AWS re:Invent

STG233-S

Move workloads to AWS faster with Dell Technologies Cloud

Nicholas Brackney
Senior Cloud Marketing Consultant
Dell Technologies

Bob Ganley
Director, Cloud Product Marketing
Dell Technologies

AWS re:Invent

© 2019, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Agenda

- Cloud capabilities with VMC on AWS
- Moving workloads to VMC on AWS
- Demo
- Wrap-up and Q&A

DELL Technologies

Technology is changing every industry

Delivering digital services powered by data drives organizational success

The economy is going digital

Global GDP

60%

by 2022[1]

Competitive advantages



Data



Software

Running in a hybrid cloud is a common path to data-driven digital services

[1] IDC FutureScape: Worldwide IT Industry 2019 Predictions, Oct 2018, Doc #US44403818

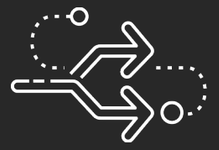
DELL Technologies

Organizations must have a strong cloud strategy

The promise of cloud



Flexibility and scale



Agility and innovation



Consumption models

Continued role for the datacenter

58%	Enterprises have a hybrid strategy (up from 51% in 2018)[1]
69%	Respondents use at least one public and one private cloud[1]

[1] RightScale 2019 State of the Cloud Report, February 2019

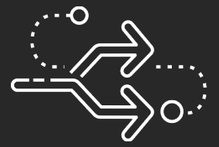
DELL Technologies

Organizations must have a strong cloud strategy

The promise of cloud



Flexibility and scale

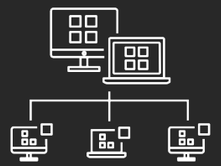


Agility and innovation



Consumption models

Continued role for the datacenter



Highly interdependent legacy apps



Steady state workloads



Leveraging existing investments

DELL Technologies

What is Dell Technologies Cloud?



DELL EMC

Infrastructure



vmware

Cloud Foundation



Dell Technologies with AWS Cloud

DELL Technologies

Dell Technologies Cloud platforms

Jointly engineered to enable simple, fast hybrid cloud deployments

Implementation & Support Services

vmware Cloud Foundation + VXRAIL

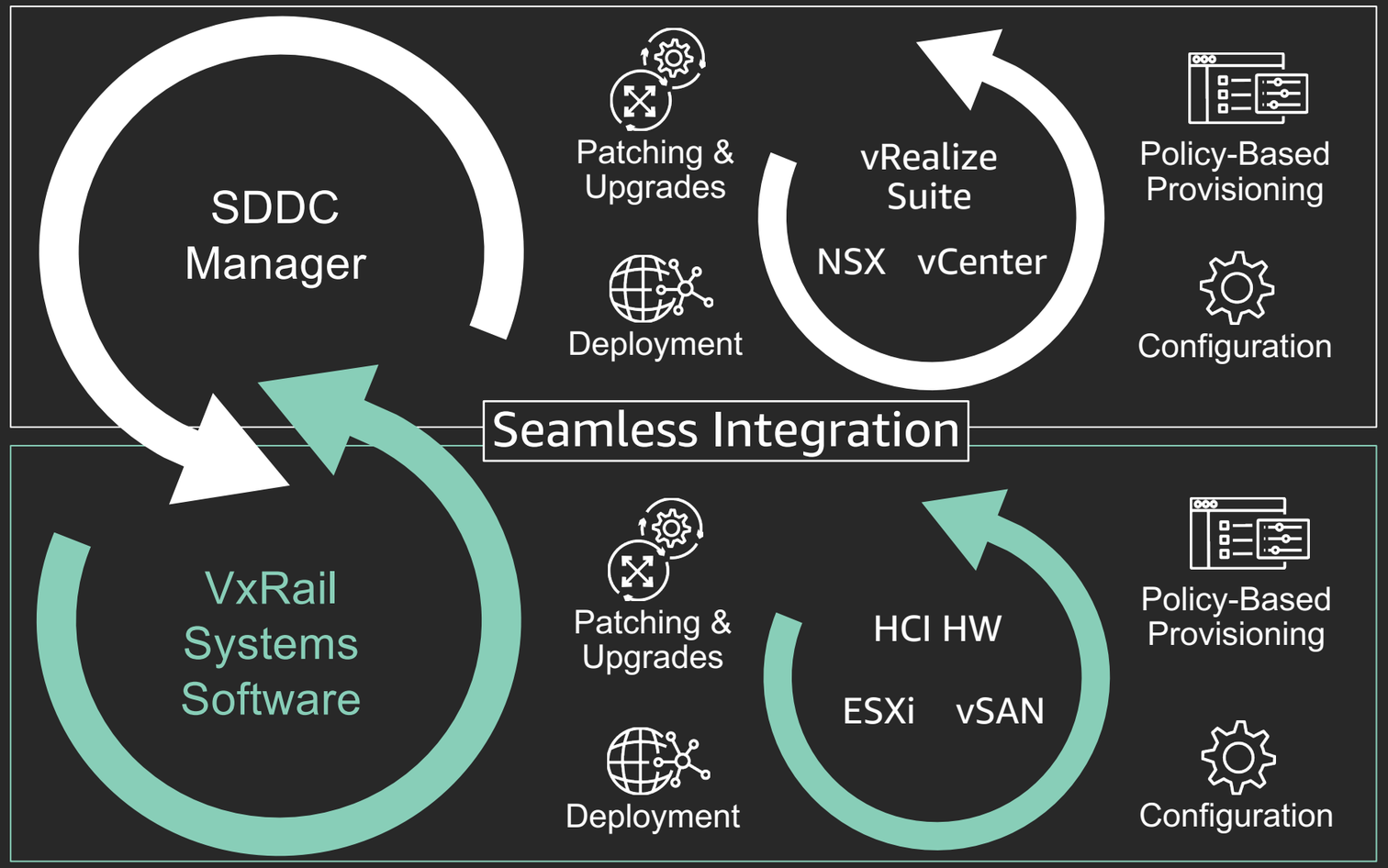
Embrace AWS while realizing these benefits in your datacenter

- Full-stack integration
- Single-vendor support
- Automated lifecycle management
- Frictionless path to AWS
- Network flexibility

DELL Technologies

Cloud Foundation on VxRail management

Easily deploy, configure, and lifecycle manage end-to-end software and hardware



- Deploy, configure, and lifecycle manage: vCenter, NSX, and vRealize Suite, and ESXi, vSAN, HW firmware
- Unify multiple VxRail clusters as workload domains or as multi-cluster workload domains
- Monitor health of hardware components and provides remote service support

DELL Technologies

Dell Technologies Cloud validated designs

Connect more workloads to AWS while gaining enterprise-class storage, compute, and networking on premises

Realize greater agility and flexibility in your datacenter

Decouple scaling of storage and compute for better performance

Deliver faster time-to-value with pre-tested infrastructure and deployment guidance

vmware Cloud Foundation

DELL EMC Infrastructure

Storage



Server



Networking



DELL Technologies

Traditional and cloud-native workloads

PKS on VCF

	Automated Kubernetes workload deployment on VMware Cloud Foundation with VxRail
	Full-stack integration for infrastructure, hybrid cloud, and container workloads with intrinsic security
	Based on proven design tenets of Pivotal, VMware, and Dell EMC, adopted by some of the largest organizations

Dell Technologies Cloud Platform

Traditional Workloads	Cloud-Native Workloads
vmware® PKS	
vmware® Cloud Foundation	
	

DELL Technologies

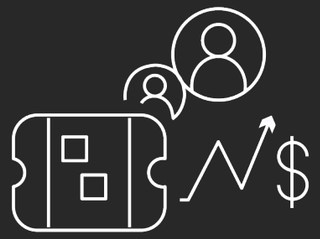
Consistent cloud economics in your datacenter

Align consumption and deployment for private cloud and VMC on AWS



Predictable costs
for elastic capacity

Use the model that works for you



Pay as you grow



Flex on demand



Datacenter utility

DELL Technologies

VMware Cloud on AWS

Seamless hybrid cloud infrastructure from private and public cloud market leaders

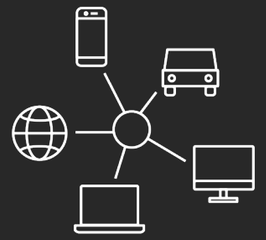
VMware VCF technologies you know and trust
delivered as a service on the world's most popular public cloud



Rich VMware SDDC delivered as a cloud service on AWS



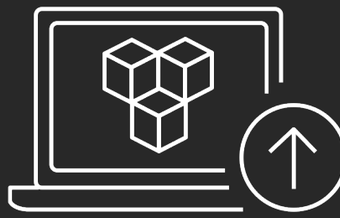
Consistency and familiarity of VMware technologies



Easy workload portability and hybrid capabilities



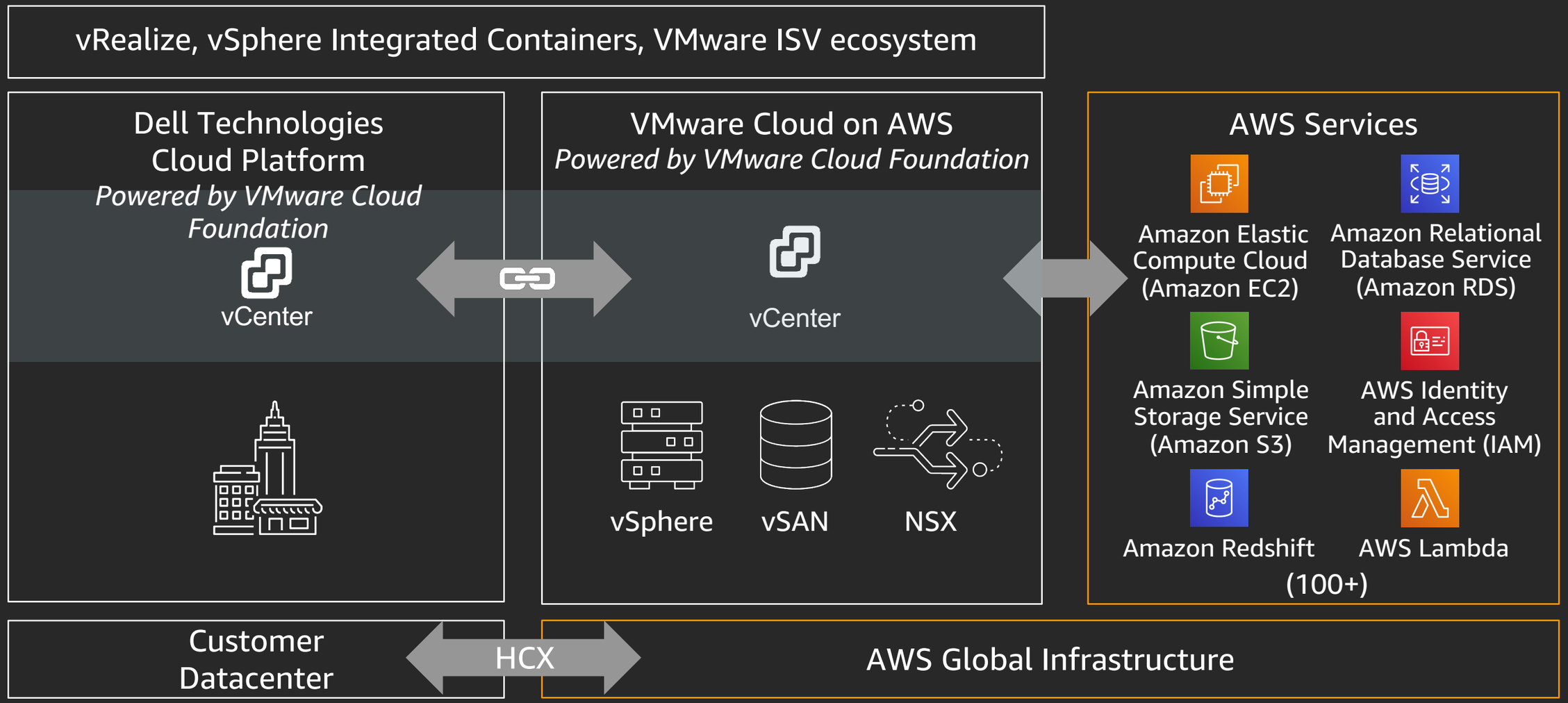
Direct access to the power of native AWS services



Existing and new apps with containers and VMs

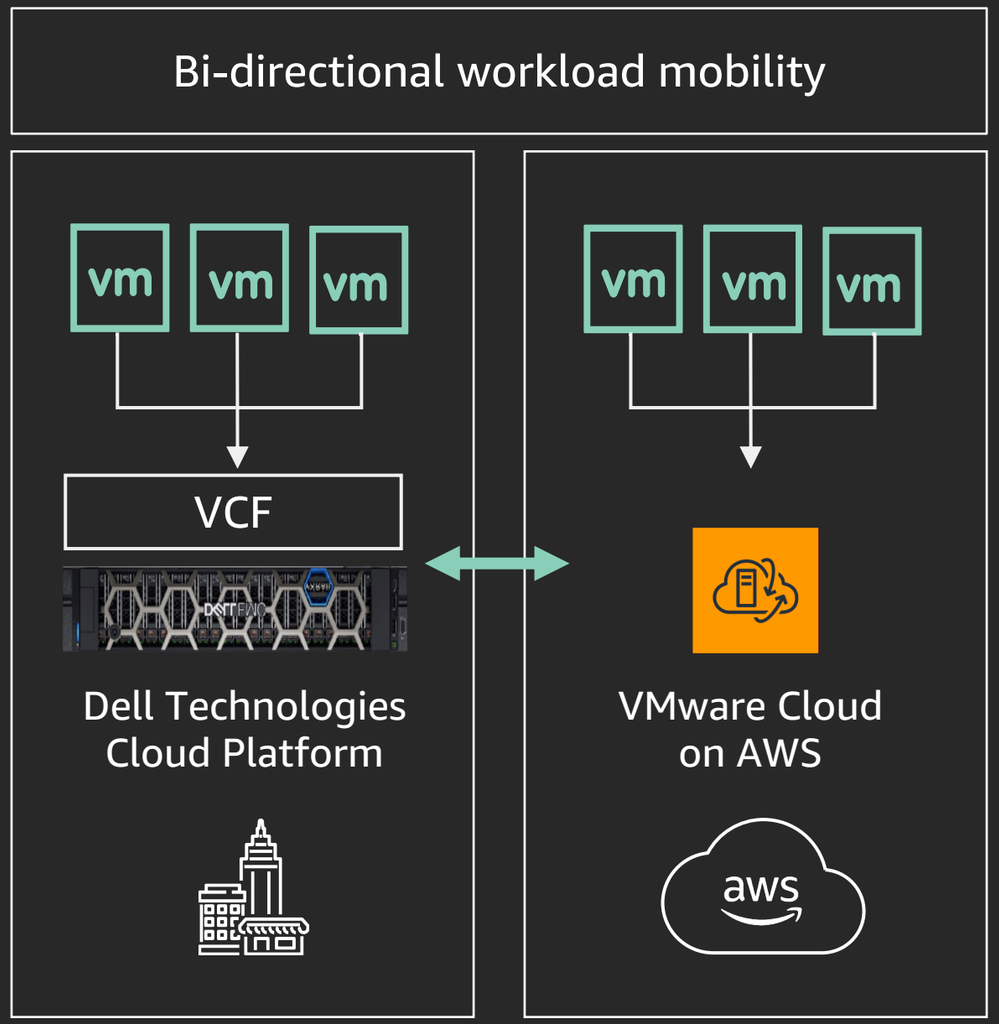
DELL Technologies

Connect to AWS services



DELL Technologies

Bi-directional workload mobility with VMC on AWS



Cloud migration

- Application-specific
- Datacenter-wide
- Infrastructure refresh

Datacenter extension

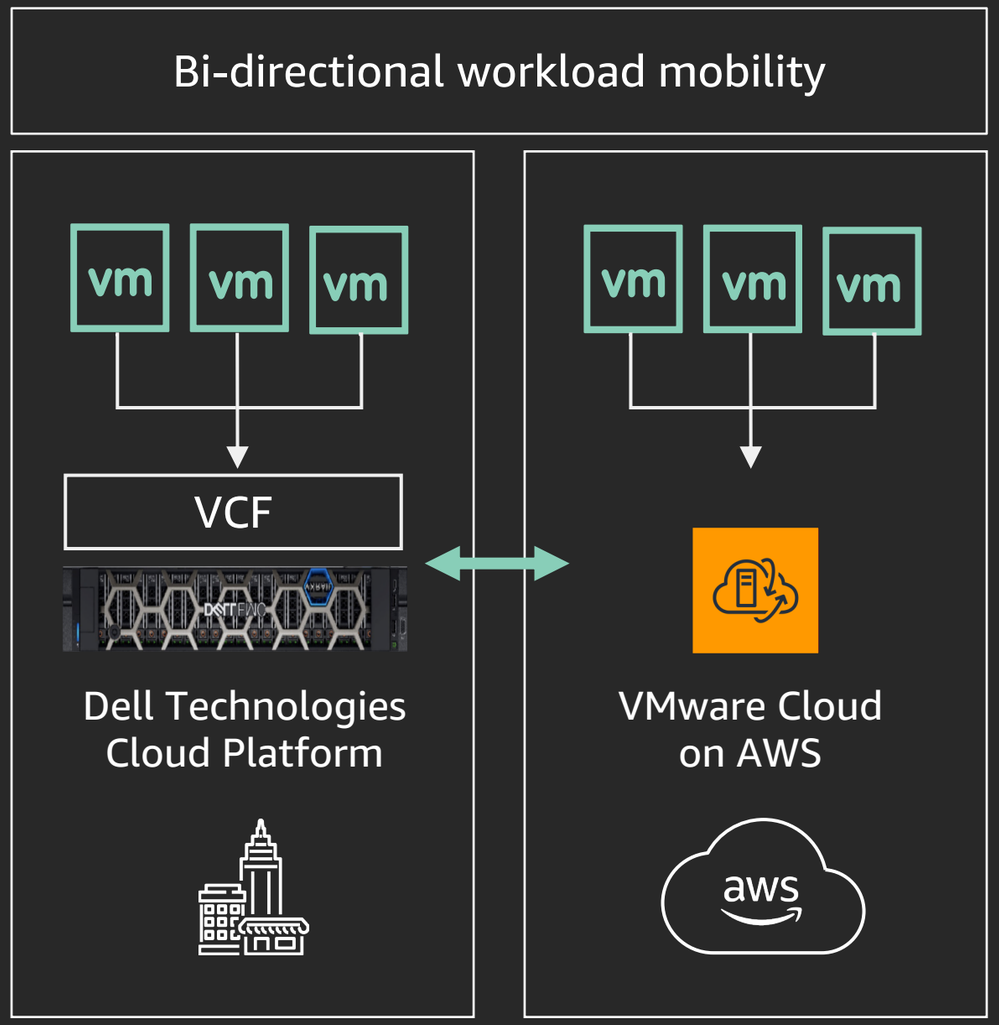
- Footprint expansion
- On-demand capacity
- Test/dev

Disaster recovery (DR)

- New DR
- Replace existing DR
- Complement existing DR

DELL Technologies

Bi-directional workload mobility with VMC on AWS



Value proposition/key benefits

- Minimizes complexity and risk of migration
- Simplifies and accelerates migrations
- Reduces cost of migrations
- Extends value of existing on-premises enterprise application investments

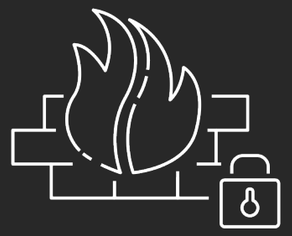
Ideal for customers who want to move workloads back and forth across on-premises and cloud environments without rearchitecting

- Move specific workloads to the cloud due to specific business needs
- Optimal workload placement – either on premises or in the cloud
- Temporarily migrate workloads to the cloud during infrastructure upgrade on premises

DELL Technologies

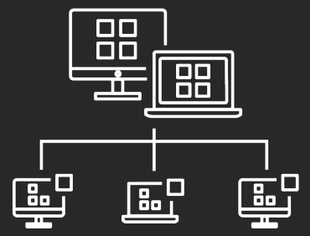
HCX hybrid interconnect to VMC on AWS

The VMware HCX platform provides a hybrid interconnect to enable simple, intrinsically secure and scalable application migration and mobility across datacenters and the cloud



Secure, efficient

Extend layer 2 network to VMC on AWS for secure networking connection that is WAN-optimized to efficiently use network bandwidth



Compatible

Option to upgrade virtual machines as they're moved for backward compatibility

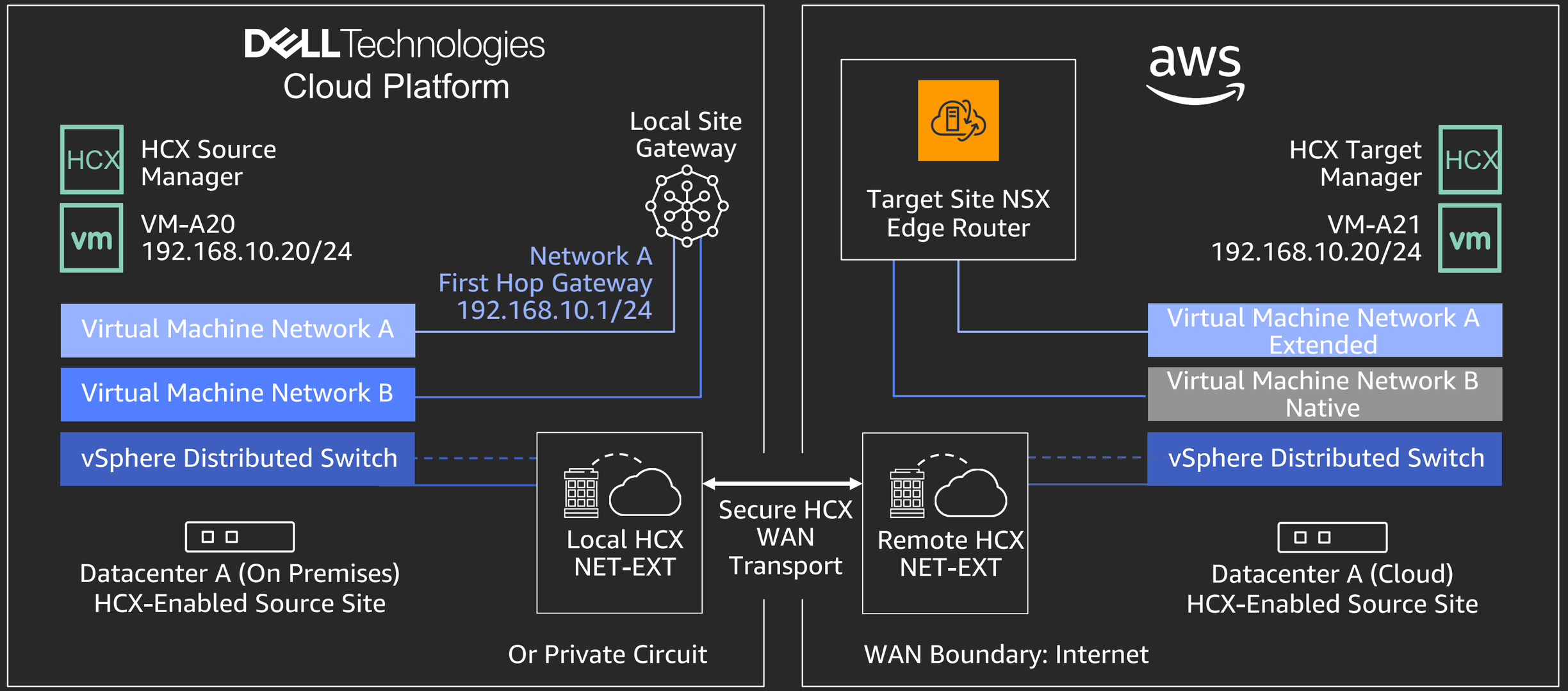


Non-disruptive

Workloads consisting of multiple virtual machines can be moved while they are running with no downtime

DELL Technologies

Accelerate migrations to AWS with VMware HCX



DELL Technologies

HCX – Live migration demo

© 2019, Amazon Web Services, Inc. or its affiliates. All rights reserved.

HCX live migration to cloud demo

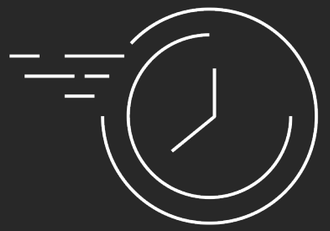
http://interactivedemos.democenter.dell.com/dtmktg/dtcloud/story_html5.html

DELL Technologies

The value of AWS and Dell Technologies Cloud



Increase
business agility



Accelerate
time-to-market



Lower migration
costs



Reduce
business risk

DELL Technologies

Dell Technologies services for AWS

Align stakeholders and build a roadmap

Applications



Optimize the portfolio

Infrastructure



Deploy, extend, and run a resilient infrastructure

Operating Model



Create a business-focused cloud model

Validate and develop cloud skills

Run workloads in the optimal environment





DELL Technologies

Dell Technologies can help with your AWS journey

DISCOVER



Your business priorities and existing environment

ANALYZE



Existing infrastructure and application cloud suitability

DESIGN

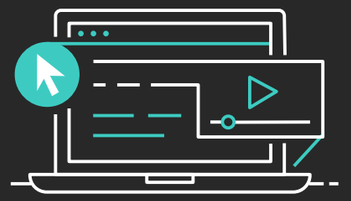


Build out cloud strategy and define infrastructure

DELL Technologies

Learn storage with AWS Training and Certification

Resources created by the experts at AWS to help you build cloud storage skills



45+ free digital courses cover topics related to cloud storage, including:

- Amazon S3
- AWS Storage Gateway
- Amazon S3 Glacier
- Amazon Elastic File System (Amazon EFS)
- Amazon Elastic Block Store (Amazon EBS)



Classroom offerings, like Architecting on AWS, feature AWS expert instructors and hands-on activities

Visit aws.amazon.com/training/path-storage/

© 2019, Amazon Web Services, Inc. or its affiliates. All rights reserved.

aws training and certification

Thank you!

AWS re:Invent

© 2019, Amazon Web Services, Inc. or its affiliates. All rights reserved.

aws



Please complete the session survey in the mobile app.

© 2019, Amazon Web Services, Inc. or its affiliates. All rights reserved.