Empower the Future of Modern Applications
With VMware Cloud on Dell EMC

Matt Morgan, VP of Product Marketing, CPBU
Varun Chhabra, VP of Product Marketing, Dell Technologies Cloud

#vmworld #HBI2748BU
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Pricing and packaging for any new features/functionality/technology discussed or presented, have not been determined.

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Please Fill Out Your Survey

Take a survey and enter a drawing for a VMware store gift card.
Agenda

Strategy and Vision
VMware Cloud On Dell EMC
Experience Walkthrough
Questions
Operating in multiple clouds leads to enormous organizational complexity

Of customers will deploy workloads across two or more clouds

- Complex Workload Migrations
- Disparate M&O Tools
- Operational Silos
- Inconsistent SLAs
- Requires New Skills & Processes
- Uncertain Security Postures

Slowing cloud adoption
Dell Technologies Cloud Data Center-as-a-Service

Bringing public cloud simplicity to your Data Centers

- Data residency and regulatory compliance
- Control over critical workloads
- Proximity of data with cloud resources
- Self-service resource provisioning
- Fully managed, maintained and supported by Dell Technologies
- Increased developer velocity
The VMware Cloud on Dell EMC advantage

- Trusted experience with heterogenous data center environments
- Proven enterprise level support SLAs at scale
- Dependable, enterprise-grade HCI platform with resilient architecture
- Extend cloud model to both modern and traditional applications
- Robust security and control across on-premises locations
- Enterprise add-on services (Backup/DR, Storage, Data Protection)
Delivering public cloud simplicity to both core and edge data center locations
VMware Cloud on Dell EMC delivers operational simplicity across the organization

- IT Operations can offload the burden of dealing with local infrastructure
- Developers can streamline the app building process
- IT Security can uniformly apply security policies across environments
- CIOs/CTOs can reduce complexities of managing multiple cloud strategies
VMware Cloud on Dell EMC delivers operational simplicity across the organization

IT Operations
- low-level standard services ➤ value-added services

IT security
- multiple vulnerabilities ➤ reduced attack surface

Developers
- duplicate efforts ➤ focused effort

ITDMs
- headaches ➤ bliss
Ideal Workload and Use Cases

Use Cases

- Modernize data center infrastructure
- Comply with regulatory frameworks and data residency requirements
- Freedom from asset ownership by moving from CapEx to OpEx
- Turnkey solution for Remote Office/Branch Office (ROBO) locations

Workloads

- Telecommunication virtual network functions
- Processing, editing live video streams
- Industrial automation
- Legacy enterprise applications that depend on local databases
- Edge locations with IoT/Data Analytic requirements
Agenda

Strategy and Vision

VMware Cloud On Dell EMC

Experience Walkthrough

Questions
Modern Business Applications Require the Hybrid Cloud

Challenges and Complexity

- Operational Inconsistencies
- Different Skillsets & Tools
- Disparate Management Tools & Security Controls
- Inconsistent Application SLAs
- Incompatible Machine Formats

Modern Business Applications Require the Hybrid Cloud
VMware Delivers Across the Public Cloud, Data Center, and Edge
Consistent Infrastructure and Operations to Speed Innovation
The Key Role of On-Premises Infrastructure

Data Sovereignty
- Regulatory and privacy requirements
- Sensitive data located on-premises
- Custom security standards
- Need to prove compliance to auditors

Workload / Data Proximity
- Low data latency requirements
- Workloads with local data processing
- Data Center or Edge workloads tightly integrated with backend systems

Command and Control
- Keep control over critical workloads
- Leverage existing IT investments
- Maximize value of existing talent and processes
Advantages of Combining the Two Worlds

<table>
<thead>
<tr>
<th>Cloud Advantages</th>
<th>On Premises Advantages</th>
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<tbody>
<tr>
<td><strong>Increased Agility</strong></td>
<td><strong>Mitigated Risks</strong></td>
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<tr>
<td>Self service provisioning and elasticity of resources</td>
<td>Comply with data residency and regulatory requirements</td>
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<td><strong>Simplified Operations</strong></td>
<td><strong>Controlled Costs</strong></td>
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<td>Offload management and automated version management</td>
<td>Predictable cost model and resource transparency</td>
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<td><strong>Accelerated Innovation</strong></td>
<td><strong>Increased Performance</strong></td>
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<tr>
<td>Increased developer velocity and access cloud services</td>
<td>Low data latency and high performance networking</td>
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Agenda

Strategy and Vision

VMware Cloud on Dell EMC

Experience Walkthrough

Questions
The VMware and Dell EMC Partnership

- VMware is the industry leader for compute, storage, and networking infrastructure software in the data center and Edge locations.

- VMware infrastructure runs over 25 Million workloads on Dell EMC solutions today.

- Dell EMC VxRail is a leading fully integrated, pre-configured, and pre-tested VMware Hyper-Converged appliance on the market.

- Dell Enterprise Class services enable an organization for end-to-end data protection and enterprise integration.
VMware Cloud on Dell EMC

Cloud infrastructure delivered as-a-service on-premises

Co-engineered and delivered by Dell Technologies; ongoing service fully managed by VMware

VMware SDDC including compute, storage and networking

Built on VxRail – Dell EMC’s enterprise-grade cloud platform

Hybrid control plane to provision and monitor resources

Subscription model
How does VMware Cloud on Dell EMC work?

Cloud Consumption Model Delivered as-a-service

**HW + SW**
- VMware branded service
  - VMware takes first level support call from customer
  - Operated by VMware cloud SREs

**Services**
- Dell EMC supply chain
  - HW + SW rack & Stack
  - Shipping and on-site activation

**Support**
- VMware support
  - Dell EMC support with 4-hour on-site break fix service

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**All inclusive Service** - HW, SW, Support, and Managed Services

- VMware branded service
- Jointly operated with the HW partner
- VMware is the “single point of contact”
- Freedom from asset ownership
- Subscription based pricing
- Choice of payment terms
VMware Cloud on Dell EMC Use Cases

Edge and Data Center Modernization
- Streamlined Operations
- Switch from Capex to OpEX
- Hardware Refresh

Data Latency and Sovereignty
- Low Data Latency Requirements
- Data Sovereignty Requirements
- Data Governance and Security

Application Modernization
- Development Agility
- Kubernetes and Modern Applications
VMware Cloud on Dell EMC Delivers Cloud Simplicity and Agility

Cloud Services Deliver Simplicity and Agility to Consumers

- Connected Television (Netflix, Apple TV, Roku)

- Online Music (Pandora, Spotify, Apple Music)

- Amazon Services (Groceries, Pharmacy, Handyman)

VMware Cloud Delivers Simplicity and Agility in the Data Center and Edge

VMware will Install the VMware Cloud on Dell EMC in your Data Center or Edge.

The system will Self-Configure and register with VMware Cloud servers.

The System will be fully managed for on-going patching and security.

Customers have full visibility to system health through the hybrid cloud control plane.
VMware Award Winning Ecosystem

Partner Resellers

Technology Partners

Service Provider Partners

1,100+ Technology Partners

20,000+ Partner Resellers

Direct to Customer

4,000+ Service Providers

20,000+

Preferred Partner Services

Global SISO

Solution Partner

Managed Services Provider

Corporate Reseller

Solutions and Products

Services

Technology and IP

Teleco

Horizontal ISV

Strategic ISV

OEM

Technology Alliance Partner

Born in the Cloud

Jointly with VMware

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Strategy and Vision

VMware Cloud on Dell EMC

Experience Walkthrough

Questions
VMware Cloud on Dell EMC Experience Walkthrough

Order → Deploy → Support
An IT Architect can sign into the VMware Cloud service account to initiate a new VMware Cloud service.
The IT Architect can add new VMware Cloud locations to their architecture.
The IT Architect can specify the location of where they want to provision the SDDC.
The IT Architect selects the rack configuration, host instance, and power requirements.
## Order SDDC: SDDC West #1

1. **Rack**  
   - R1.110V, 24U

2. **Hosts**  
   - Choose host type and specify the number of hosts required.
   - **G1**  
     - **CPU**: 20 cores  
     - **Memory**: 192 GB  
     - **Storage**: 11.5 TB  
     - **No. of hosts**: 3

### Total Capacity
- **CPU**: 60 cores  
- **Memory**: 576 GB  
- **Storage**: 34.5 TB

**SAVE & CONTINUE**

3. **Network**  

4. **Term commitment**  
   - Choose a term commitment for your SDDC.

5. **Pre-requisite confirmation**  
   - Review site pre-requisites to ensure that the location meets the requirements.

6. **Review**  
   - Review your selections and order SDDC.
The Network Administrator can configure network requirements for the SDDC.

Org Cloud Network
A one time global org cloud network subnet, is required by VMware for deploying VMs in the cloud to manage all your SDDCs. This subnet will be applicable for all SDDCs that you will order in this org.

Org Cloud Network subnet: /26 mutable CIDR Block

VeloCloud IP assignment
This is for the external VeloCloud SD-WAN interface that is used by VMware to manage your SDDC. Specify an IP address from an existing on-premises network that is allowed to access the internet.

IP assignment: Select option

Out-of-band management network
Specify a subnet to be used by VMware for troubleshooting and low-level operations of the physical devices in the rack.

Out-of-band management subnet: /27 non-routable CIDR Block

SDDC management network
Specify a subnet for the management of vCenter, NSX and ESXi networks.

SDDC Management subnet: /24 mutable CIDR Block

SAVE & CONTINUE

4. Term commitment: Choose a term commitment for your SDDC.

5. Pre-requisite confirmation: Review site pre-requisites to ensure that the location meets the requirements.

6. Review: Review your selections and order SDDC.
The IT Architect selects the term commitment, confirms pre-requisites, and reviews the order.
Order SDDC: SDDC West #1

1. Rack
   R1:110V, 24U

2. Hosts
   G1, 3 hosts

3. Network
   Org Cloud Network: 172.16.0.0/28; VeloCloud IP assignment: static; VeloCloud IPv4 address: 10.26.254.20; Out-of-band management subnet: 10.22.11.0/27; SDDC management subnet: 10.3.0.0/24

4. Term commitment
   3 Years Upfront

5. Pre-requisite confirmation
   Confirm site pre-requisites to ensure that the location meets the requirements.
   - Rack requirements: Space to accommodate 23.6 in x 42.1 in x 47.2 in; Maximum rack weight: 1020 lbs
   - Power requirements: Power voltage: 100V - 120V; 30 amp circuit; power socket: NEMA L5-30R
   - Network requirements: Ports TCP 443 and UDP 2426 are open and your SDDC location can connect to VMware Cloud
   - Environmental requirements: Temperature: 50°F to 95°F; humidity: 10% to 80% relative humidity with 84.2°F maximum dew point. Learn more

6. Review
   Review your selections and order SDDC.
6. Review

Review your selections and order SDDC.

<table>
<thead>
<tr>
<th>SDDC Location</th>
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<tbody>
<tr>
<td><strong>SDDC Name</strong></td>
<td>SDDC West #1</td>
</tr>
<tr>
<td><strong>Address</strong></td>
<td>345 N. 5th St, San Diego CA, 74509</td>
</tr>
<tr>
<td><strong>Notes</strong></td>
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<table>
<thead>
<tr>
<th>Contact</th>
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<tbody>
<tr>
<td><strong>Contact Name</strong></td>
<td>John Smith</td>
</tr>
<tr>
<td><strong>Email</strong></td>
<td><a href="mailto:jsmith@acme.com">jsmith@acme.com</a></td>
</tr>
<tr>
<td><strong>Phone number</strong></td>
<td>+1 415-534-7783</td>
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<thead>
<tr>
<th>Hardware</th>
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<tr>
<td><strong>Rack</strong></td>
<td>RT110V, 24U</td>
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<tr>
<td><strong>Host</strong></td>
<td>G1</td>
</tr>
<tr>
<td><strong>Number of hosts</strong></td>
<td>3</td>
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<td><strong>Total capacity</strong></td>
<td>60 cores, 576 GB, 34.5 TB</td>
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<td>10.3.0.0/24</td>
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<table>
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<tr>
<th>Administrative management network</th>
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<tbody>
<tr>
<td><strong>Administrative management subnet</strong></td>
<td>10.2.0.0/27</td>
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<tr>
<td><strong>VeloCloud IP assignment</strong></td>
<td>Static</td>
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<tr>
<td><strong>IPV4 address</strong></td>
<td>10.26.254.20</td>
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<tr>
<th>Uplink connectivity</th>
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<tbody>
<tr>
<td>The rack will arrive on-site fully cabled. However, to connect Dimension TOR switches to your existing upstream switches, make sure that you have fiber or copper cables and SFP adapters available on-site for your upstream switches. Contact your team to make sure these are available when the hardware engineer arrives on-site.</td>
<td></td>
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<tr>
<th>Term commitment</th>
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<tbody>
<tr>
<td><strong>Term</strong></td>
<td>3 Years Upfront</td>
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</table>
The IT Architect completes the order, and receives an anticipated delivery date.
The IT Architect is informed that the order has been processed.
The IT Architect is informed that the equipment is shipped.
VMware Cloud on Dell Experience Walkthrough

Order  Deploy  Support
The IT Architect receives the appliance and needs to activate the system.
Once Activated, the IT Architect has the ability to start deploying workloads.
Using the same familiar vSphere interface, the IT Architect can setup the needed VMs and Containers.
Using HCX migration, the IT Architect can easily migrate workloads to the new appliances.
VMware Cloud on Dell EMC Experience Walkthrough

Order  Deploy  Support
Leveraging the Hybrid Cloud Control Plane, the IT Architect can observe the health of the system.
Leveraging the Hybrid Cloud Control Plane, the IT Architect can see the status of tickets proactively being worked on by VMware managed services.
The IT Architect can easily see maintenance windows for the system to be updated and patched as to not interfere with critical periods.
The IT Architect can extend the value of the VMware Cloud through add-on services.
Questions?
Learn more about VMware Cloud on Dell EMC

Upcoming Sessions

**Thursday 8/29**

- 10:30-11:30 Sridevi Ravuri: VMware Cloud on Dell EMC - Technical Deep Dive - HBI1975BU
- 12:00-1:00 Manish Bhaskar: VMware Cloud on Dell EMC - Customer Experiences, Architectures, and Service Benefits - HBI1980BU
Thank you!