VMware Cloud Foundation

The easiest way to the hybrid cloud

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VMware Cloud Foundation CEMEA

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VMware Vision

A digital foundation built on VMware



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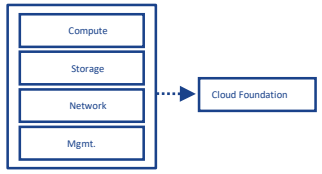
VMware Delivers Across the Public Cloud, Data Center, and Edge

Consistent infrastructure and operations to speed innovation

Consistency & Security



Standardized Architecture



Full Stack Approach



Tested and Validated



Apps/Services/ Infrastructure Automation



Simplified Experience



Built-in Security

VMware Cloud Foundation

Management | Compute | Storage | Networking



Public Cloud



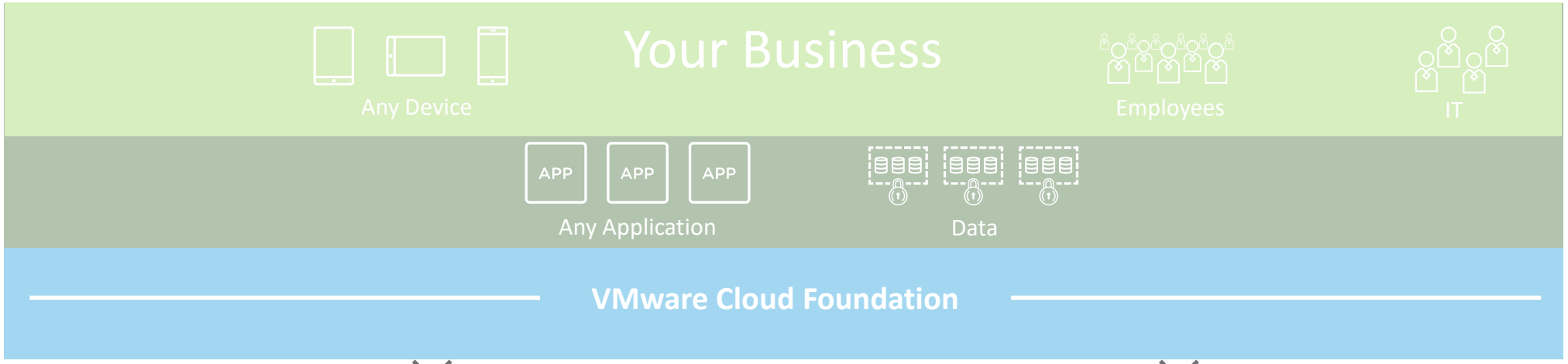
Data Center



Edge

Hybrid Cloud Strategy

Take advantage of both worlds



Private Cloud

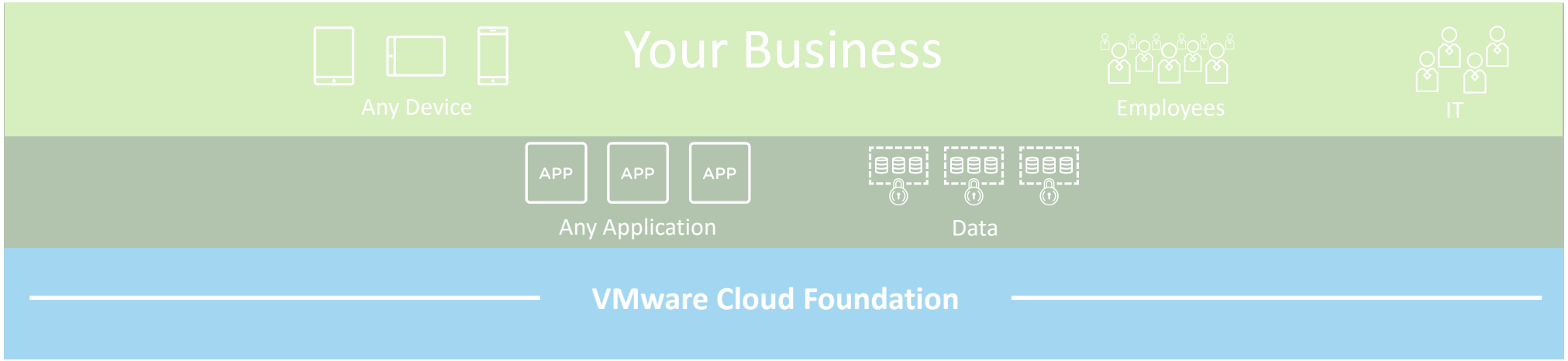
- Cost optimized for data intensive apps
- Enterprise IT governance
- Data locality and control
- Leverages existing tools and operations
- Ideal solution for the edge

Public Cloud

- Flexible, low upfront commitment
- Agile and easily scalable
- Built for new class of apps
- Rich developer services
- Fully managed and automated

Full Flexibility

Broadest ecosystem on the market



Private Cloud

Public Cloud

Software Deployment

Certified Ready Nodes:

CISCO, DELL EMC, FUJITSU, HUAWEI, HITACHI Hitachi Data Systems, NEC, Lenovo, QCT, ERICSSON, TOSHIBA, acer, SUPERMICRO, Sugon, inspur, intel

Integrated Systems

FUJITSU PRIMEFLEX

DELL EMC

HITACHI Hitachi Data Systems UCP RS

QxStack

Hewlett Packard Enterprise

QCT

Cloud Service Providers

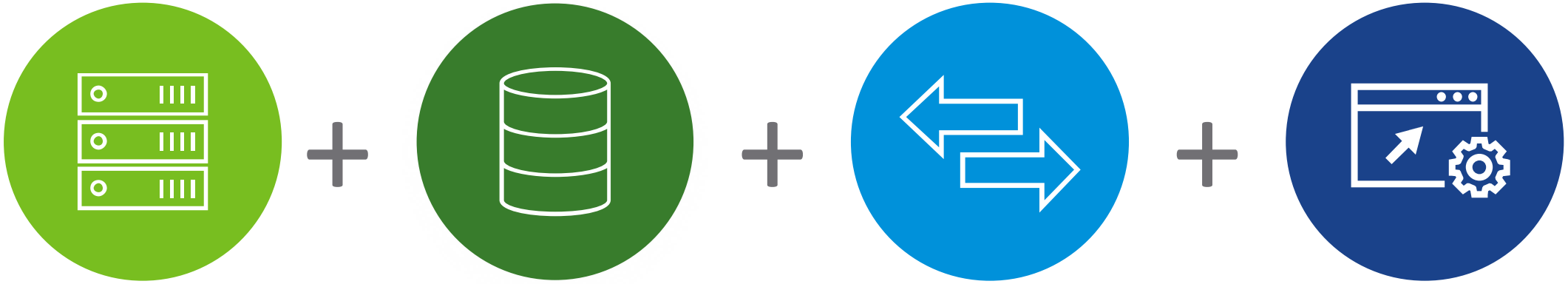
From VMware

aws VMware Cloud on AWS

From VMware Cloud Providers

CenturyLink, FUJITSU, IBM Cloud, OVH, rackspace, NTT Communications Transform. Transcend.

VMware Cloud Foundation Software Building Blocks …



Compute

vSphere

- ESXi
- PSC / vCenter
- HA/DRS
- vMotion

Storage

vSAN

- Hyper-converged object storage
- All flash and hybrid
- Dedup & compression
- Data protection & replication

Network

NSX

- Distributed Firewall / M-Seg
- Logical Switching / App virtual networks
- Distributed switching/routing
- Edge Service Gateways (DHCP, Load balancing, NAT, Firewall)

Management

vRealize Suite

- vRealize Operations
- vRealize Log Insight
- vRealize Network Insight
- vRealize Automation

Blistering Pace of vSAN Adoption

#1 Market Share with >20’000 Customers



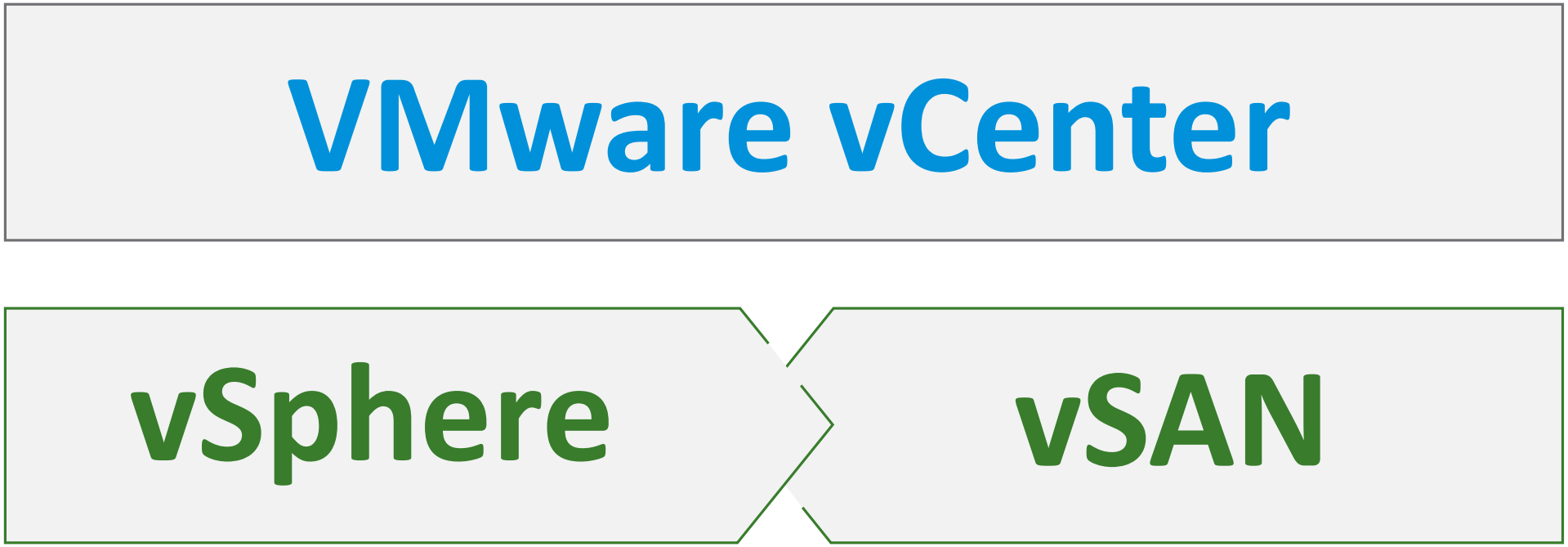
vSAN Customer Adoption

>50% YoY bookings growth



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If You Know vSphere You Already Know vSAN

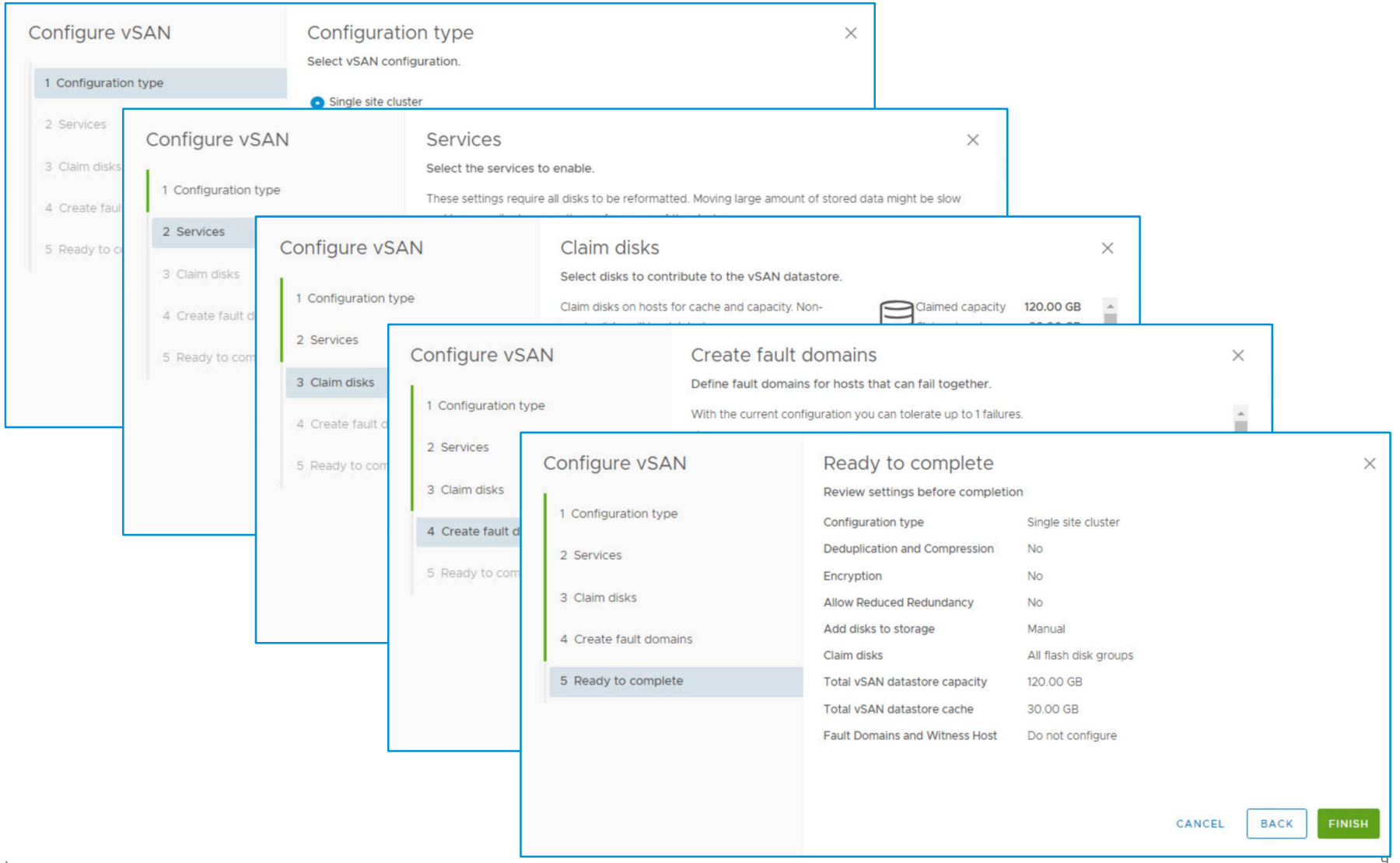


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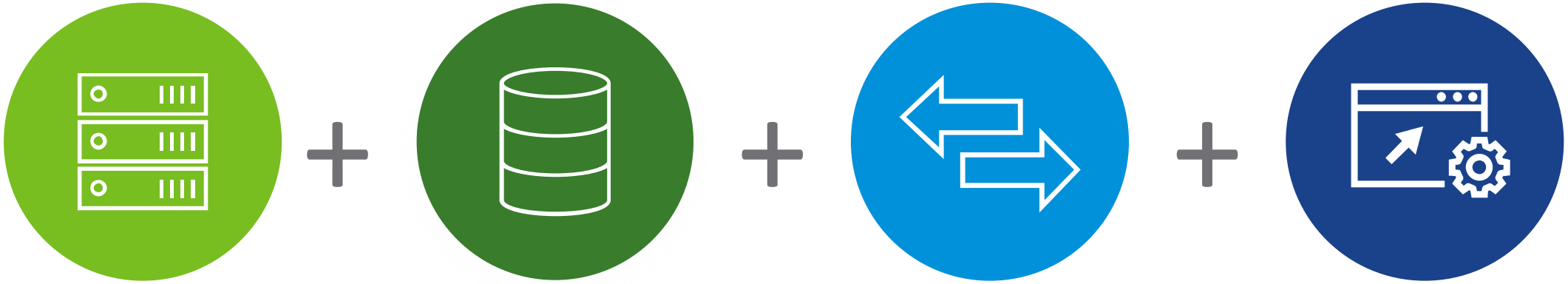
VMware Software Defined Storage SDS (Installation)



Storage



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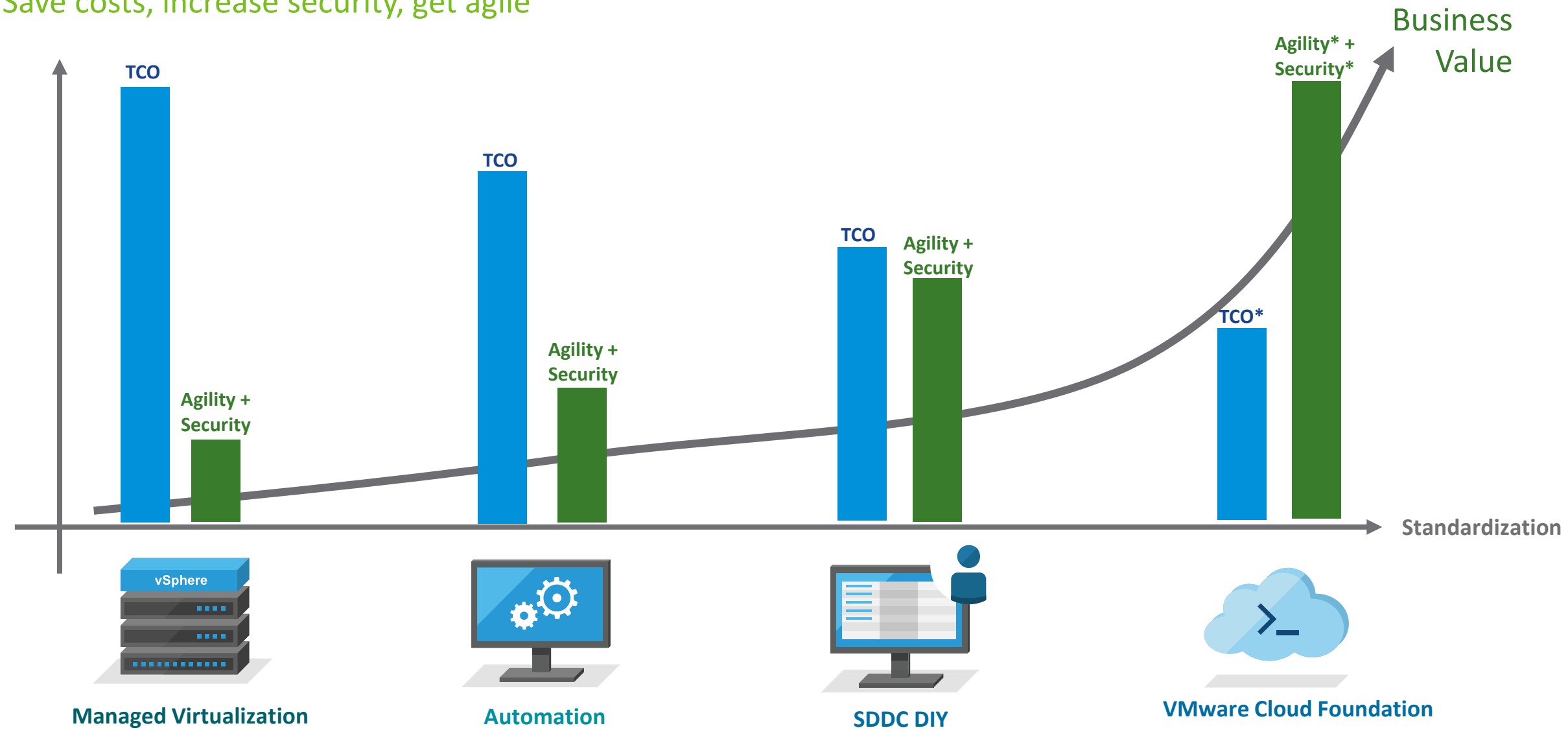
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Customer Journey

Save costs, increase security, get agile



*Reached by existing customers

What Real Customers Have Accomplished

15x Faster Cloud Deployment



Reduced deployment cycle from months to 4 days

NOL-TEC SYSTEMS

Moved production to a co-location for all mission critical applications

Easy, Repeatable Deployments



One design, deployed globally

XAVIER UNIVERSITY of LOUISIANA

Secure cloud storage and backup to prepare for natural disasters in New Orleans

20x Faster App Provisioning



Fully automated app provisioning from 24 days to minutes

cnrs

Implemented private cloud to automate delivery of IT resources for 600+ labs

Up to **40%** Lower TCO



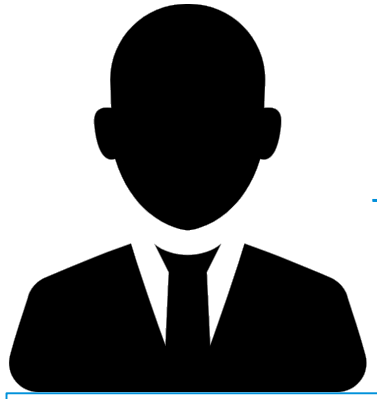
Reduced IT footprint with automation

DXC.technology

Built next-gen platform to power VDI services for public sector

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Der Weg voran – unser Angebot an Sie



Der Strategy 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.

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Thank you!

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