
AWS
re:Invent

GPS216

Enabling business continuity with VMware Cloud on AWS

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AWS

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Shifting priorities



Supply chain disruption

Need

Scale the infrastructure rapidly as needed in order to avoid business disruption

Constraint

Have to use the same tools and skill sets that are being used on-premises right now



Remote work requirement

Need

Setup virtual desktop infrastructure for the remote workforce as soon as possible

Constraint

Have to interoperate between current environments and any new environments



Data center

Need

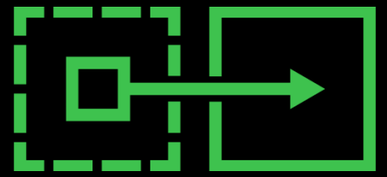
Mitigate risks in case of disaster event when IT personnel cannot travel to data center facilities

Constraint

Must provide consistent security and governance with existing environments

VMware Cloud on AWS

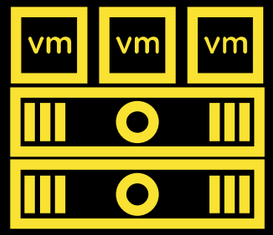
ADDRESSING THE BUSINESS CONTINUITY CHALLENGES WITH ENTERPRISE GRADE CAPABILITIES



Seamless migration



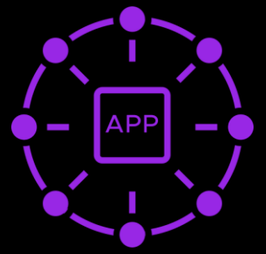
As-a-service



Consistent

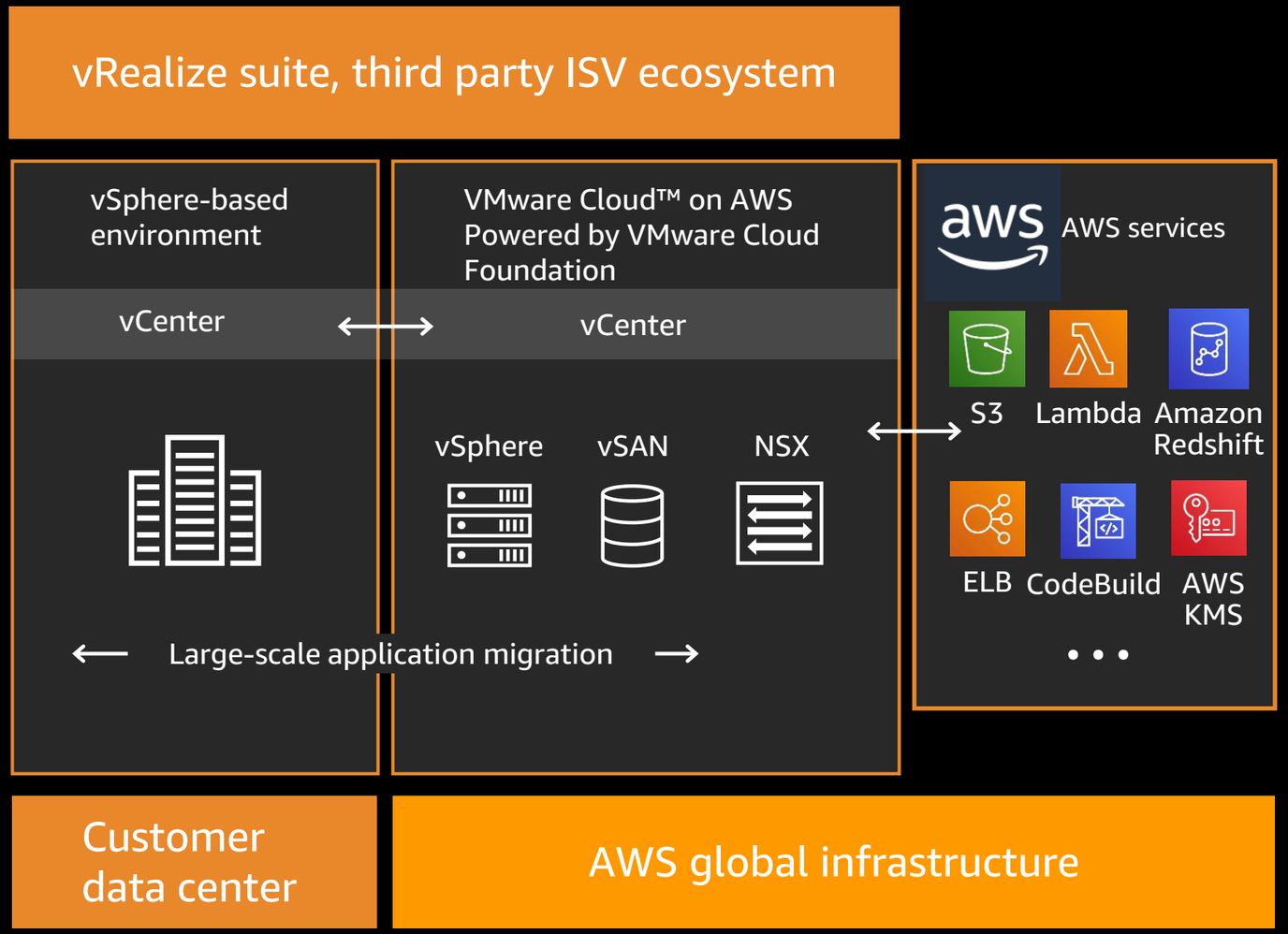


Portable



Modern apps

VMware Cloud on AWS: Jointly engineered cloud service



- VMware software-defined data center (SDDC) running on AWS bare metal
- Delivered, operated, supported by VMware and also available to procure through AWS and AWS APN Partners
- 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 native AWS services

Customer-driven use cases



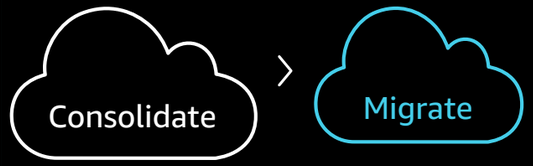
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VMware Cloud on AWS

DRIVEN BY 4 MAJOR USE CASES

Cloud migrations



Application specific

Data center wide

Infrastructure refresh

William Hill

Data center extension



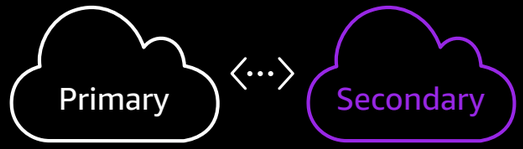
Footprint expansion

On-demand capacity

Test / dev

Dell PennyMac®

Disaster recovery (DR)



Protect additional workloads

DR data center replacement

Add or modernize DR solutions

BRINKS

Next-generation applications



Application modernization

Next-gen app build out

Enterprise workloads

S&P Global Ratings

Enabling business continuity with VMware Cloud on AWS

THREE WAYS WE ARE HELPING TO QUICKLY AND EFFECTIVELY ADDRESS BUSINESS CONTINUITY CHALLENGES

			
Business need	Enable remote working	Expand infrastructure temporarily	Mitigate physical infrastructure outage risk
Solution	Rapidly stand up Virtual Desktop Infrastructure (VDI) environment	Rapidly add on-demand capacity	Rapidly replicate to managed infrastructure
How / why VMware Cloud on AWS	VMware Horizon on VMware Cloud on AWS Stand up infrastructure in under **2 hours** and deploy desktops in **seconds**	VMware Cloud on AWS on-demand hosts Add capacity in under **20 minutes** in any one of **17 global AWS Regions**	VMware site recovery on VMware Cloud on AWS Deploy in **5 easy steps** to achieve < **5-minute Recovery Point Objective (RPO)**

Enable remote work with Horizon for VMware Cloud on AWS

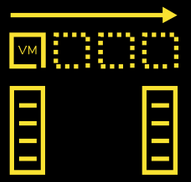
SIMPLE, SCALABLE AND SECURE VIRTUAL DESKTOP INFRASTRUCTURE

Key capabilities



Rapid provisioning

- One-to-many application provisioning
- Virtual desktops in seconds with instant clones
- Scale host capacity in minutes



Flexible cloud pod architecture

- Unified, hybrid desktop environment
- Same admin experience on-premises and in cloud



Enterprise-grade elastic cloud infrastructure

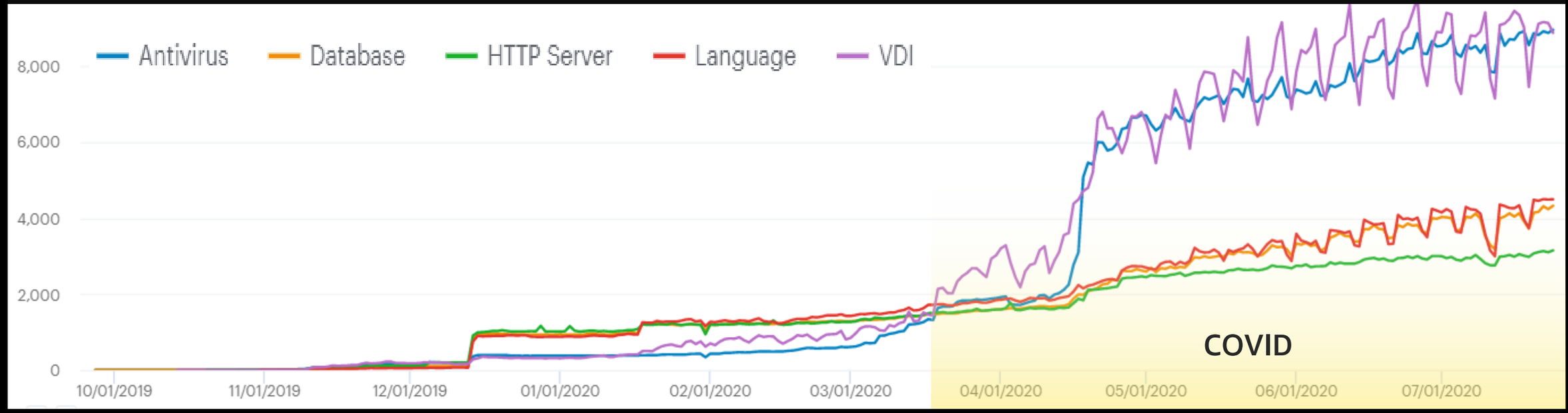
- Industry-leading Horizon capabilities
- Feature-rich SDDC with vSphere, NSX-T, and vSAN
- Host capacity available on-demand hourly

- **Cloud-scale agility**
  Add desktops without hassle
- **Simplified management**
  With familiar, industry-leading tools
- **Flexible consumption**
  Pay for infrastructure you use

Workload trend

SIGNIFICANT INCREASE IN VDI WORKLOADS POST COVID

*Workload utilization



Top 5 Customers VDI – #VMs since April 2020

3.3x increase in VMs running on VDI

100+ customers started consuming VDI since April 2020

Banking and business services sector surge in VDI consumption

Obtain on-demand capacity to meet urgent capacity needs

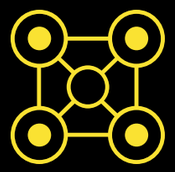
CONSISTENT INFRASTRUCTURE CAPABILITIES FOR EASY EXTENSIBILITY TO THE CLOUD

Key capabilities



Consistent infrastructure and operations

- Seamless application portability
- Same industry-leading vSphere platform
- Familiar vCenter-based management
- Advanced vRealize hybrid cloud management
- Rich ecosystem technology support



Enterprise-grade infrastructure

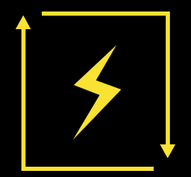
- <2 hours to spin up SDDC, minutes to add hosts
- Flexible, policy-driven resource management
- Failure protection at VM, host and AZ level
- Predictable, high-performance compute with vSphere
- Comprehensive networking with NSX-T, including micro-seg.
- Policy-driven enterprise storage with vSAN

- **Expand seamlessly**
  Cloud consistent with on-premises
- **Scale rapidly**
  On-demand vSphere environment
- **Manage as one**
  Unified hybrid cloud management
- **Minimize learning**
  Reuse familiar skills and tools

Proactively mitigate risk with VMware site recovery

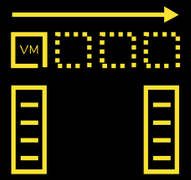
DRaaS WITH SIMPLE, RELIABLE, CLOUD-BASED ORCHESTRATION AND AUTOMATION

Key capabilities



Streamlined DR automation and reporting

- Frequent, non-disruptive DR testing
- DR runbooks for full-site and by app-group
- Flexible protection topologies



Hypervisor-based VM replication

- vSphere replication, independent of storage
- Network-efficient data movement and replication



Elastic and consistent cloud infrastructure

- On-demand capacity and per-VM pricing
- Post-failover cluster scaling
- Management with familiar tools

- **Diversify risk**
  17 AWS Regions and
  >40 Availability Zones
- **Improve preparedness**
  Deployment in 5 easy steps
- **Minimize impact**
  Granular protection with 5 min RPO
- **Reduce errors**
  Audit DR readiness

Customer references



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West Windsor-Plainsboro Regional School District

Moved their critical workloads and VDI infrastructure to VMware Cloud on AWS in one week

Pain points

› Develop immediate infrastructure support for virtual learning for all students and teachers due to pandemic

› Move data from desktops, print servers, file servers, application directory federation servers, and domain controllers to VMware Cloud on AWS

› Reduce replacement costs

Freed up local infrastructure to host hundreds of additional virtual desktops for 10,000+ students

- Moved **43 application servers** to VMware Cloud on AWS over the course of two weeks, while continuing to run its VDI environment from the data center
- Reduced replacement costs by **50 to 70%**
- Moved their critical workloads to VMware Cloud on AWS **in one week** without the need to re-platform or re-architect
- Enhanced uptime: **5-minute** RPO
- Improved preparedness and agility – The district is now well positioned to provide uninterrupted services to **10,000 students remotely**

PennyMac

MIGRATED ENTIRE VDI INFRASTRUCTURE TO THE CLOUD



Pain points

- Plan to exit two data centers by the end of 2020
- Stopped purchasing new hardware since 2017
- Focus on cost reduction and scalability

Video case study

4,500 desktops migrated

To VMware Cloud on AWS in just a few days to exit their datacenter

- Increased agility by being able to spin up hundreds of users in minutes, rather than months
- Enabled 7 figure increase in business by being able to quickly react to increases in demand
- Reduced desktop login times by 10x

Dell Technologies

ELASTIC CLOUD CAPACITY AT A PREMIER EVENT

DELL Technologies

Pain points

› Needed infrastructure to scale to support 28,000 virtual machines (VMs) for 3,900 Hands-on Lab environments during four-day event

› Needed to mitigate single-point-of-failure risk

› Required a highly performant as well as cost-effective solution

Video and Case study

28,000 VMs

Burst into the cloud over few days to support virtual Hands-on Labs at a premier event

› Supported a massive burst in capacity with 40 percent more VMs than the prior year's event

› Achieved 100 percent content uptime compared to 90 percent in the prior year, driving positive customer experiences for higher sales and a Net Promoter Score (NPS) of 72

› Realized cost savings with an efficient, high-performance temporary public cloud environment

Get started!



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Alleviate business disruptions with VMware Cloud on AWS

1

Understand

How VMware Cloud on AWS can help a customer's business operations

2

Test drive

VMware Cloud on AWS for business continuity by leveraging these learning resources

3

Talk to an expert

And learn more about our special offers to help you in this crisis situation

Learn more about VMware Cloud on AWS

- Visit our VMware Cloud on AWS website
- Request a TCO Analysis of your current infrastructure with our online TCO estimator
- Try VMware Cloud on AWS Hands-on Lab
- Follow us on Twitter @vmwarecloudaws and give us a shout with #VMWonAWS

Voice of the partner!



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Robert Kim
VP Digital Solutions, Office of CTO
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