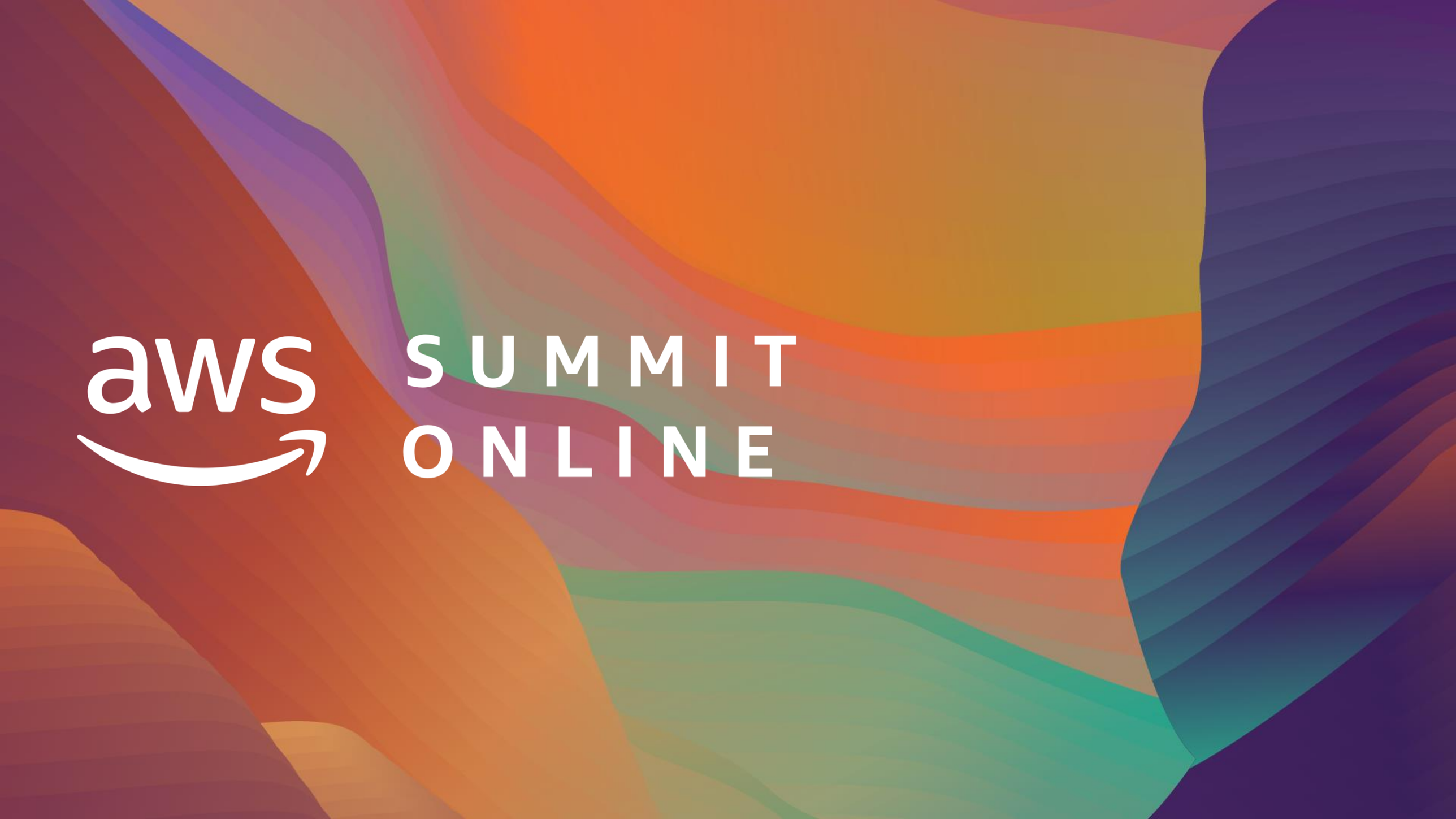
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TRA08

VMware cloud on AWS: Migrate and innovate at speed

David Lim

Head of VMware Cloud on AWS
Amazon Web Services APJ

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Agenda

What is hybrid cloud

VMware Cloud on AWS

Customer Stories

AWS service integrations

AWS Outposts

Summary and next steps

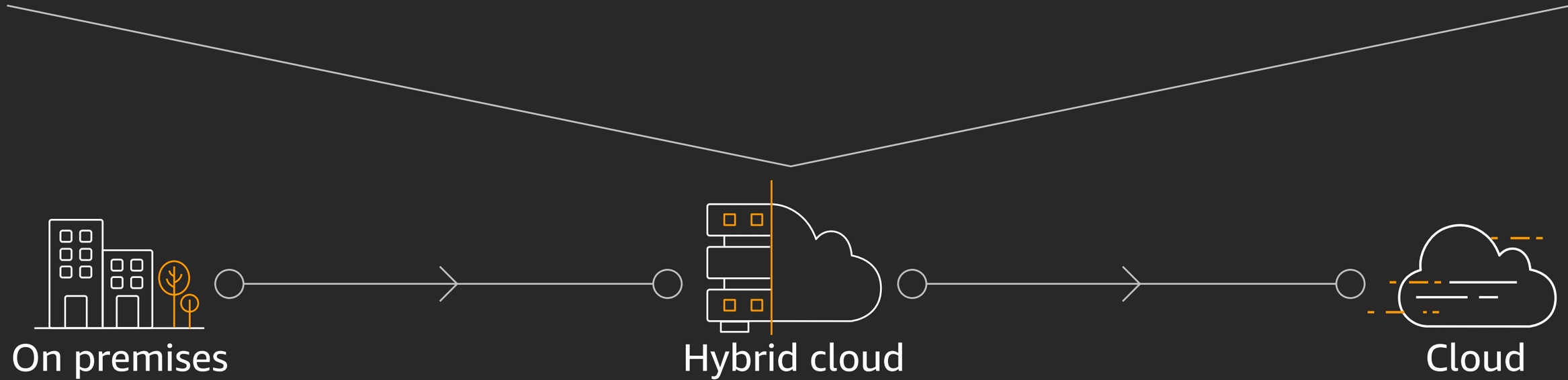
What is hybrid cloud?

Hybrid cloud stats

75%
Enterprise applications that are still on premises

71%
Organisations with hybrid deployments

$96B
Est. size of the hybrid market by 2023



Sources: IDC, RightScale, Forrester, Markets & Markets

Why AWS for hybrid cloud


Broadest and deepest set of services


Best solutions for VMware workloads


Same infrastructure and services available on premises


Larger and more reliable global footprint


Encryption offered across 5x more services

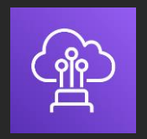

Best hybrid solutions for disconnected environments

Family of hybrid services

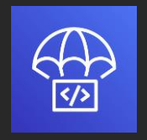
Data center extension

AWS Storage Gateway

Amazon VPC



AWS Direct Connect



AWS CodeDeploy

Amazon RDS on VMware

AWS Systems Manager

AWS OpsWorks

AWS Directory Service

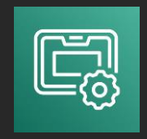
VMware cloud migration

VMware Cloud on AWS

Cloud services on premises

AWS Outposts

Disconnected environments



AWS Snowball Edge

VMware cloud on AWS

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Customers want the same experience across on-premises and the cloud

Same reliable, secure, and high-performance infrastructure

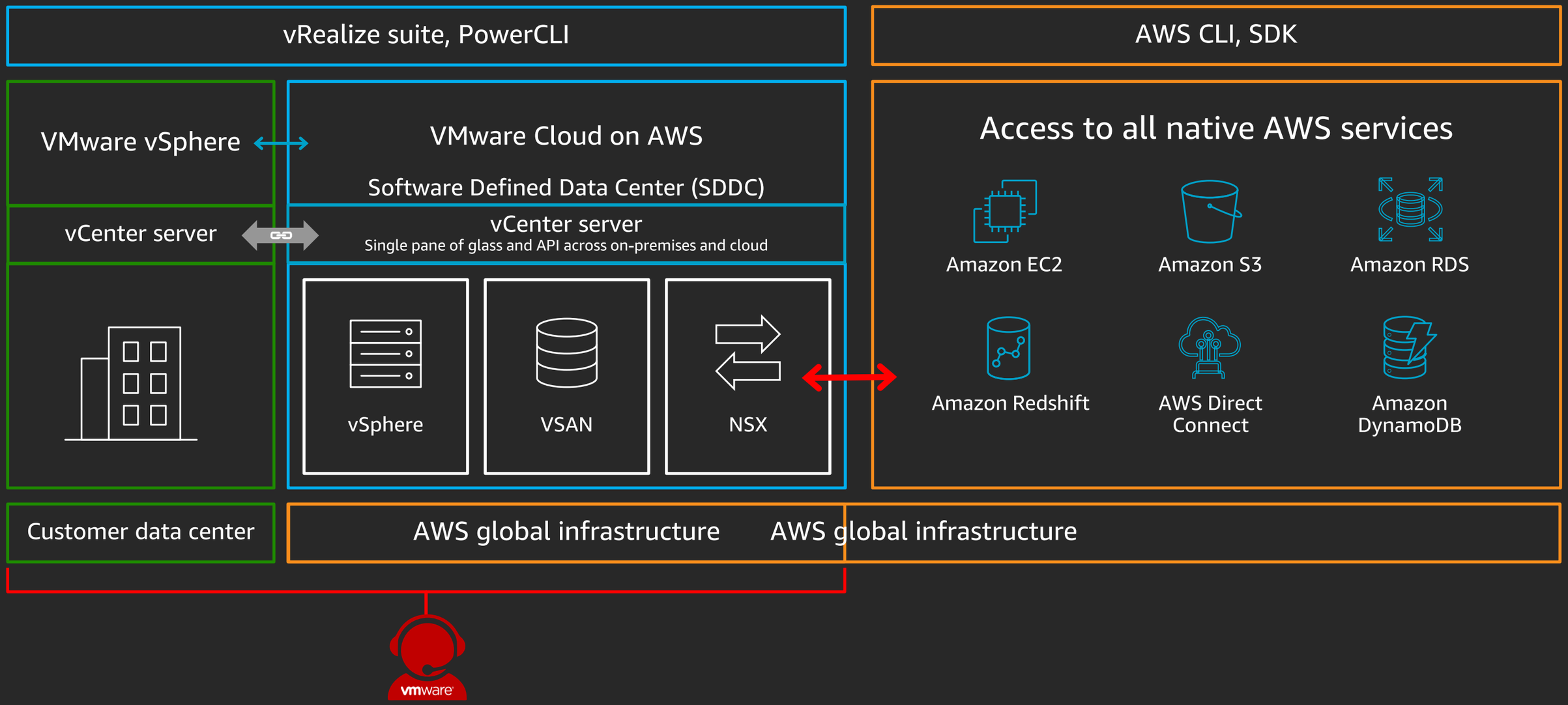
Same operational consistency

Same services and APIs

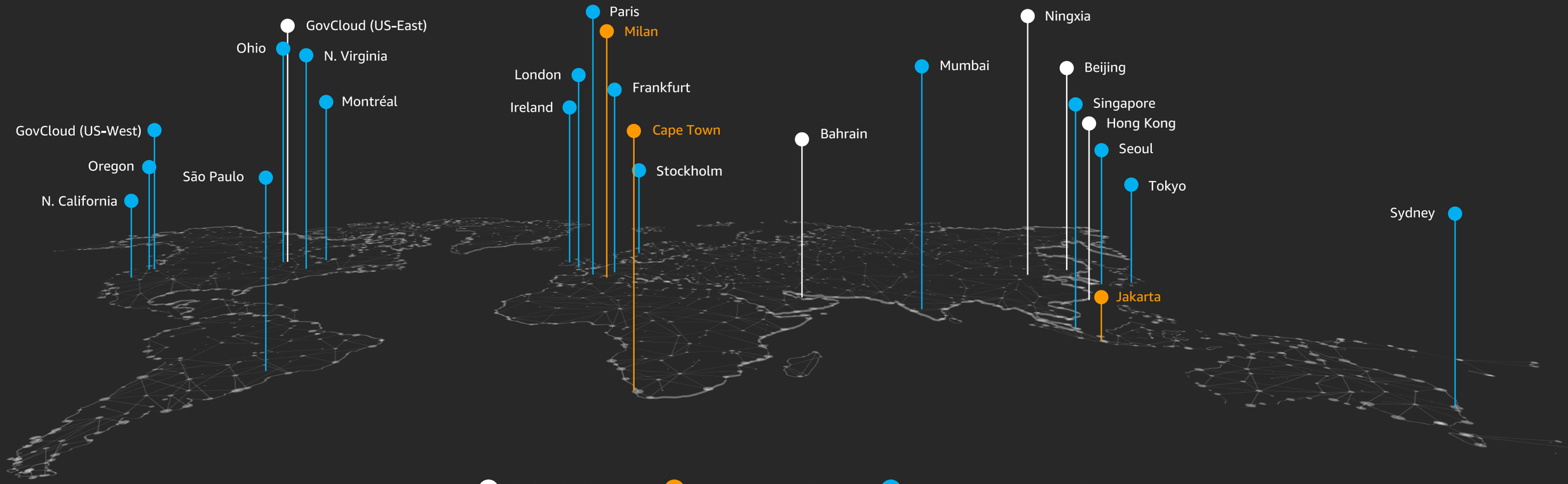
Same tools for automation, deployments, and security controls

Same pace of innovation as in the cloud

VMware cloud on AWS overview



AWS global infrastructure



69 availability zones within 22 geographic regions

17 regions with VMware Cloud on AWS

Customer Stories

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Migrated entire VDI infrastructure to the cloud

The challenge

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

The solution

- Virtual Desktop Infrastructure (VDI) with VMware Cloud on AWS
- AWS ProServe support to accelerate lift-and-shift to VMware Cloud on AWS
- Managed database services - Amazon Aurora, Redshift, and Textract and all new application development will undergo a modernization effort with the use of AWS serverless technologies.

Business outcome

- 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

PennyMac®

~4500 Desktops to be migrated by end of 2020

Philips provides better healthcare with VMware Cloud on AWS

The challenge

- Philips Healthcare has a need to evacuate datacenters around the world to AWS to reduce infrastructure and operations costs
- Needed to eliminate data silos and facilitate innovation in healthcare
- Improve response times from months to minutes for lines of business to allow for scale, innovation acceleration

The solution

- VMware Cloud on AWS to support re-host to the cloud and a new operational model for rapid deployment
- Other AWS services that Philips is considering: Outposts for VMware

Business outcome

- Philips believes VMware Cloud on AWS will help to break down data silos and facilitate the innovation required to achieve seamless, connected, and collaborative care that fulfills the 4 Ps of Digital Health: Precise, Personal, Predictive, and Proactive.
- Dramatic and measured improvement of time to value for LOB's

Moved entire Disaster Recovery infrastructure to VMware Cloud on AWS

The challenge

- Inadequate on-premises DR site
- Needed a scalable and very reliable DR solution

The solution

- Two-Tiered approach to DR
- Leverage VMware Site Recovery Manager (SRM) and VMware Cloud on AWS for mission-critical workloads
- Leverage Veritas NetBackup and Amazon S3 for non-mission critical workloads and rehydrate to VMware Cloud on AWS

Business outcome

- Able to build end-to-end DR infrastructure from on-premises to AWS
- Successfully implemented DR with multi-tier applications including Microsoft SQL
- Achieved end-to-end failover time within 12 minutes (RTO) with no IP change for 17VMs including AD, Citrix, and SQL

Discovery CHANNEL™

12 mins End-to-End failover time

Opening a new world of AWS service integrations

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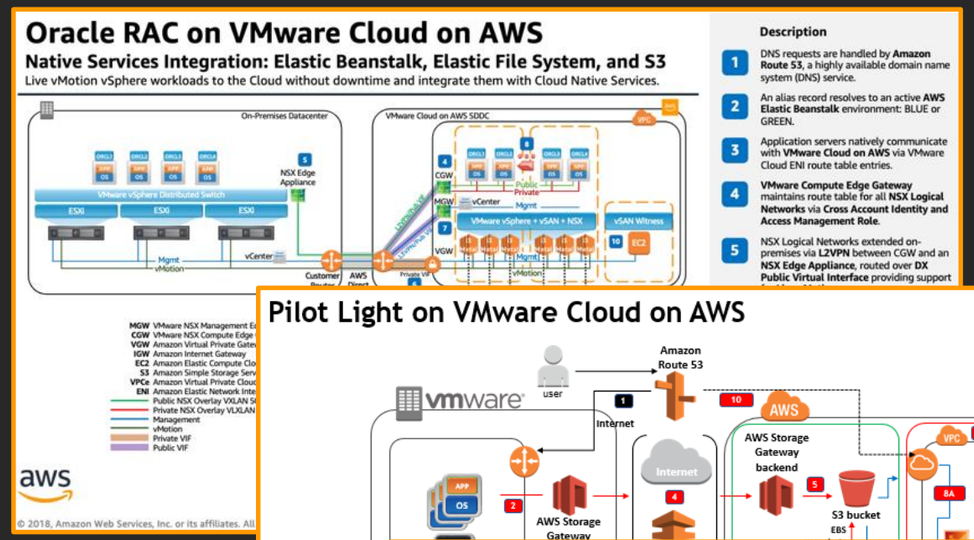
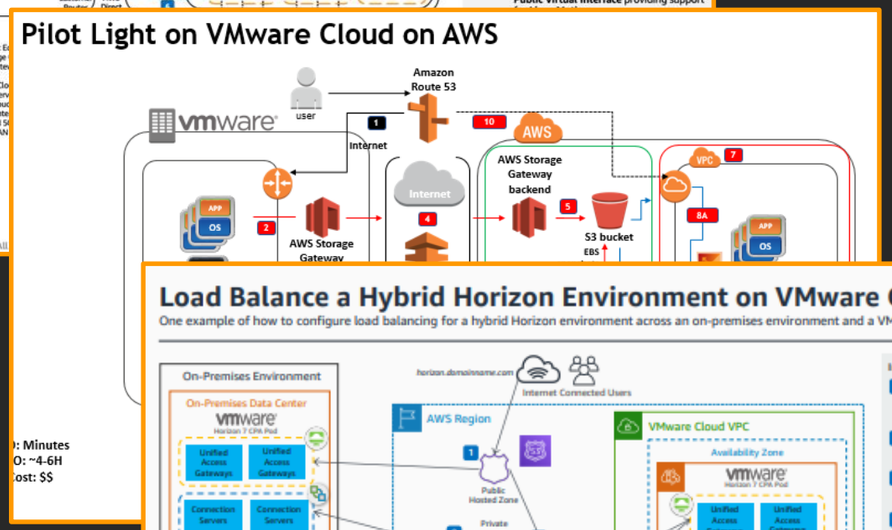
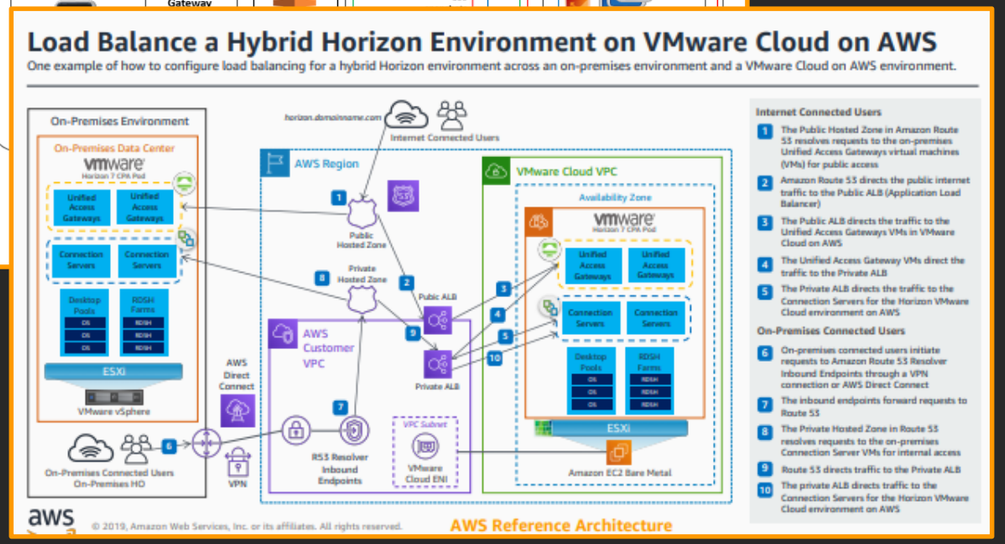
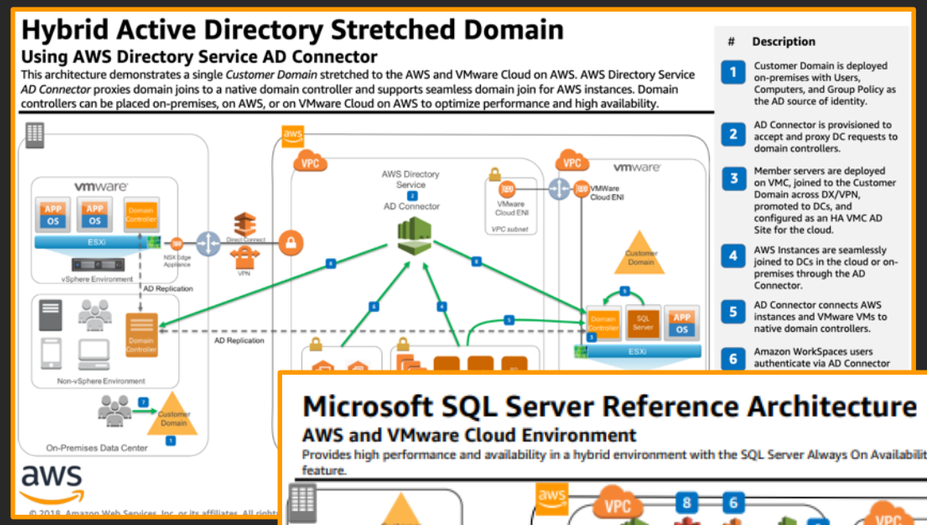
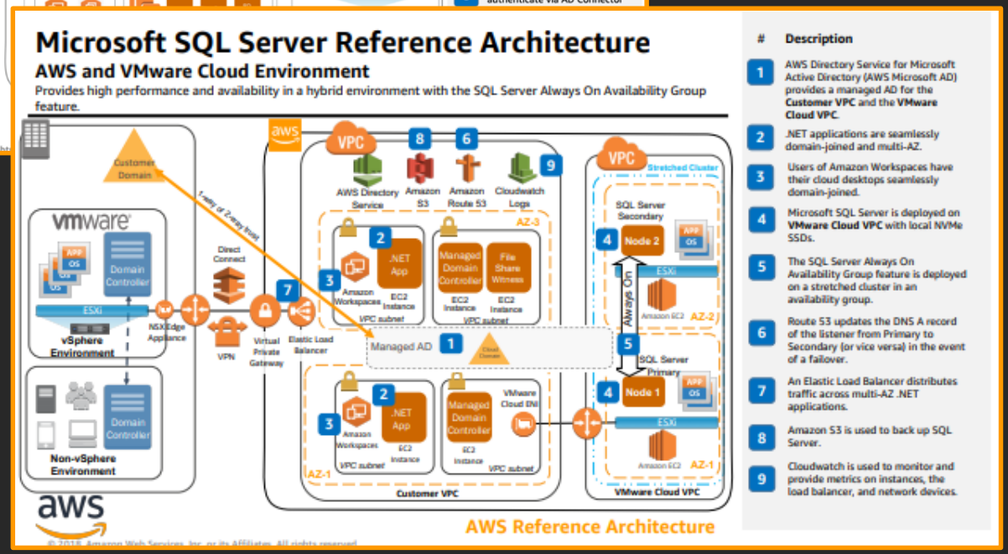
Leveraging 190+ AWS services



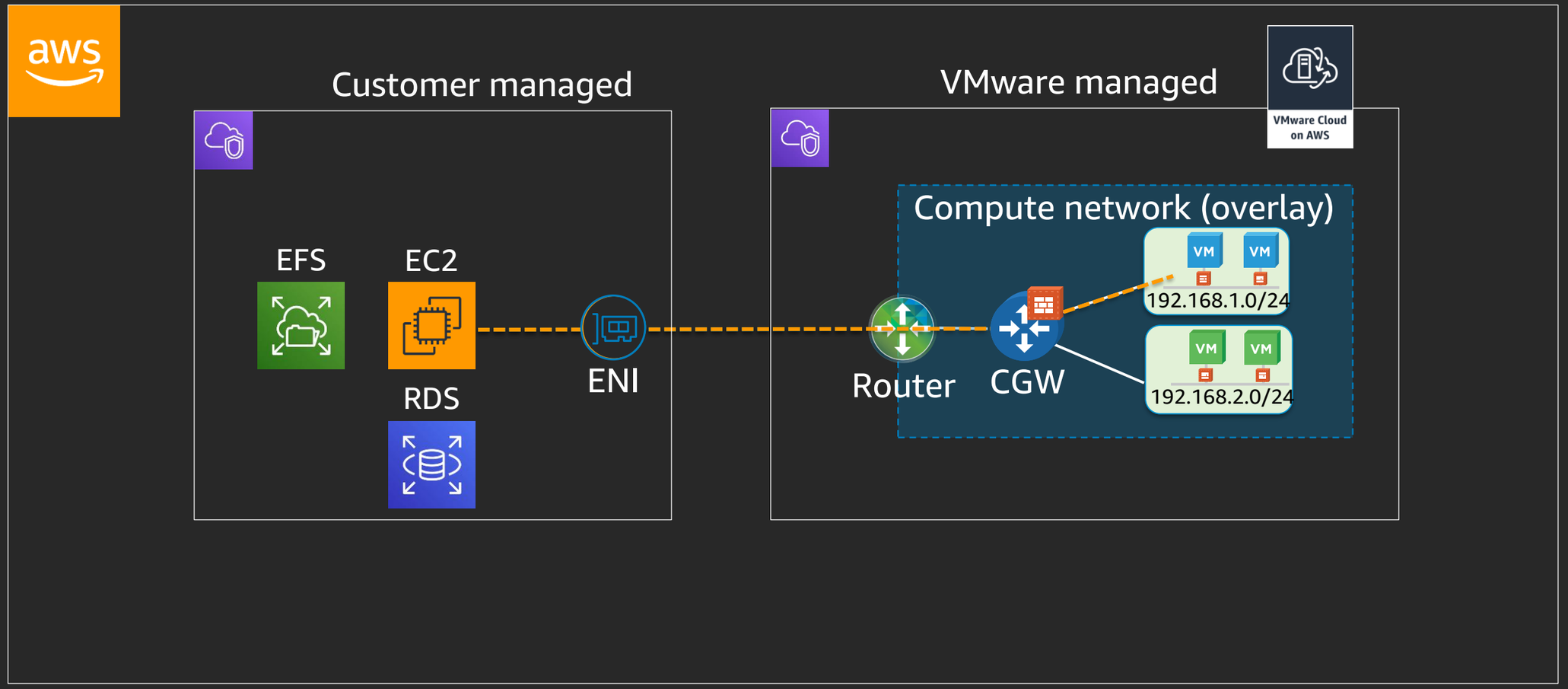




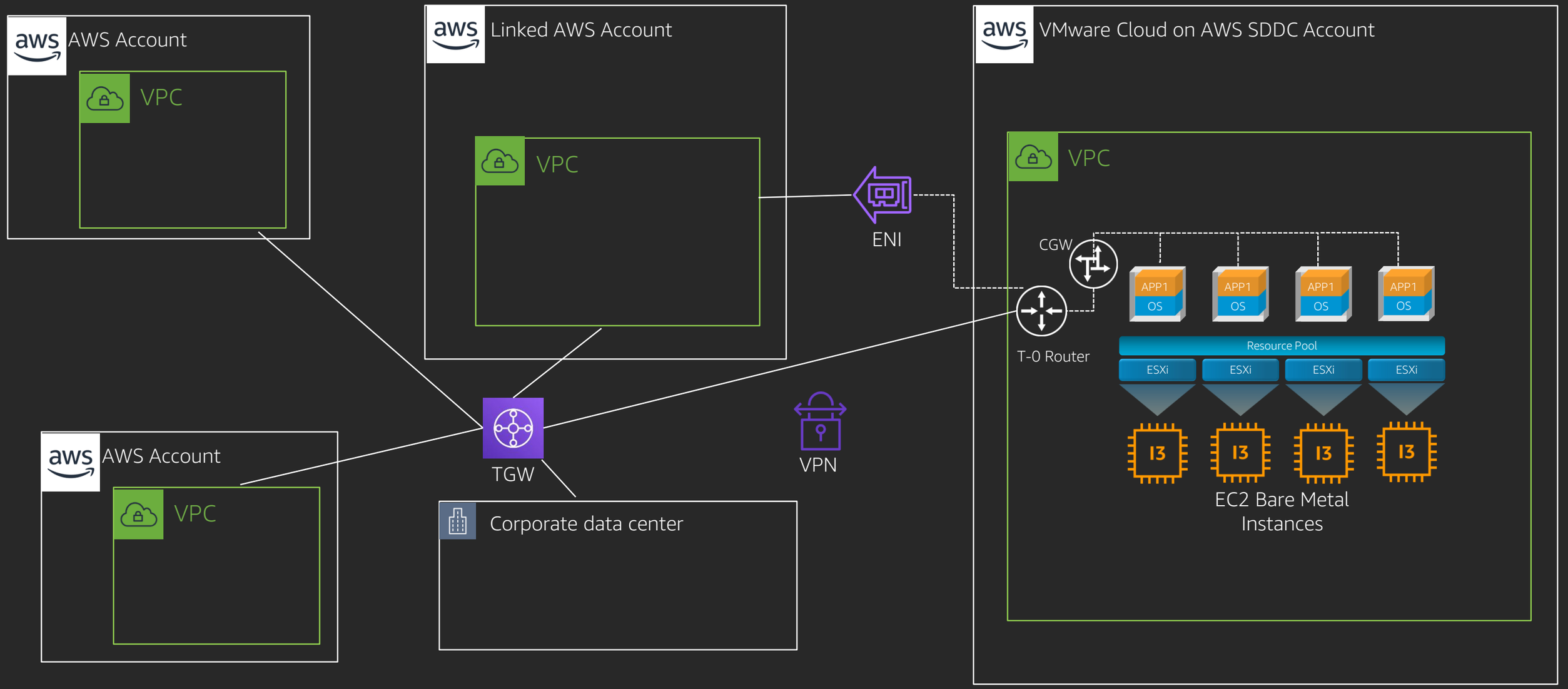




AWS Services within a customer managed VPC



VPC connectivity with AWS transit gateway



AWS Outposts

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AWS Outposts: Bringing AWS on premises

Same AWS-designed infrastructure as in AWS data centers (built on AWS Nitro System)

Fully managed, monitored, and operated by AWS as if in AWS Regions

Single pane of management in the cloud providing the same APIs and tools as in AWS Regions

Available in 2 variants

Native AWS (GA)

AWS APIs, services, and features.

Initially with:

- Amazon EC2 and EBS
- Amazon RDS
- Amazon ECS
- Amazon EKS
- Amazon EMR
- Application Load Balancer

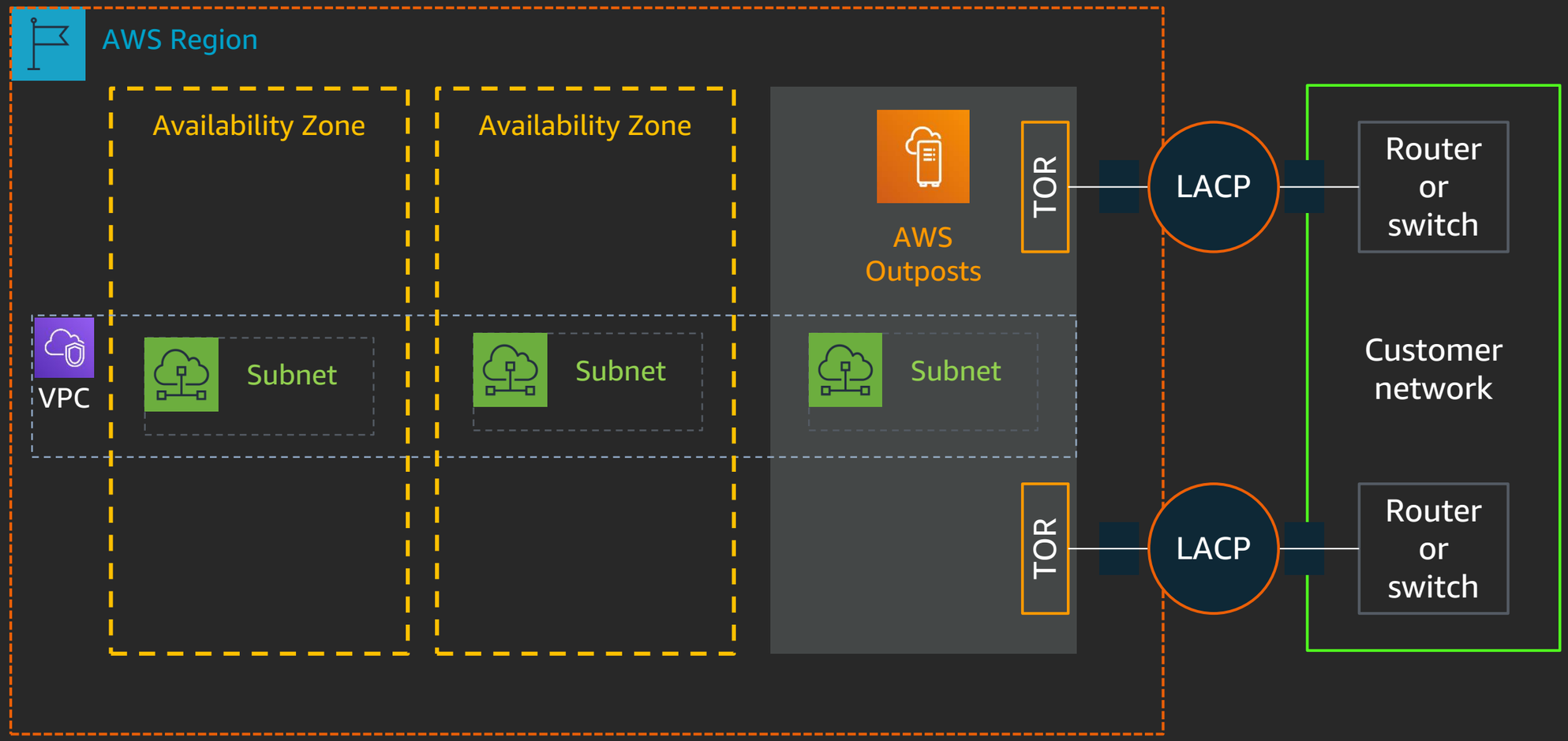
VMware Cloud on AWS (Beta)

VMware APIs and services

For customers running VMware SDDC on-premises

Leverage existing skills, automation, and governance policies

Seamlessly extend your regional VPC



Instances in the Outpost can securely talk to other instances in the VPC via private IP addresses

Amazon RDS on VMware

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Amazon RDS on VMware

With same user experience as in AWS

Amazon RDS
vmware®

Automates provisioning, patching, backup & restore, scaling, and health management.

PostgreSQL

MySQL™

MariaDB

ORACLE®

Microsoft® SQL Server®

Summary and next steps

VMware cloud on AWS target use cases

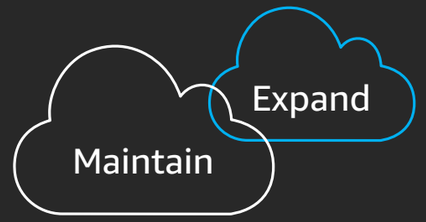
Cloud migrations

Business Critical Apps: SAP ORACLE …

Data center evacuation

Infrastructure refresh

Data center extension



Footprint expansion

On-demand capacity

Test/dev

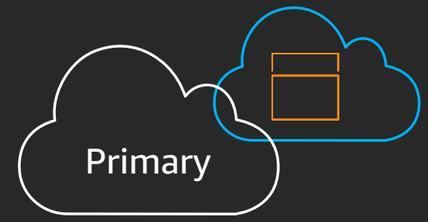
Disaster recovery

Protect additional workloads

DR data center replacement

Add or modernise DR solutions

Next-generation applications



Application modernization

Next-gen app build out

Enterprise workloads

Cloud value – more than TCO

What is it?

Infrastructure cost savings/avoidance from moving to the cloud	Efficiency improvement by function on a task-by-task basis	Benefit of improving SLAs and reducing unplanned outages	Deploying new features/ applications faster and reducing errors

Typical focus

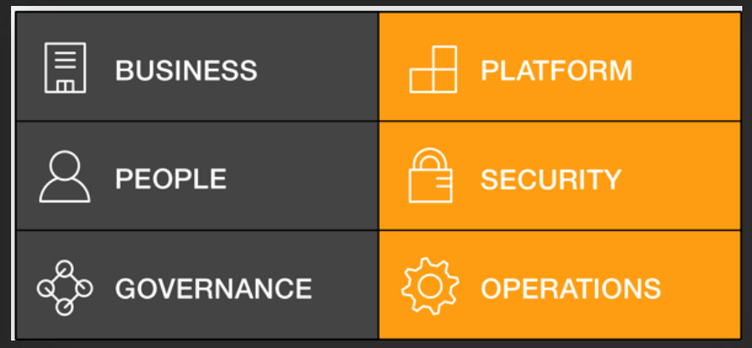
Most compelling cloud benefits

Next steps

Unleash innovation while reducing IT cost

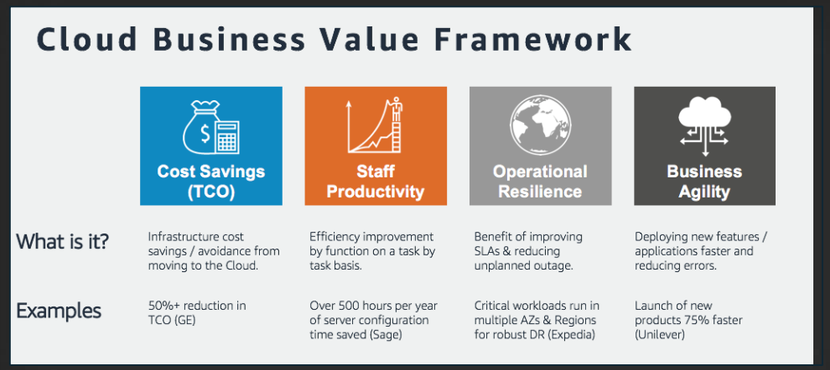
Define the change

Cloud adoption workshop
Align stakeholders and create a shared vision for business outcomes as you plan your migration.



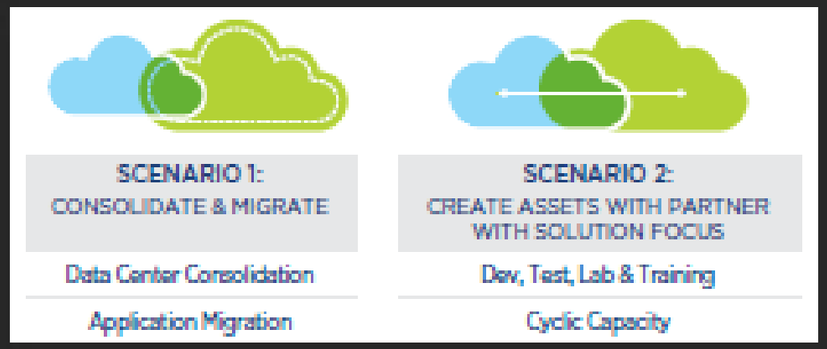
Create a case

AWS business case service
Create a CFO ready business case that captures infrastructure cost savings and productivity gains.



Explore the service

Proof of value pilot
Programmatic white glove approach to determine and validate the use case and prove out on VMC.



Thank you!

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