

VMWARE CLOUD PROVIDER POD

One Click. All Cloud.

Custom Cloud Design



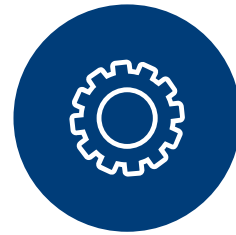
Design made-to-spec cloud environments with the **Pod Designer**

One-Click Deployment



Deploy cloud environments using a single click with the **Pod Deployer**

Seamless Operations



Leverage custom, auto-generated operations guidance aligned with **VVDs**

Introduction and Basics

Q. What is VMware Cloud Provider Pod?

- A. VMware Cloud Provider Pod is a software product that:
- Allows cloud providers to design a cloud environment of their choice
 - Automates the deployment of the designed cloud environment in adherence with VMware Validated Designs for Cloud Providers guidelines
 - Generates customized Design and Operations documentation that radically simplifies cloud deployment for Cloud Providers

Q. How does Cloud Provider Pod align with the Cloud Provider Platform?

- A. The Cloud Provider Platform is a conceptual cloud architecture framework that simplifies the Cloud Provider journey to multi-cloud service delivery (shown below). The Cloud Provider Platform does two things: modernizes Providers' Cloud Infrastructure and enables Providers to deliver Asset-Light Services. The Cloud Provider Pod greatly simplifies and accelerates modernizing providers' cloud infrastructure.

Q. What are VMware Validated Designs for Cloud Providers (VVD for Cloud Providers)?

- A. VMware Validated Designs for Cloud Providers are blueprints for building and operating cloud infrastructure for a wide range of cloud provider use

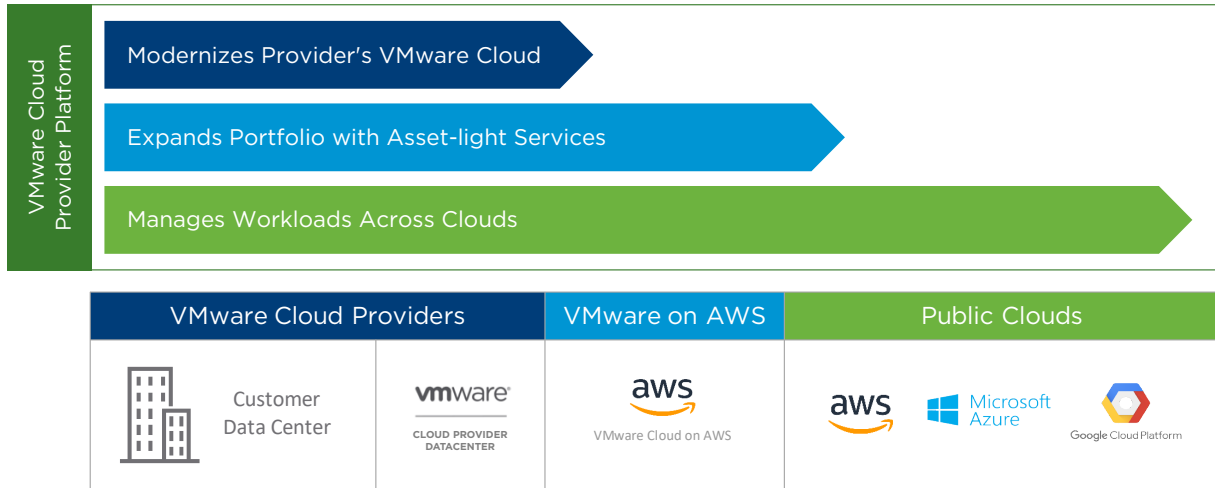
cases. VMware Validated Designs for Cloud Providers are thoroughly tested for scale and interoperability and are refreshed regularly. They adopt the proven SDDC design principles of VMware Validated Designs and add additional validation and testing to suit Cloud Provider environments. The Cloud Provider Pod-generated documentation is based on VMware Validated Designs for Cloud Providers. To see the latest, go [here](#).

Q. What about Certified Reference Designs?

- A. VMware Validated Designs for Cloud Providers adopts and expands the scope of Certified Reference Designs (CRD). VVD for Cloud Providers provides the same reliability of the Certified Reference Designs, but adds more component-level interoperability testing, and additional scale testing and performance metrics. CRD validation will be part of VVD for Cloud Providers and will be discontinued as an external publication after CRD 2.5.

Q. How do Cloud Provider Pod and VVD for Cloud Providers align to VMware Cloud Verified?

- A. VMware Cloud Verified is a badge awarded to Cloud Providers who deliver best-in-class VMware-based service. There are two ways for a Cloud Provider to become Cloud Verified: either deploy VMware Cloud Foundation or deploy the core components of VVD for Cloud Provider-based cloud. The latter design can be automated by the Cloud Provider Pod, but this has no impact on eligibility for Cloud Verified status.



Value Proposition

Q. Why would a Cloud Provider want Cloud Provider Pod?

- A. The Cloud Provider Pod entails:
- Deployment automation of greenfield vCloud Director-based cloud environments
 - Interoperability, performance and scale, based on VMware Validated Designs for Cloud Providers
 - Comprehensive and customized design, deployment and operation guides
 - The fastest and most reliable way for a Cloud Provider to get to a fully software-defined, multi-tenant datacenter, along with operations visibility, cloud management, metering and chargeback, thereby helping them focus on delivering services

Q. What are the core capabilities of a Cloud Provider Pod-deployed stack?

- A. A Cloud Provider Pod-deployed stack facilitates:
- Multi-site management
 - Multi-tenancy
 - Operational visibility and insights
 - Chargeback
 - Data protection
 - 3rd-party ISV services and plugins
 - Datacenter extension and migration
 - Containers-as-a-Service
 - Workflow automation

Q. What example services can Cloud Providers deliver with the Cloud Provider Pod?

- A. The Cloud Provider Pod facilitates the deployment of a software-defined cloud provider datacenter that can be used to deliver a multitude of turnkey services, such as:
- Managed Private Cloud
 - Multi-tenant Cloud
 - Disaster Recovery-as-a-Service
 - Backup and Availability Services
 - Security and Compliance Services
 - Cloud Management Services
 - Cloud Migration Services
 - Cloud Operations and Monitoring Services, and more

Q. Does the Cloud Provider Pod have end-customer/enterprise relevance?

- A. Enterprises are key in VMware's go-to-market with the Cloud Provider Pod. They will be able to consume cloud as a subscription through one of VMware's Cloud Verified Partners, getting a homogeneous cloud experience on-prem, off-prem or a combination of the two.

Q. Does the Cloud Provider Pod automate component product deployment in existing server clusters running VMware?

- A. No. The Cloud Provider Pod automates the deployment of a VMware cloud stack in 'greenfield', or new clusters.

Tech Specs

Q. What are the versions and components of the stack that the Cloud Provider Pod deploys?

- A. The Cloud Provider Pod deploys the following components:
- vSphere
 - vSAN
 - NSX
 - vCloud Director
 - vCloud Director Extender
 - vRealize Orchestrator
 - vRealize Operations
 - vRealize Log Insight
 - vRealize Network Insight
 - Usage Meter

Please refer to the [release notes](#) for the exact version numbers and bill of materials.

The Cloud Provider Pod also generates customized documentation that provides guidance on design and operations.

Q. Is the Cloud Provider Pod a versioned software product?

- A. The Cloud Provider Pod is versioned. Check the [release notes](#) for the latest.

Q. Does the Cloud Provider Pod have lifecycle management and/or Day-2 automation capabilities?

- A. The Cloud Provider Pod does not have lifecycle management capabilities in its current release.

Q. How frequently will the Cloud Provider Pod be released?

- A. The Cloud Provider Pod will be released with every refresh of VMware Validated Design for Cloud Providers. VVD for Cloud Providers have a targeted refresh of every six months, in close alignment with every new release of vCloud Director.

Q. What kind of testing does the Cloud Provider Pod entail?

- A. The Cloud Provider Pod deploys a stack that is aligned with VMware Validated Designs for Cloud Providers, which entails component level interoperability testing, hardware and software sizing guidelines, scale profiles and performance predictability for various cloud configurations.

Q. Is Cloud Provider Pod's automation extensible?

- A. Automation capabilities of the Cloud Provider Pod can be extended to provide custom provisioning needs.

Q. What server and storage are supported?

- A. The Cloud Provider Pod works with any server that supports the version of vSphere in the latest VVD for Cloud Providers. For a full list of supported servers, please visit the [VMware Compatibility Guide](#).

Q. How is the Cloud Provider Pod different from VMware Cloud Foundation?

- A. VMware is committed to providing flexibility and choice to Cloud Providers to deploy technologies that best suit their cloud environments. VMware Cloud Foundation works best in prescriptive and tightly-controlled cloud environments, such as dedicated private cloud use-cases, or a workload domain for a large scale public cloud solution. The Cloud Provider Pod, on the other hand, deploys a stack that:

- Is multi-tenant
- Is extensible to support additional value-added services (e.g., K8S cluster management)
- Does not mandate vSAN and is compatible with NFS and iSCSI storage targets
- Offers select ISV and 3rd-party integrations
- Possesses Service Delivery Capability through an extensible, open API-driven and self-service-ready cloud management platform
- In addition to Day-0 automation, VMware Cloud Foundation provides Lifecycle Management of a VMware SDDC, a capability that Cloud Provider Pod does not possess in the current version

Cloud Provider Pod supports a wide range of hardware, found in the VMware Hardware Compatibility List.

Release, Downloads and Operations

Q. What is the expected GA of the Cloud Provider Pod?

- A. The Cloud Provider Pod was announced on 8/25/2018 and released in the second half of 2018.

Q. Will Cloud Provider Pod be supported by VMware on an ongoing basis?

- A. Yes, the support model will follow the standard practice of VMware products with VMware GSS delivering production-level support for the Deployer. The component products are entitled to production-level support per the VMware Cloud Provider Program.

Q. How much will the Cloud Provider Pod cost?

A. The Cloud Provider Pod deployer is free. The deployed components are metered and charged by consumption by VMware vCloud Usage Meter.

Q. Does the Cloud Provider Pod have a Downloadable SKU?

A. The Cloud Provider Pod Deployment Automation tool is downloadable from myVMware at no cost.

Q. How does licensing work for component products that are deployed by the Cloud Provider Pod?

A. The Cloud Provider Pod is available to VMware Cloud Provider Partners, who already have licenses for component products fulfilled per their contract commit.

Q. How do I deploy a cloud with the Cloud Provider Pod?

A. Step 1: Input your cloud design parameters (including target addresses and license details) on the [Pod Designer](#). This will generate a download containing custom documentation, guidelines and a Pod Automation Package.

Step 2: [Download the Pod Deployer](#) from myVMware and import the Pod Automation Package. The Pod Deployer customizes the deployment of a VMware Cloud per your design spec.

