnson & Johnson

Technical Deep Dive

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Digital transformation is key to success

MODERN APPLICATIONS ARE DRIVING BUSINESS OUTCOMES

- Increased agility
- Accelerated innovation
- Improved customer satisfaction
- Market differentiation
- Reduced costs
- Improved security
- Enhanced reliability



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Customers need to accelerate IT modernization

Traditional data center challenges



- Static infrastructure
- Manual operations
- Waterfall development processes

Workload migration



Public cloud infrastructure



- Elastic
- Automated
- Agile

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But . . . cloud transformation is not that easy

CUSTOMERS CAN FACE MANY CHALLENGES WHILE . . .



Migrating and operating in public cloud



Delivering enterprise applications in public cloud



Modernizing existing applications

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These challenges lead to decreased agility and value

WHILE INCREASING TIME, RISK, AND COST OF MIGRATION, OPERATION, AND APP MODERNIZATION



Lower value

80%

of the CIOs report not attaining desired level of cloud agility

Source: "Unlocking business acceleration in a hybrid cloud world", McKinsey, August 2019



Longer time

7.4

years to refactor and migrate

100

applications to the cloud

Source: Hybrid Cloud Trends Survey, The Enterprise Strategy Group, March 2019 (N=309)



Higher risk

50%

of the enterprises exposed cloud resources to the internet

Source: Innovation Insight for Cloud Security Posture Management, Gartner, January 2019



Higher cost

44%

higher 3-year cost of operations while using other options

Source: IDC White Paper, sponsored by VMware, The Business Value of Hybrid Cloud with VMware, 2020

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Customers need a deeply integrated hybrid cloud

TO ACCELERATE THEIR ENTERPRISE IT CLOUD TRANSFORMATION

vmware®

Leading compute, storage, and network virtualization capabilities

Support for a broad range of workloads

De-facto standard for the enterprise DC

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Flexible cloud consumption economics

Broadest set of cloud services

Global scale and reach

Oct 2016
VMware and AWS partnership announcement

Aug 2017
VMware Cloud on AWS availability

Dec 2018
VMware Cloud on AWS GovCloud (US)

May 2019
AWS resale program

2020
Preferred cloud partner and service status for all vSphere workloads

2021
VMware Cloud on AWS Outposts availability

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VMware Cloud on AWS

CELEBRATING OUR 5TH ANNIVERSARY

21
global
Regions

16+
global
certifications

20
major SDDC
versions

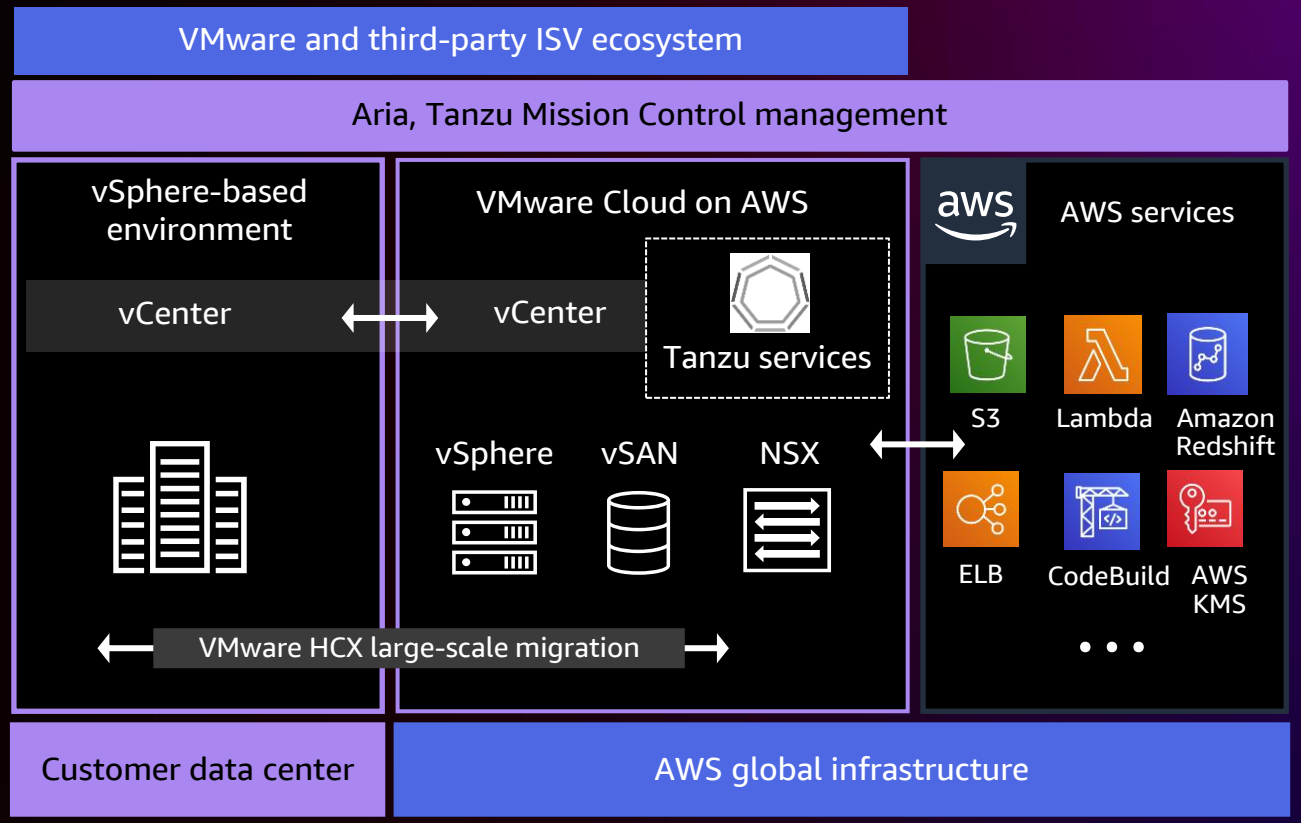


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VMWARE CLOUD ON AWS

Jointly engineered cloud service

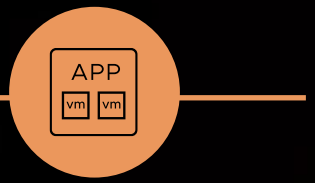
- VMware SDDC running on AWS bare metal
- Delivered, operated, supported by VMware
- On-demand capacity and flexible consumption
- Operational consistency with on-premises
- Seamless, large-scale workload portability and hybrid ops
- Global AWS footprint, reach, availability
- Direct access to 200+ native AWS services
- Fully managed Kubernetes services with no additional price



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VMware Cloud on AWS- Use cases

ALIGNING INTENDED USE TO LONG-TERM CLOUD STRATEGY



Next-Generation Apps

Application modernization

New application build-out

Hybrid applications



Cloud Migrations

Application-specific BCA, virtual desktops

Data center wide

Infrastructure refresh

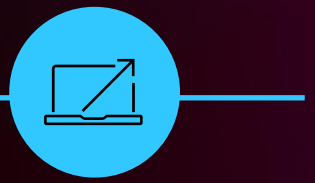


Datacenter Extension

Footprint expansion/ on-demand capacity

Virtual desktops/ published apps

Test/dev

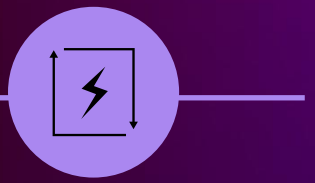


Virtual Desktops

Desktop bursting

Disaster protection

Desktops as a service



Disaster Recovery

New DR

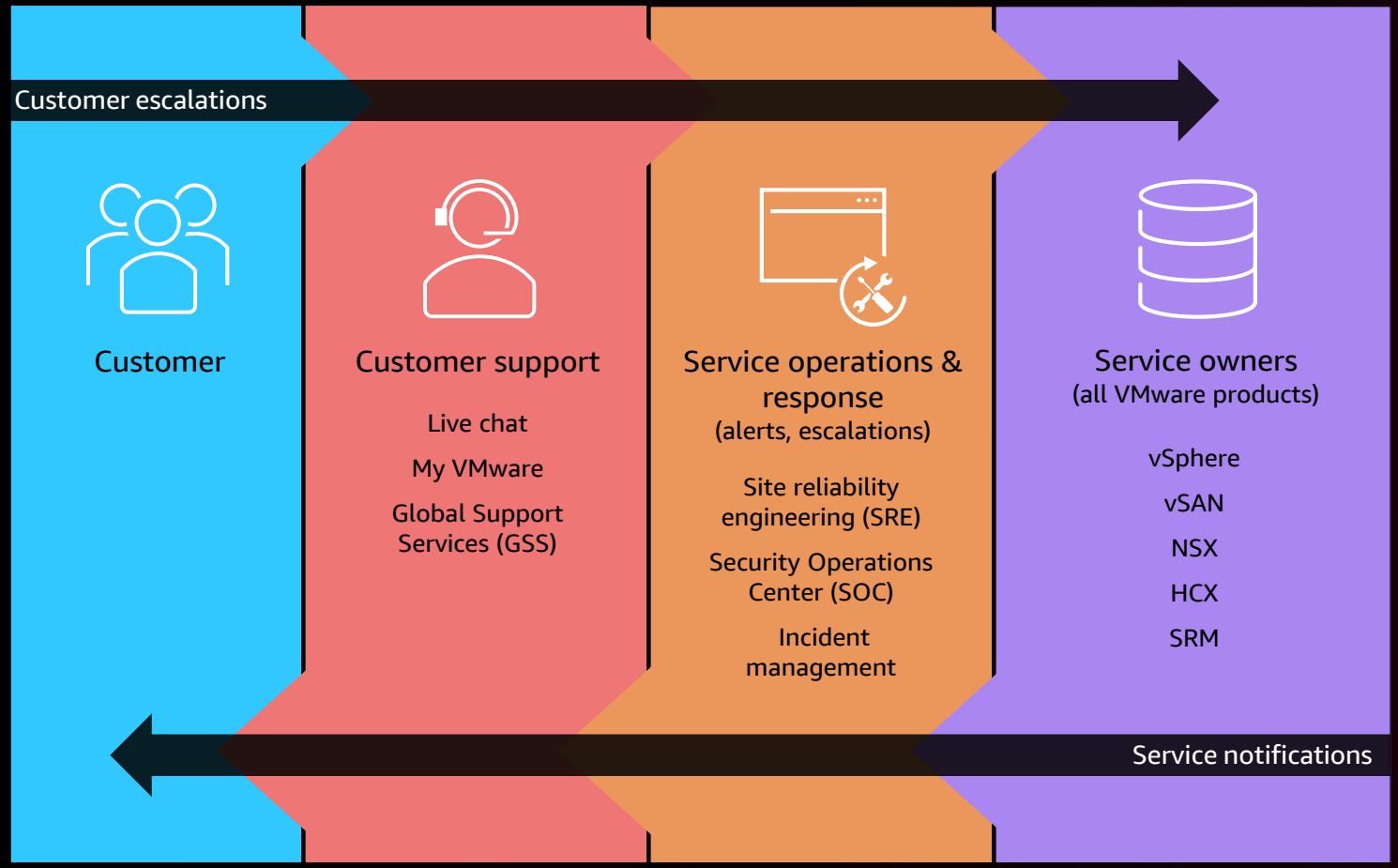
Replace existing DR

Complement existing DR

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VMware Cloud on AWS is a cloud service

WITH END-TO-END SERVICE SUPPORT AND A ROBUST OPERATIONS MODEL IN PLACE



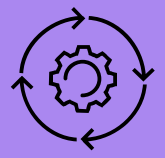
- Service is delivered and supported by VMware and its partners
- Updates, upgrades and patches of the SDDC managed by VMware
- Mature service operations and response teams in place to provide world-class experience

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Simple packaging, purchasing, and consumption

INCLUDES VMWARE SOFTWARE, AWS INFRASTRUCTURE, AND VMWARE SUPPORT

PRODUCTION ENVIRONMENT (2+ HOSTS)



Lifecycle management

VMware manages infrastructure software updates, upgrades, and patches

Service level agreement: 99.9% for non-stretched clusters; 99.99% for stretched clusters



Global support

Customer support: Chat, my VMware

VMware Global Support: 24/7, 365



VMware software

SDDC software: vSphere, vSAN, NSX, vCenter Server, Tanzu services

VMware HCX; Specific vRealize Log Insight Cloud features for logging



AWS hardware

Dedicated Amazon EC2 bare-metal instances (HW)



Optional add-ons (purchase separately, as needed)

e.g., VMware Site Recovery, VCDR, vRA Cloud, vROps Cloud, vRLIC, vRNIC, NSX Advance Firewall Add-on

Note: Single host paid offering is also available – it is specifically for non-production environments for proof of value.

PURCHASE FROM



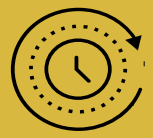
- VMware
- AWS
- VMware/AWS partner networks

PAYMENT METHODS



- Credit card
- VMware SPP/HPP credits
- Pay by invoice

CONSUMPTION



- On-demand (hourly)
- 1-year subscription (monthly/upfront)
- 3-year subscription (monthly/upfront)
- 1-year subscription – Flexible
- 3-year subscription – Flexible

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VMWARE CLOUD ON AWS

Available in 21 AWS Regions worldwide

Available Regions

US West (Oregon)
US East (N. Virginia)
US West (N. California)*
US East (Ohio)
GovCloud US-West
GovCloud (US-East)
Canada (Central)
South America (Sao Paulo)
Europe (London)
Europe (Frankfurt)
Europe (Ireland)
Europe (Paris)
Europe (Stockholm)
Europe (Milan)
Asia Pacific (Tokyo)
Asia Pacific (Singapore)
Asia Pacific (Seoul)
Asia Pacific (Mumbai)
Asia Pacific (Hong Kong)
Asia Pacific (Osaka)
Asia Pacific (Sydney)



Coming soon Regions

Africa (Cape Town)

Planned Regions

Middle East (Bahrain)

SOC 2 Type 2

HM Government G-Cloud Supplier

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* Stretched cluster not supported

Last updated: Aug.2022

VMware Cloud on AWS: A Truly Differentiated Hybrid Cloud Service

- Rich, turnkey enterprise capabilities delivered as a cloud service
- Accelerated time to value
- Consistent, familiar platform
- Pragmatic, nondisruptive modernization
- Compelling TCO



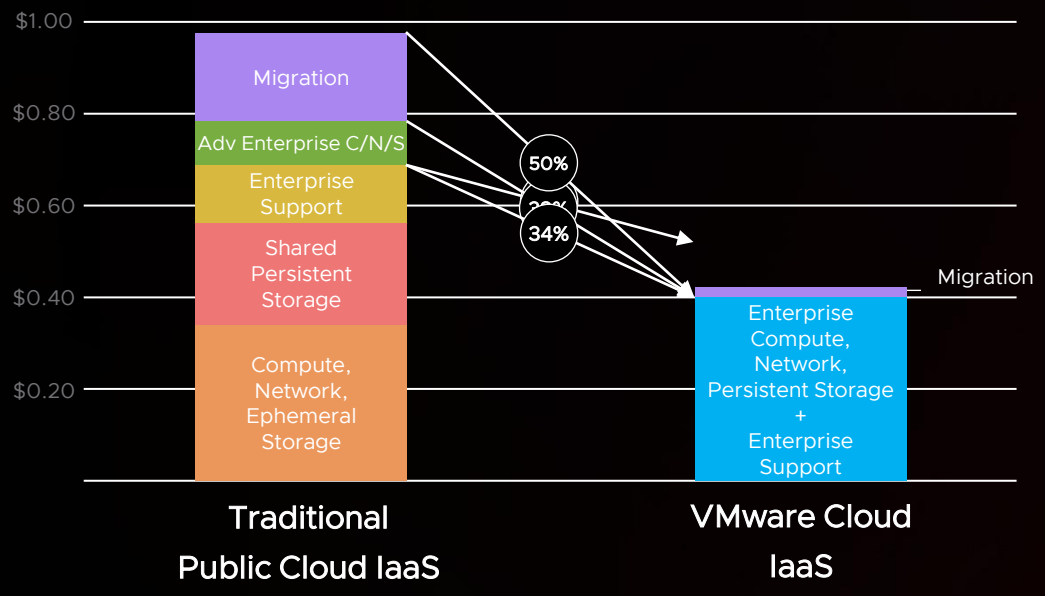
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Lower Cost of Ownership For Business-critical Applications

In apple-to-apple comparisons VMware Cloud has lower TCO than other alternatives

Real World Example: 3-Year TCO Comparison

(cost per VM-hour)



Elements of TCO Comparison

1. Essential infrastructure services for business-critical workloads
   - Shared persistent storage
   - Enterprise support (24x7x365 phone & live chat)
   - Networking/security – multicast, site-to-site VPN, NAT gateway
   - Management – logging, configuration
   - VPC-level features (e.g. Amazon Elastic IP, Elastic Load Balancer, AWS Config)
   - Operations – managed service
2. Benefits of underlaying resource optimizations and custom sizing
   - Memory overcommit, CPU oversubscription, storage compression, WAN optimization
3. Optional enterprise compute, networking, security, and storage features
   - DFW, IPFIX, traffic mirroring, vMotion, 99.99% SLA
4. Minimal migration and re-training costs

Comparing VMware Cloud to Traditional Cloud by TCO. August 2022.

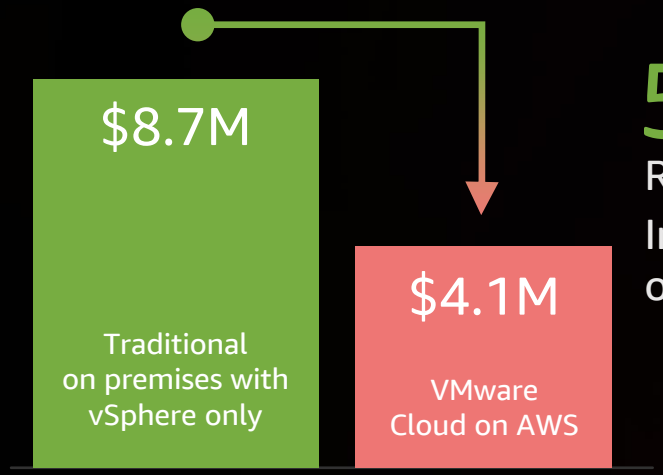
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Compelling economics and speed

Lower TCO than traditional data center

Three-year comparison for 800 VMs



53%
Recurring savings: Infrastructure + operations

Source: The Total Economic Impact Of VMware Cloud On AWS, an Oct 2022 commissioned study conducted by Forrester Consulting on behalf of VMware. $8.7M and $4.1M represent an average savings based on a survey of VMware Cloud on AWS customers done by Forrester.

Faster and lower cost to migrate vs. native cloud

Save **57%** by eliminating costly rework and refactoring

Reduce migration times with **46%** faster migration

Source: IDC White Paper, sponsored by VMware, The Business Value of Hybrid Cloud with VMware, 2020

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VMware Cloud on AWS

Not exhaustive









































































Last Updated 8/26/22

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The College of New Jersey

DELIVERS A SECURE, ANYTIME AND ANYWHERE DIGITAL LEARNING EXPERIENCE AT SCALE BY MIGRATING TO VMWARE CLOUD ON AWS

TCNJ THE COLLEGE OF NEW JERSEY

Location: US
Industry: Education

Pain points

- Implement a more agile, scalable and nimble solution to keep up with the changing student needs and expectations during and post pandemic
- Offer a modern, personalized, and secure digital learning experience to students
- Replace high-maintenance on-premises infrastructure
- Establish a secure, virtual desktop infrastructure at scale

Case study

$200K+ annual savings

in hardware costs & additional $26K savings on utility bills

"VMware Cloud on AWS requires significantly fewer resources to manage than our on-premises environment. We can spin down resources when everything slows down after graduation in the summer.

Leonard Niebo, Associate Vice President & Chief Information Officer Office of Information Technology, TCNJ

- Increased agility, flexibility, and scalability of IT infrastructure with VMware Cloud on AWS
- Significantly reduced on-premises infrastructure costs and management
- Deployed VMware Cloud on AWS as its virtual application infrastructure and onboarded 7,400 students over a six-to-eight-month period
- Established a secure BYOD environment that empowers students to use their preferred devices to access all the apps they need from an intuitive virtual desktop infrastructure

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Merrick & Company
PROTECTS DIGITAL ASSETS FROM RANSOMWARE

Location: US
Industry: Services (Design)

Pain Points

- Ransomware protection
- Cloud-based infrastructure
- Integration with existing VMware infrastructure

RPO down to 30 min

down from 4 hours by using VMware Cloud Disaster (VCDR) Recovery with VMware Cloud on AWS

"It's just a few clicks on the VMware Cloud Disaster Recovery console to enable protection for additional virtual machines. I can modify the schedules so that we control when protection takes place, for example weekly, daily, or even every few hours."

Brian Whiting, Merrick IT Organization

- With cloud-based disaster recovery through VCDR with VMware Cloud on AWS, Merrick is now ransomware and disaster protected.
- This setup also integrates with existing VMware infrastructure at Merrick and uses the cloud as a failover target.



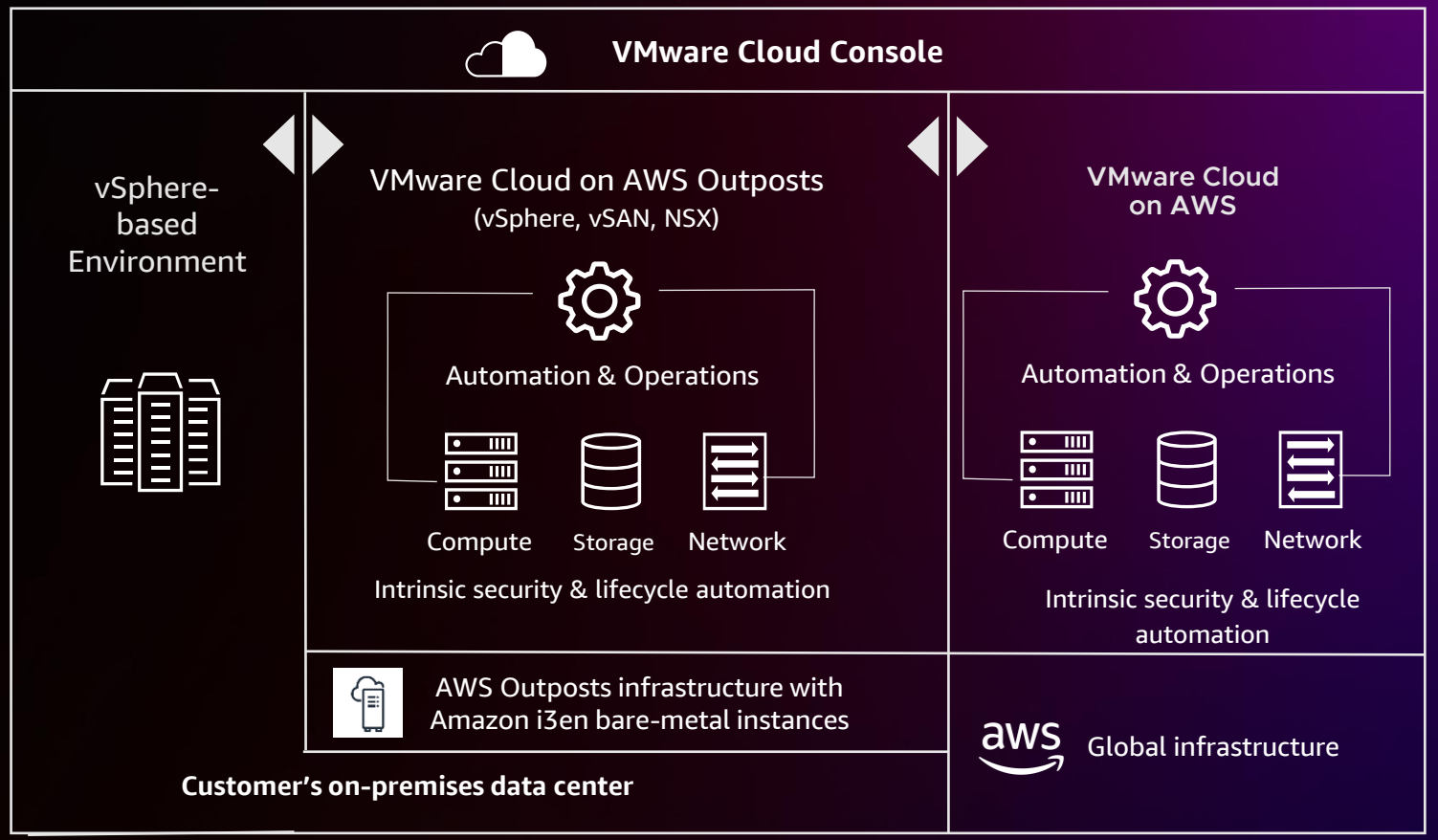
Case Study

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VMware Cloud on AWS Outposts

TO ACCELERATE THEIR ENTERPRISE IT CLOUD TRANSFORMATION

- 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
- Consistent infrastructure and operations
- vSphere workload portability & hybrid ops with unified hybrid control plane
- Migration at scale without downtime with VMware HCX
- On-demand scalability to VMware Cloud on AWS



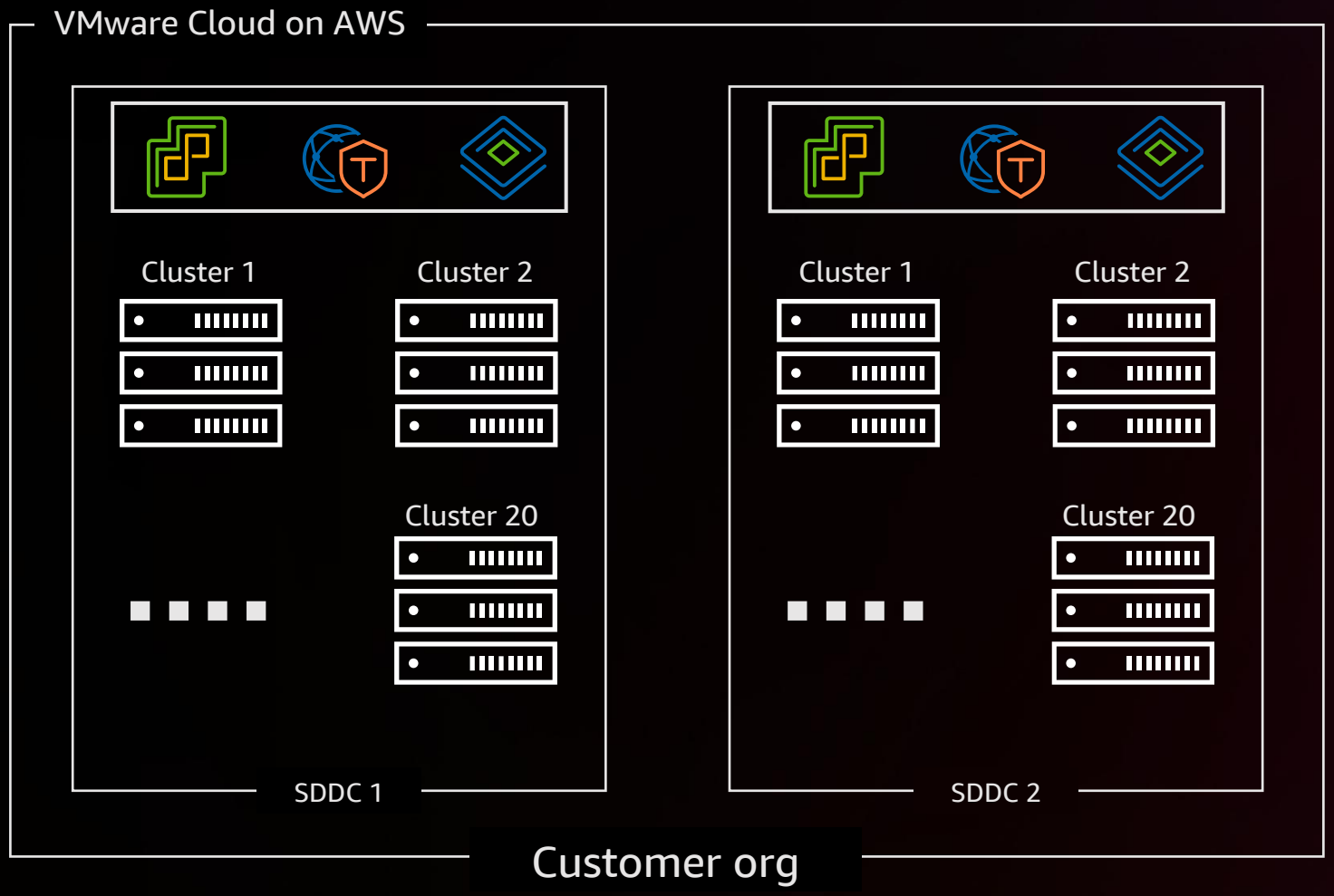
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Technical Deep Dive

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Software-defined data center

OVERVIEW OF CONFIGURATION MAXIMUMS



- 2 SDDCs*
- 20 clusters per SDDC
- 1*–16 hosts per cluster (downsizing to 2 hosts supported)

- Management (cluster 1)
  - vCenter Server
  - NSX
    - 3 Manager & 2 Edge
  - Add-ons (HCX, DRaaS, …)

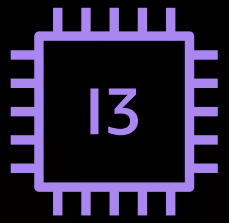
https://configmax.vmware.com

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*soft limit

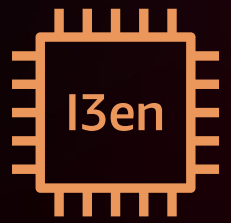
Current bare metal Amazon EC2 instances

EACH CLUSTER CAN BE OPTIMIZED FOR INTENDED USE CASES



Intel Xeon Broadwell @ 2.3GHz

- 36 physical cores
- 512 GB RAM
- ~10 TiB NVMe



Intel Xeon Cascade Lake @ 2.5GHz

- 96 logical cores (48 + HT)
- 768 GB RAM
- ~45 TiB NVMe

General purpose clusters

- Traditional applications
- Management services
- Disaster recovery pilot light
- Virtual desktops



Storage-bound clusters

- Databases
- Large file systems
- CPU-bound/analytics
- High random I/O



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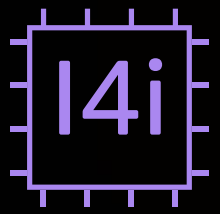
More compute and storage resources

NEW INSTANCE TYPE FOR VMWARE CLOUD ON AWS

New General Purpose instance type

- Resource-optimized for all applications
- Using the latest Intel Xeon CPU family
- 50% increase in memory capacity (compared to i3)
- Times 2 storage capacity (compared to i3)





Intel Xeon Ice Lake @ 2.4GHz / Turbo 3.5GHz

- 64 physical cores
- 128 logical cores with Hyper Threading (HT)
- 1 TB memory
- ~20 TiB NVMe

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I4i vs I3 Comparison

Compelling Economics and Performance



I4i delivers

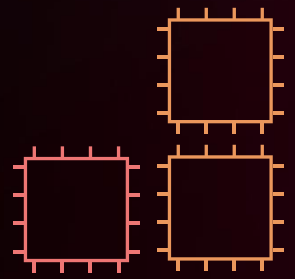
125% better

performance as compared to the I3



2.8x

Raw Storage Capacity



1.8x

More Cores



2x

RAM

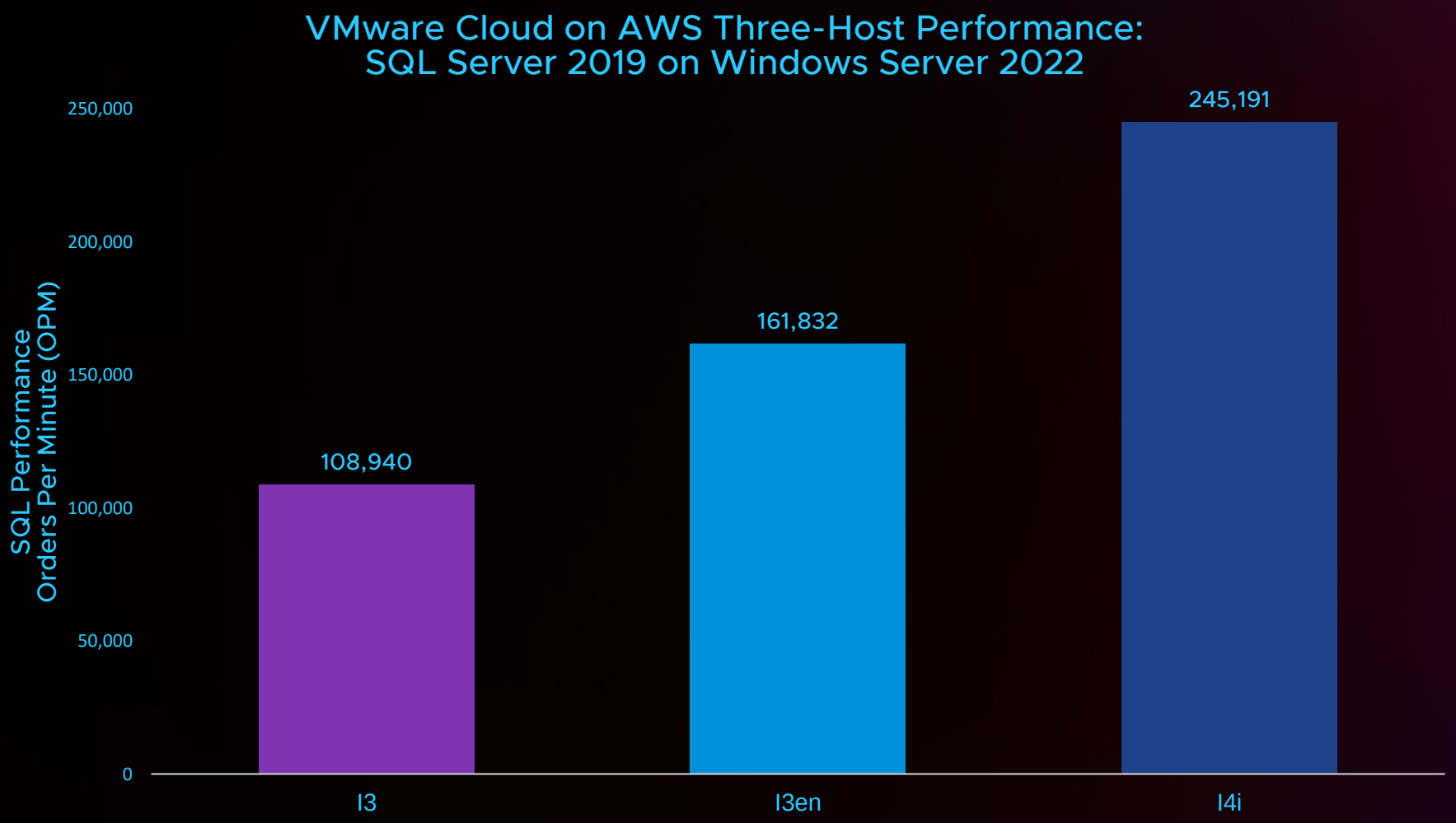


Only a **58% increase** in cost over the I3

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SQL Server Performance: Three Hosts

I3, I3EN AND I4I COMPARISON

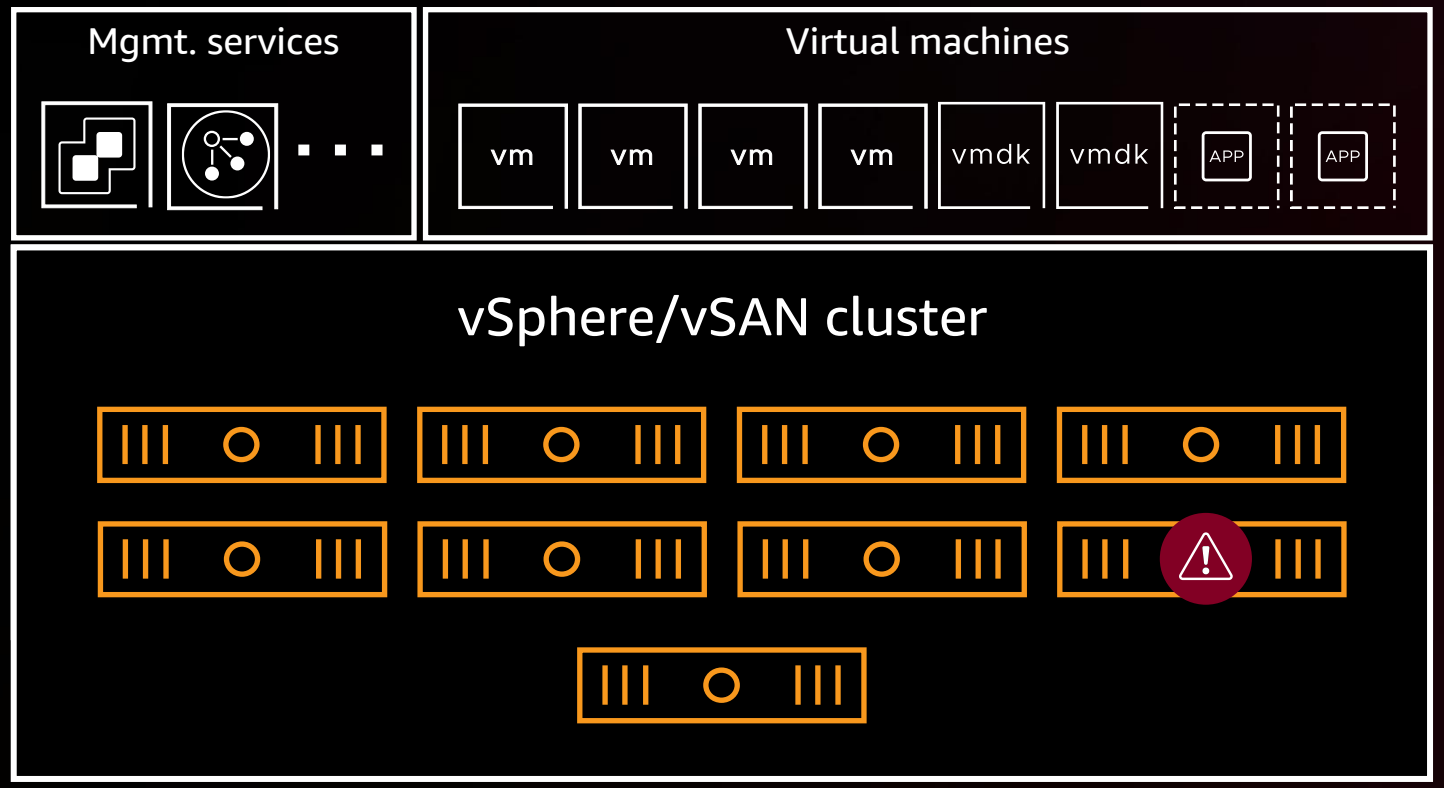


- I3en outperformed I3 by **49%**
- I4i outperformed I3 by **125%**

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Host-level redundancy

VMWARE VSPHERE HA WITH AUTO REMEDIATION



- Problem identified
- Add new host
- Resync data
- Remove problem host

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Rack-level redundancy

PARTITION PLACEMENT GROUPS (PPG)



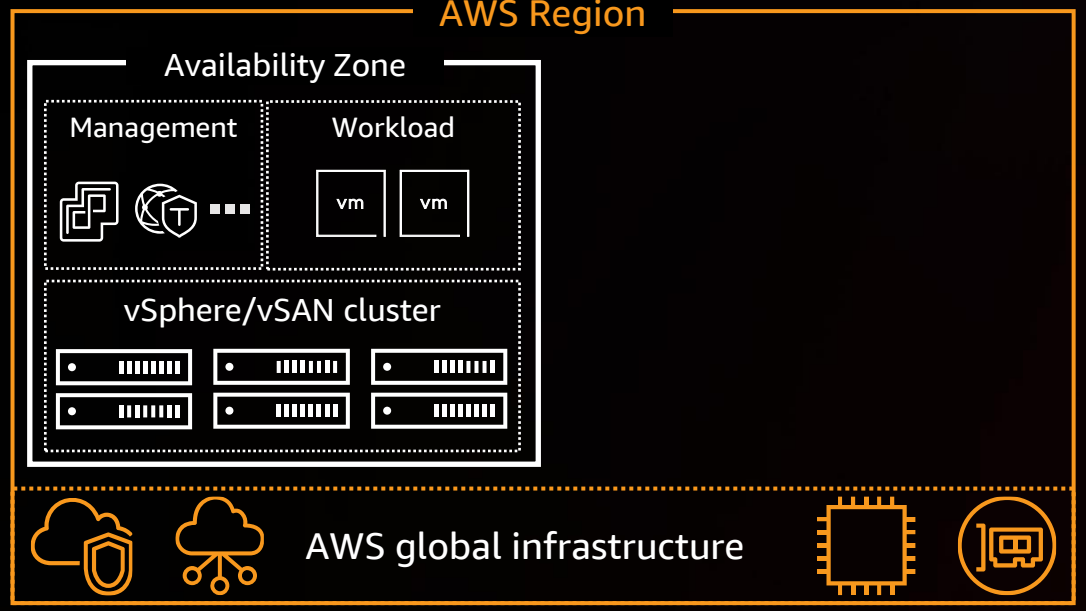
- AWS provides PPGs to control physical host rack placement
- Clusters automatically use these underlying constructs
- Hosts from different clusters may reside in the same rack
- Supports max. cluster size (16)

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Stretched clusters span multiple Availability Zones

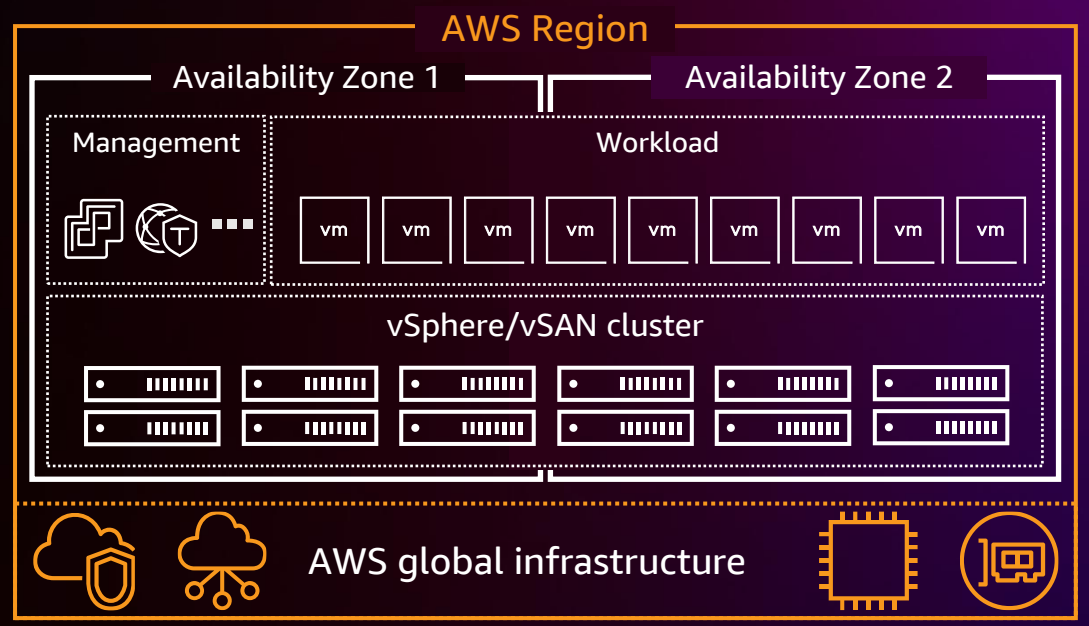
BEST RESILIENCY FOR CRITICAL APPLICATIONS

Cluster



99.9% availability guarantee

Stretched cluster



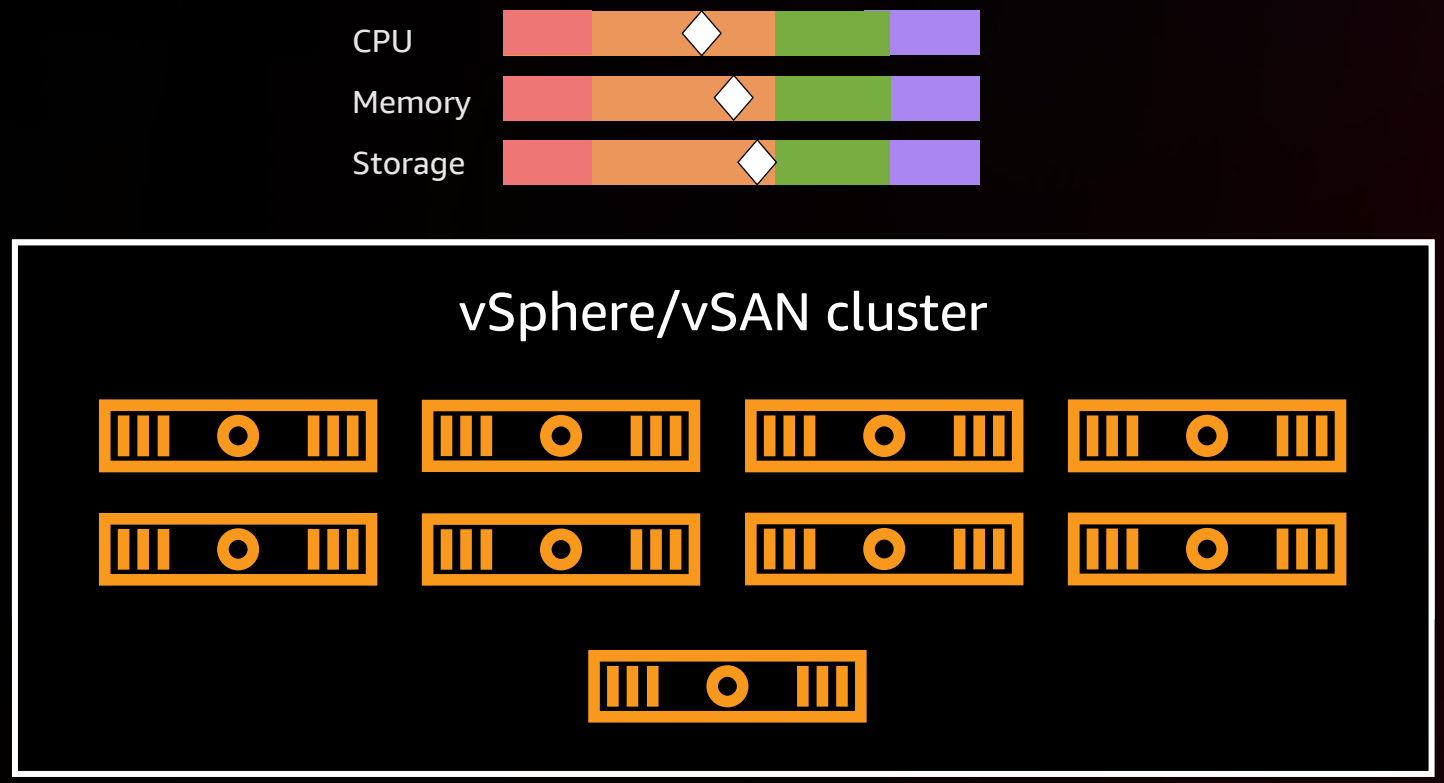
99.99% availability guarantee*

Entry level stretch clusters (2/4 hosts with 99.9%)

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Elastic DRS & vSphere DRS

SCALE AND BALANCE CLUSTER RESOURCES AUTOMATICALLY ACCORDING TO DEMAND

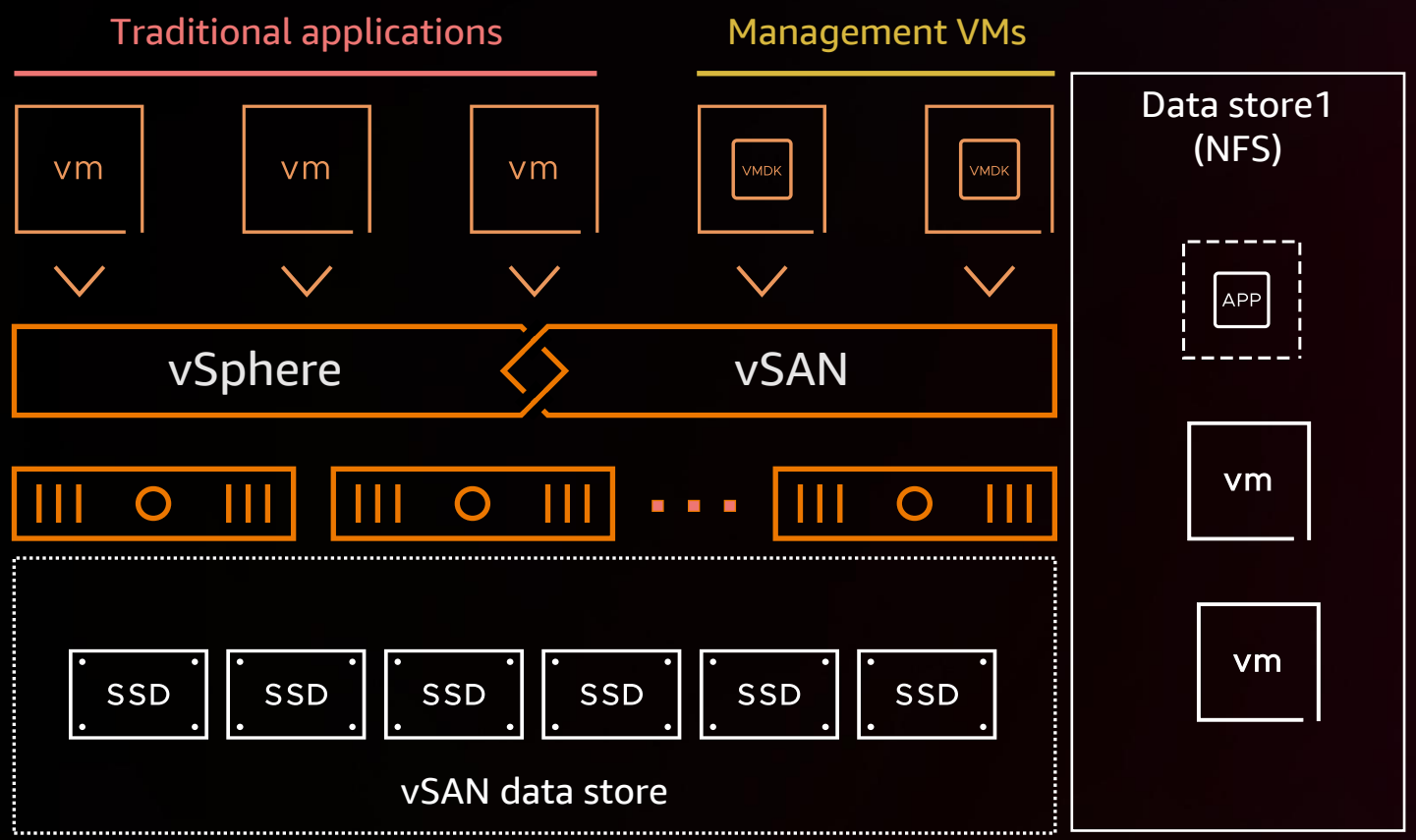


- Any resource above threshold
  - Add host
- All resources below thresholds
  - Remove host
- Optimize EDRS
  - Performance
  - Cost
  - Rapid scale-out

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VMware Cloud on AWS with external NFS data store

STORAGE ARCHITECTURE: HIGH-LEVEL DESIGN



VMware vSAN

- Storage **integrated** into hypervisor using local NVMe SSDs
- Managed through storage policies in vCenter

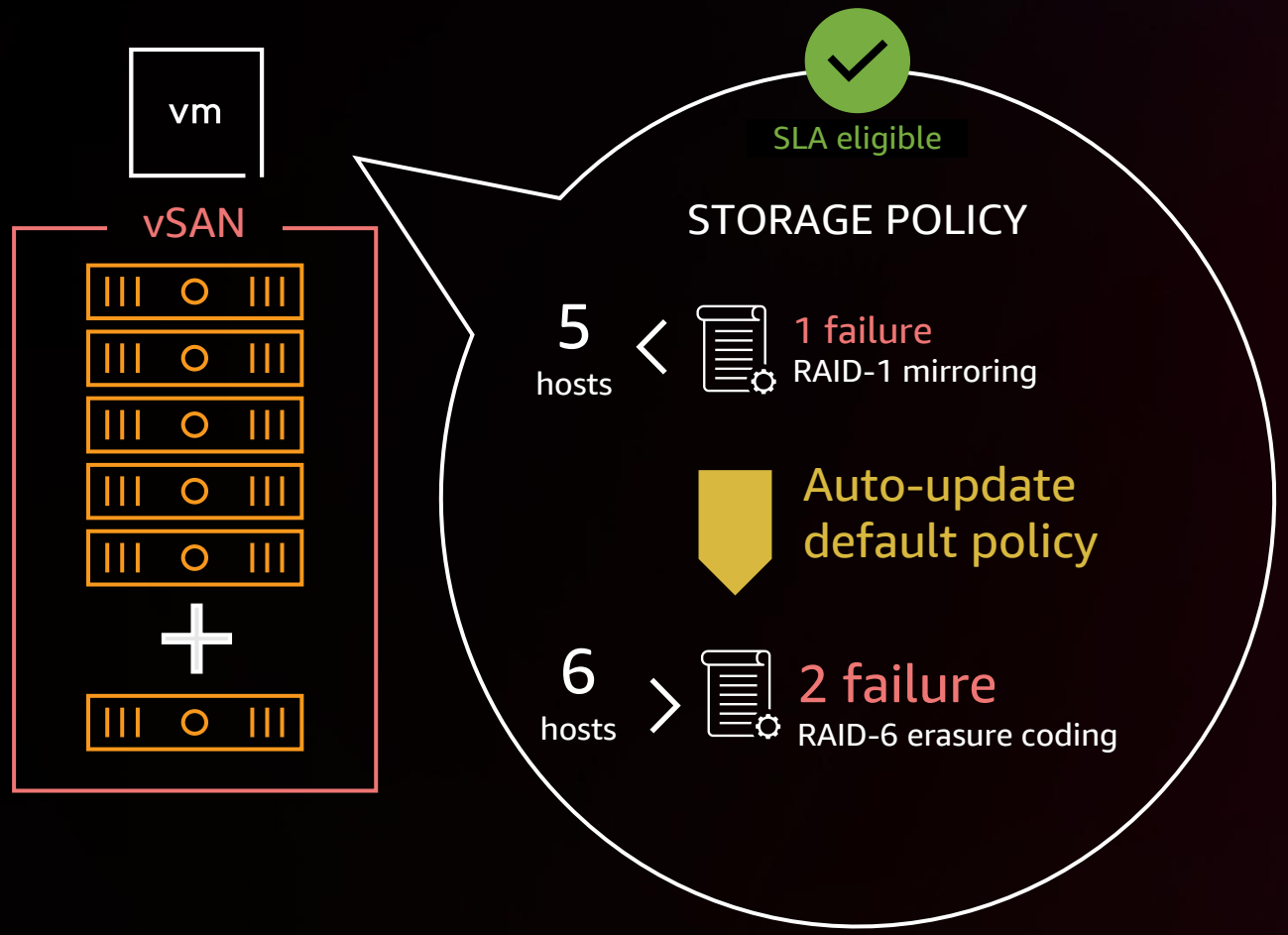
External NFS data store

- Scale storage capacity independently from compute
- Access to advanced storage capabilities

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Leave it to VMware

AUTOMATED POLICY MANAGEMENT TO ENSURE SLA ELIGIBILITY



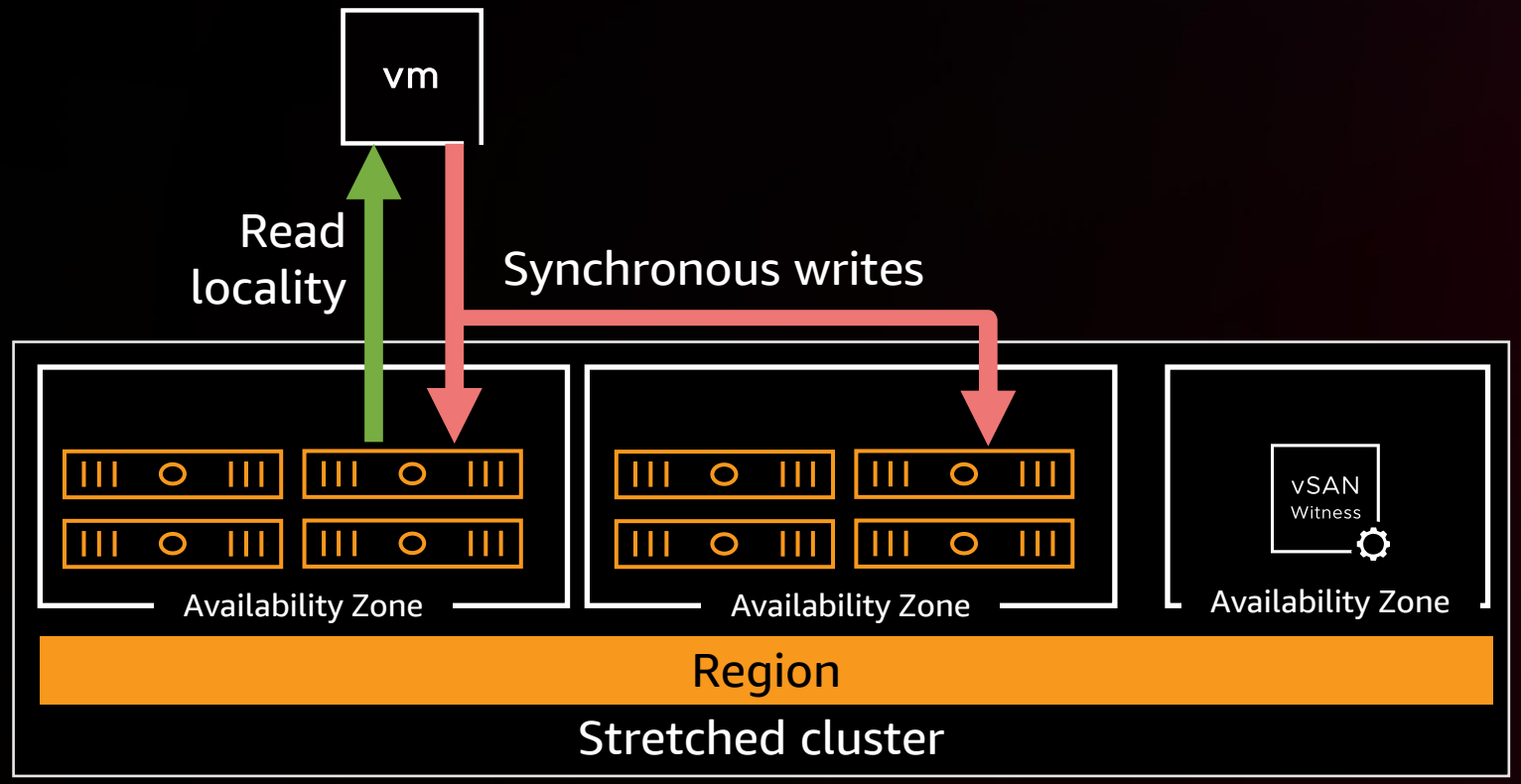
- Service manages default storage policy
- When cluster is scaled-out or scaled-in, default policy is automatically adjusted based on new host counts
- Custom managed policies must adhere to FTT requirement to be eligible for SLA

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vSAN minimizes I/O traffic across sites

VSAN STRETCHED CLUSTER – REPLICATION TRAFFIC EXPECTATIONS



Cross-AZ traffic 10 PB/month included with no additional fee

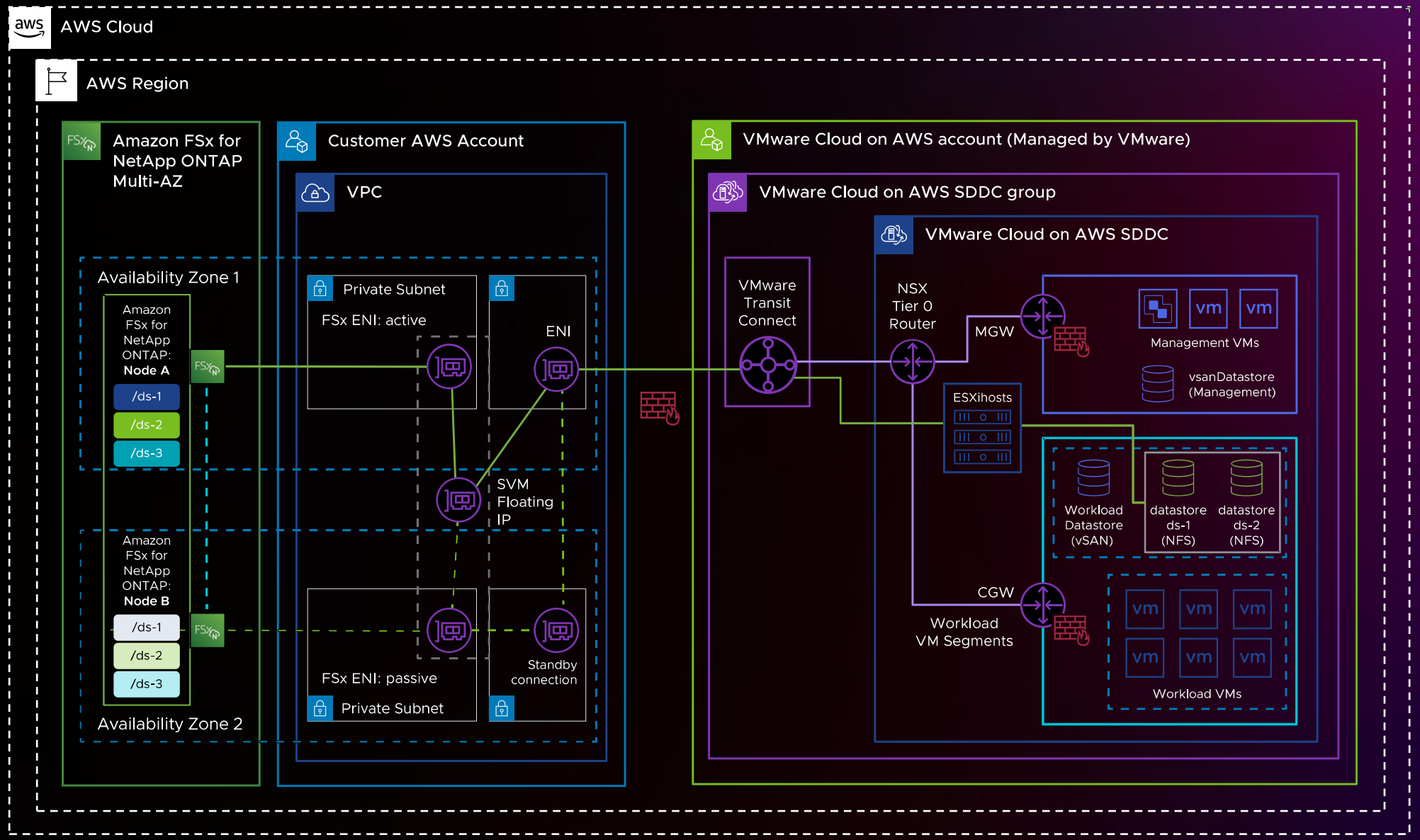
SDDC

- Min of 2 hosts
- Support eDRS
- SDDC-wide configuration
- 10 PB of Cross-AZ charges included

I/O traffic

- Read locality
- Synchronously committed writes to both AZs
  - Utilizing Cross-AZ link
  - Might cause latency for high I/O workloads

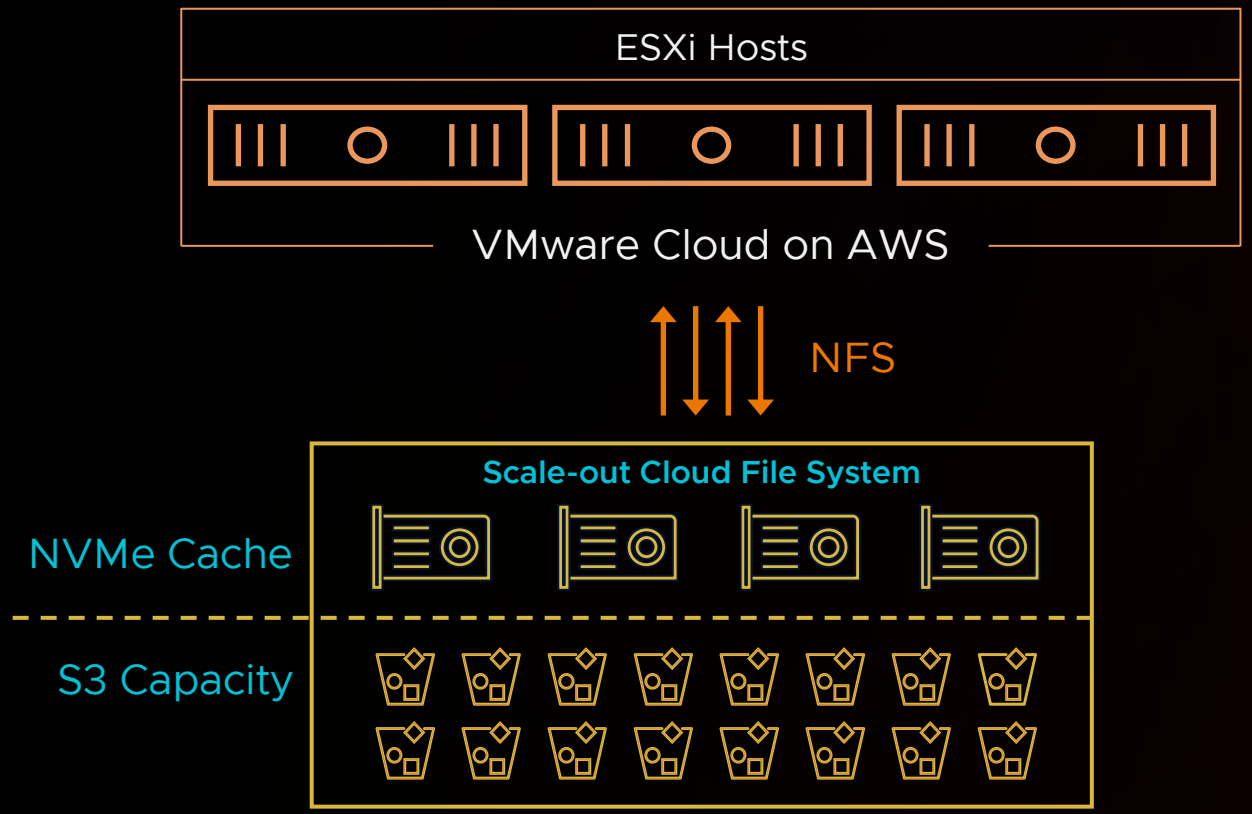
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Cost-Effective VM Storage for Capacity-Heavy Workloads

VMware Cloud Flex Storage

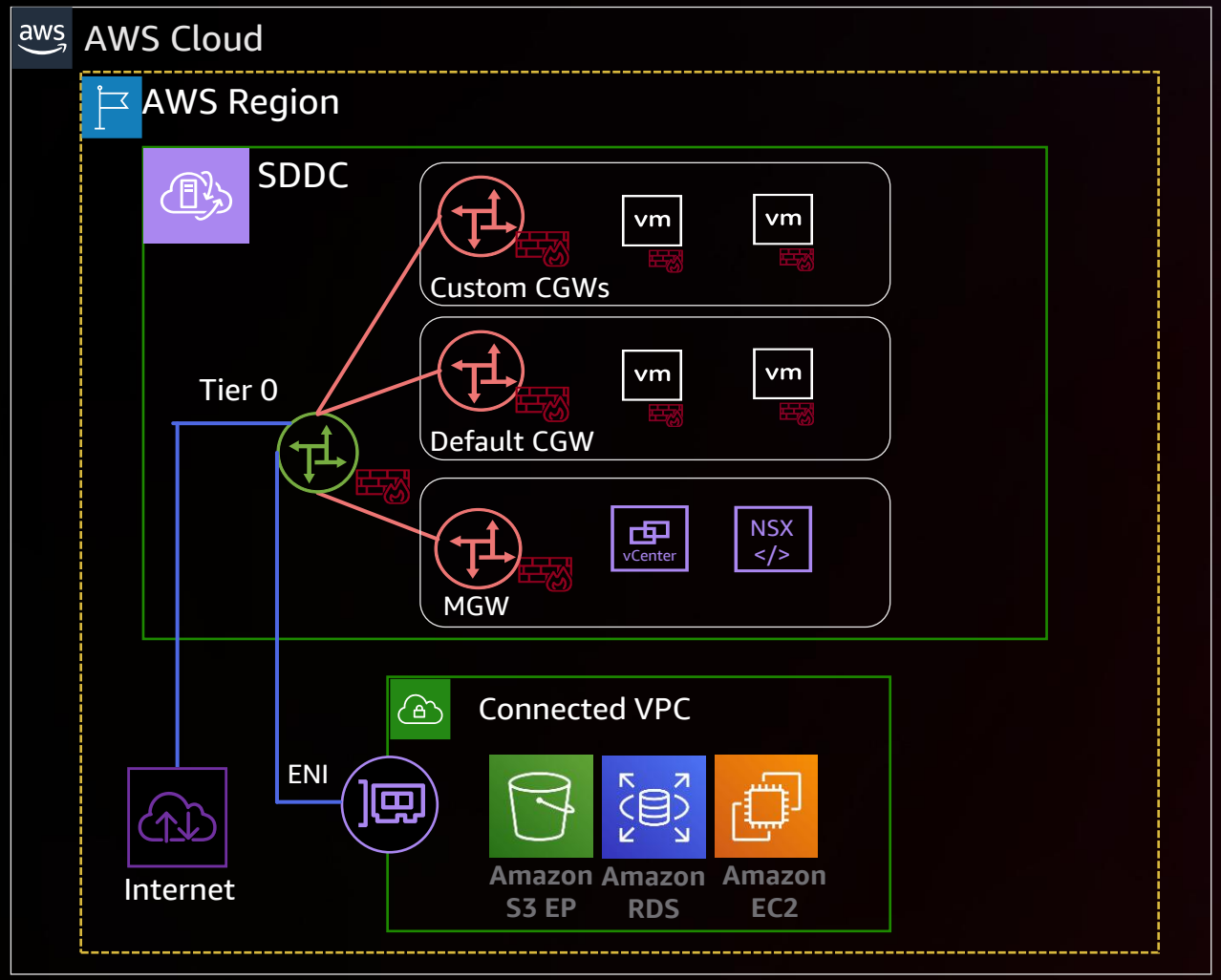


- VMware managed NFS storage for virtual machines
- Single support model as part of VMware Cloud
- NVMe performance with optimized capacity pricing
  - Low latency writes
  - Variable latency reads
- Compliments vSAN storage

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Networking inside the SDDC

A CLOSER LOOK



Default topology for every SDDC

2 NSX edge appliances in active/passive configuration with

- NSX Tier 0 (North-South)
- NSX Tier 1 for management (MGW)
- Multiple NSX Tier 1 for compute (CGW)

Management gateway

- Secures SDDC infrastructure components (vCenter, ESX, NSX, etc.).

Compute gateway

- Secures customer workload traffic

Routing protocol

- BGP support

Internet access

- Connected to T0 by default

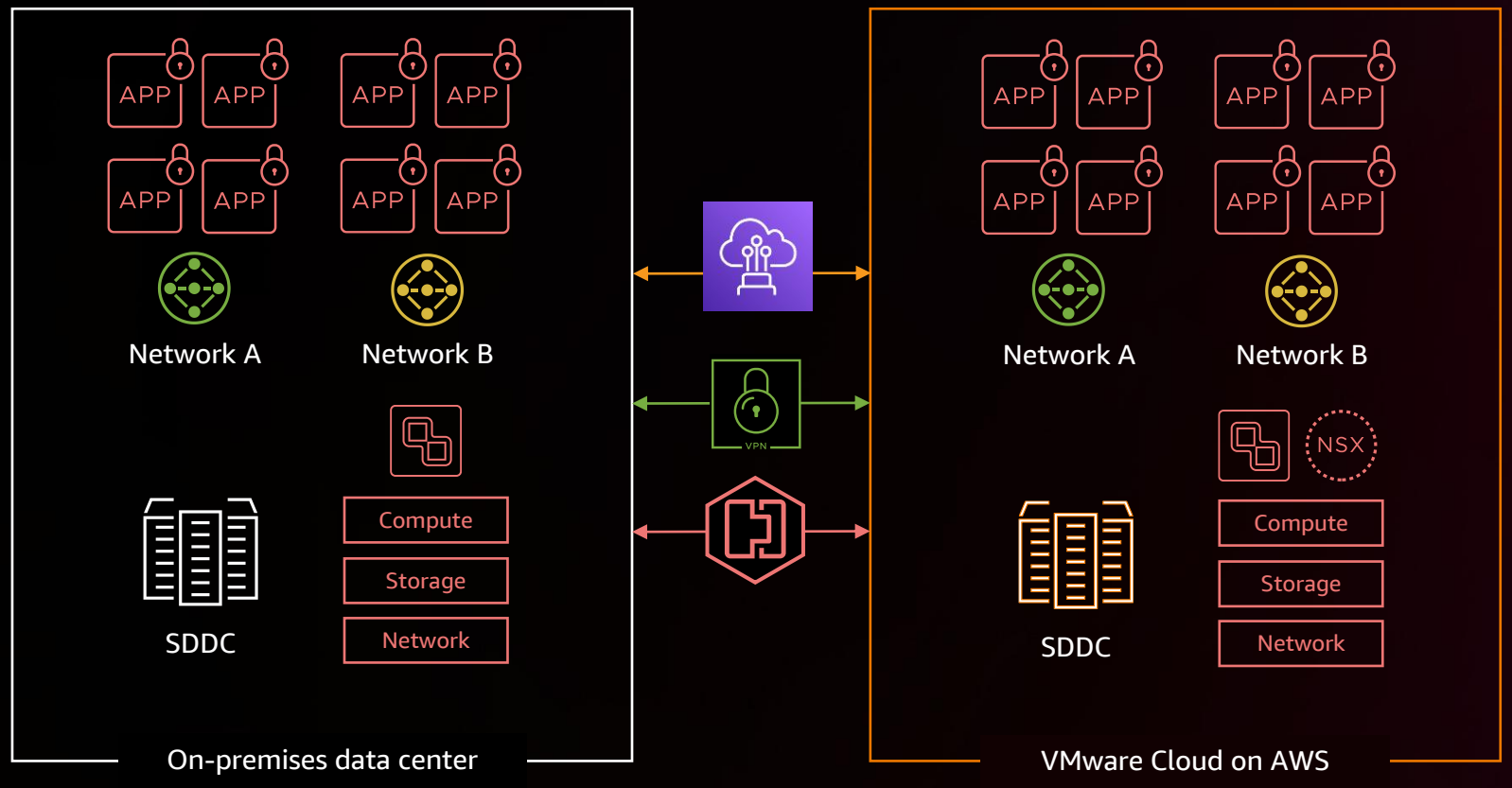
Connected VPC – May be referred to as X-ENI

Uses elastic network interface (ENI) for transit fee free communications from SDDC to AWS instances in the VPC

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Multiple interconnectivity options

AWS DIRECT CONNECT, IPSEC VPN, HCX

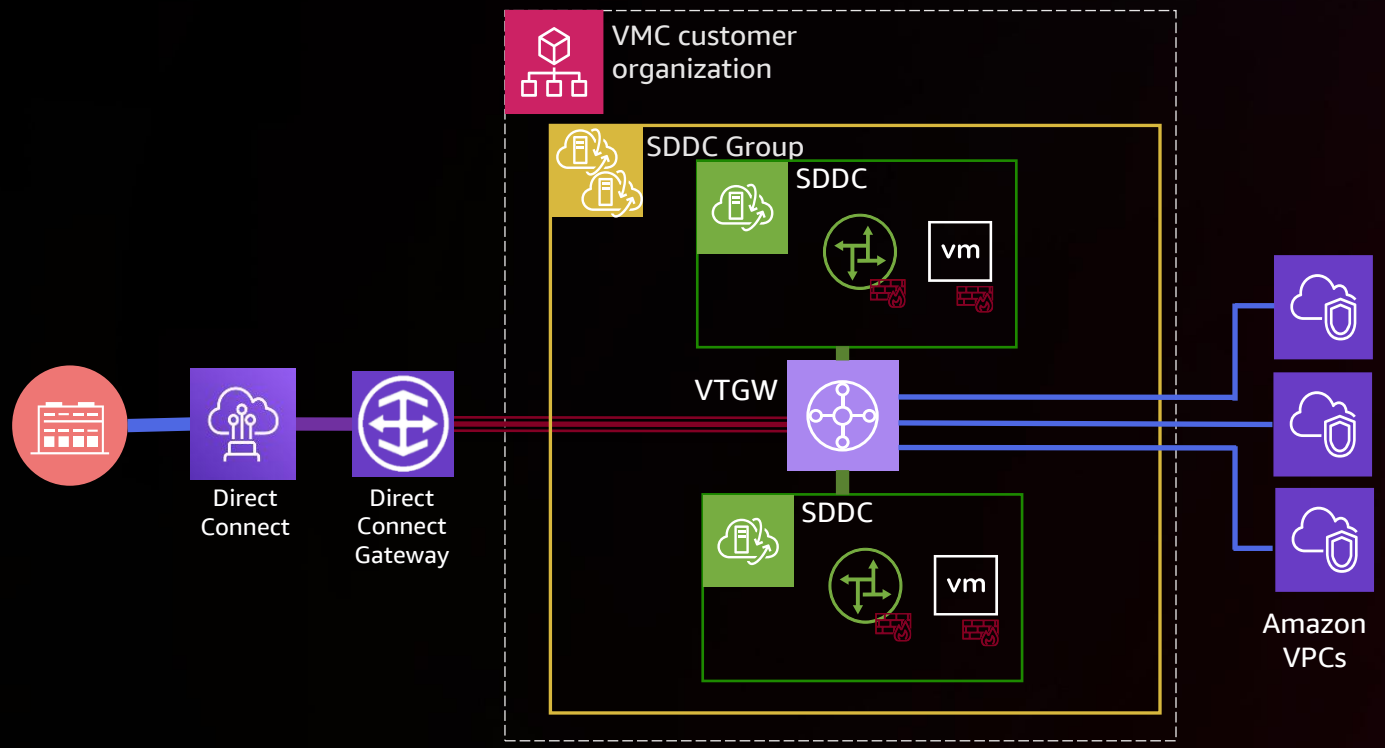


- AWS Direct Connect for private connectivity for high-speed, reliable, private connectivity
- IPsec route-based VPN over internet or Direct Connect. It can be used as a backup for Direct Connect
- IPsec policy-based VPN for easy connectivity option
- HCX provides a secure, high-performance overlay, over an existing WAN, VPN, or Direct Connect

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VMware Transit Connect

OVERVIEW



Key use cases

- Inter-Region peering
- Intra-Region peering
- Transit and security Amazon VPC

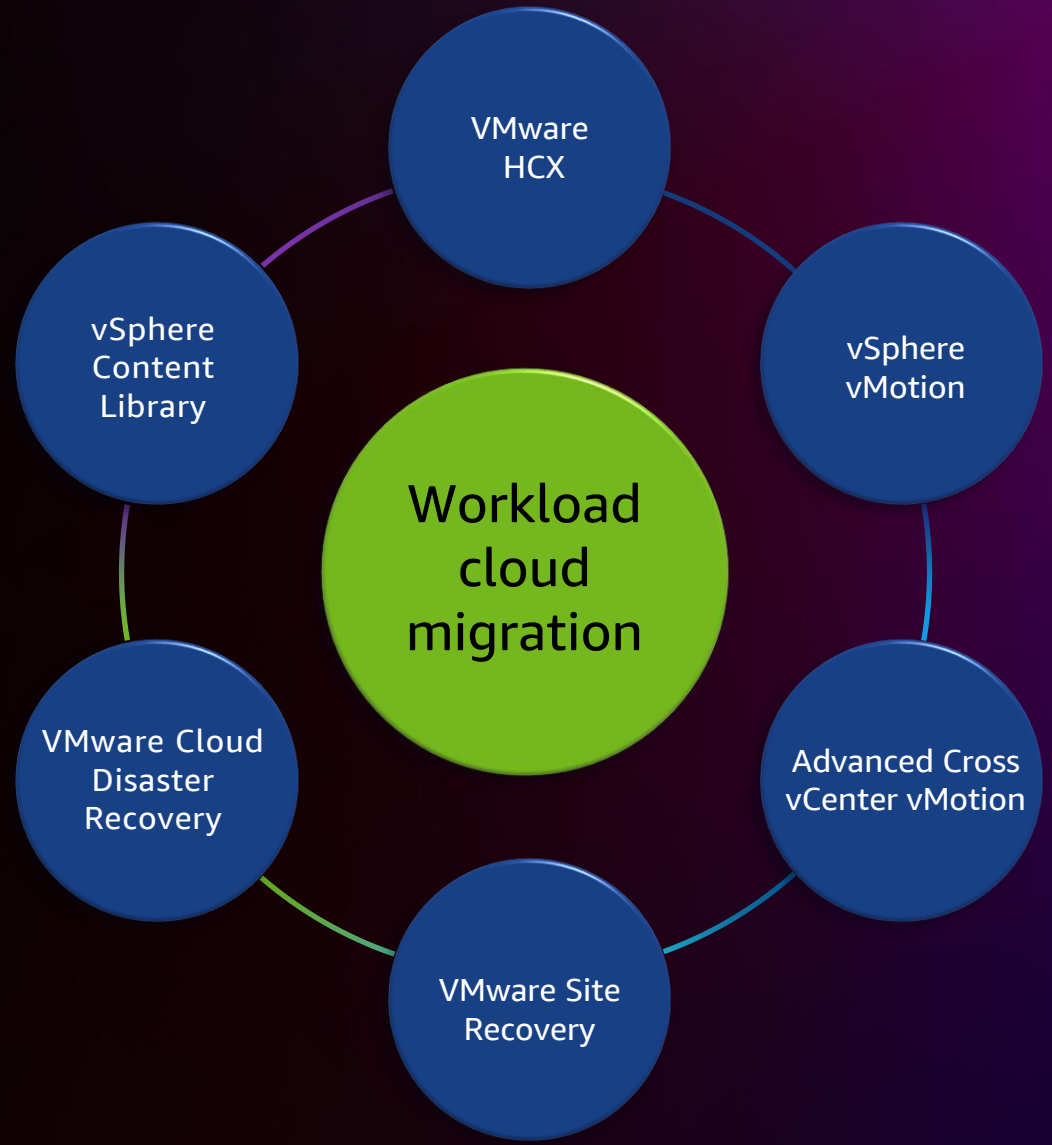
Benefits

- High-bandwidth, low latency and resilient connectivity
- VMware-managed
- Scalable design
- Operationally simple with automated provisioning and controls

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Migrate options

FEATURES & TOOLS TO MIGRATE WORKLOADS TO VMWARE CLOUD ON AWS



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Migrate methodologies

WHAT SUITS YOUR BUSINESS BEST?

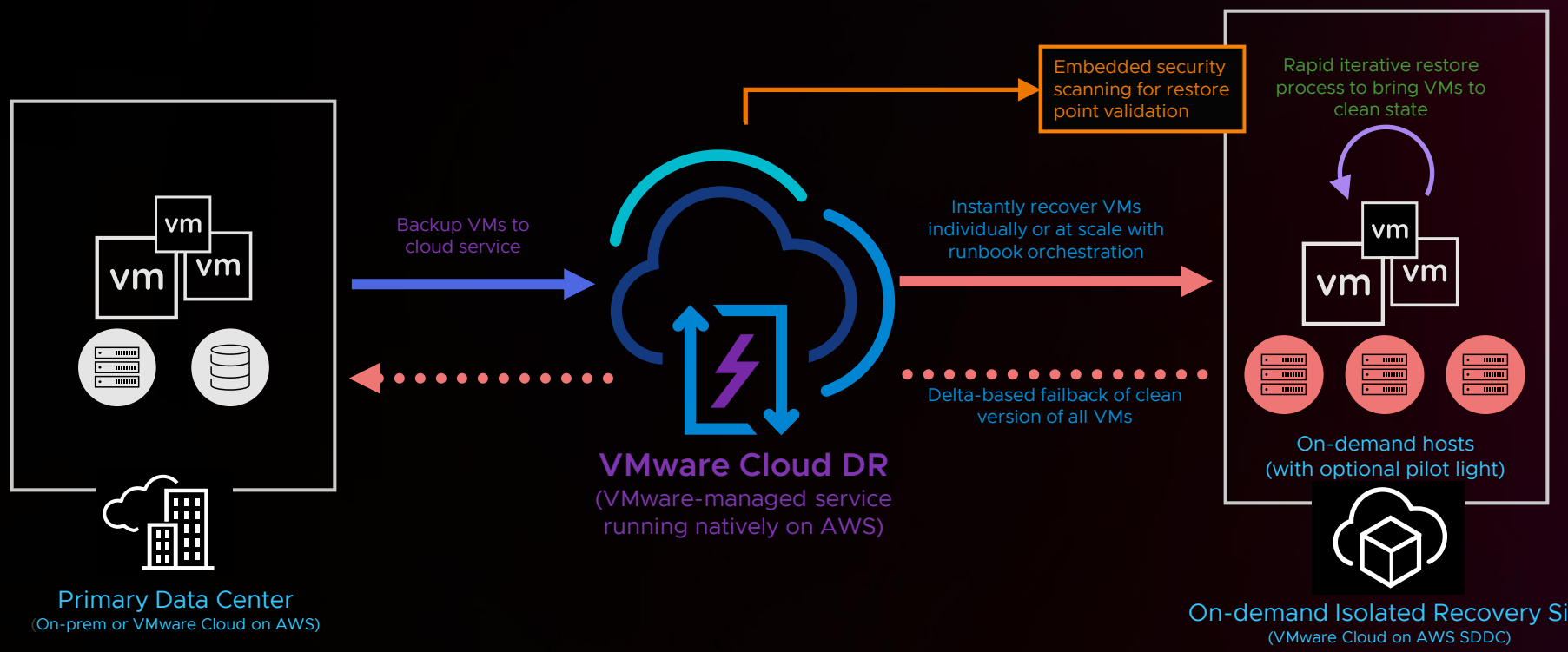
	Hot (live)	Warm	Cold
VMware HCX	✓	✓	✓
vSphere vMotion	✓		✓
Advanced Cross VC vMotion	✓		✓
VMware SRM		✓	✓
Cloud DR		✓	✓
Content Library			✓

aws

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VMware Ransomware Recovery for VMware Cloud DR

Ransomware recovery workflow with built-in recovery point identification, scanning and restore.



Ransomware Recovery Problems Solved...

Finding recovery point candidates

- Dedicated ransomware recovery workflow
- Restore point anomaly detection

Validating restore points

- Embedded and automated threat and vulnerability scanning

Limiting data loss

- Rapidly find unencrypted files and data among many recovery points

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PREVIEW

A Flexible, Competitive Solution

VMware Cloud Flex Compute



- Built for **maximum flexibility** of consumption
  - **Cost Effective** via shift to CPU, Memory, and Storage separately
  - **Elimination** of overhead and underlying infrastructure
- Uses **tiered resource-oriented units**
  - Multiple, granular sizes to provide best workload:cost pricing
- Supports Traditional and Containerized Workloads

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VMware Multi-Cloud Adoption Program

Accelerate your migration journey to the cloud



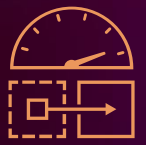
- Reduced Migration Costs

- VMware covers a portion of your cloud migration cost based on your eligible VMware cloud investment.



- Best-in-Class Partners

- VMware certified partners with Master Services Competency and industry best practices to ensure consistent results.



- Faster managed Migration

- Optimize your migration path to achieve consistent operations across your multi-cloud environment.



VMware Cloud on AWS



VMware Cloud on AWS via VMware Cloud Universal Suite



Migration services must be delivered within 12 months of deal signature.



Call your sales rep to qualify for enrollment.



Find MCAP eligible partners: https://via.vmw.com/mcal_partners .



Learn more about MCAP.

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How can you get ready for the modern hybrid cloud?

ENABLE YOUR DIGITAL BUSINESS WITH VMWARE CLOUD ON AWS



Understand

how VMware Cloud on AWS will fit into your cloud strategy



Analyze

VMware Cloud on AWS economics by requesting a TCO analysis: http://bit.ly/vmctco



Experience

by trying a hands-on-lab or requesting for a pilot/POC

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Resources

WHAT'S NEW IN VMWARE CLOUD ON AWS: HTTP://VIA.VMWARE.COM/VMC-AWS-VE2022



Technical content

Website: https://vmware.com/go/vmc-aws

Blog: https://vmwa.re/vmc-blog

Podcast: https://via.vmw.com/podcast

YouTube: https://vmwa.re/vmc-video

Tech Zone: https://vmc.techzone.vmware.com

Release Notes: https://vmwa.re/vmc-rn



Hands-on labs

HOL-2187-91-ISM - VMware Cloud on AWS - Lightning Lab

HOL-2187-01-ISM - VMware Cloud on AWS - Fundamentals

HOL-2187-02-ISM - VMware Cloud on AWS - Key Use Cases

https://vmc.techzone.vmware.com/vmc-hol



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