



# HCI Powered Hybrid Cloud with VMware Cloud Foundation

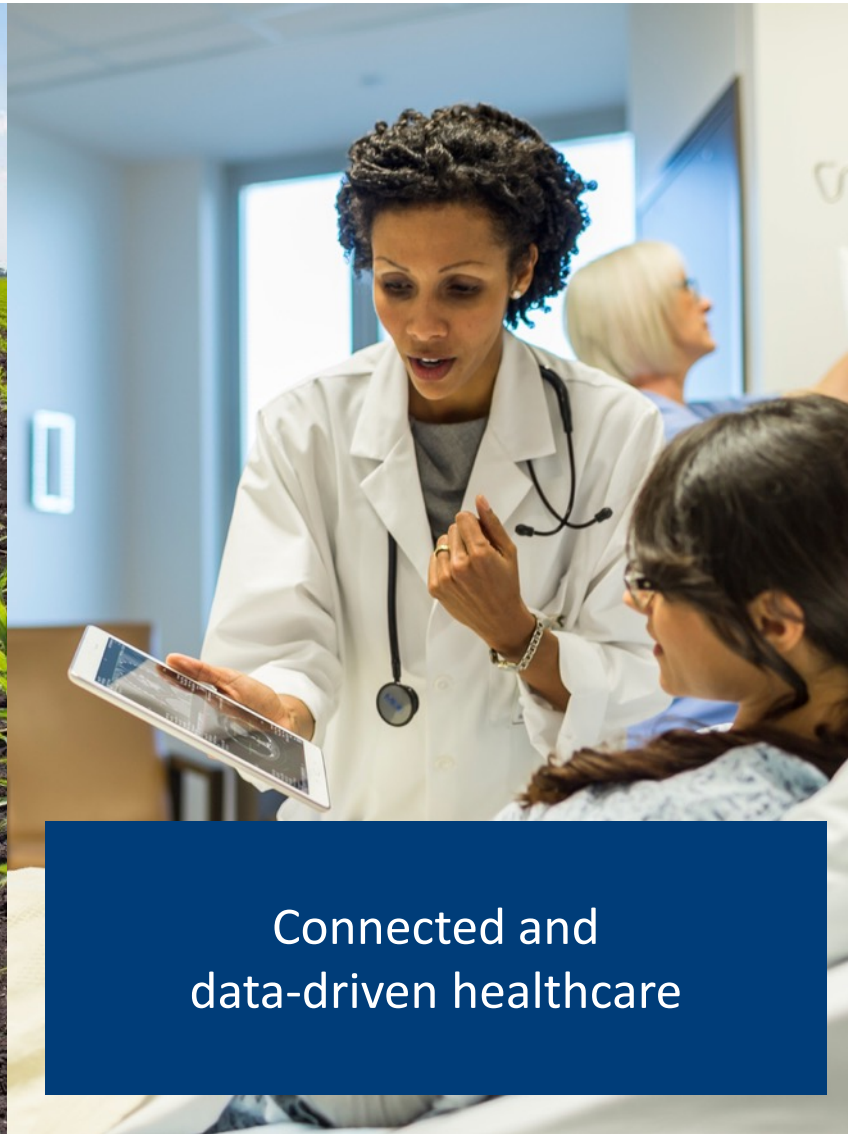
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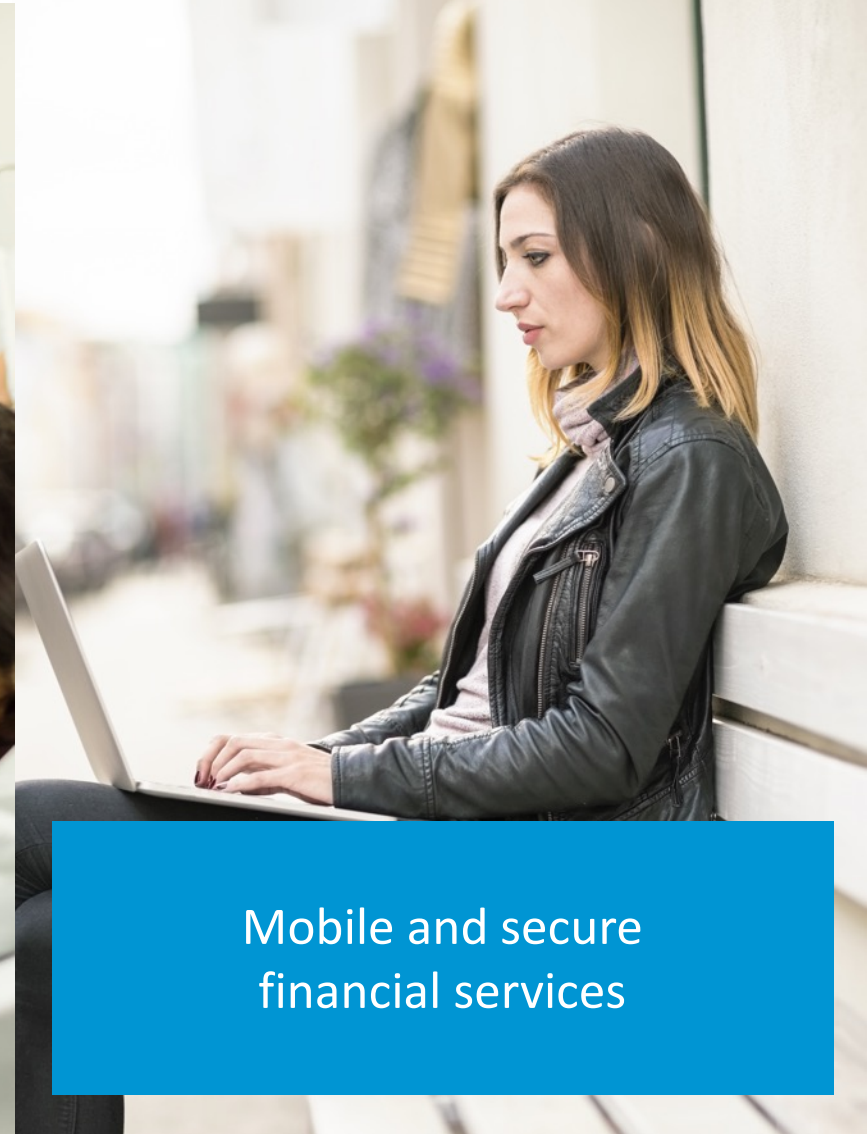
# Technology Is Transforming Every Industry



Analytics-driven  
precision farming



Connected and  
data-driven healthcare






Mobile and secure  
financial services




# Digital Business Seeks These Outcomes

Finding the right balance between the business and IT

## Business Wants To:

-  Roll out new applications to market faster
-  Respond quickly to new customer demands
-  Innovate with new technology to beat competitors

## IT Needs To:

-  Control costs and increase efficiency
-  Provide choice and respond quickly
-  Ensure security and compliance

# Key Considerations for IT Investments



## Agility

Improve time to market and productivity



## Lower TCO

Lower costs and inefficiencies



## Lower Risk

Ensure compliance and security



# Need to Modernize, But No One Solution Solves Everything

Each environment offers a unique set of advantages

## 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

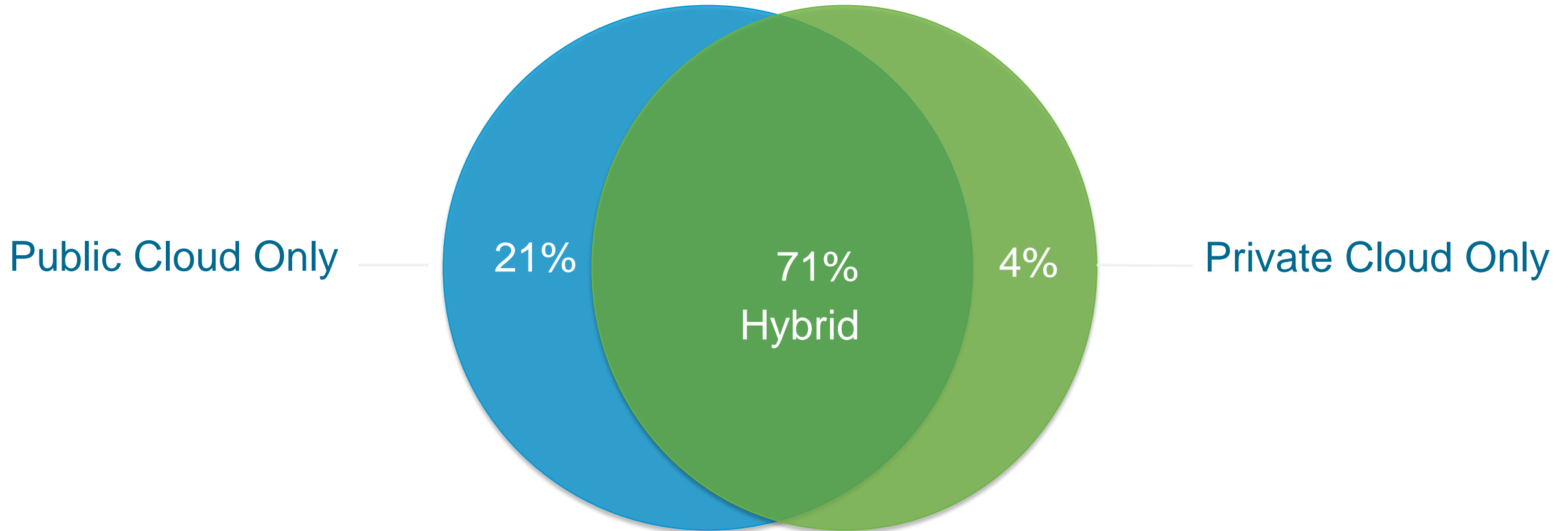
Built for new class of apps

Rich developer services

Fully managed and automated

# Hybrid Cloud is the Preferred Enterprise Strategy

Combining the best of both worlds into a single strategy



Source: RightScale 2018 State of the Cloud Report

# Our VMware Vision - Lived by thousands of Customers

## The VMware “Digital Foundation”

Empower  
Digital  
Workspaces

Transform  
Networking  
and Security

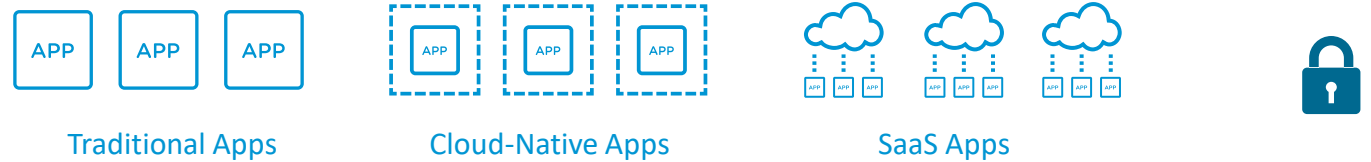
Integrate  
Public  
Clouds

Modernize  
Data Centers

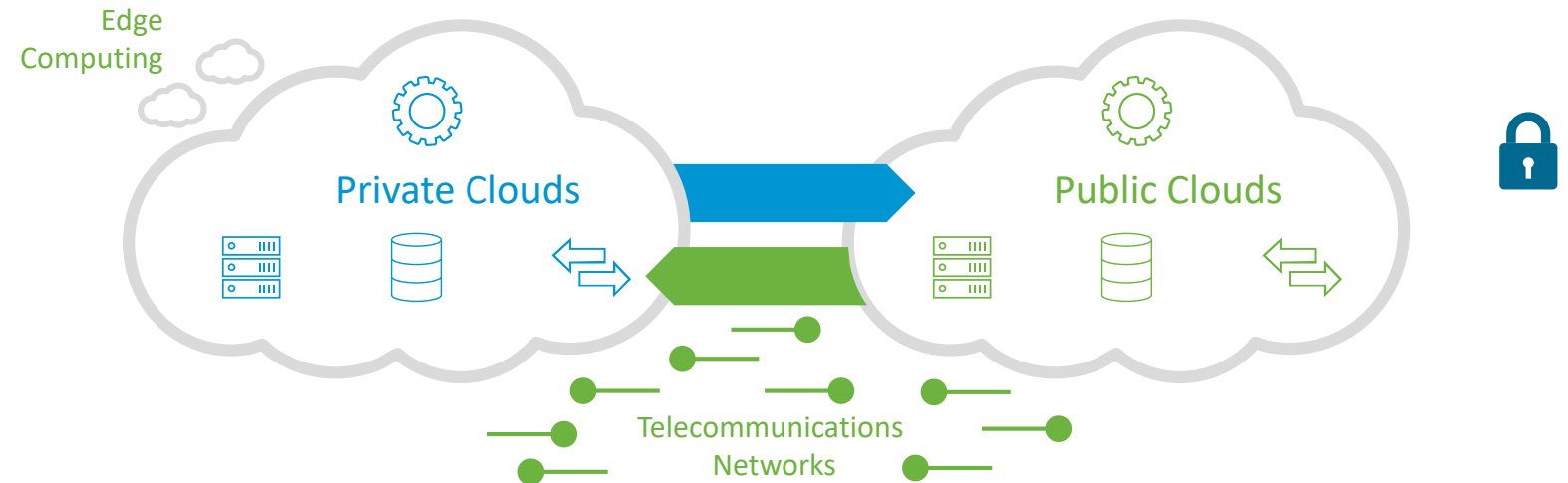
### Any Device



### Any Application

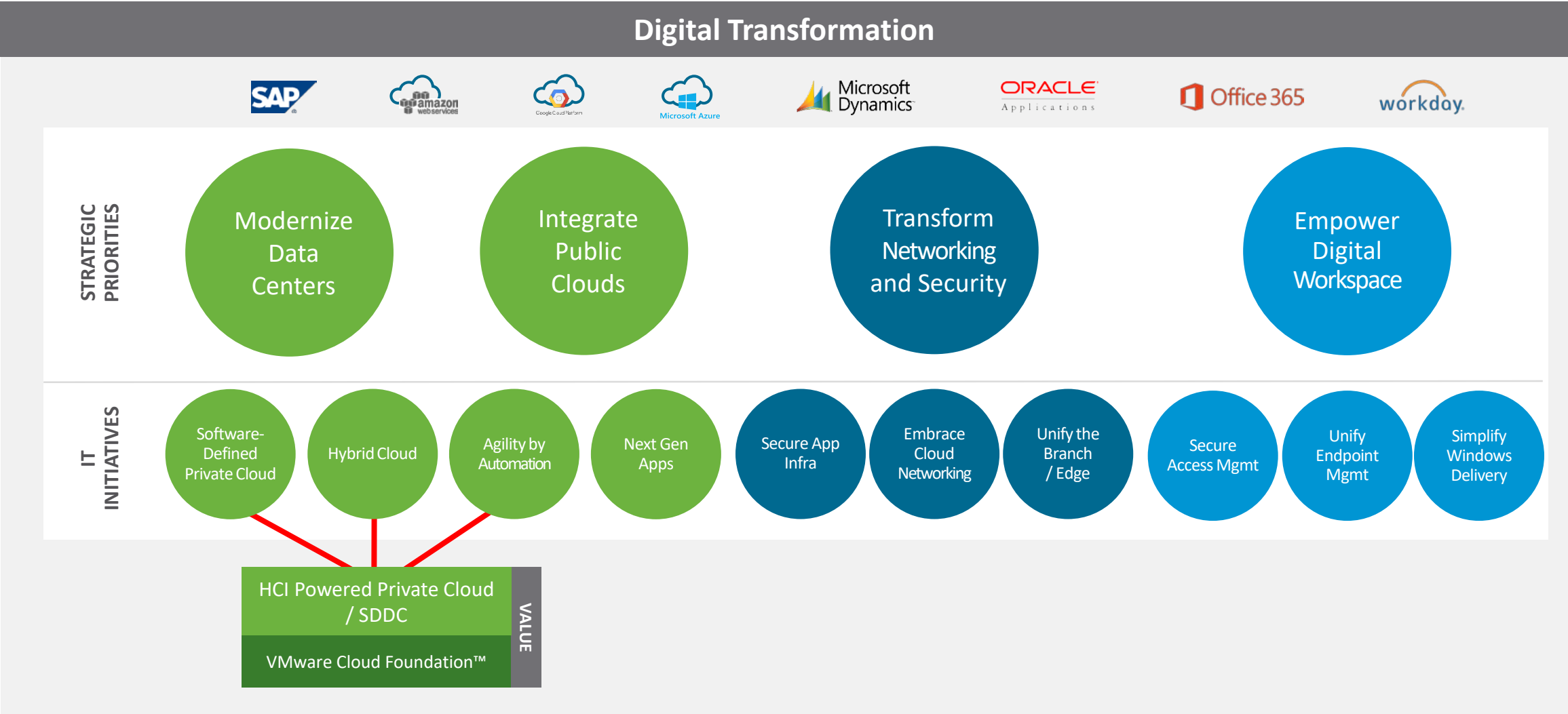


### Any Cloud



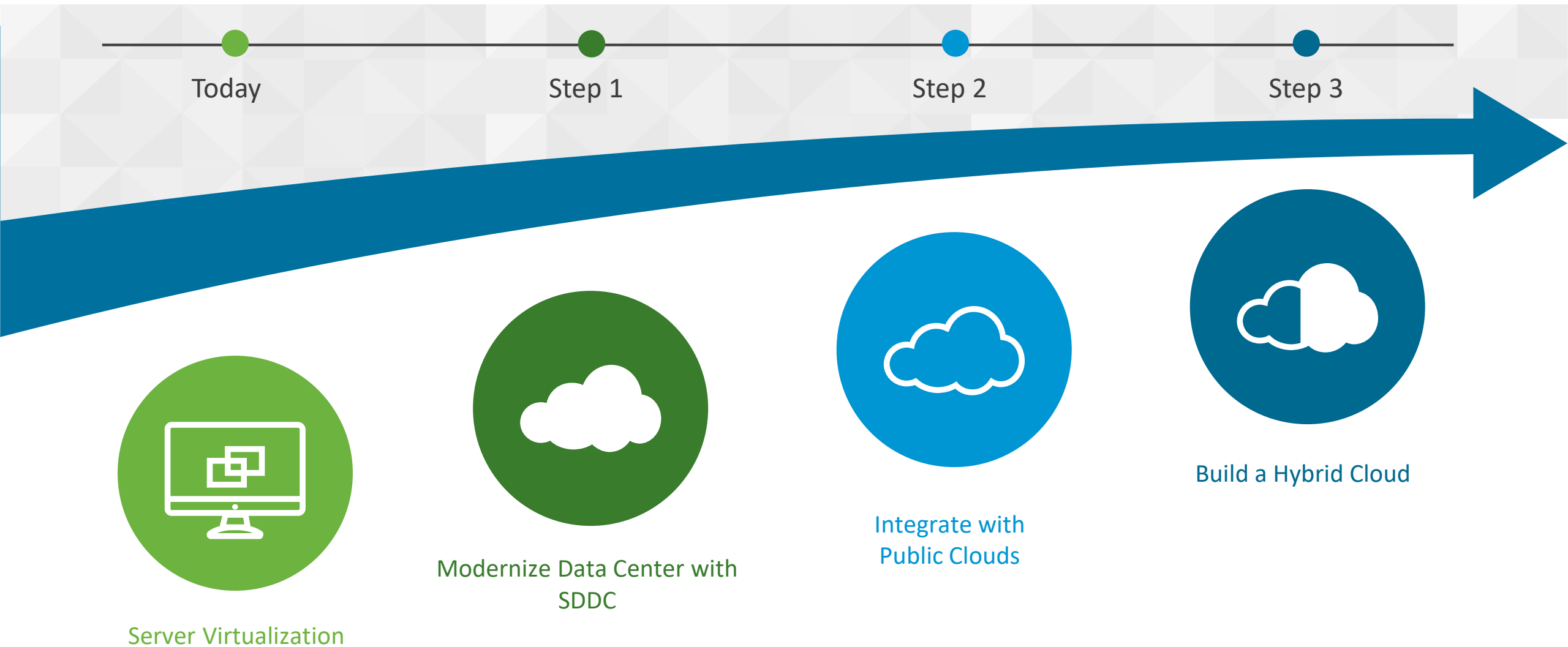
# IT Initiatives are Aligned to Customer Strategic Priorities

Cloud Foundation supports multiple IT initiatives



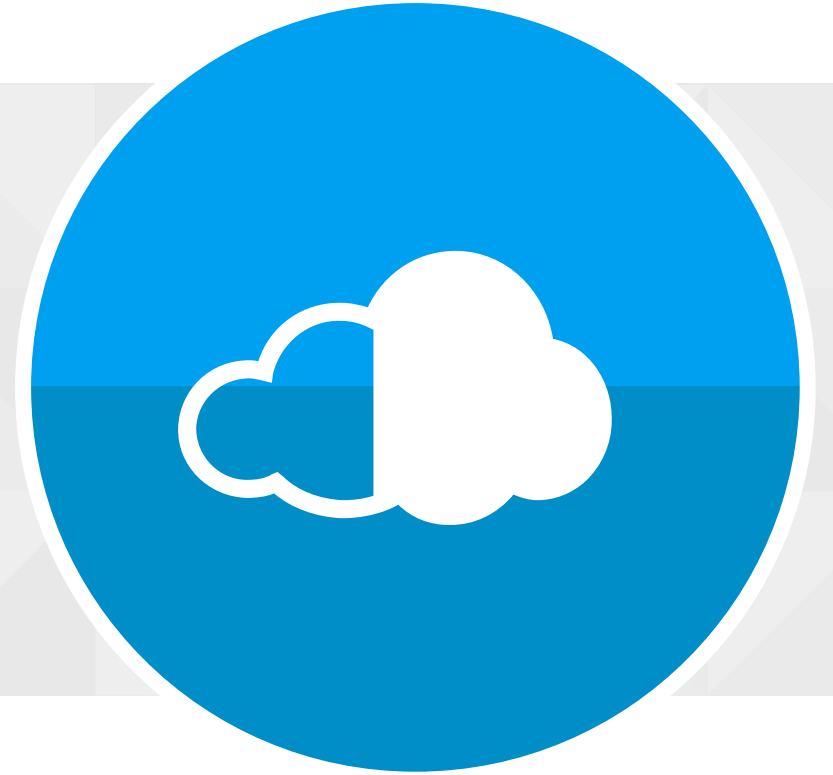


# Simplest Path to the Hybrid Cloud

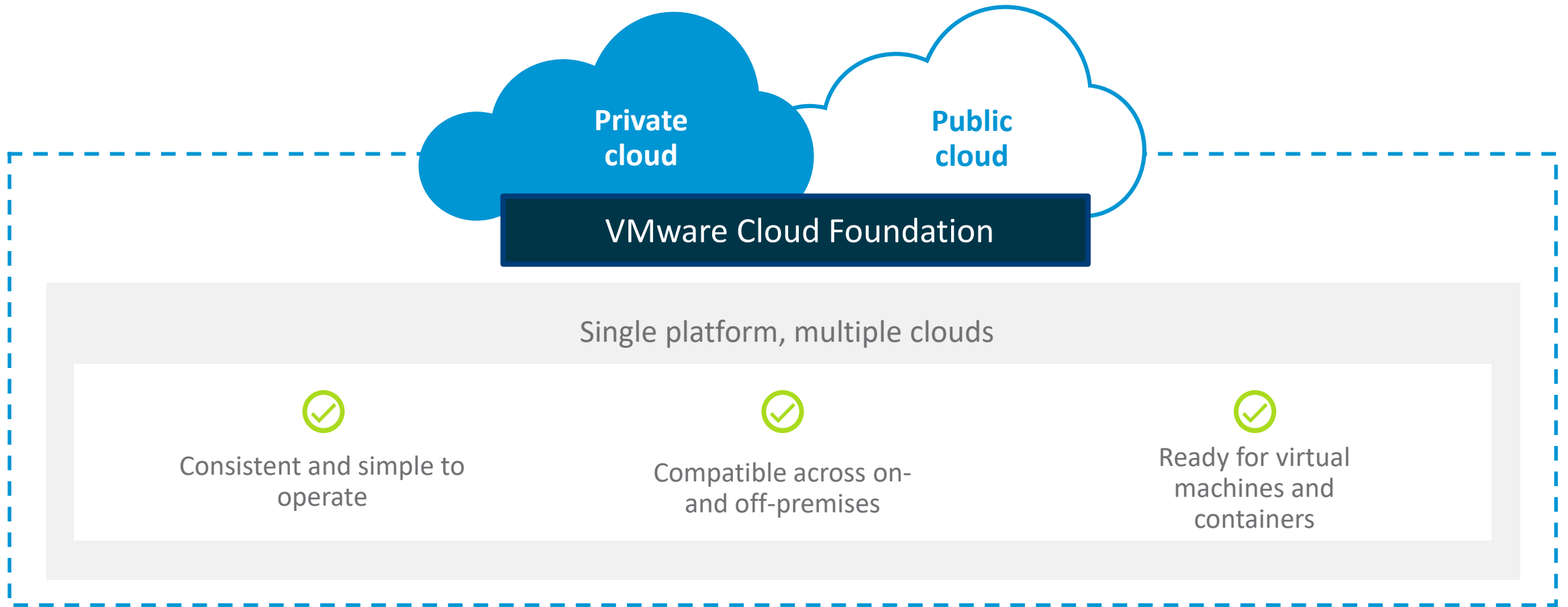


# VMware Cloud Foundation.

The simplest path to the  
hybrid cloud.



# Cloud Foundation Provides a Single Consistent Hybrid Cloud Experience



# Architecture Built on VMware Validated Designs

Extensively Tested to Ensure Interoperability and Resiliency



**vmware®**  
**VALIDATED DESIGNS**



Complete Datacenter-level Designs



Standardized and Consistent



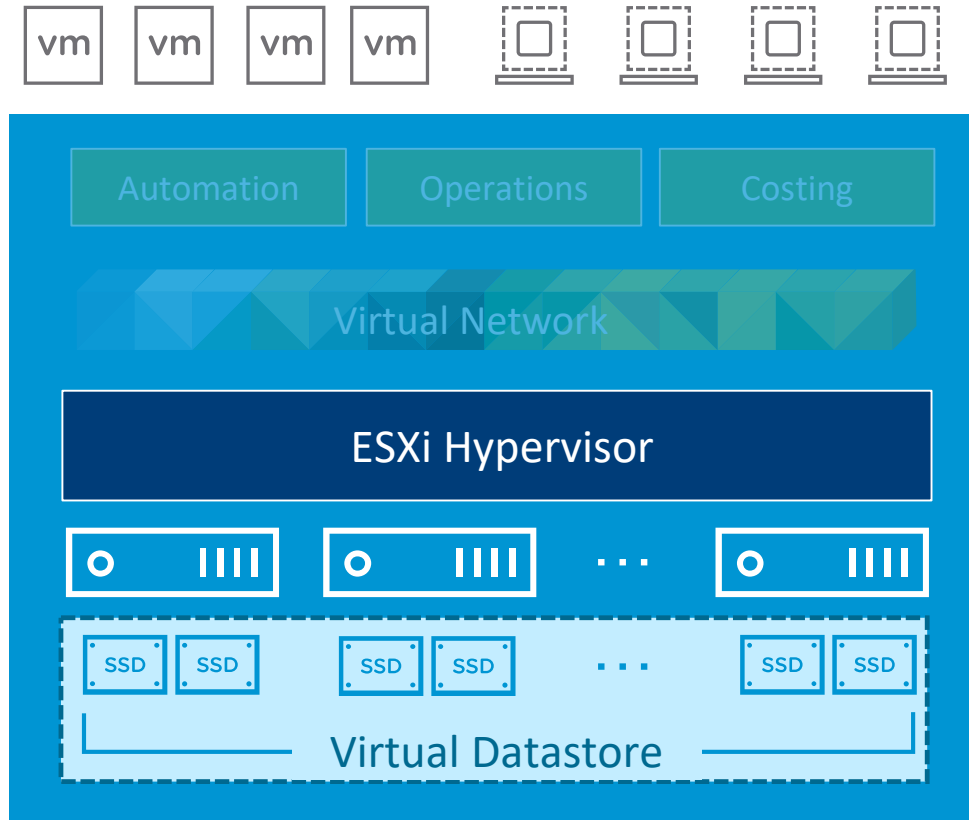
Proven and Robust



Applicable to a Broad Set of Use-Cases

# Modernize on Highly Scalable Hyper-Converged Architecture

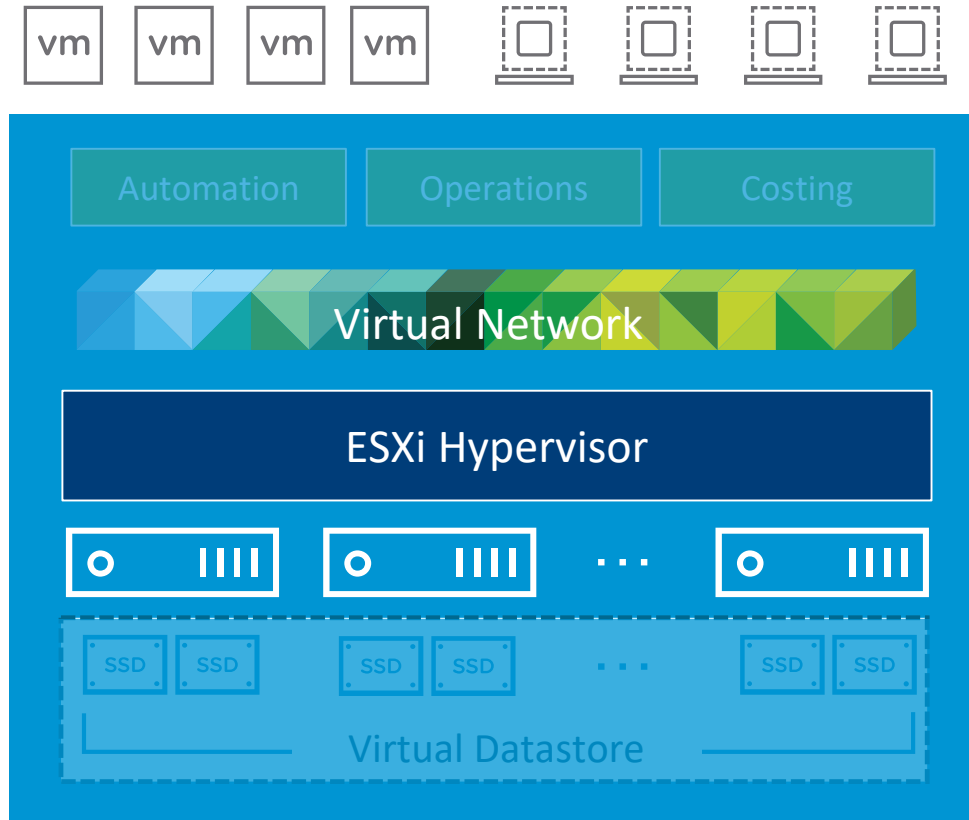
Cloud Foundation deploys a standardized HCI architecture based on a Validated Design



- Reduces CapEx with server side economics
- Delivers enterprise-grade scale and performance
- Supports all-flash and hybrid storage solutions
- Broad ecosystem of hardware partners to enable choice and flexibility

# Manage Networking Efficiently at Enterprise Scale

Cloud Foundation deploys an HCI architecture with built-in network virtualization

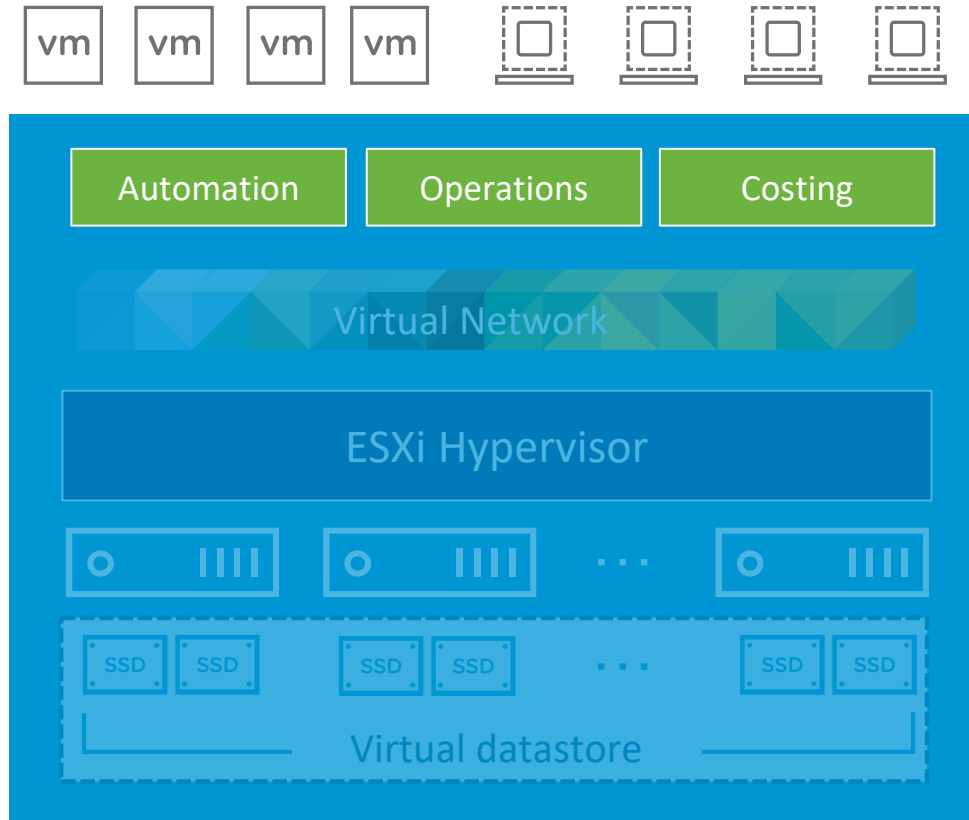


- Delivers network functions embedded in the hypervisor
- Enforces security at the most granular level
- Automates creation of networking policies



# Deliver Infrastructure as a Service On-Premises

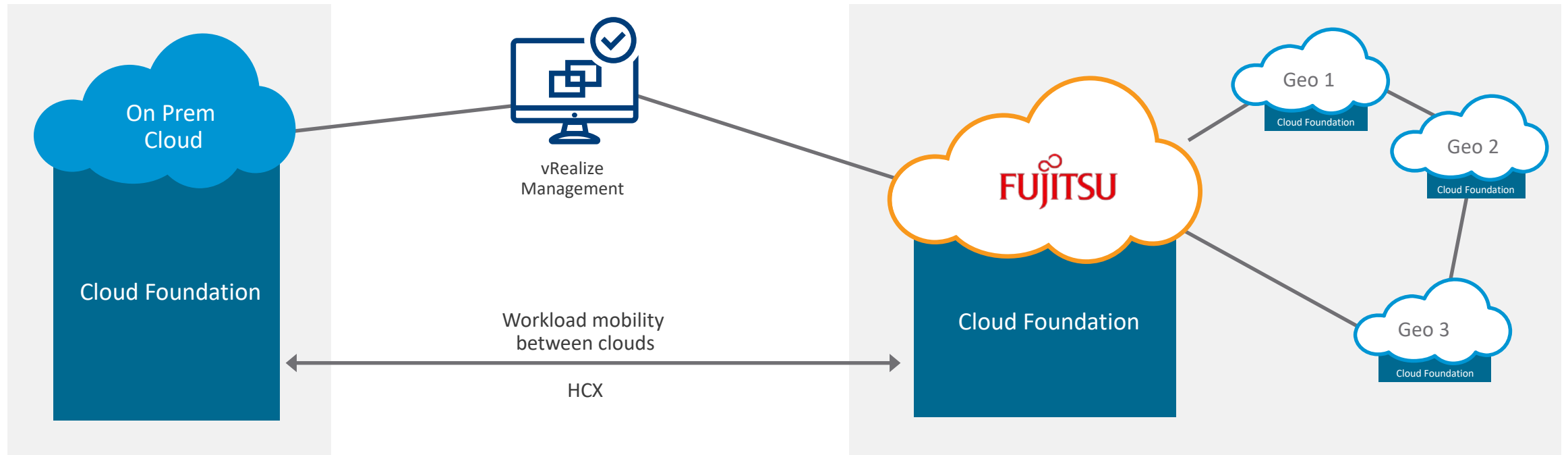
Cloud Foundation integrates cloud management for a Software-Defined Private Cloud



- Automates delivery of composable infrastructure and app services
- Enables self-driving health, performance, capacity, and configuration management
- Automates costing and usage metering for infrastructure services across clouds

# Building a Hybrid Cloud with VMware Cloud Partners

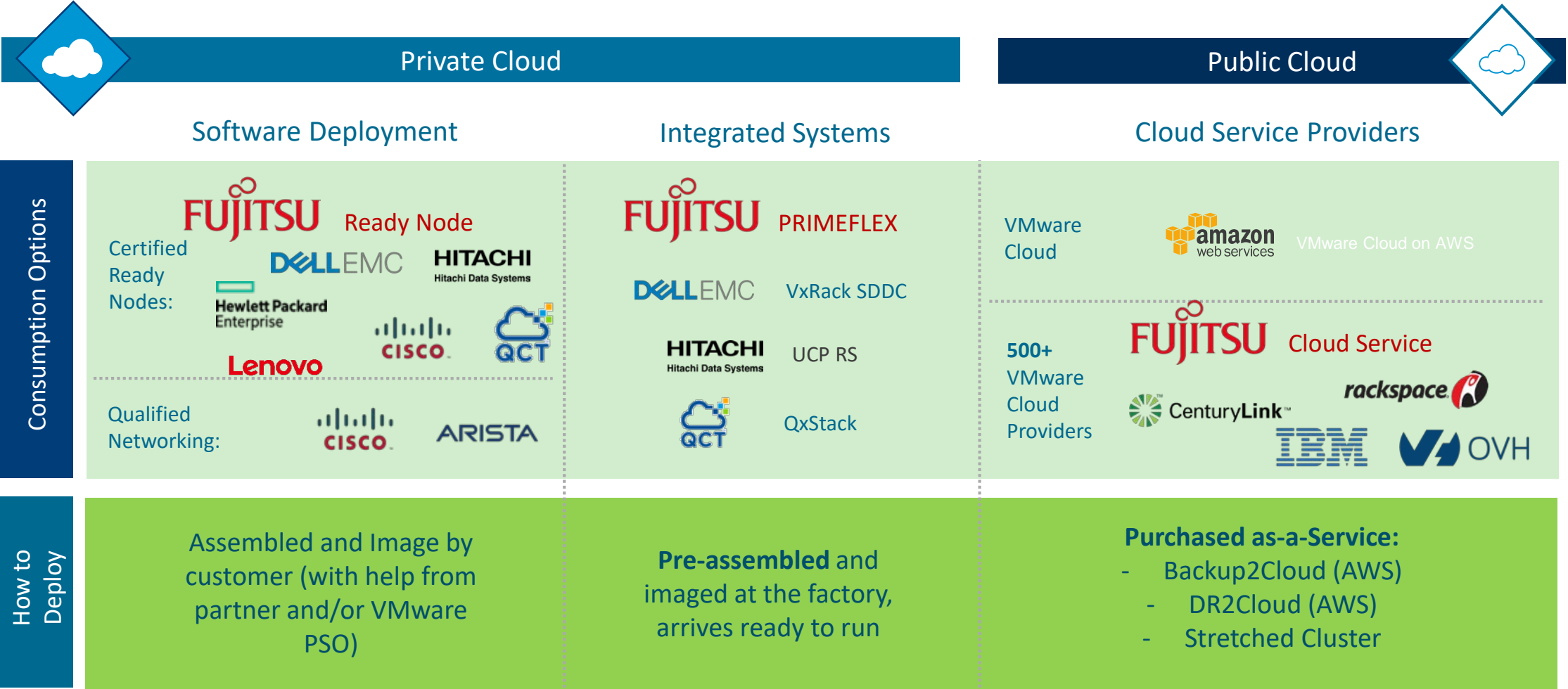
Public cloud services offered by our strategic partners



Operational Consistency Across the Hybrid Cloud

# Broadest Partner Ecosystem and Flexible Consumption Options

Deploy VMware Cloud Foundation on premises and consume it as a Service



VMware Compatibility Guide:  
[vmware.com/resources/compatibility/search.php?deviceCategory=vcf](https://vmware.com/resources/compatibility/search.php?deviceCategory=vcf)

# What Real Customers Have Accomplished

**15x** Faster Cloud  
Deployment



Reduced deployment  
cycle from months to 4  
days

Easy, Repeatable  
Deployments



One design,  
deployed globally

**20x** Faster App  
Provisioning



Fully automated app  
provisioning from  
24 days to minutes

Up to **40%**  
Lower TCO



Reduced IT footprint with  
automation

# Do the Right Technical Validation

Cloud Foundation is not a point product



## Public Channel

<https://www.youtube.com/c/VMwareCloudFoundation>

## Offline Demos

<http://www.vmware.com/go/demos>

## Hands-On Labs

- Modernize Data Center (**Live**)  
<http://labs.hol.vmware.com/HOL/catalogs/lab/4244>
- Modernize DC (Simulation):  
<http://labs.hol.vmware.com/HOL/catalogs/lab/4456>
- Hybrid Cloud (Simulation):  
<http://labs.hol.vmware.com/HOL/catalogs/lab/3788>



## Solution Centers

- Fujitsu Solution Center (Frankfurt, Augsburg)
- VMware (Frankfurt, Munich)



## Pilots

- PoV
- Workshop



# Thank You

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