



Power up your diverse DRaaS portfolio with VMware Cloud Director Availability 4.0



Combining your strong customer relationships and market expertise with our DRaaS solution enables you to offer profitable and differentiated tiered DRaaS services.

What's the opportunity?

We're committed to empowering you, our Service Providers, with opportunities to evolve and grow with services delivered on the VMware Cloud Director platform. As a VMware Cloud Director Availability partner, you probably already recognize that a tiered Disaster Recovery as a Service (DRaaS) portfolio is a great way to fulfil diverse customer needs for cloud backup and recovery. Analysts agree – according to a 451 Research study from early 2020 *“there is great value in a DRaaS partner that can create a portfolio of offerings that won't bust budgets or scale beyond [customer's] particular requirements.”*¹

What's new in VMware Cloud Director Availability 4.0?

You told us you and your customers wanted enhanced DRaaS tiering options with easier self-service for customers, and deeper control for you. We listened. That's why VMware Cloud Availability 4.0 goes even further in simplifying your ability to deliver best-fit DRaaS services for every customer need:

- Maintain your price advantage over competitors who offer high-cost 'one-size-fits-all' to-cloud and cloud-to-cloud DRaaS based on a >5 min RTO.
- Enjoy more granular controls to achieve a better fit between tenants' application requirements and corresponding DR service tier price and functionality.
- Take advantage of new capabilities like pre-configured offering profiles, so customers can easily self-serve based on their application needs; as well as API orchestration and bandwidth throttling that's a big plus in regions where bandwidth is at a premium.

3 ways to win when you upgrade to Cloud Director Availability 4.0

Simpler operations for you

- Hassle-free reporting and metering of tenants' storage consumption and network consumption.
- Save time and cost with new public APIs and automation for customer onboarding and on-prem-to-cloud DR.
- Easily monitor DR services and status via the new syslog feature – an essential requirement for production platforms.

Easier consumption for your customers

- Beat storage estimating errors and ensure you allocate enough capacity for failover using the new target storage calculation feature in the VMware Cloud Availability UI.
- Equip customers to quickly configure replications and avoid complex decisions using SLA profiles based on service defaults determined by the Service Provider.
- Let customers resize source disks without re-configuring replications.
- Enable recovery to a previously tested and saved state using the long-term 'stored instance' capability.

Improved platform integration that's better for everyone

- Get visibility and access into VM and vApp protected states from within VMware Cloud Director tenant console. This is better for customers, because it saves them having to click into the Cloud Availability tab, so they're less likely to forget to protect their workloads.



- It's better for you, too, because it drives more service consumption.

Upgrade to VMware Cloud Director Availability now.

All net new replications are FREE until July 31st so get started now.

VMware Cloud Provider partners who start new Disaster Recovery replications in the period of May, June and July 2020, do not need to report usage for the new replications only. You must still report the volume immediately prior to the start of the offer for reporting months of June, July and August, but this will be a flat number.

This 3-month offer will expire at the end of July 2020 which means that Cloud Providers will have to then report all vCloud Availability Disaster Recovery replicants in their environment from August 2020 onwards, as normal.

¹ Providing Business Resilience Through a Tiered DRaaS Portfolio, 451 Research, March 2020