

Bridge the Gap Between On-Premises Infrastructure and Public and Private Clouds With VMware Cloud on AWS

Reduce migration effort from months to weeks, without staff re-training or application re-factoring

AT A GLANCE

- Run, manage, and secure production applications in a seamlessly integrated hybrid IT environment
- Leverage familiar skills, tools, and processes for managing private and public cloud environments
- Innovate and respond to changing business demands with the enterprise capabilities of VMware SDDC, coupled with the elastic infrastructure and the breadth and depth of AWS services
- Seamlessly move workloads bi-directionally between vSphere-based private and public clouds
- Take advantage of rapid time-to-value with the ability to spin up an entire VMware SDDC in under two hours and scale host capacity in a few minutes
- Leverage established on-premises enterprise security, governance and operational policies, and extend that with the cloud scale and security that AWS Cloud brings

Introduction

As the number of global workloads continues to grow (160 million today to 596 million by 2030), the need for greater agility and global deployment options have driven public clouds to be increasingly more attractive. Customers view public clouds as a way to gain the flexibility and speed to respond to changing business needs, accelerate innovation and align costs to business requirements by managing upfront expenses, operational support and total cost of ownership.





However, in doing so, customers are recognizing the benefits of having their public clouds integrate and work seamlessly with their on-premises infrastructure while taking advantage of their existing teams, skill sets, tools and processes.

The Cloud Services Provider - SaaS (formerly Managed Service Provider) route to market under the VMware Partner Connect Program, enables partners to deliver a complete portfolio of services and solutions including VMware Cloud on AWS. Partners gain access to businesses who want to transition their infrastructure to the cloud but lack the technical capabilities to do it themselves. Adopting VMware Cloud on AWS results in a win-win situation for both customers and cloud partners.

Through VMware Cloud Partner Navigator, the unified platform for multi-cloud service delivery, Cloud Services Providers - SaaS partners can provision VMware Cloud on AWS environments to their customers. Partners can rapidly expand their geographical reach and add additional services.

With the optional Cloud Director service, partners can add multi-tenancy to their VMware Cloud on AWS environments to offer bite-sized pools of resources in an asset-light, pay-as-you-grow model to better align with the needs of small to mid-size enterprises.

Why VMware Cloud on AWS

| | |
|--|--|
|  Fast Reduce migration effort from multiple months to weeks |  Simple and Consistent No staff retraining or revamping of operational processes |
|  Cost-effective No re-factoring of applications needed |  Low risk Migrate live without retrofit, run your application on familiar and proven VMware environments combined with global AWS footprint, reach, and scale |

Businesses are increasingly being tasked with moving their infrastructure to the cloud to reap the benefits of faster provisioning, flexible architecture, reduced costs and many other business needs. However, this transition can seem fraught with difficulties. What’s the best way to shift an environment from on-premises to a public or private cloud? How long will it take to learn these new tools and workflows? How to manage the risks inherent in changing trusted security and backup solutions?

For cloud partners, there are many concerns inherent to setting a customer up with a new, cloud-based infrastructure. Security is an overriding issue. It can be difficult to predict the costs of the on-demand, scalable nature of cloud computing. Companies may have difficulty training their IT staff to become cloud specialists. And it may take time to synthesize a proper multi-cloud strategy.

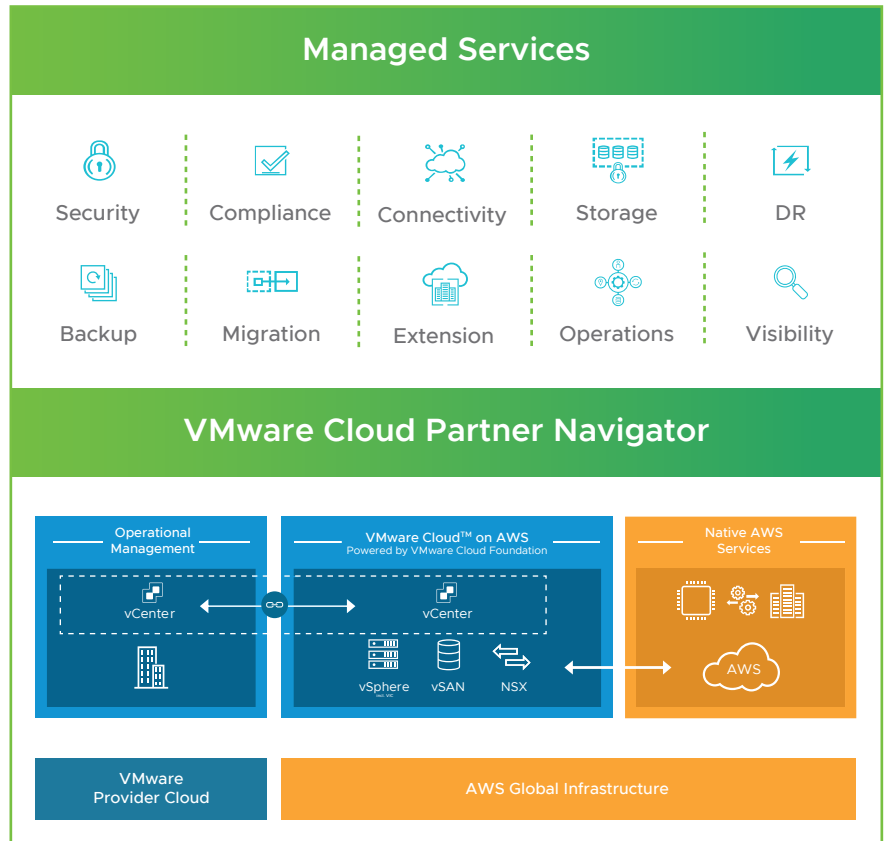
Solution

VMware Cloud on AWS is the organic solution to the cloud partner challenges. Customers already using VMware infrastructure solutions will be relieved to learn that they can easily transition their environment to the cloud with the help of a VMware Cloud Provider. Clients appreciate a fully operational SDDC on AWS with reduced costs and an incredibly fast migration time. The cloud partner handles virtually all the setup and maintenance: multi-cloud architecting, deployment and provisioning; configuration of clusters, network, connectivity and storage; management of support, billing and applications; and services like VM operations, migration, backup, disaster recovery, monitoring, compliance and security.

| How do CSP-SaaS Partners Benefit? | How do End Customers Benefit? |
|---|--|
| <p>Through the Partner Connect program, partners find value in offering VMware Cloud on AWS:</p> <ul style="list-style-type: none"> • Rich VMware Software-Defined Data Center (SDDC) delivered as a cloud service on AWS • Consistency and familiarity of VMware technologies for managing private and public clouds • Easy workload portability and hybrid capabilities • Direct access to the power of native AWS services • Differentiate their business: Tap into a market of over 500,000 VMware customers looking to move workloads to a compatible cloud • No data center investment or maintenance • Global scale and reach • Be their customer’s trusted advisor for their cloud strategy • Own customer end-to-end and open up new monetization opportunities with value-added services | <p>End customers gain more than simple ease of use:</p> <ul style="list-style-type: none"> • VMware Software-Defined Data Center (SDDC) running on AWS bare metal • Delivered, operated and supported by VMware and its partners • On-demand capacity and flexible consumption • Full operational consistency with on-premises SDDC • Fast and simple bi-directional workload migration • Global AWS footprint, reach and availability over time • Direct access to native AWS services • Get the best of both worlds, public and private, with a best-in-class integrated hybrid service for existing and new applications • Reduced cost and accelerated speed of migration • Reduced upfront investment costs |

IaaS Management and Comprehensive Managed Services Offered by Cloud Partners

Cloud partners make the transition easy for customers who want to move to the cloud. There is a wide range of necessary assets that partners manage and control that ensures a smooth transition.



VMware Cloud on AWS Migration Experience

Turn-key migration experience

Plan, build, and execute migrations with a single end-to-end workflow, with step-by-step guided migration experience.

Increased velocity of workloads migration

Leverage relevant tools with streamlined documentation to help users understand the VMware Cloud on AWS platform and the migration process, saving time for users.

Simplified workflow with end-to-end visibility

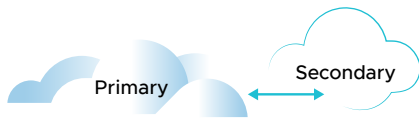
Track status of each step in the process, providing visibility into the migration progress.

Use Case:
Data Center Extension



- Footprint expansion/on-demand capacity
- Virtual desktops & published apps
- Test/Dev

Use Case:
Disaster Recovery



- New DR
- Replace existing DR
- Complement existing DR

Use Cases

Data Center Extension

Customers can maintain their existing footprint while planning for geographic expansion, perform tests and development in cloud environments similar to on-prem, or handle seasonal spikes in demand or temporary capacity needs. Virtual desktops and published applications mitigate on-demand capacity needs.

Disaster Recovery

Ideal for customers who want secondary cloud setup that replaces or complements existing disaster recovery solutions or want to implement one for the first time.

Cloud Migrations

Customers enjoy data center-wide, application-specific consolidation and can refresh an on-premises infrastructure with a seamless cloud migration.

Next-generation Apps

Customers can take advantage of modernized, hybrid applications and quickly and easily build out new applications.

Real Time Industry Applications

| EXAMPLE 1 | EXAMPLE 2 |
|--|--|
| Industry: Home Loan & Mortgage | Industry: Event planning and organizing |
| Challenge: <ul style="list-style-type: none"> • Streamline existing footprint • Vacate data center • Quick transition to consumption-based model | Challenge: <ul style="list-style-type: none"> • 2-day outage due to data center consolidation • Enforced migration to new cloud partner |
| Solution: <ul style="list-style-type: none"> • Transitioned 350+ VMs to the cloud • Transitioned to IaaS • Managed and professional services | Solution: <ul style="list-style-type: none"> • Migrated VMs to VMware Cloud on AWS environment • Fully managed environment |
| Impact: <ul style="list-style-type: none"> • Manage infrastructure with minimal complexity • Curbed CapEx spend • Increased agility | Impact: <ul style="list-style-type: none"> • Improved performance and availability of SaaS applications • Ability to scale business faster • Ability to accommodate larger customers |

Use Case:
Cloud Migrations



- Application specific
- Data center wide
- Infrastructure refresh

Use Case:
Next-Generation Apps



- Application modernization
- New application build-out
- Hybrid applications

Real Time Industry Applications

| EXAMPLE 3 | EXAMPLE 4 |
|---|--|
| <p>Industry: Logistic and transportation service</p> | <p>Industry: Public Transport</p> |
| <p>Challenge:</p> <ul style="list-style-type: none"> • Risk mitigation in the face of growth • Four-hour restoration time after DR event | <p>Challenge:</p> <ul style="list-style-type: none"> • New cloud-first directive • Speedy and agile app deployment • Operational consistency • Platform resiliency |
| <p>Solution:</p> <ul style="list-style-type: none"> • Hybrid DRaaS with SRM plus vSphere replication • Replication of production VMs to CSP-SaaS + VMware Cloud on AWS • Rapid recovery of workloads into VMware Cloud on AWS | <p>Solution:</p> <ul style="list-style-type: none"> • Migrated mission-critical applications to cloud • Leveraged native AWS services • Used Stretched Cluster for VMware Cloud on AWS |
| <p>Impact:</p> <ul style="list-style-type: none"> • Secure against disaster events and ransomware attacks • Production and DR strategies are now built to scale based on demand | <p>Impact:</p> <ul style="list-style-type: none"> • Ability to rapidly migrate production applications • Competitively bid for future franchise contracts |

Add-Ons

VMware Cloud on AWS can be further enhanced by using add-on services such as:

VMware Site Recovery

Protect your workloads both on-premises and on VMware Cloud on AWS with VMware Site Recovery – on-demand Disaster Recovery-as-a-Service (DRaaS).

VMware Cloud Disaster Recovery

Help customers rapidly recover from ransomware, major power outages, and other disasters with VMware Cloud Disaster Recovery.

VMware NSX Advanced Firewall

VMware NSX Advanced Firewall takes the network security capabilities of VMware Cloud on AWS to the next level and scales across every host in the SDDC.

VMware Aria Automation (Formerly vRealize Automation Cloud)

Automate the multi-cloud experience for your customers and deliver a policy-driven catalog.

VMware Aria Operations (Formerly vRealize Operations Cloud)

Scale revenue by offering cost-efficient and self-driving operations for tenant management on VMware cloud and multi-cloud environments.

VMware Aria Operations for Logs (Formerly vRealize Log Insight Cloud)

Achieve unified visibility across all your infrastructure and app logs from private and public clouds in real-time with Aria Operations for Logs.

VMware Aria Operations for Network (Formerly vRealize Network Insight)

Grow revenue by offering end-to-end network visibility and analytics for your tenants in hybrid and multi-cloud environments.

VMware Tanzu Standard

VMware Tanzu offers solutions that support your modernization journey, from simplifying Kubernetes adoption to running modern applications at scale across clouds.

Summary

The groundbreaking VMware and AWS partnership gives customers the best in class Software-Defined Data Center with the leading public cloud platform. The Cloud Services Provider -SaaS route to market under the VMware Partner Connect Program empowers partners to build their businesses. Irrespective of the size or ambition of a customer, VMware Cloud on AWS enables cloud partners to offer a wide range of solutions and a painless transition of their on-premises environment.

Resources

Learn more on our Cloud Services Provider - SaaS [website](#) and access additional VMware Cloud on AWS product resources [here](#)