

VMware Tanzu for Sovereign Cloud Providers

Overview Questions

Q. What is VMware announcing for Sovereign Cloud Providers?

A. The VMware team is pleased to announce availability of VMware Tanzu solutions available through sovereign cloud providers. Now customers in regulated industries that need to comply with regional data security, residency requirements, while innovating for greater value, can experience the benefits of VMware Tanzu in a compliant environment.

Q. What is VMware Tanzu for Sovereign Cloud?

A. VMware® Tanzu empowers Dev and Ops to build, deliver, and manage modern cloud-native applications on any cloud. For our sovereign cloud providers, VMware Tanzu will include the following Tanzu portfolio announcements:

- **Tanzu Kubernetes Grid** – sovereign-ready, fully compliant Kubernetes clusters
- **VMware Data Solutions** – sovereign-ready data services delivered via data services extensions in VMware Cloud Director:
 - **General Availability VMware RabbitMQ**
 - **Tech Preview SQL**
- Private Beta **Tanzu Mission Control** – sovereign-ready Kubernetes management services

Q. What can I do with VMware Tanzu within a Sovereign Cloud?

A. VMware Tanzu on sovereign clouds allows partners to expand, attract, build and deliver modern application solutions for customers on their application modernization journeys. These solutions are specifically tailored to address the needs of these customers who are in highly regulated industries, public sector, or have requirements for data sovereignty.

Q. What is sovereign-ready VMware Tanzu Kubernetes Grid?

A. VMware Tanzu solution on sovereign cloud includes a Kubernetes runtime that is hosted and managed by the sovereign cloud provider. It's a fully disconnected version of Tanzu Kubernetes Grid that includes the tools and open-source technologies needed to deploy and consistently operate a scalable Kubernetes environment for highly regulated industries or businesses where sovereign mandates require strict data controls and access.

For sovereign cloud, Tanzu Kubernetes Grid has added open-source components for observability such as Prometheus, Grafana and Fluent Bit, which enables organizations to remain agile through the deployment and operational management their clusters, while ensuring enterprise-level compliance. Operators can streamline administration across infrastructure types giving developers a consistent experience across environments. Contour provides for safe routing of ingress traffic to Kubernetes.

Q. What is sovereign-ready VMware Data Solutions?

A. VMware Data Solutions (formerly Tanzu Data Services) are also available for compliant and conformant data management for highly regulated and sensitive industries. Customers have access to a self-service UI and API for lifecycle management of these services so they can tune their instances for optimal performance of their applications. For this initial announcement, VMware RabbitMQ is supported and globally available and VMware SQL is available as a tech preview with more services to come.

Q. What is sovereign-ready VMware Tanzu Mission Control?

A. Tanzu Mission Control is a global Kubernetes management plane. Tanzu Mission Control will allow customers who must operate in highly regulated industries, and within sovereign jurisdictions, to benefit from full Kubernetes visibility in a single control plane

while maintaining full control over their network infrastructure connectivity. Highly regulated industries that may benefit from this approach are banks, insurance companies, government agencies, healthcare institutions, telco providers, retail, and manufacturing organizations.

The same benefit would apply to Cloud Service Providers who are answering the call to build sovereign clouds in their regions. Those would be able to deploy Tanzu Mission Control on-premises and manage their customers' Kubernetes environments with added security. This would allow them to service customers who cannot consume SaaS offerings operated outside of their regions, due to compliance and security reasons and ensure that they take advantage of managing Kubernetes at scale in a consistent, secure, and flexible way. Tanzu Mission Control offers centralized policy management and automated disaster recovery, including application mobility between clusters.

Cloud Provider Questions

Q. When is VMware Tanzu Generally Available (GA) for Cloud Providers? Are the VMware Tanzu SKU transactable through channel?

A. VMware Tanzu solutions for sovereign clouds will be available starting on November 8, 2022.

Q. Why is VMware Tanzu important for Sovereign Cloud Providers?

A. VMware Tanzu offers our sovereign cloud providers the ability to provide a compliant modern application platform and data service capabilities to customers in regulated industries that need to comply with regional data security or residency requirements. Because VMware Tanzu solutions for sovereign cloud are designed to be a fully disconnected version of Tanzu, customers can be assured that their application development, deployment and management processes are standardized, while adhering to regional or national data residency and regulatory requirements.

Q. How should a cloud provider position VMware Tanzu solutions for their customers?

A. Sovereign cloud providers should position VMware Tanzu as a set of modern application and data services solutions

for those customers that operate in sensitive industries, require solutions that are disconnected from the public Internet, or need to adhere to regulatory or national security requirements.

Q. What VMware Tanzu services can the cloud provider monetize?

A. VMware Tanzu offer the capabilities to run a certified Kubernetes distribution that is fully disconnected from the Internet, with supporting data services for at-scale workloads, and a global Kubernetes management plane to maintain full control over network infrastructure connectivity of deployed Kubernetes environments.

Q. How is VMware Tanzu for sovereign clouds differentiated from traditional VMware Tanzu offerings?

A. VMware Tanzu for sovereign clouds expands the VMware Tanzu portfolio for our sovereign cloud providers, delivering solutions that are now able to be without a dependency on Internet access for deployment. VMware Tanzu, when on sovereign clouds enables tenant organizations to operate a non-SaaS service so that they can maintain independence from any web connectivity.

Q. How will VMware Tanzu be priced for Cloud Providers?

A. VMware Tanzu solutions are standalone services available for deployment on vSphere and VMware Cloud Foundation, priced using a per core per month metric. Refer to the Product Usage Guide for details on current points for pricing of Tanzu Kubernetes Grid and VMware Data Solutions (formerly Tanzu Data Services). Tanzu Mission Control for sovereign clouds will separately be offered at a future time when made generally available.

Q. What licensing options are available for VMware Tanzu?

A. VMware Tanzu solutions are available for sovereign cloud providers only under the rental model, and are covered by a one-off license request created through the VMware Commerce Portal.

Q. Does VMware Tanzu pricing include support?

A. VMware Tanzu solutions comes with full VMware support.

Q. How can I sign up for a VMware Tanzu contract?

A. Login to the [VMware Commerce Portal](#) to sign up. Refer to [documentation](#) for submitting a new one-off order.

Learning and Training Resources

Q. How can I learn more about VMware Tanzu solutions for Sovereign Cloud Providers?

A. Review the resources available below for further information:

Topic	Link
VMware Tanzu for Sovereign Cloud Providers Launch Announcement	Link
VMware Sovereign Cloud Provider website	Link
VMware Tanzu on Sovereign Cloud Solution Brief	Link
VMware RabbitMQ Solution Brief	Link
VMware RabbitMQ Videos	Link
VMware SQL Solution Brief	Link
VMware SQL Videos	Link