

Hybrid and Multi-Cloud Management

VMware's SDDC Toolset

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All modern software runs on a cloud

Self-service

Scalable

Rich services

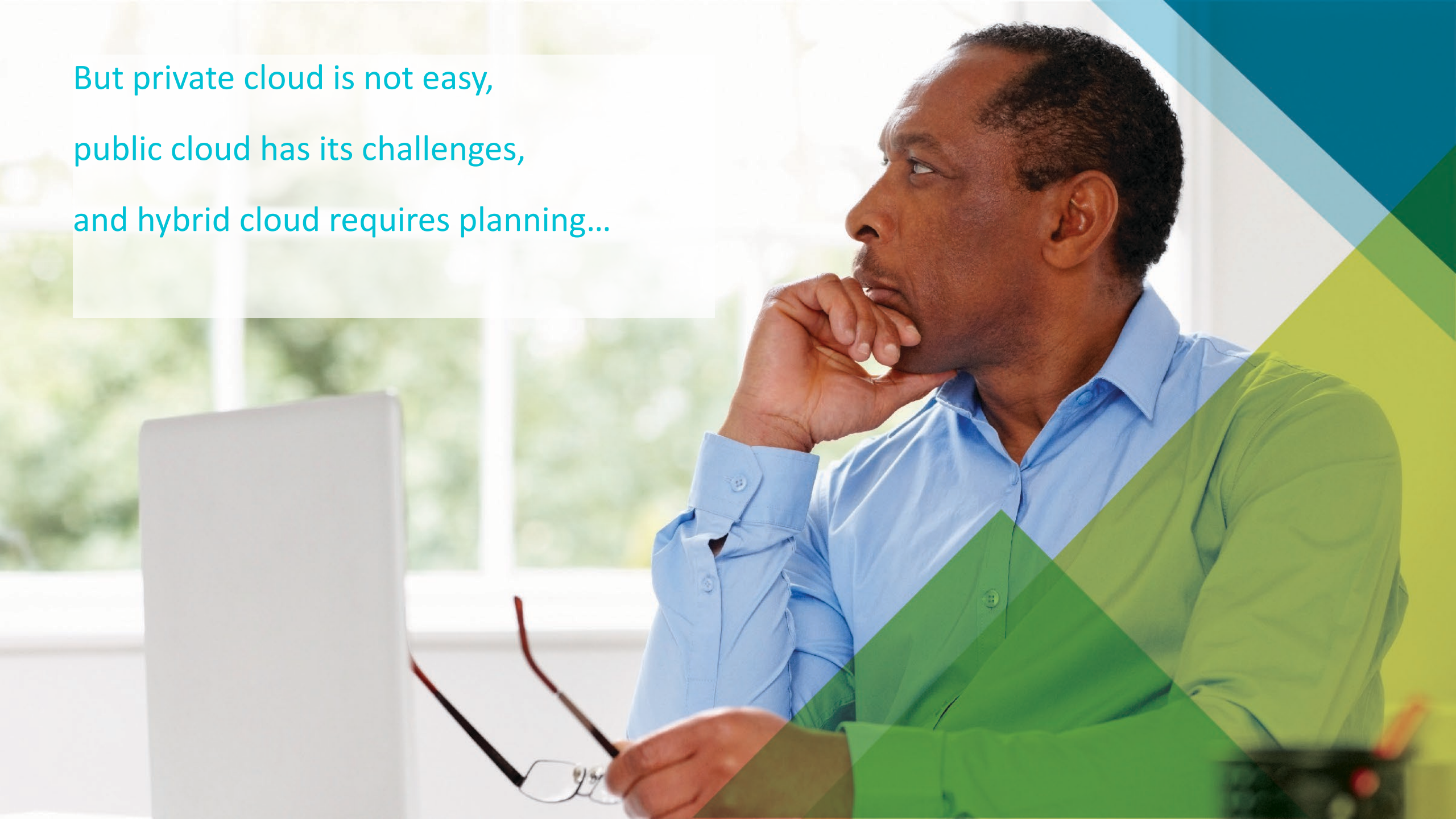
Developer
Friendly

Secure,
compliant

Self-
optimized

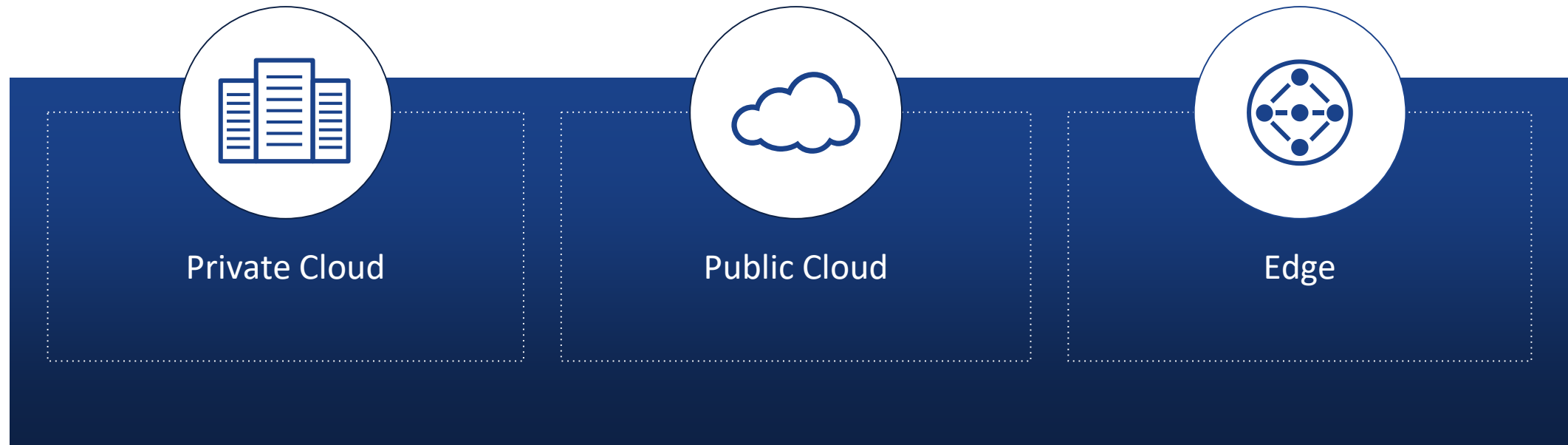
Resilient

But private cloud is not easy,
public cloud has its challenges,
and hybrid cloud requires planning...



Hybrid Cloud

Data Center to Cloud to Edge



Consistent Infrastructure & Consistent Operations

VMs and Containers

Management, Consumption
and Automation

Multi-cloud Challenges

Low visibility, Increased spend	Inefficient / Over-Provisioning	Security and Compliance	Performance Inconsistencies	Provisioning & Orchestration Complexity
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Thousands of Objects,
Services, Containers, Apps



Hundreds of Cloud Accounts



Complex Teams & Priorities



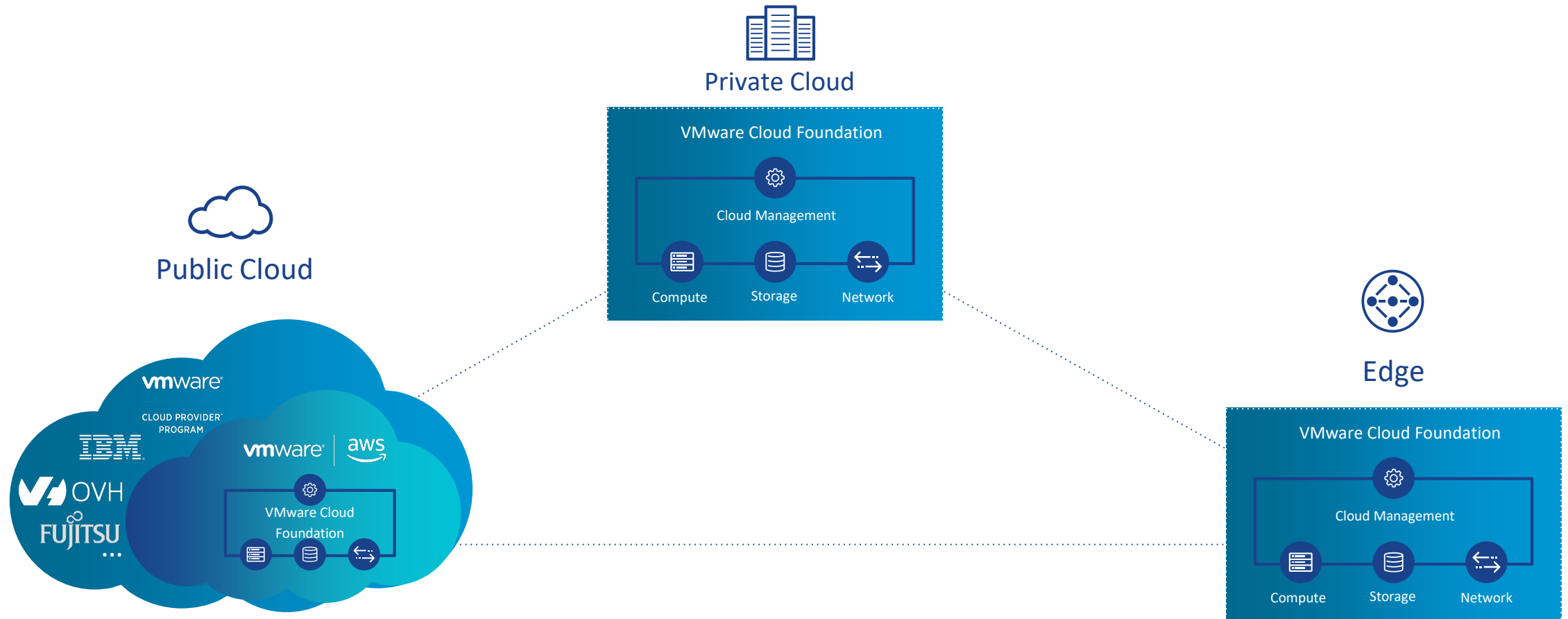
Our mission



We create an experience that **makes the clouds invisible** so that our customers can focus on **transforming their business**

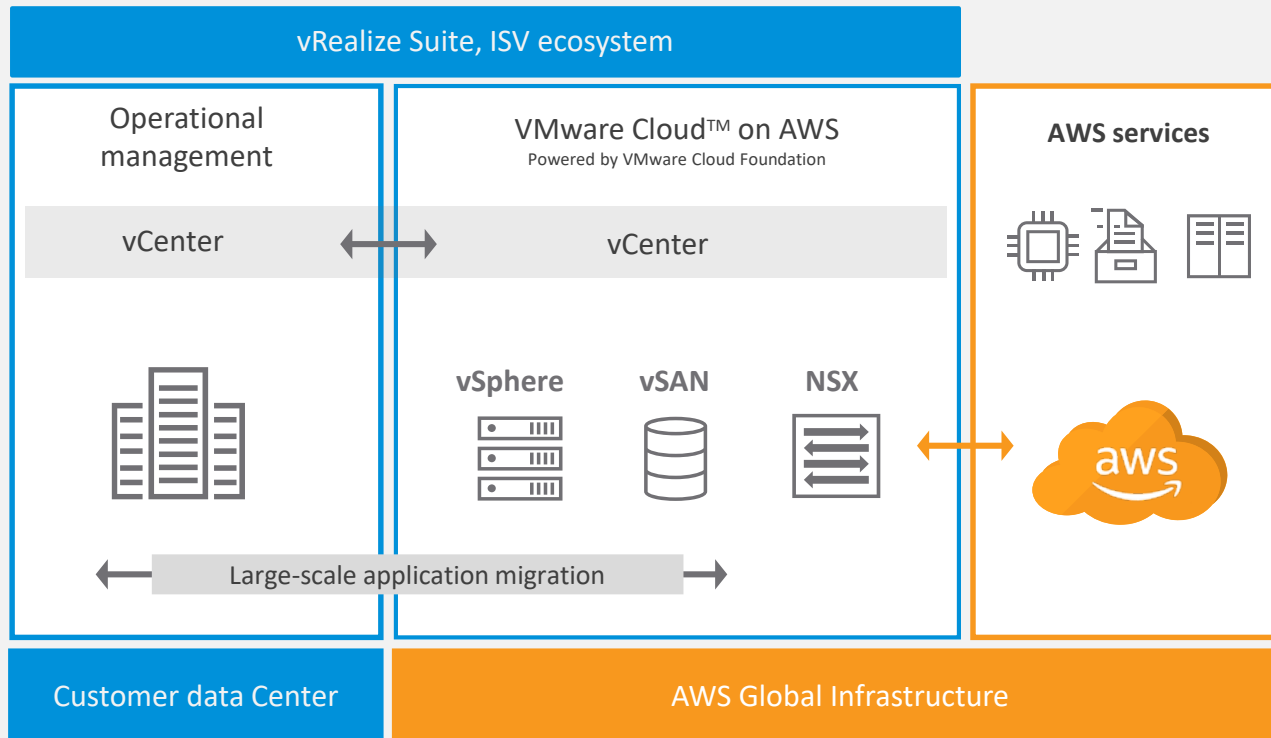
VMware Hybrid Cloud

Enabling consistent infrastructure & operations everywhere



Diverse Clouds • Same People • Same Process • Same Tools

VMware Cloud on AWS: Jointly engineered cloud service



- VMware SDDC running on AWS bare metal
- Sold, operated & supported by VMware and its partners
- On-demand capacity and flexible consumption
- Full operational consistency with on-premises SDDC
- Seamless large-scale workload portability and hybrid operations
- Global AWS footprint, reach, availability over time
- Direct access to native AWS services

VMware Cloud Management Platform

Consistent Developer Experience

Cloud Management Platform

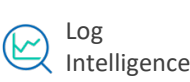
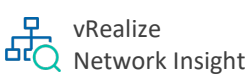
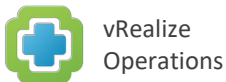
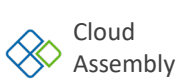
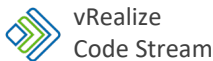
CMP as licensed software (vRealize)

CMP as a Service (VMware Cloud Services)

Application Operations

Programmable Provisioning

Self-Driving Operations



VM VIRTUAL MACHINES

CONTAINERS

KUBERNETES



Hybrid Cloud



Public Cloud



vRealize Automation 7.6 / Service Broker

Multi Cloud Catalog

vmware vRealize Automation

Catalog Deployment Design Inbox Administration Infrastructure Containers

Catalog 15 items | On behalf of: Search users

Search for Catalog items by name | Sort: Name (ascending)

Service	Description	Business Group	TMM Automation	Service
Azure CentOS 7.3	Deploy a CentOS 7.3 Instance to US West in Microsoft Azure	Business Group	TMM Automation	Public Cloud
Cassandra	This is a Single-Tier deployment for Cassandra 3.11.2-6. Cassandra blueprint published by Bitnami is secure, up-to-date, and	Business Group	TMM Automation	Platforms
CentOS 7.3	No description	Business Group	TMM Automation	Infrastructure
Drupal	This is a Single-Tier deployment for Drupal 8.5.3-3. Drupal blueprint published by Bitnami is secure, up-to-date, and	Business Group	TMM Automation	Platforms
EC2 - RHEL	Redhat Linux 7 Instance provisioned to Amazon Web Services via an EC2 Instance	Business Group	TMM Automation	Public Cloud
Elasticsearch	This is a Single-Tier deployment for Elasticsearch 6.2.4-0. Elasticsearch blueprint published by Bitnami is secure, up-to-date, and	Business Group	TMM Automation	Platforms
GCP - Ubuntu 17	Deploy a Google Compute Engine Ubuntu 17 Instance in US West	Business Group	TMM Automation	Public Cloud
JFrog Artifactory Open Source	This is a Single-Tier deployment for JFrog Artifactory Open Source 6.0.1-0. JFrog Artifactory Open Source blueprint published by Bitnami is secure, up-to-date, and	Business Group	TMM Automation	Platforms
Kubernetes 1.10	Deploy a Kubernetes instance with 2 Masters and 4 Workers On Premises with vSphere	Business Group	TMM Automation	Platforms
LAMP	This is a Single-Tier deployment for LAMP 7.1.18-1. LAMP blueprint published by Bitnami is secure, up-to-date, and	Business Group	TMM Automation	Platforms
MongoDB	This is a Single-Tier deployment for MongoDB 3.6.5-0. MongoDB blueprint published by Bitnami is secure, up-to-date, and	Business Group	TMM Automation	Platforms
Nginx	This is a Single-Tier deployment for Nginx 1.14.0-0. Nginx blueprint published by Bitnami is secure, up-to-date, and	Business Group	TMM Automation	Platforms
Node.js	This is a Single-Tier deployment for Node.js 10.1.0-1. Node.js blueprint published by Bitnami is secure, up-to-date, and	Business Group	TMM Automation	Platforms
Ubuntu 14	No description	Business Group	TMM Automation	Platforms
Windows 2012	No description	Business Group	TMM Automation	Platforms

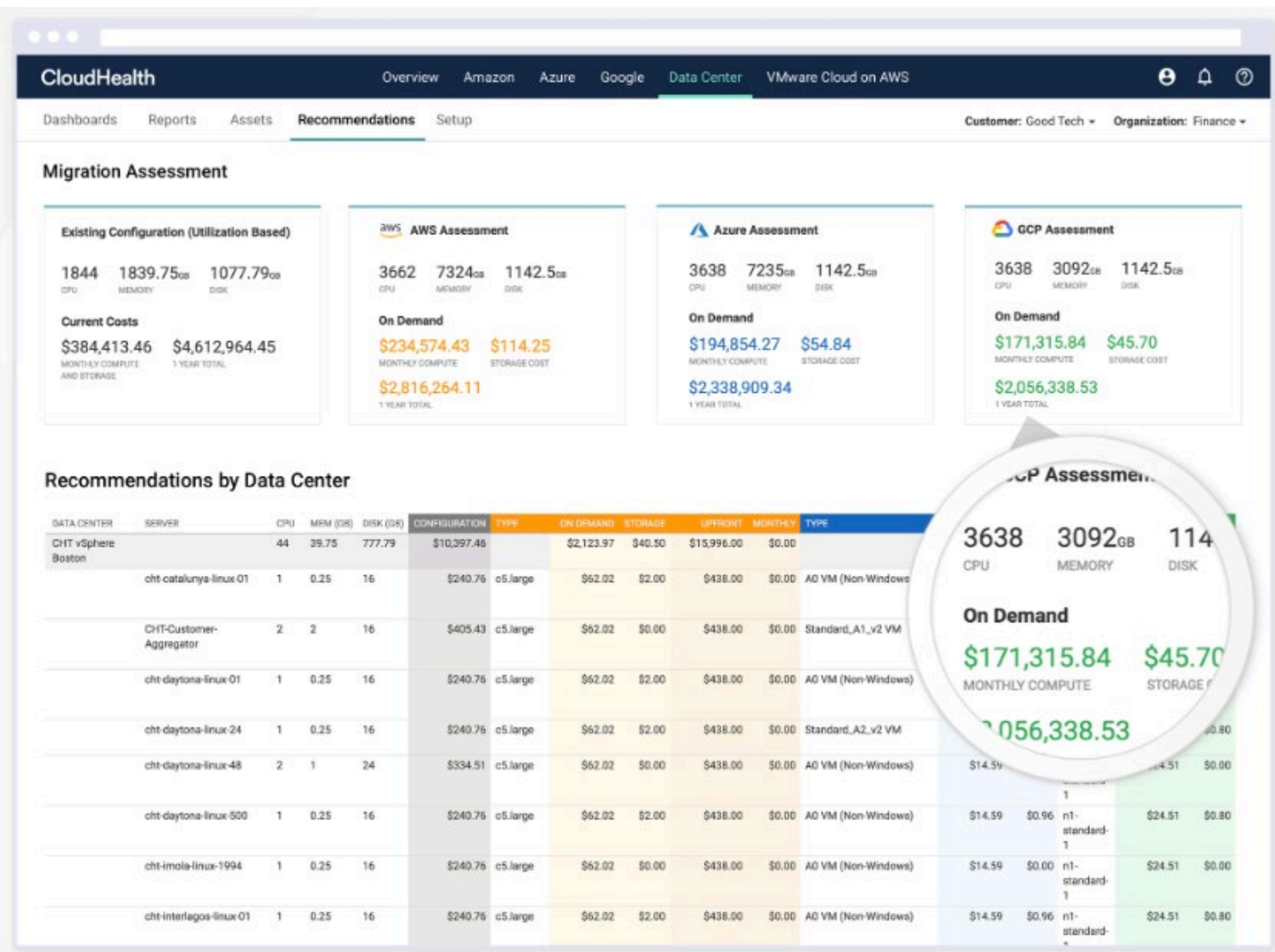
Set up store front for
IaaS, PaaS, SaaS

Create content
sources

Entitle content

Apply governance
policies

Native ServiceNow
Integration



Cloud Visibility

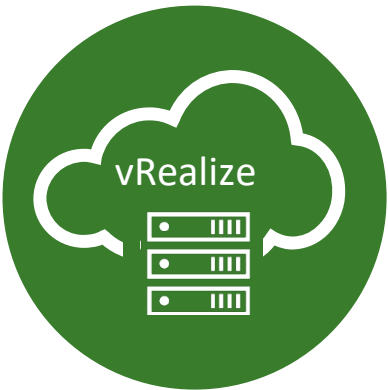
Public Cloud
Cost Management

Better Together



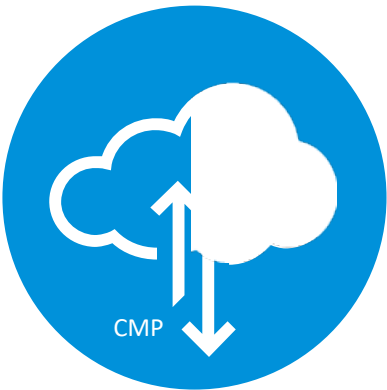
Hyper Converged Infrastructure

vSAN + vROps



Full SDDC

VMware Cloud Foundation



Hybrid Cloud

VMC on AWS
+
vRS/Cloud Services



Network Automation

NSX + vRA/Cloud
Automation Services +
vRNI/NI



Developer Ready Infrastructure

PCF/Enterprise PKS
+ vRA/Cloud Automation
Services + Wavefront

Industry Recognition

“You are on everybody’s shortlist” – Ronni Colville, Gartner



#1 rank in Private
Cloud Wave

Leader in Hybrid Cloud
Mgmt Wave

New!



#1 in Cloud Systems
Management (for 5 years!)
#1 in Datacenter Automation
(for 4 years!)
#1 in IT Automation &
Configuration¹

New!

New!



Positioned favorably in
Gartner’s CMP Market
Guide



Overall Leader in
Ovum Decision Matrix:
Selecting a Multi- and
Hybrid Cloud
Management Solution,
2018-19

VMware's Award-Winning Ecosystem

Technology Partners

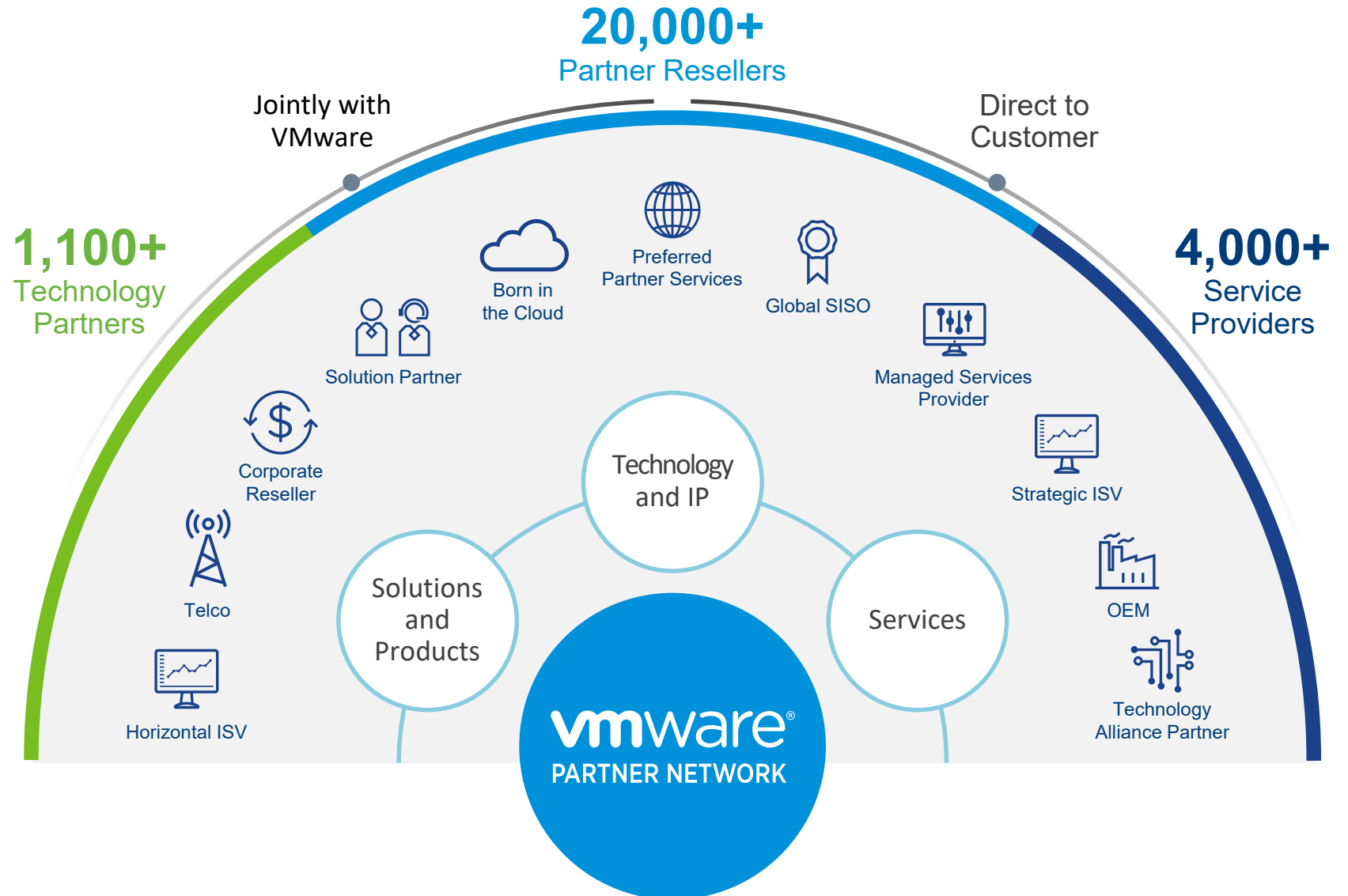
Extend the VMware Solution set with best of breed technology options

Partner Resellers

Enabled to assist in the architecture of the data center, cloud, and edge technologies

Service Provider Partners

Deliver a multi-cloud solution, to account for the needs of your business



Gartner Recognition

Gartner Magic Quadrants

Magic Quadrant
WAN Edge Infrastructure¹



¹ Gartner, Inc., Magic Quadrant for Unified Endpoint Management Tools, Joe Skorupa, Andrew Lerner, Christian Canales, Mike Toussaint, et al, October 18, 2018

Magic Quadrant
Data Center Networking²



² Gartner, Inc., Magic Quadrant for Data Center Networking, Andrew Lerner, Joe Skorupa, et al, July 11, 2018.

Magic Quadrant
Hyperconverged Infrastructure³



³ Gartner, Inc., Magic Quadrant for Hyperconverged Infrastructure, John McArthur, Kiyomi Yamada, et al., 27 November 2018.

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Forrester Recognition

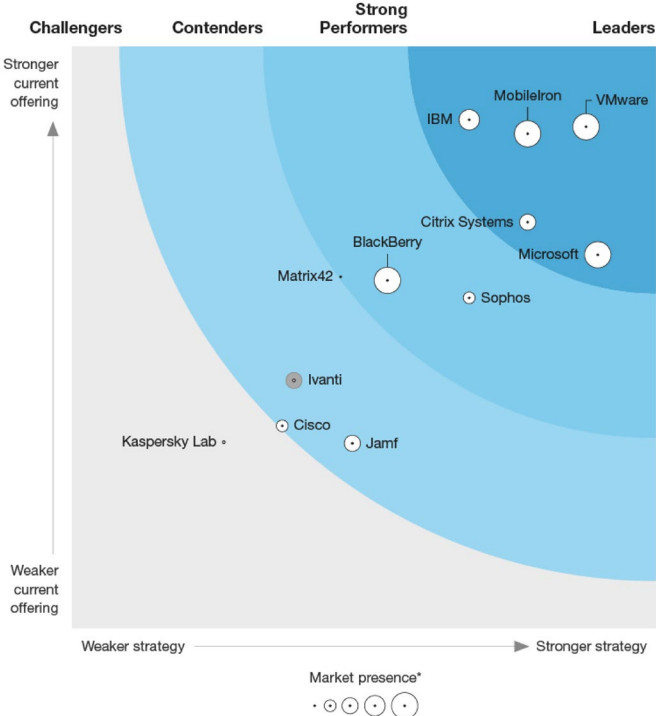
Forrester Waves

The Forrester Wave:
Hybrid Cloud Management¹



¹ Forrester Research, The Forrester Wave™: Hybrid Cloud Management, Q2 2018," Lauren E. Nelson, et. al., June 8, 2018

The Forrester Wave:
Unified Endpoint Management²



² Forrester Research., The Forrester Wave™: Unified Endpoint Management, Q4 2018," Andrew Hewitt, et al, November 20, 2018

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Thank You