
AWS
re:Invent

ENT223

Migrate and modernize with VMware Cloud on AWS

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Global Lead – VMware Cloud on AWS

AWS

AWS re:Invent

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Two powerful forces coming together

vmware®

Leading private cloud provider

aws

Leading public cloud provider

Jointly engineered solution delivers the best of VMware and AWS

FOR CUSTOMERS DEMANDING A SEAMLESS INTEGRATED HYBRID CLOUD

Strong execution since launch

CONTINUOUS DELIVERY ON SIGNIFICANT ENGINEERING MILESTONES

Aug 2017
Initial availability
AWS Oregon Region
› 4 host SDDC
› Hybrid Linked Mode
› Flexible consumption

Nov 2017
Mission-critical workloads at scale
AWS N. Virginia Region
› AWS Direct Connect
› VMware Site Recovery
› VMware HCX

Mar 2018
Geo and partner expansion
AWS London Region
› MSP Program
› Credit Card Payment
› 1 host SDDC

Jun 2018
Enterprise compliance
AWS Frankfurt Region
› VMware Horizon 7.5
› Elastic DRS
› SOC, ISO, GDPR, HIPAA BAA

Aug 2018
Richer consumption options
AWS Sydney Region
› 3 host SDDC
› Elastic vSAN
› HCX with replication

Nov 2018
Advanced security
AWS Ireland, N. CA, Ohio, Tokyo, AWS GovCloud
› NSX-T (Micro-segmentation)
› Horizon Enterprise Suite
› External storage access

Feb–Apr 2019
Business critical apps
AWS Canada, Paris, Singapore
› R5 instance type
› SQL server enhancements
› Oracle license optimization

May-Jun 2019
Advanced networking
AWS Mumbai, Seoul, Sao Paulo
› Advanced networking
› vCenter permissions
› AWS re-sell

Jul–Aug 2019
Enhanced migration and ecosystem
› New migration experience
› VMware Cloud Marketplace support
› vRealize enhancements

Sep 2019–Jan 2020
Enhanced workloads and scale improvements
AWS Stockholm
› PKS support
› More VMware Site Recovery scale

Feb–Apr 2020
Enhanced availability, scale, and ecosystem
› Tanzu Kubernetes Grid Support
› Large SDDC support
› VMware SD-WAN
› vRealize enhancements

May–Jul 2020
Enhanced ecosystem and consumption flexibility
› i3en,metal instance type
› 2 Host cluster on i3.metal
› VMware Cloud Director service for multi-tenancy

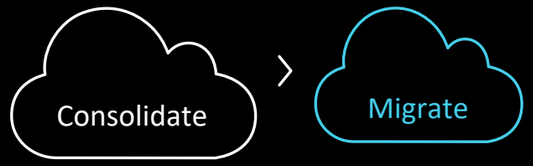
Aug–Oct 2020
Cost-optimized DRaaS, automation
› VMware Cloud Disaster Recovery (cost-optimized)
› VMware Tanzu Mission Control
› VMware Transit Connect

AWS IS VMWARE'S PREFERRED PUBLIC CLOUD PARTNER FOR ALL VSPHERE-BASED WORKLOADS

VMware cloud on AWS

DRIVEN BY 4 MAJOR USE CASES

Cloud migrations



Application specific

Data center wide

Infrastructure refresh

William HILL

Data center extension



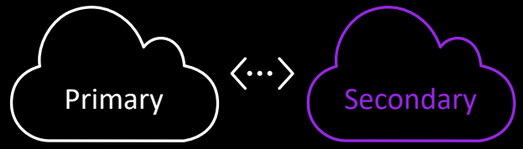
Footprint expansion

On-demand capacity

Test/dev

DELL PennyMac

Disaster recovery



Protect additional workloads

DR data center replacement

Add or modernize DR solutions

BRINKS

Next-generation applications



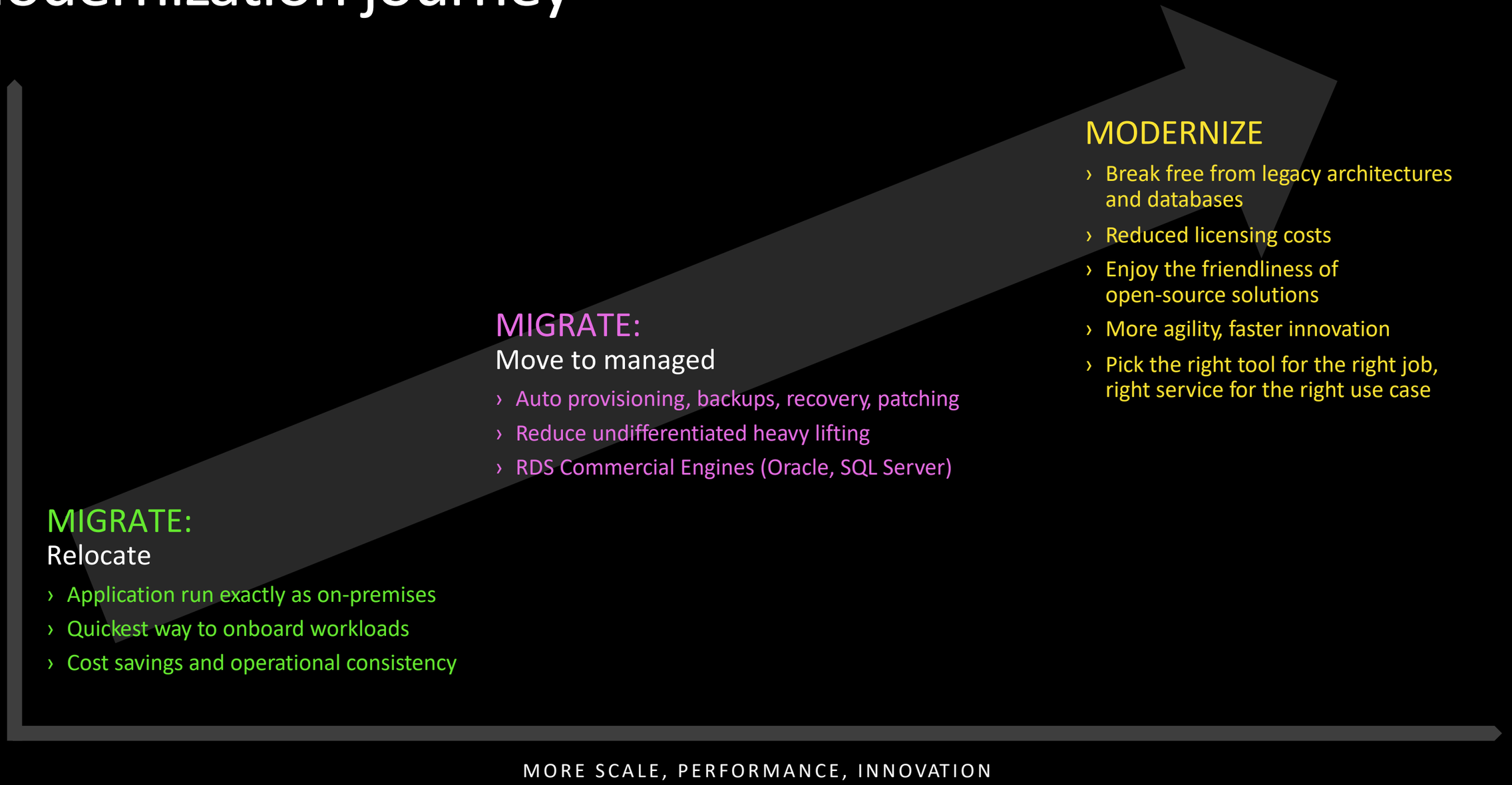
Application modernization

Next-gen app build out

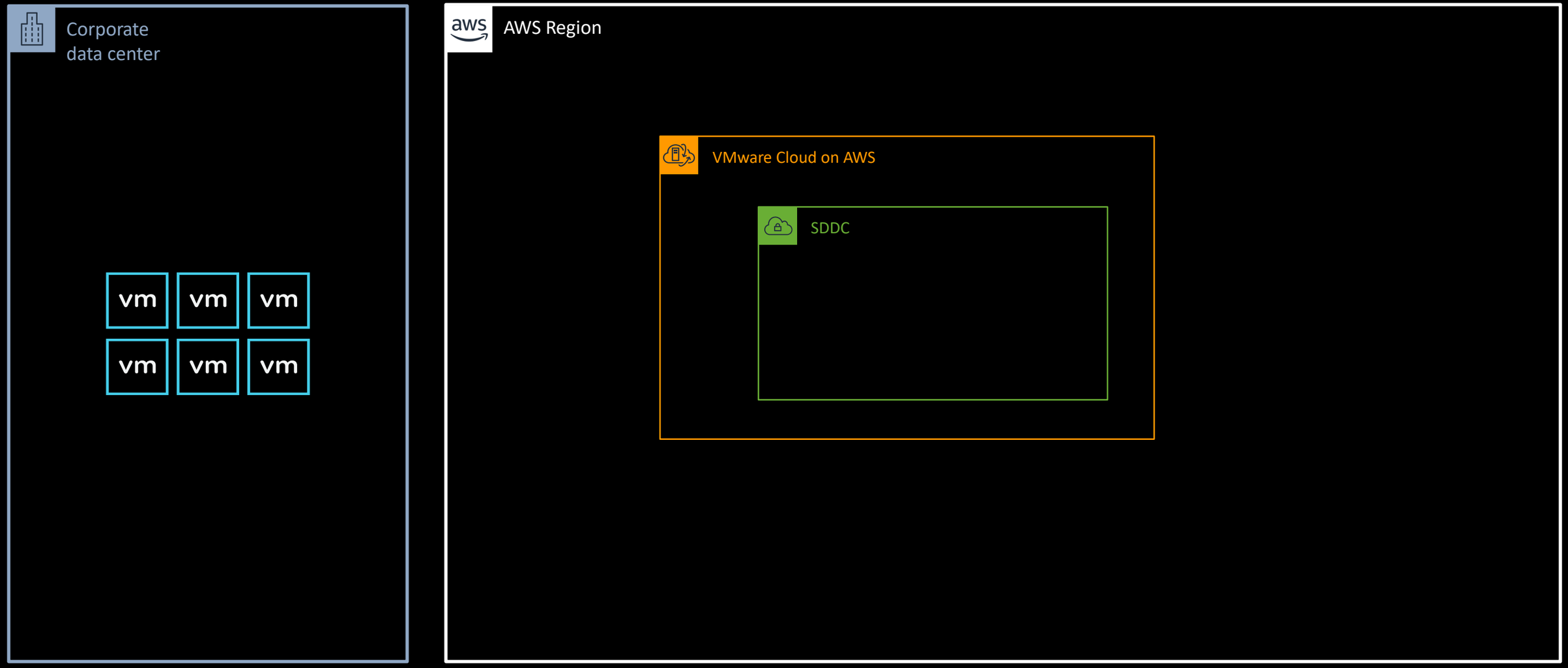
Enterprise workloads

S&P Global Ratings

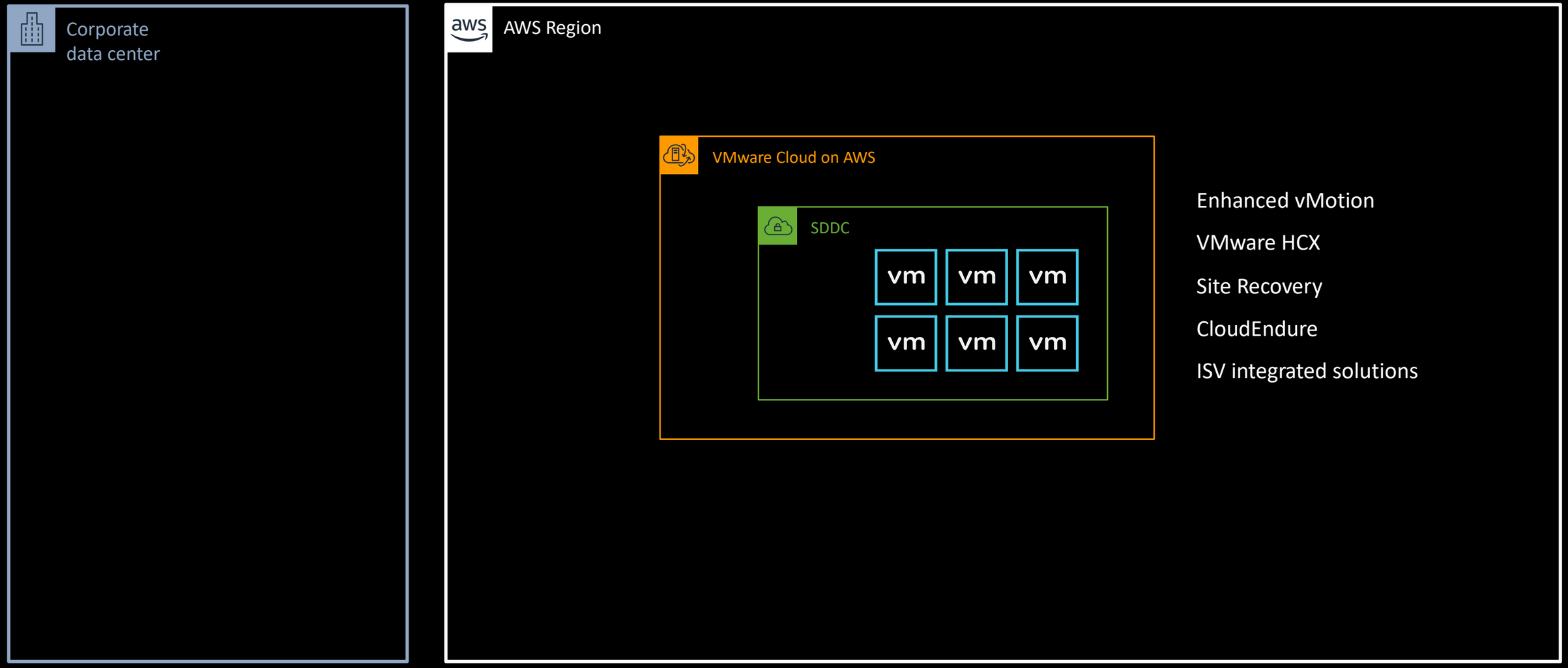
Modernization journey



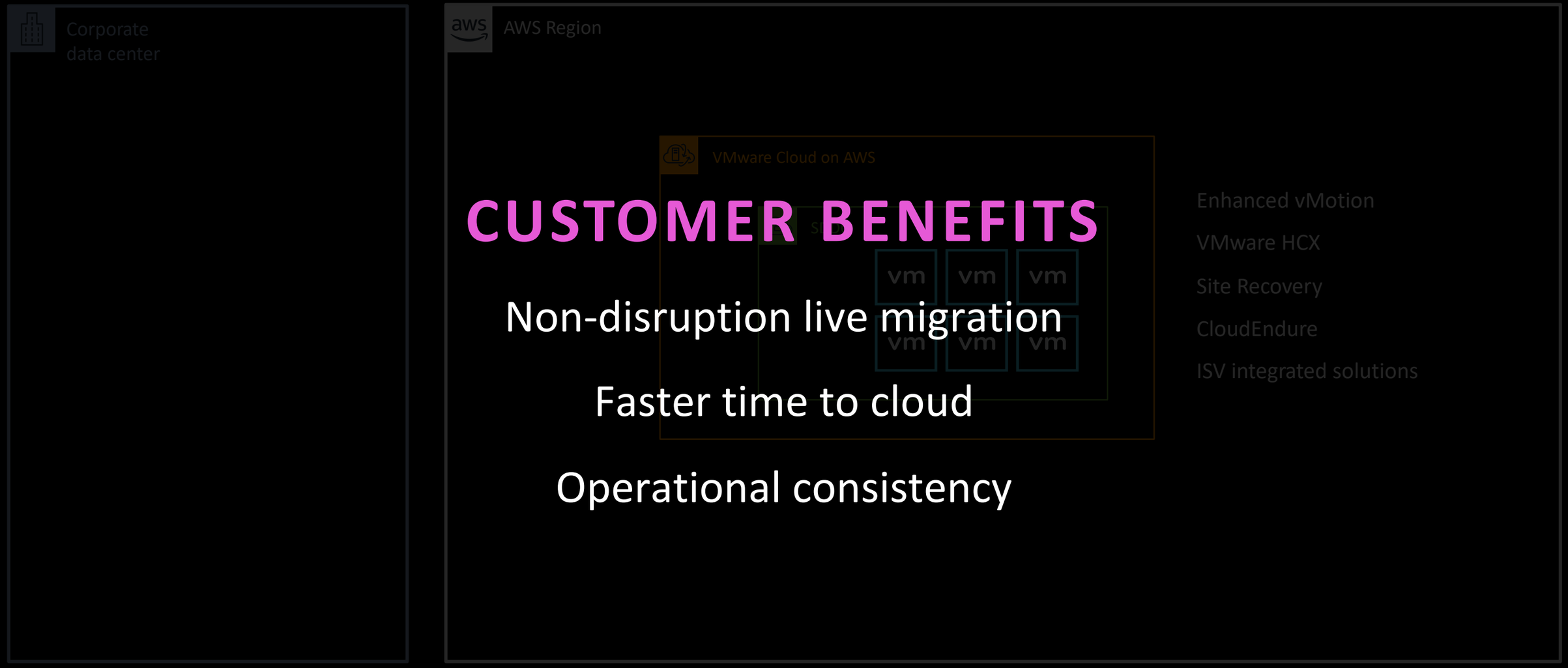
Seamless migration



Seamless migration

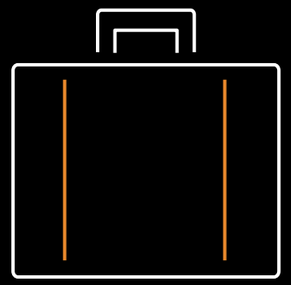


Seamless migration



Customer modernization journey

MIGRATE TO AWS



Relocate

MODERNIZE ON AWS



Operational excellence

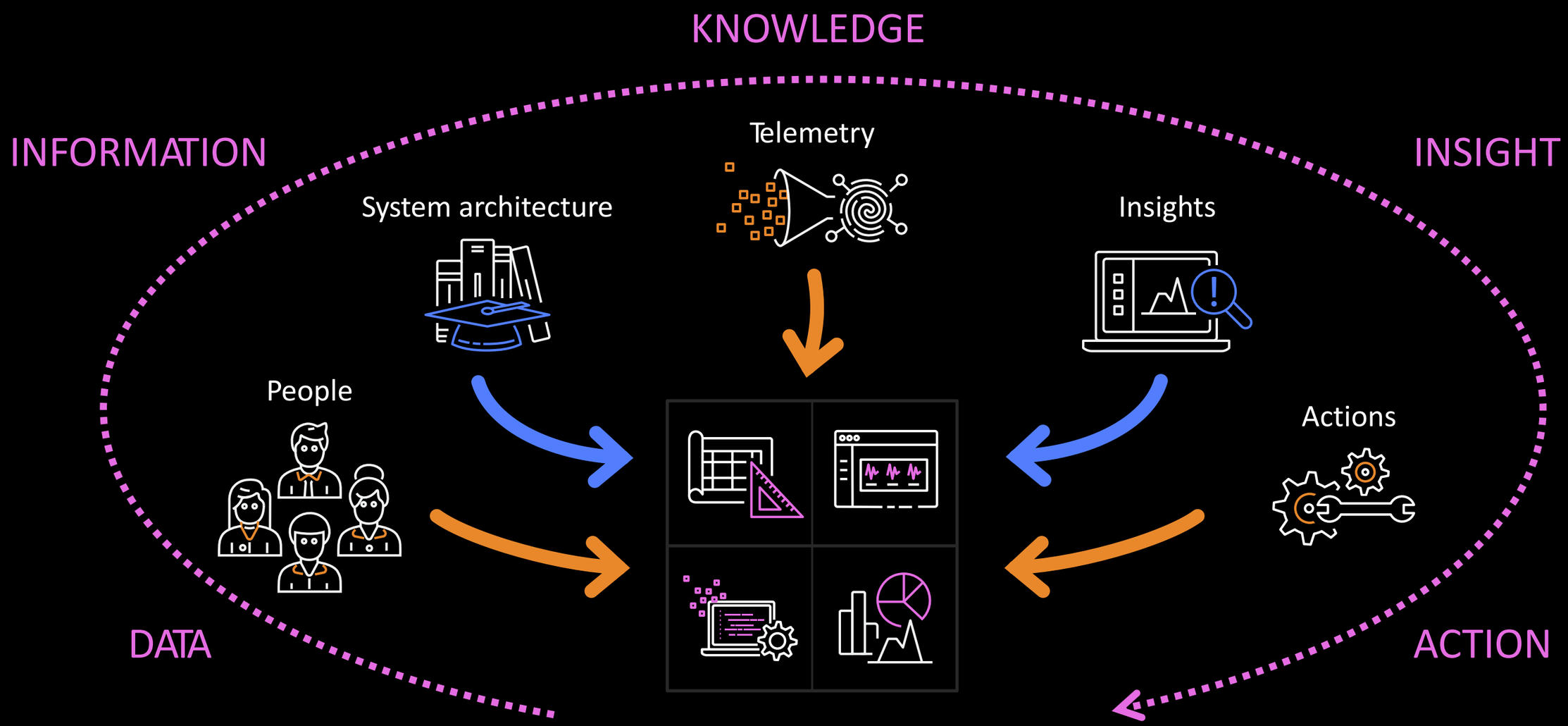
Gain data insights

Transform application

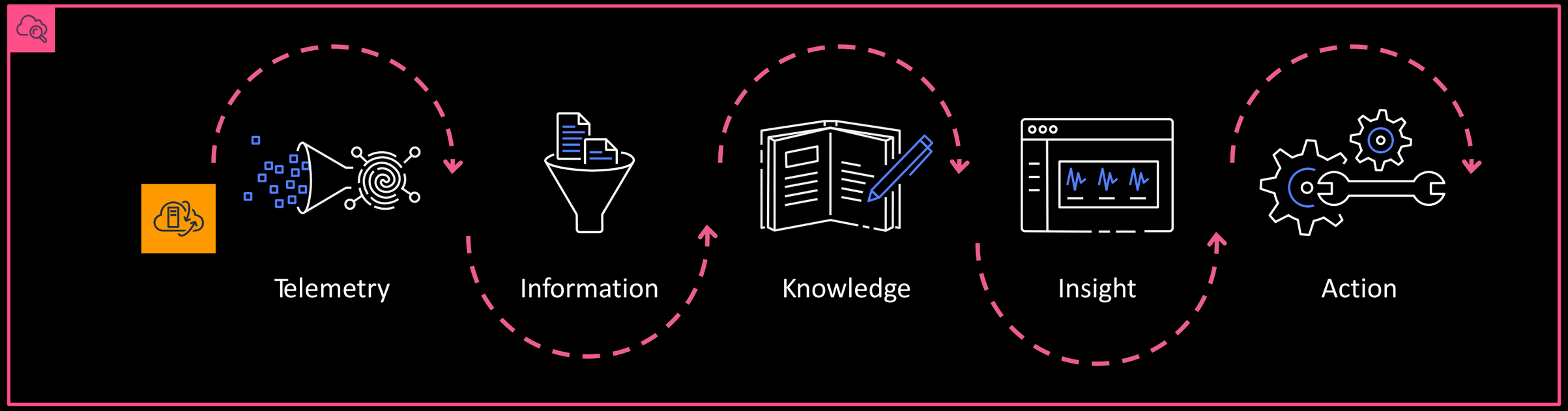
Operational excellence

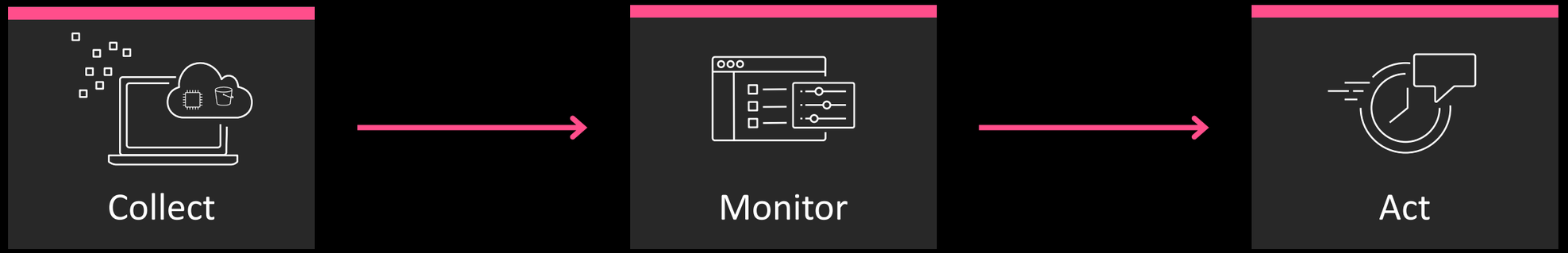
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Monitoring strategy for operational excellence



Centralized monitoring with AWS





Centralized monitoring with AWS



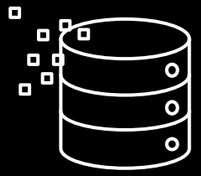
Data insights through analytics

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Customers want more value from their data



Growing exponentially



From new sources



Increasingly diverse



Used by many people



Analyzed by many applications

Why choose AWS for data analytics?

1



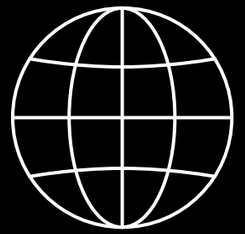
Easiest to build data lakes and analytics

2



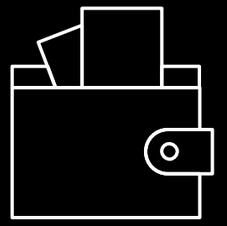
Most secure infrastructure for analytics

3



Most comprehensive and open

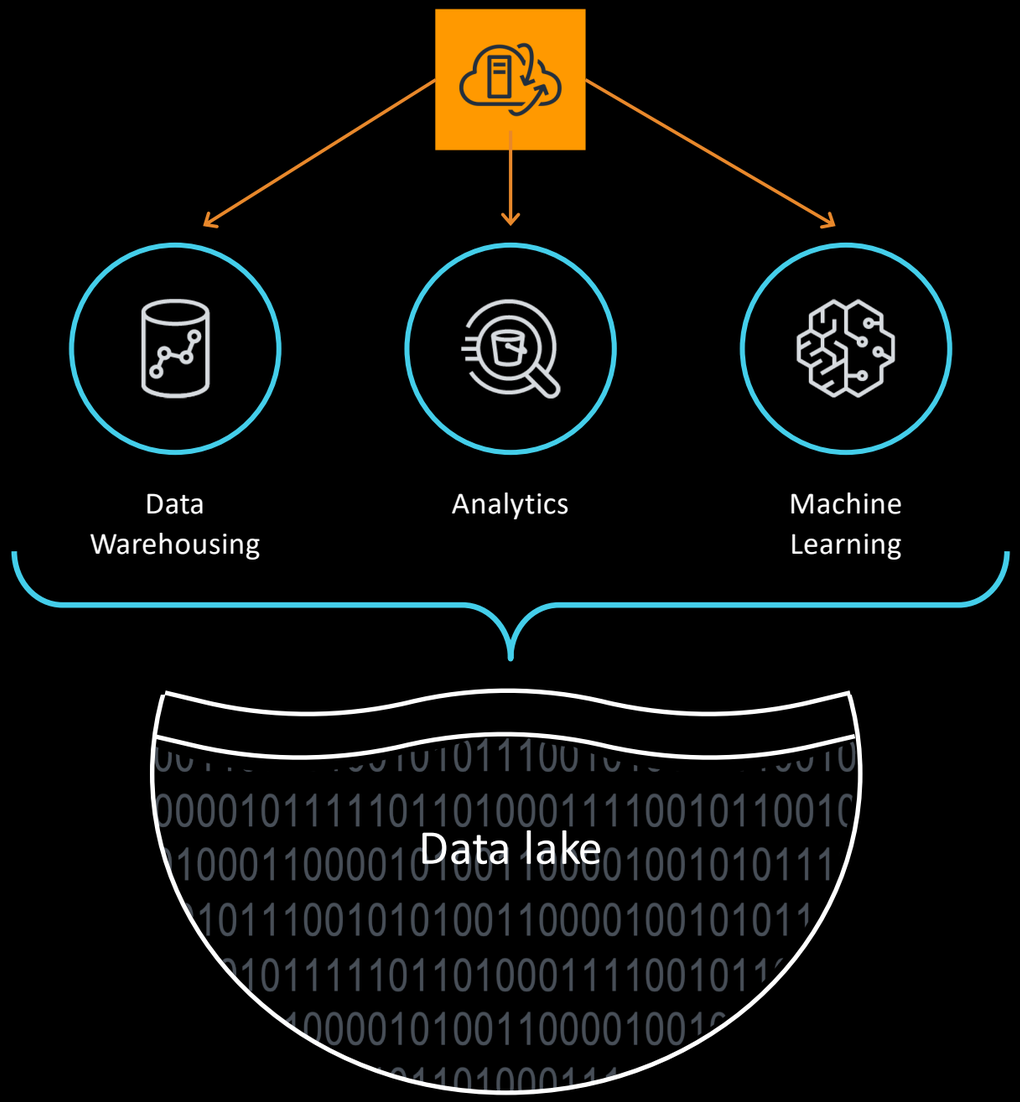
4



Most scalable and cost effective

VMware Cloud on AWS workloads as data source

BRINGING TOGETHER THE BEST OF BOTH WORLDS



Extends or evolves DW architectures

Store any data in any format

Durable, available, and exabyte scale

Secure, compliant, auditable

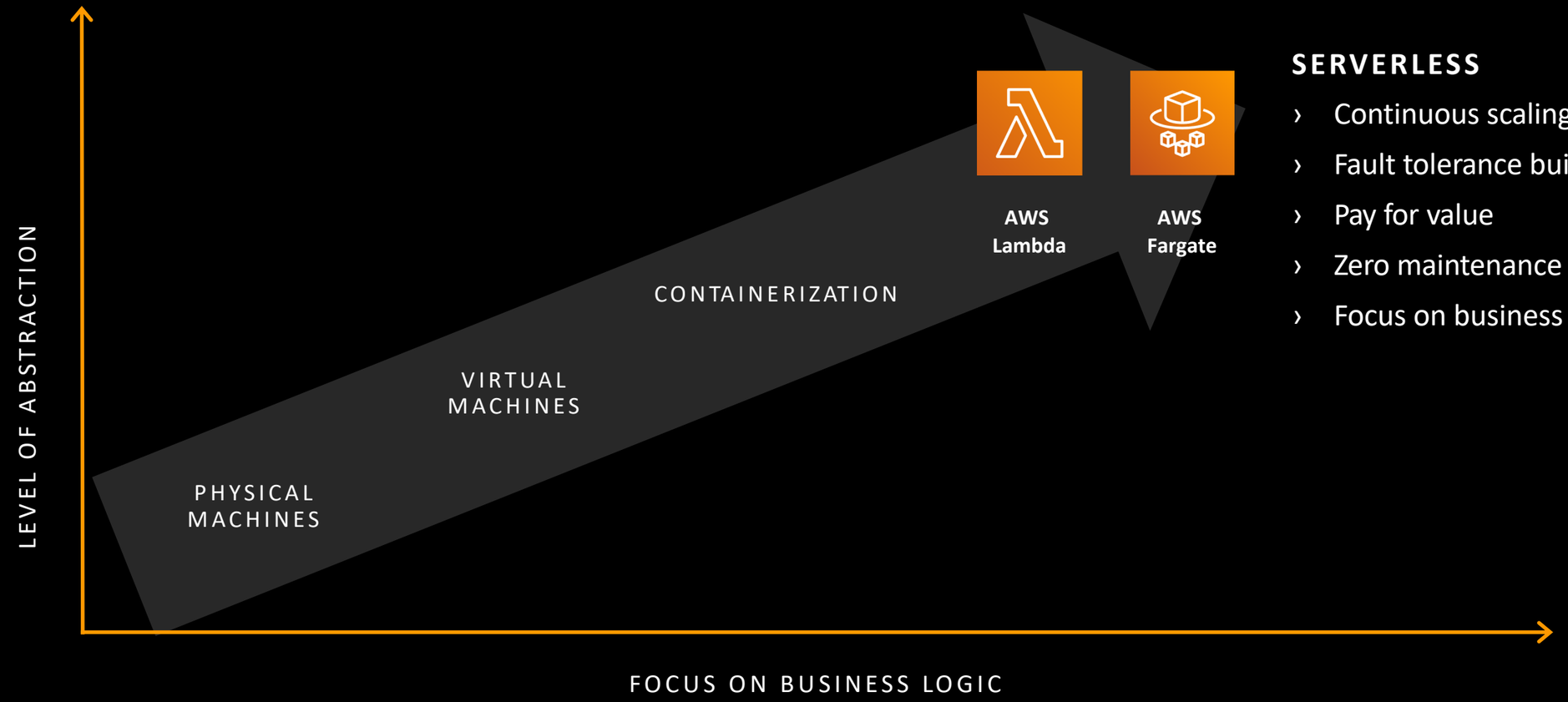
Run any type of analytics from DW to Predictive

Application modernization with containers

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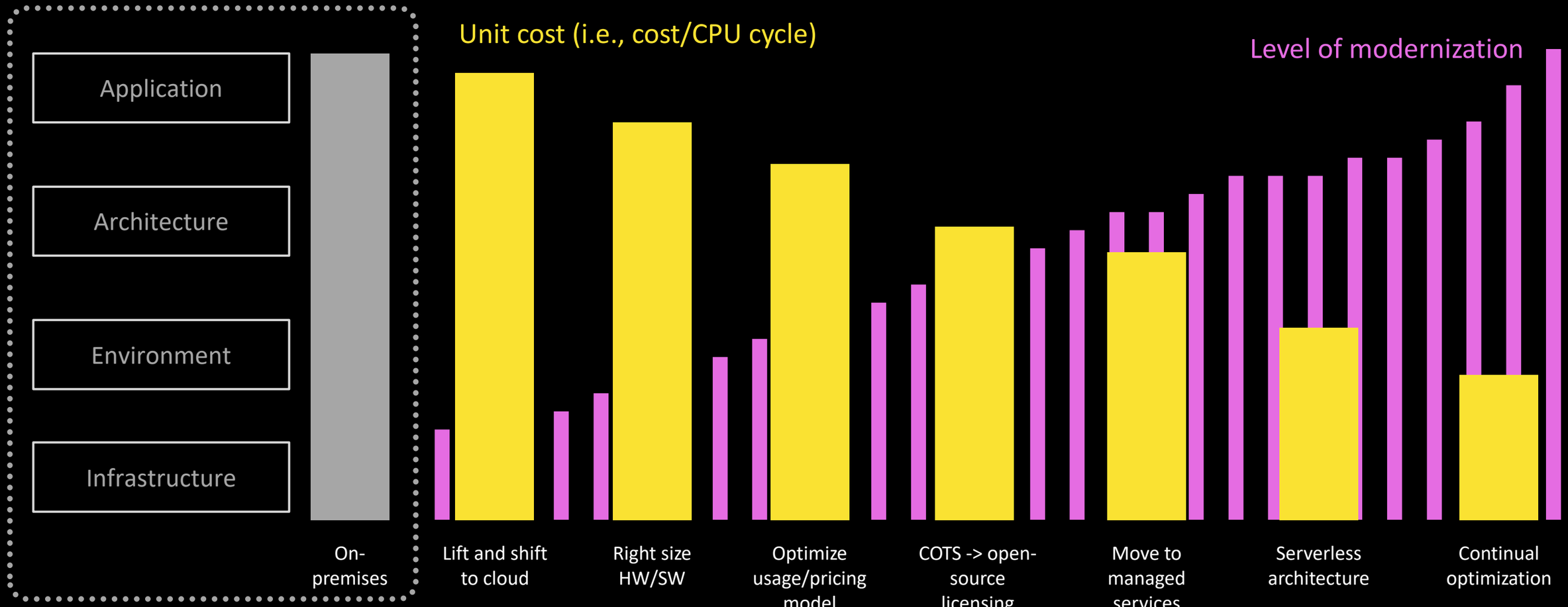
There’s a paradigm shift happening



SERVERLESS

- Continuous scaling
- Fault tolerance built-in
- Pay for value
- Zero maintenance
- Focus on business value

Modernization delivers economic value



Application transformation

CUSTOMER BENEFITS

Agility and faster innovations

Flexibility and choices

Cost efficient, high performance,

scalability, and availability

Summary

- Seamlessly migrate with VMware Cloud on AWS
- Achieve operational excellence
- Obtain data insights
- Application modernization with containers

IDC ANALYZE THE FUTURE



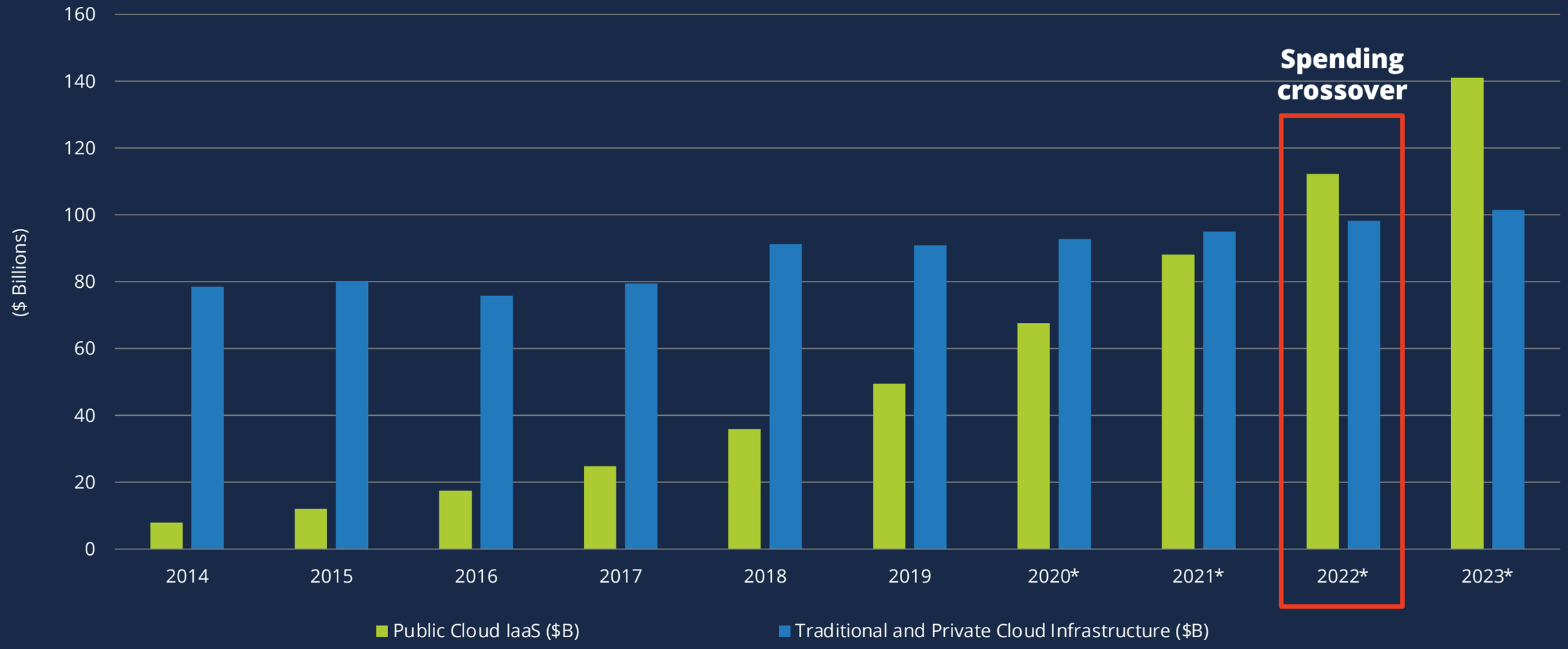
The Business Value of VMware Cloud on AWS for Supporting Business-critical Applications

Presented by Gary Chen

Research Director, Software Defined Compute

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Public Cloud Adoption Continues to Grow



Enterprise adoption is accelerating public cloud infrastructure usage growth

IDC ANALYZE THE FUTURE

Source: IDC Trackers, 2019

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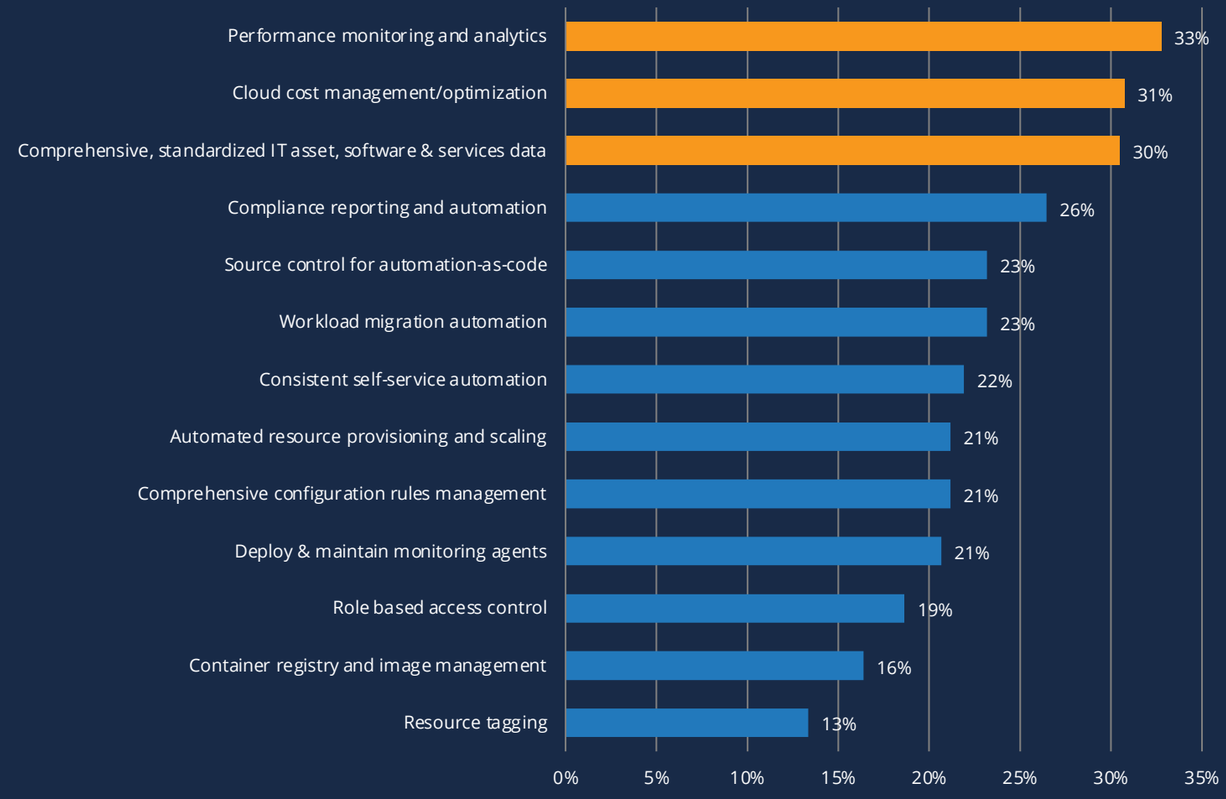
Growth of Cross Cloud Control Planes

Importance of Shared Cross-Cloud Management Control Plane



Source: IDC's Cloud Pulse Q120, March 2020, n=409

Most Important Shared Cross-Cloud Management Control Plane Capabilities



Source: IDC's Cloud Pulse Q120, March 2020, n=397 select up to three

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IDC Business Value Study

- IDC interviewed 17 customers using VMware Cloud on AWS to quantify benefits achieved across a wide range of areas
- Full paper will be made available to participants following the event

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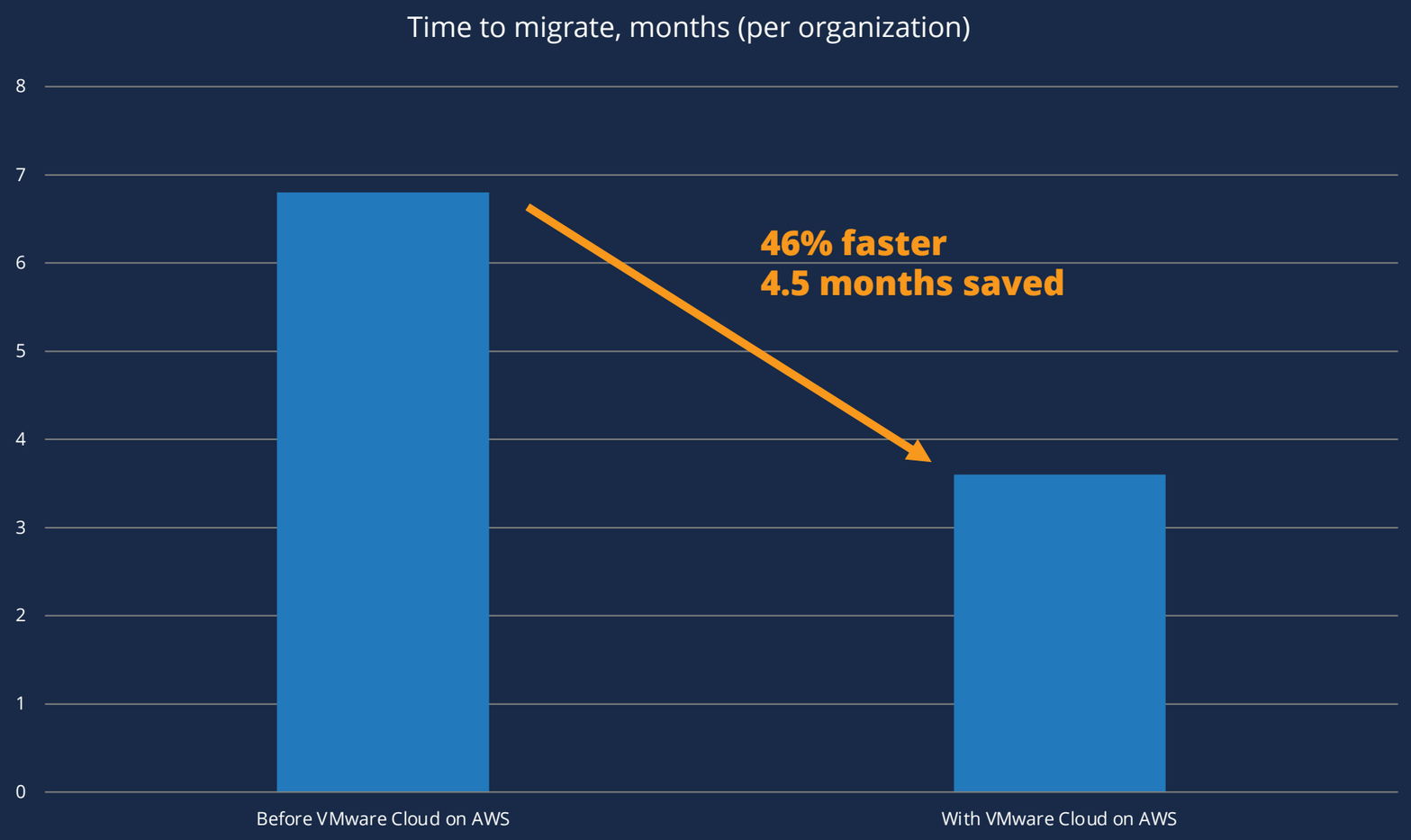
Organization Benefits (per 100 VMs, 5 years)



N=17

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Faster Cloud Migration



49% reduction in staff time to migrate

Customer quote

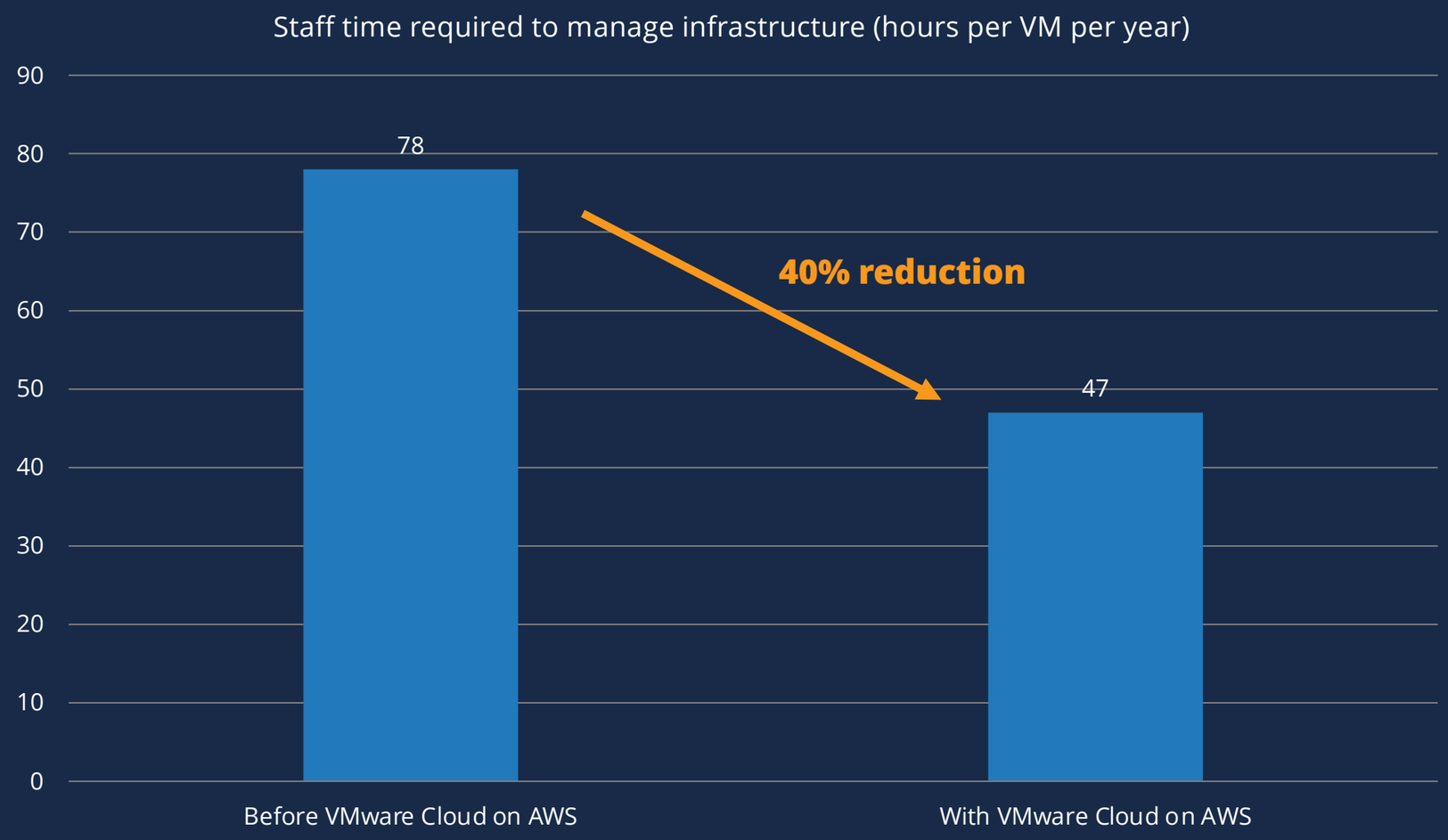
"The ability to migrate to the cloud, and the speed of migration to the cloud is incredible. You can take a server off your local data center and move it up to the cloud with almost real-time accuracy."

IDC ANALYZE THE FUTURE

N=17

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IT Infrastructure Management



VMC reduced the time needed to set up and maintain infrastructure for their applications

Customer quote

“It's reduced a lot of their burden dealing with infrastructure issues, so none of these things are a problem anymore. We've got more RAM and more disks available on our VMware and AWS setup, where before, if we had to expand a disk we had to then look around and spend time trying to work out what we could do and reorganize things. Whereas now, we just expand a disk and that's it.”

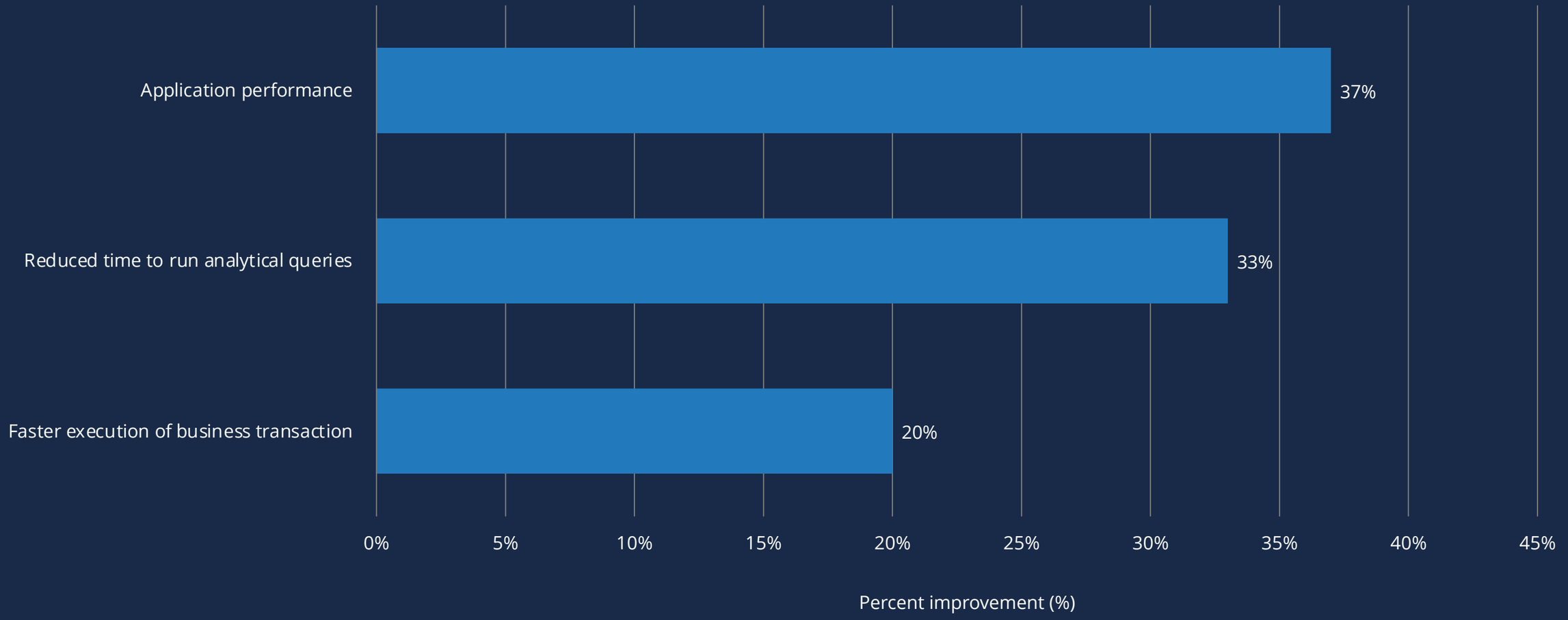
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Improved Performance

Organizations reported a significant improvement in several key performance metrics with VMware Cloud on AWS

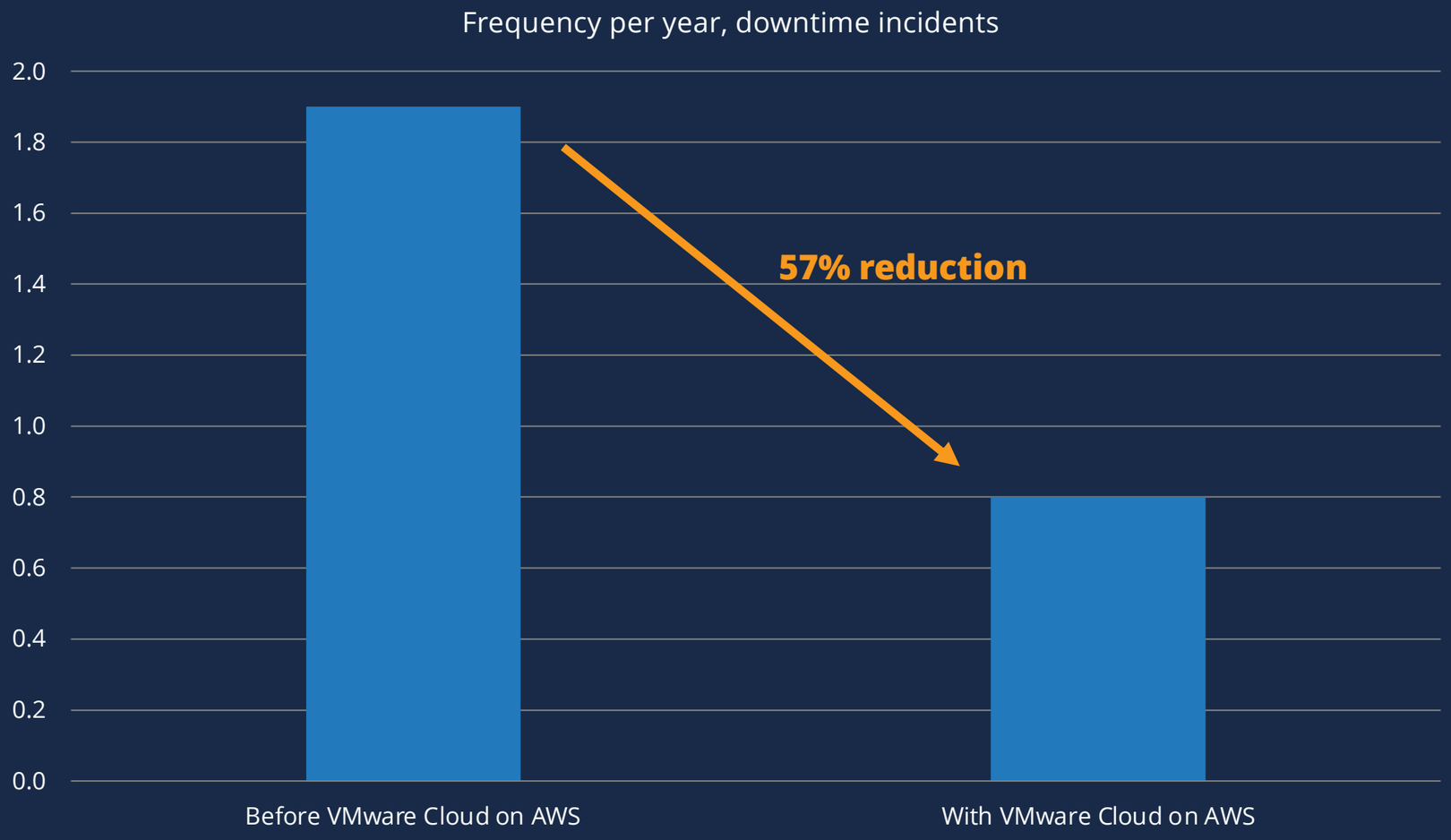


IDC ANALYZE THE FUTURE

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Unplanned downtime impact



Organizations experienced fewer issues with their VMware applications and when issues did occur, IT organizations were able to resolve them 45% more quickly

Improved site to site disaster recovery

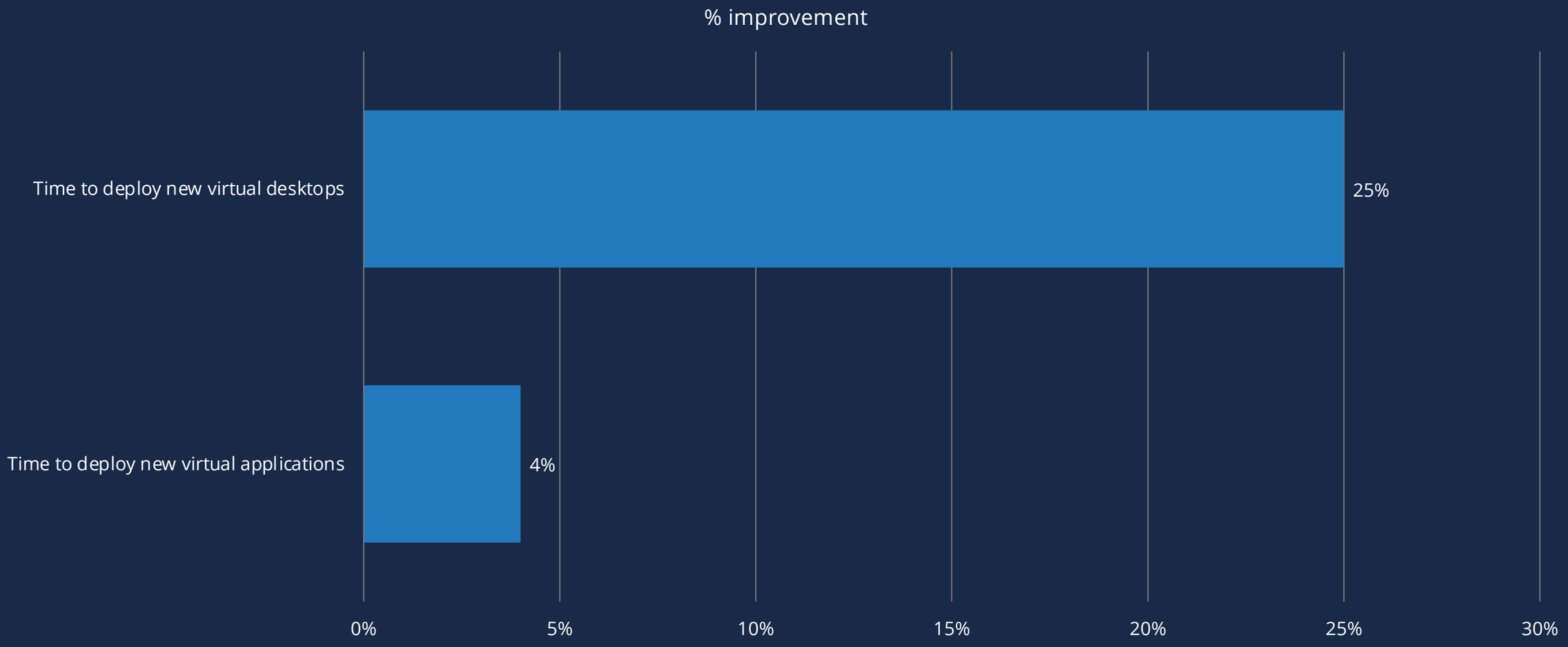
Customer quote

"We have duplicated our infrastructure across the globe, so we now have much better redundant infrastructure."

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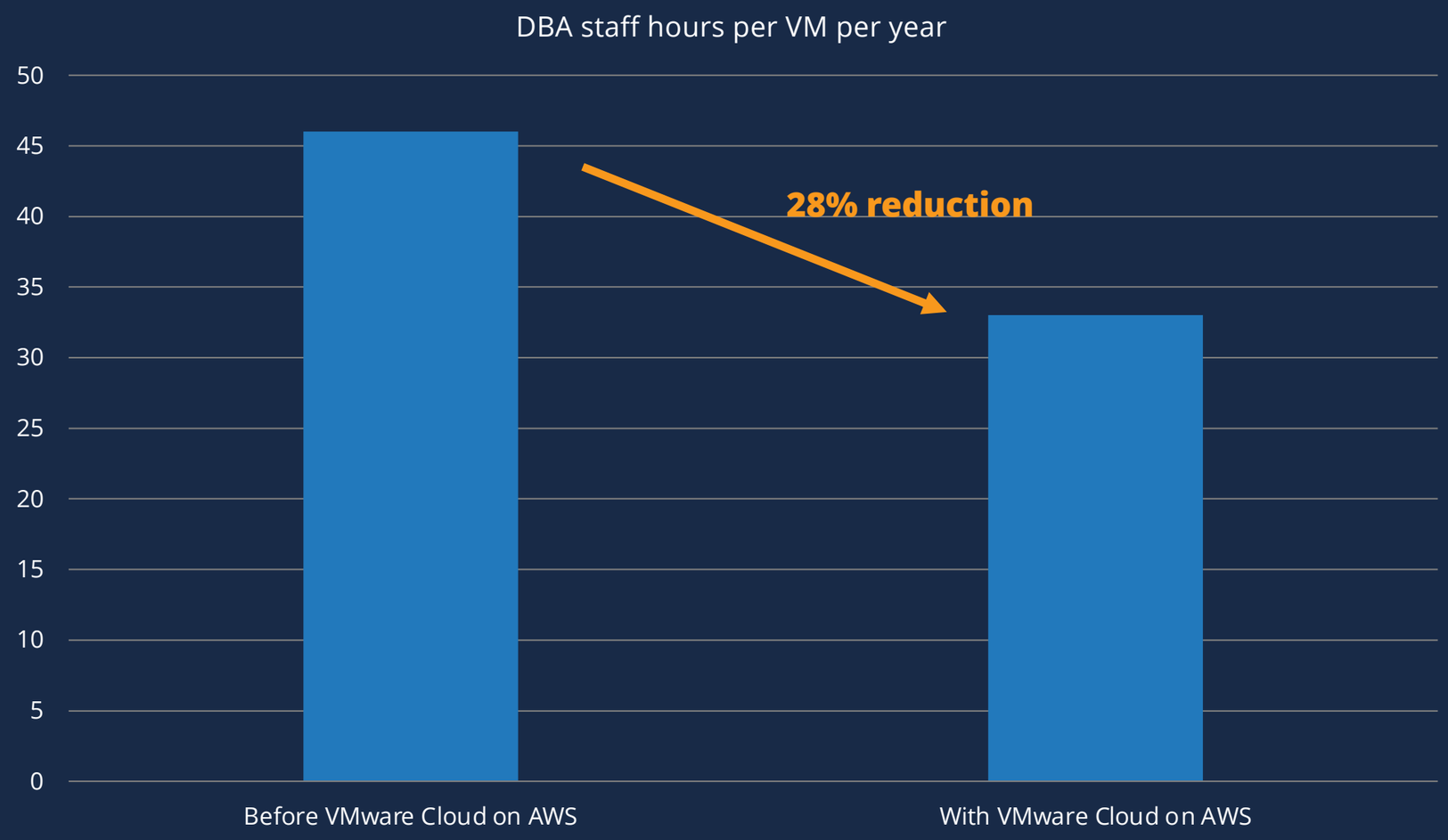
VDI Agility Impact

IT teams were able to deploy virtual desktops and applications more quickly with VMware Cloud on AWS



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Database Management



DBs are still crucial components of legacy and modern applications

DBAs were able to save time because they had quicker, easier access to infrastructure and spent less time dealing with performance and scaling issues

Improving agility with cloud database services

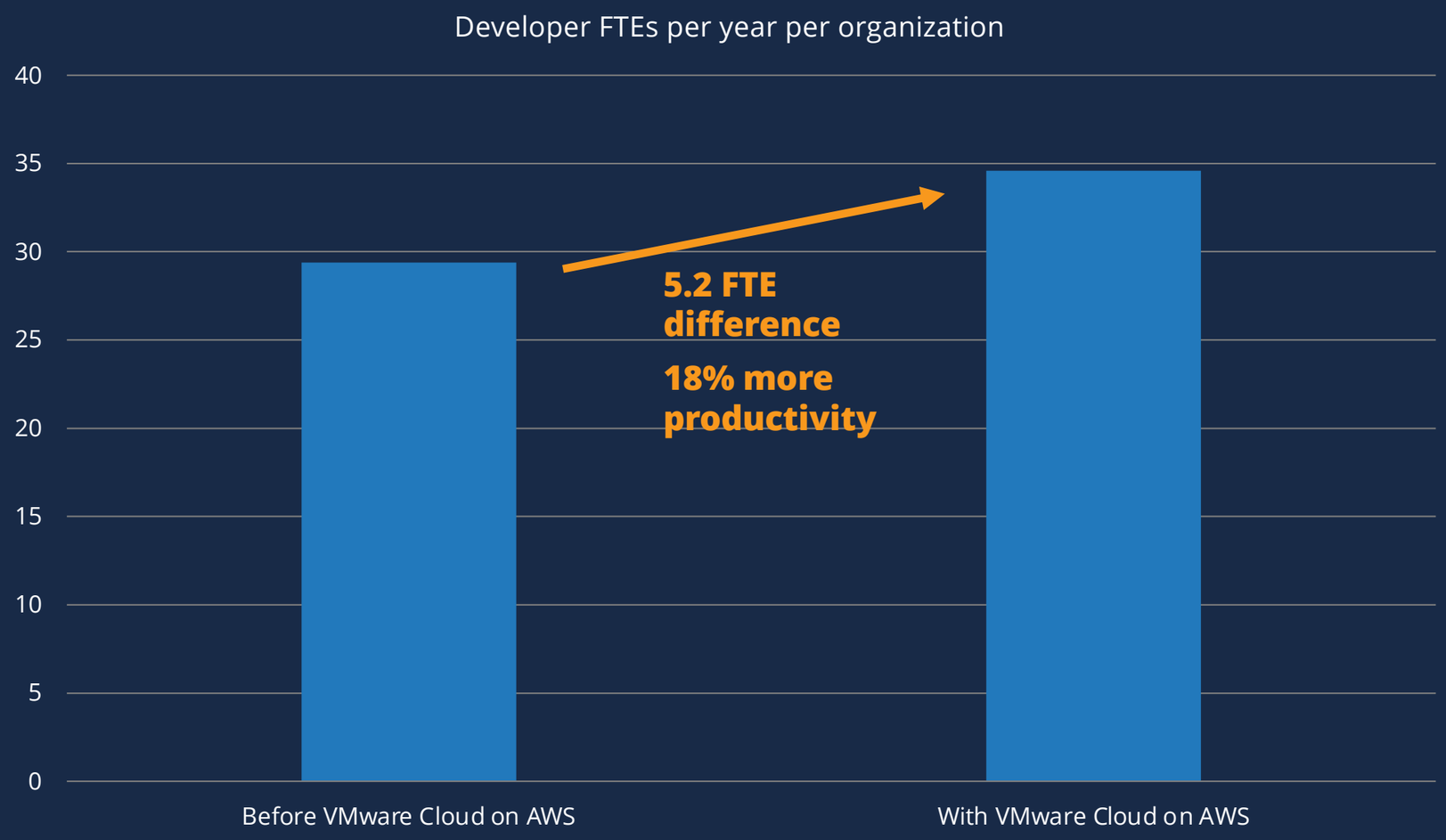
Customer quote

"As we are going into the RDS we have freed up the infrastructure time. They still have to do this work; they just don't have to manage the infrastructure."

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Developer Productivity

Developers are more productive because VMware Cloud with AWS gives them improved scalability and availability



These average teams of 29.4 developer FTEs can now perform at the level of 34.6 FTEs without adding the 5.2 FTE difference

Modernizing with cloud services

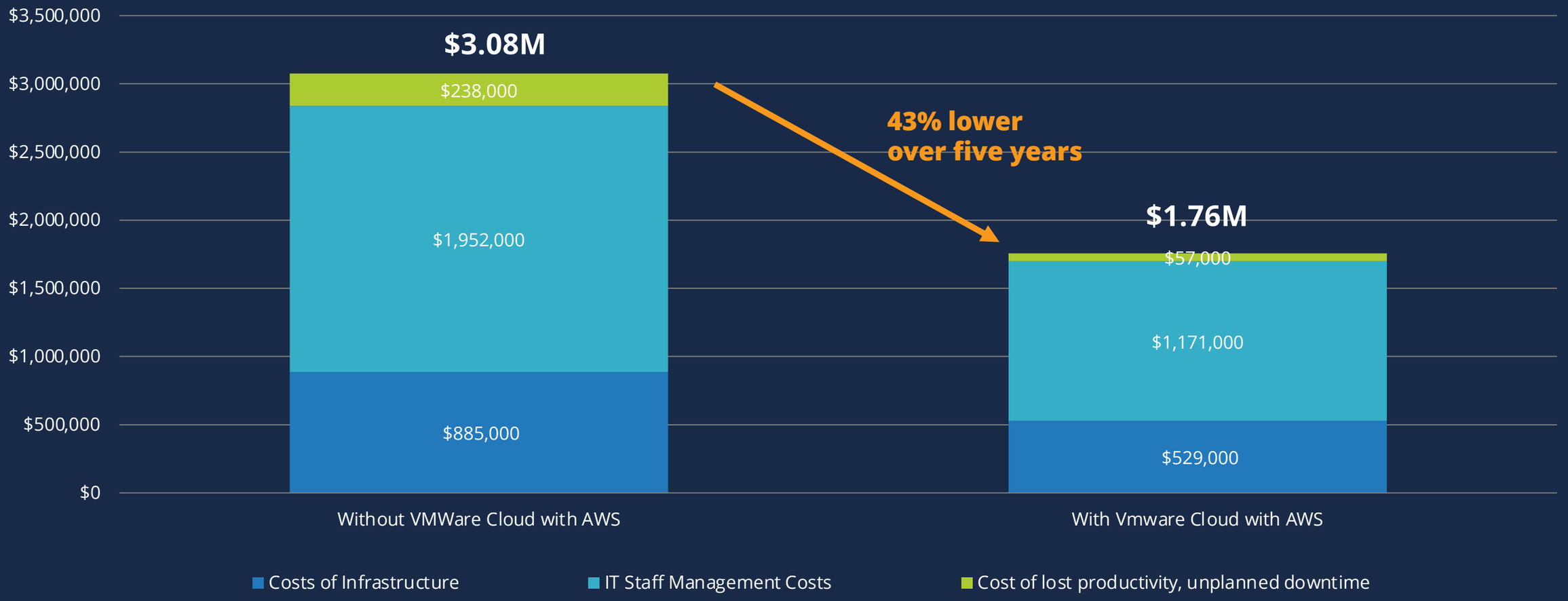
Customer quote

"The thinking was to use VMC to do a lift-and-shift quickly from on-prem to the cloud so that we can modernize the data architecture through native AWS services, which is exactly what we're doing right now."

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Infrastructure Cost Reduction (per 100 VMs, 5 years)

Leveraging VMware Cloud on AWS enabled significant cost savings through reduced infrastructure costs, better availability, and easier management



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Business Value Highlights

VMware Cloud on AWS customers are realizing significant value by leveraging the VMware Cloud on AWS solutions to improve their IT infrastructure and provide scalability to their business

479% five-year ROI	**5.6** months to payback	**$9.6** total new revenue gained per year	**43%** lower five-year cost of operations
18% more productive developer teams	**37%** increase in application performance	**40%** more efficient IT infrastructure management staff	**76%** reduction in unplanned downtime costs

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Thank you

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Thank you!



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