

VMware Cloud Foundation

The easiest way to the hybrid cloud

Markus Klein

Senior Director, Presales

Central EMEA



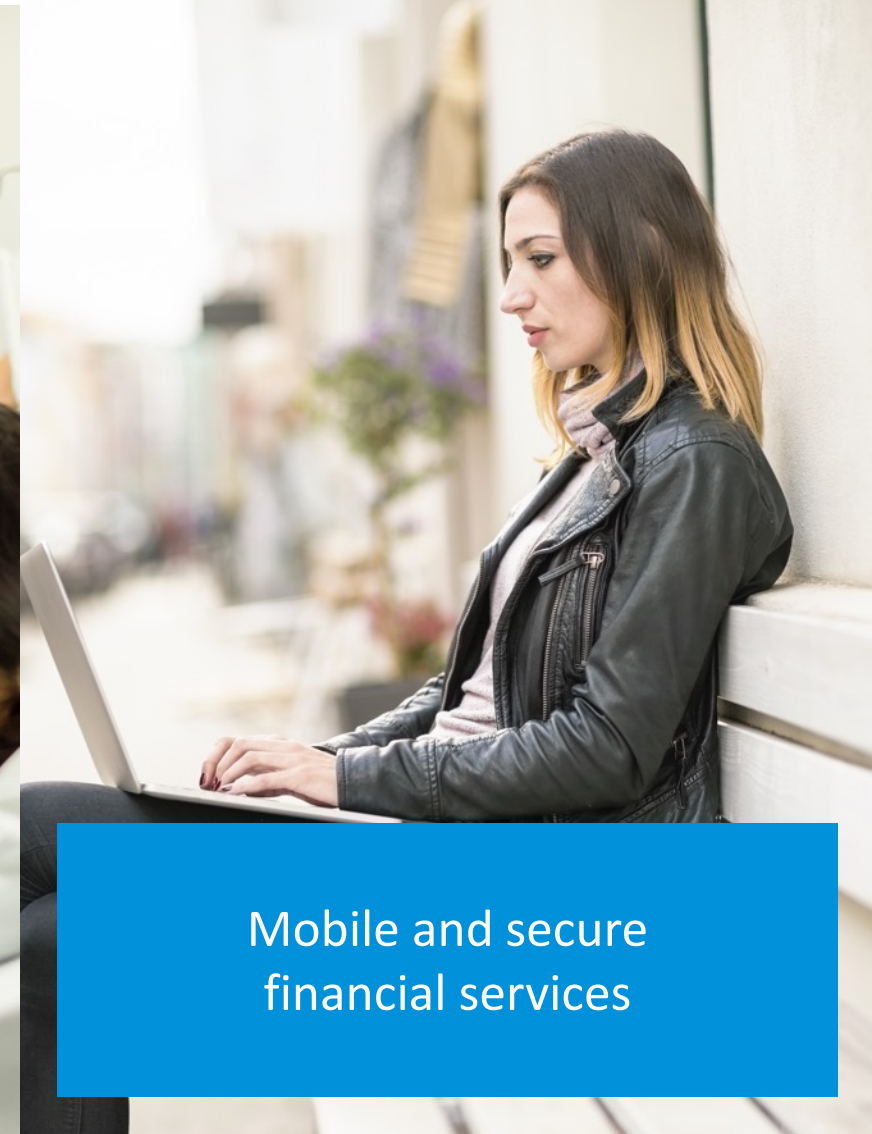
Technology Is Transforming Every Industry



Analytics-driven
precision farming



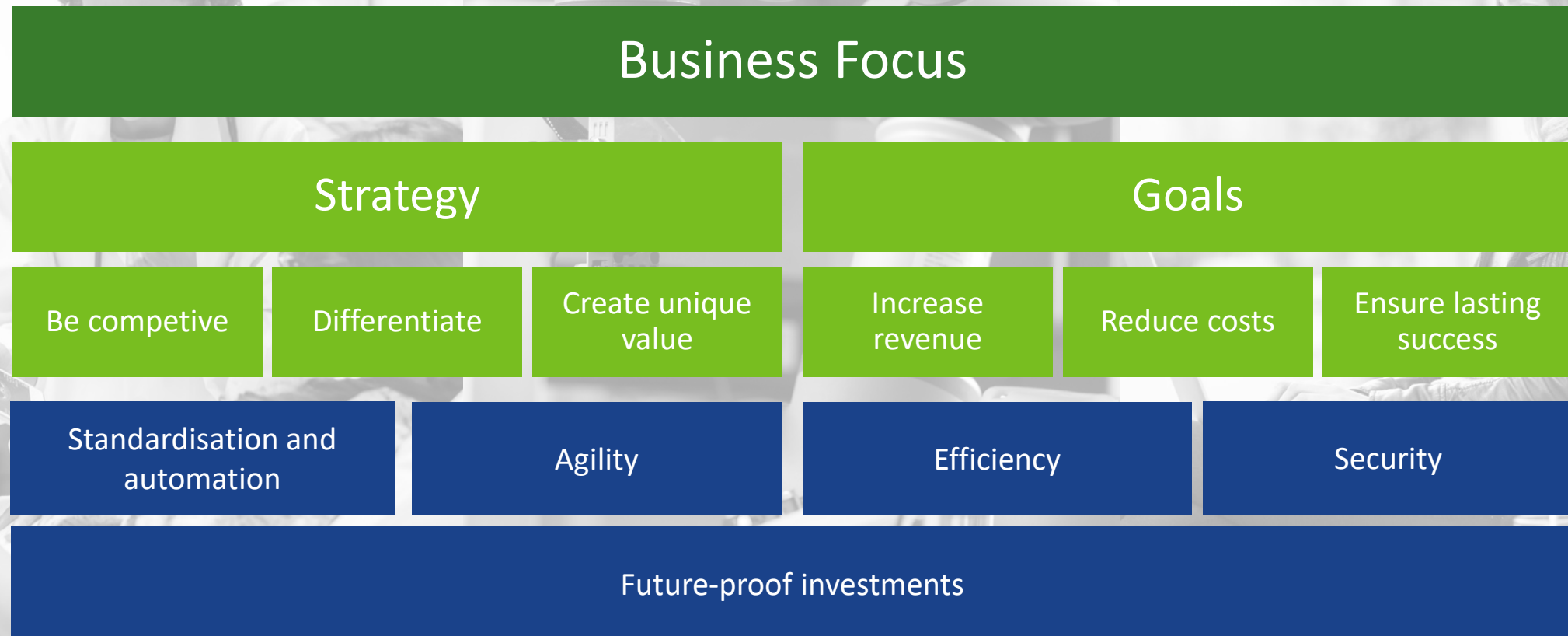
Connected and
data-driven healthcare



Mobile and secure
financial services

Business Needs Drive Customers' Strategy and Goals

This leads towards key requirements for their infrastructure



Need to Modernize, But No One Solution Solves Everything

Each environment offers a unique set of advantages, need something future-proof

PRIVATE CLOUD



Cost optimized for data intensive apps

Enterprise IT governance

Data locality and control

Leverages existing tools and operations

Ideal solution for the edge

PUBLIC CLOUD



Flexible, low upfront commitment

Agile and easily scalable

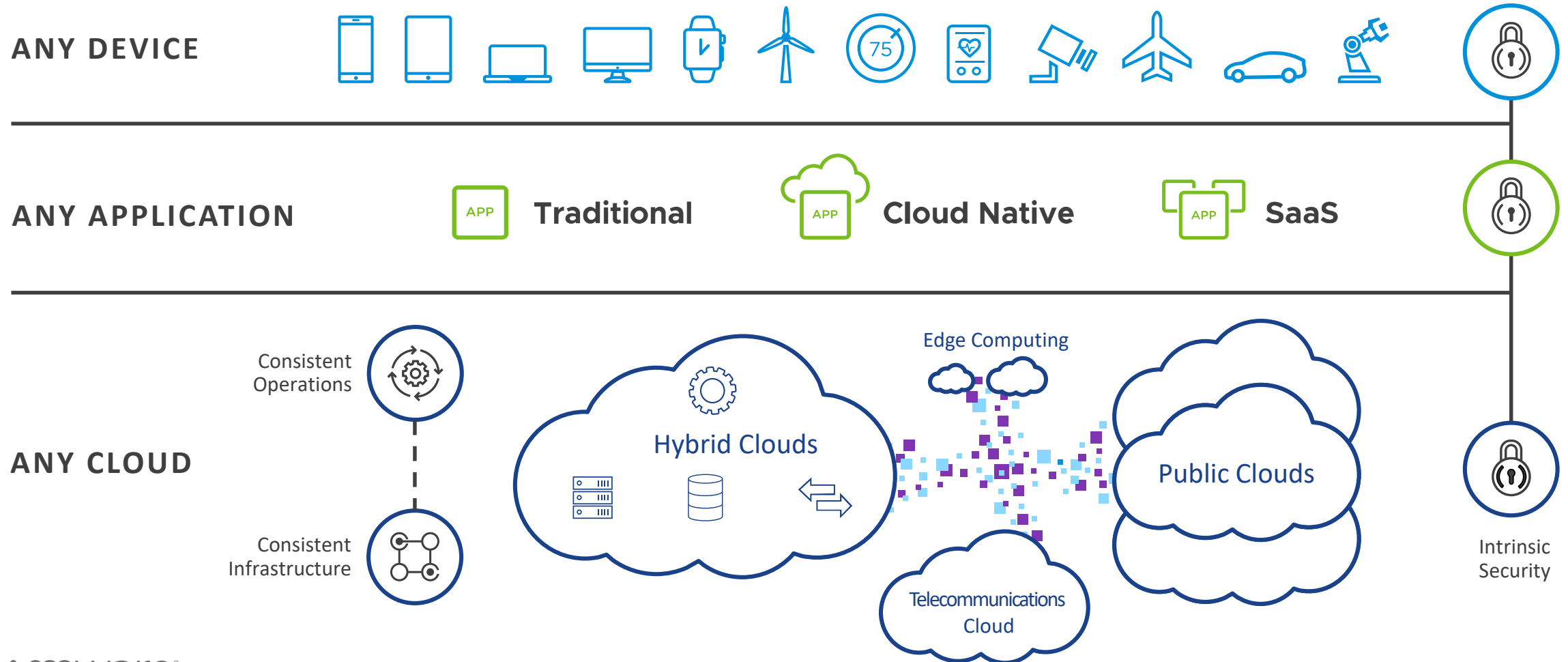
Built for new class of apps

Rich developer services

Fully managed and automated

VMware Vision

The Essential, Ubiquitous Digital Foundation

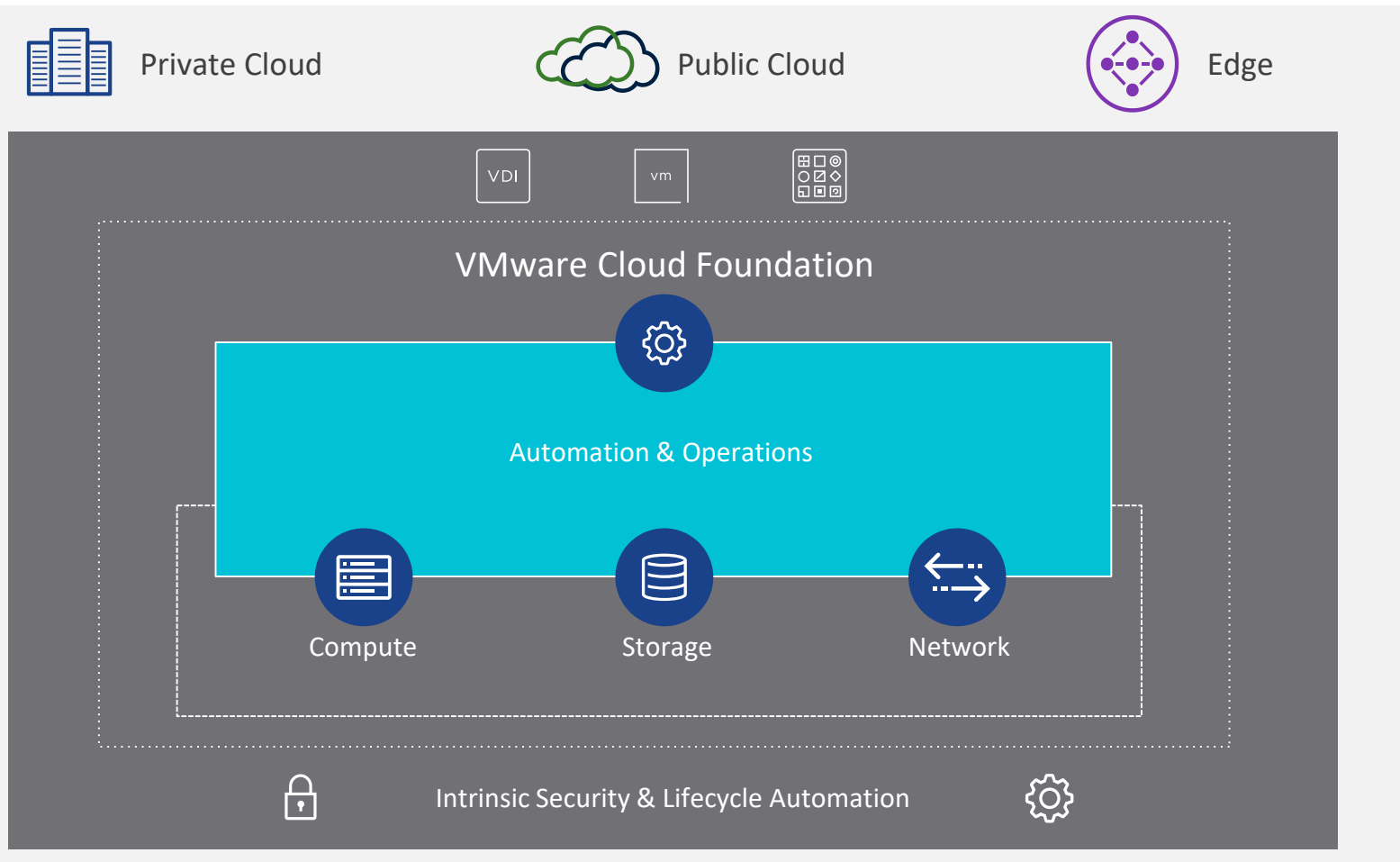


VMware Cloud Foundation.
The simplest path to the
hybrid cloud.



Modernize Your Data Center With VMware Cloud Foundation

The full stack hyper-converged infrastructure for hybrid clouds is comprehensive

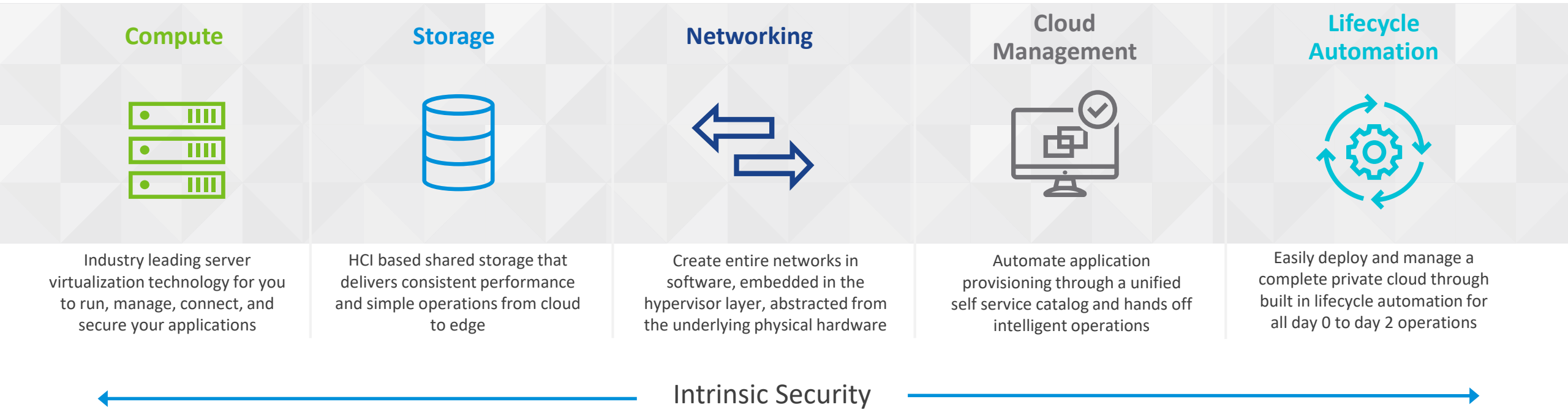


- Built on **standardized & validated** architectures
- Integrated software-defined cloud platform
- Simplest to deploy and operate
- Built-in intrinsic security
- Supports traditional and new workloads
- Simplest path to hybrid cloud

Delivering Best in Class Software Defined Technologies

Based on enterprise-ready, market leading capabilities

VMware Cloud Foundation



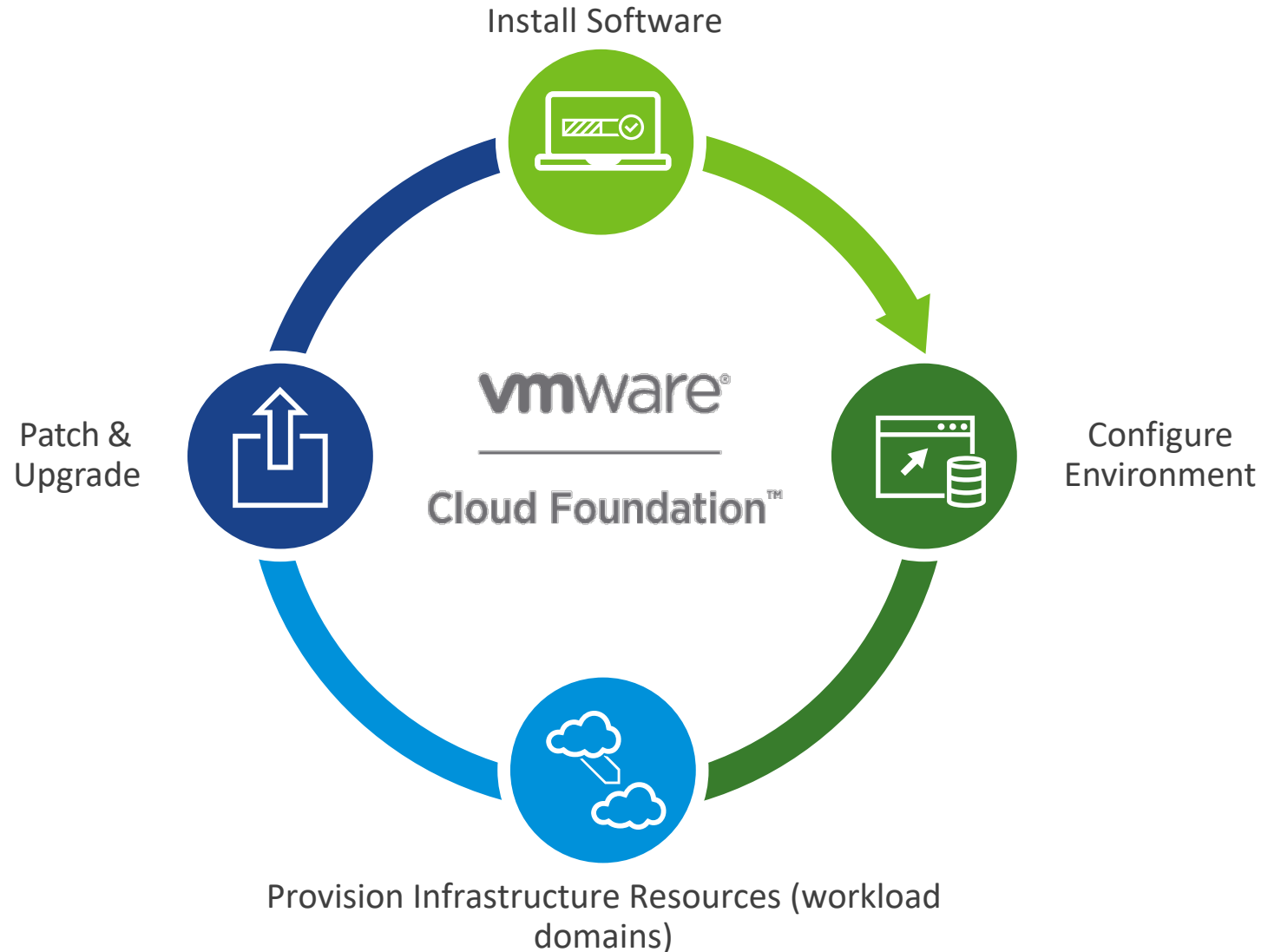
Ease Of The Public Cloud In Your Data Center

VMware Cloud Foundation delivers lifecycle automation for the complete VMware software stack

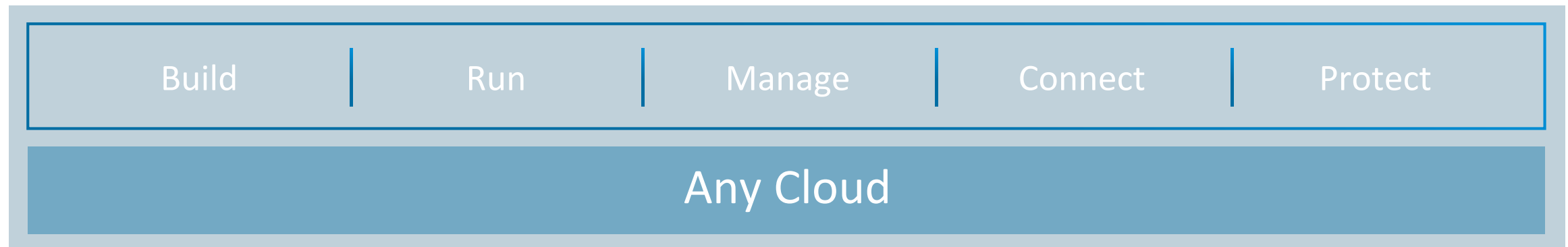
Rapid deployment and configuration

On-demand provisioning of infrastructure pools

One-click patching and upgrading



VMware Multi-Cloud Strategy



VMware Cloud on AWS

Delivering proven enterprise capabilities on the world's most popular public cloud



As-a-Service

Rich VMware SDDC delivered as a cloud service on AWS



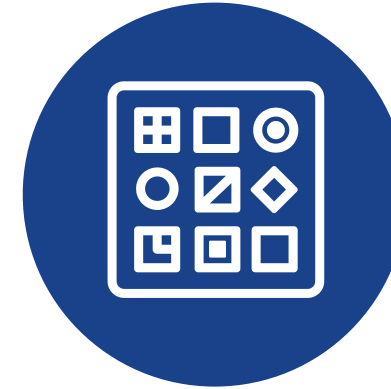
Consistent

Consistency and familiarity of VMware technologies



Portable

Easy workload portability and hybrid capabilities



Integrated

Direct access to the power of native AWS services



Any App

Existing and new apps with Containers and VMs

Customer-driven Use-cases

Aligning intended use to long term cloud strategy

Data center extension

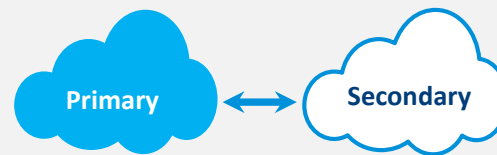


Footprint expansion / On-demand capacity

Virtual Desktops & Published Apps

Test/Dev

Disaster recovery



New DR

Replace existing DR

Complement existing DR

Cloud migrations



Application specific

Data center wide

Infrastructure refresh

Next-generation apps



Application modernization

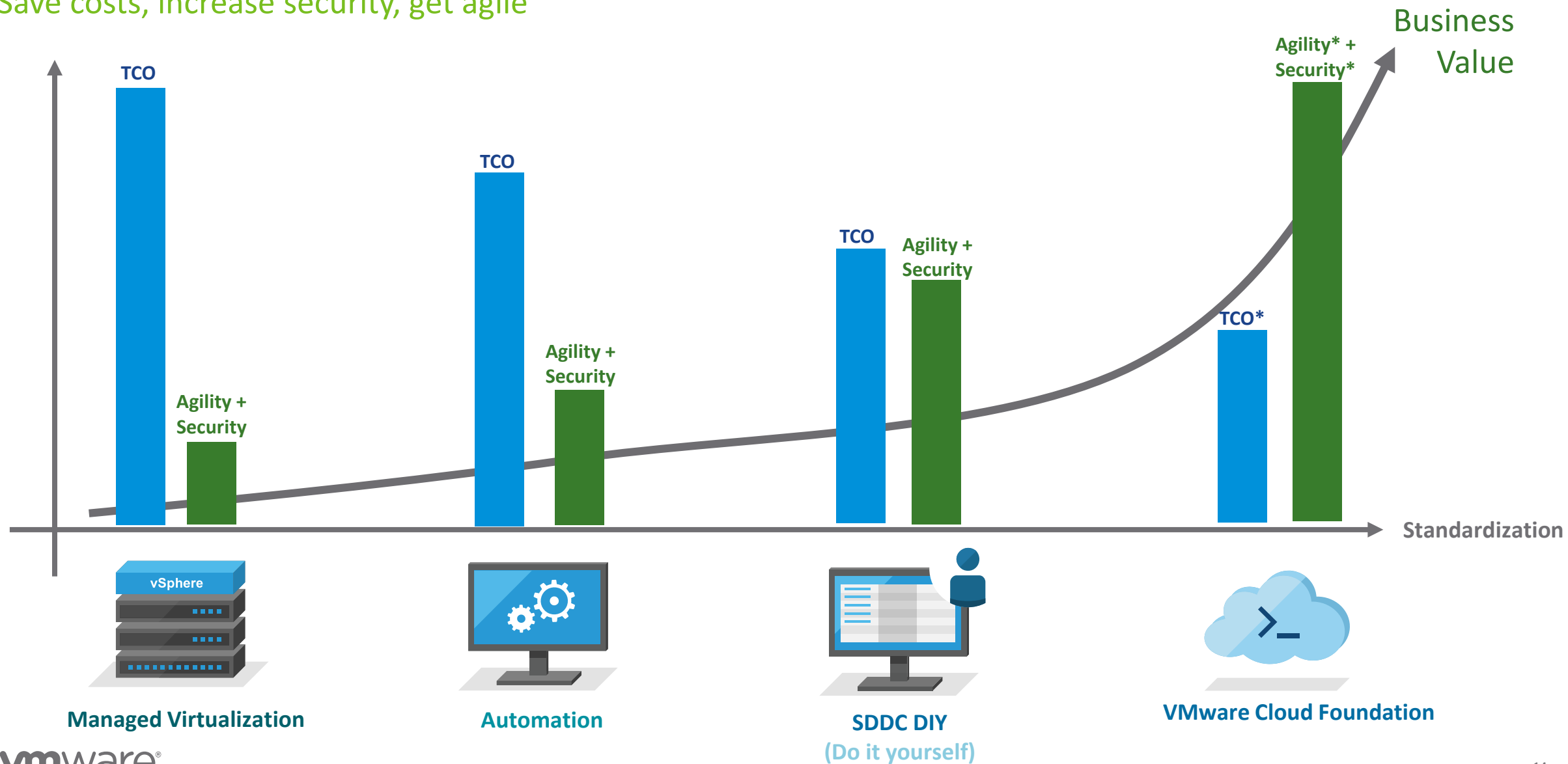
New application build-out

Hybrid applications

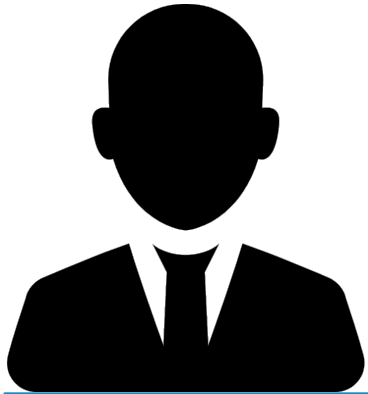


Customer Journey

Save costs, increase security, get agile



Der Weg voran – unser Angebot an Sie



■ Der Strategie Workshop

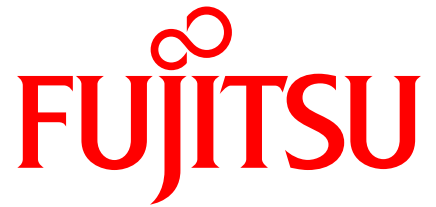
Wir kommen mit einem Fujitsu Category Manager und einem VMware HybridCloud Architect zusammen und klären Sie über die gemeinsame HybridCloud Strategie auf. Wir erklären TCO Senkungspotenziale und ROI Horizonte. Das erklärte Ziel ist es Innovationsfelder zu identifizieren und eine Agenda für den Technical Workshop zu kreieren.

■ Der Technical Workshop

Wir treffen uns mit Ihnen und Ihrer Betriebsmannschaft und ein Fujitsu HybridCloud Consultant führt in die identifizierten Innovationsfelder ein, zeigt auch ggf. Oberflächen und erklärt Funktionsweisen. Ziel ist es, dass Sie und Ihre Mannschaft neue Ideen erhalten und sich auf eine Innovationsstrategie mit uns einigen – natürlich gerne auch nachgelagert

■ Die Umsetzung

Sie und Ihre Mannschaft haben sich auf eine individuelle Innovations-Strategie geeinigt aber nun geht es darum das Top Management für diese Pläne zu gewinnen und die notwendigen Budgets genehmigt zu bekommen. Wir unterstützen Sie mit speziellem KnowHow & Unterlagen, sowie C-Level-Experten die Ihnen helfen auch diese Aufgabe souverän zu bewerkstelligen.



Vielen Dank!