

# VMware Cloud Foundation with Tanzu For Cloud Providers

## Overview Questions

### Q. What is this announcement about VMware Cloud Foundation with Tanzu for Cloud Providers?

- A. VMware has announced the general availability of VMware Cloud Foundation with Tanzu for Cloud Providers. This announcement enables Cloud Providers to offer their customers a full-stack software-defined infrastructure platform for Enterprise and modern Container-Based applications that:
- is simple to deploy, operate and maintain
  - is easy for developers to consume using industry standard APIs
  - provides secure operations across on-premises, edge, and public cloud environments using a consistent set of centralized controls.

### Q. What is VMware Cloud Foundation with Tanzu?

- A. VMware Cloud Foundation with Tanzu provides the simplest path to hybrid cloud through an integrated software platform that is the foundation for both private and public cloud environments. VMware Cloud Foundation provides a complete set of software-defined services for compute, storage, network, and security, along with cloud management capabilities. VMware Tanzu is a managed Kubernetes service that enables customers to run their modern application workloads across clouds and accelerate their applications infrastructure transformation. The result is simple, secure, and agile cloud-ready infrastructure that can be deployed on premises and consumed as a service from public cloud.

### Q. What challenges does VMware Cloud Foundation with Tanzu address?

- A. As more organizations move to multi-cloud and adopt cloud native applications paradigms, they face difficult challenges in delivering infrastructure that is simple to operate, secure, maintain, and easy to consume across their existing application and modern application

development teams. Operational inconsistency with on-premises infrastructure and cloud infrastructure typically results in reduced interoperability, which can lead to an overwhelming landscape of seemingly incoherent tools and processes that are tough to set up and maintain by DevOps teams, work inconsistently across application teams, and force organizations to spend too much time grappling with underlying infrastructure. Customers are looking for partners who can offer a simple, consistent hybrid cloud approach to delivering infrastructure and Kubernetes. VMware Cloud Foundation with Tanzu offers a secure, scalable hybrid cloud solution that meets the needs of your business today and tomorrow, on-premises and in the cloud.

### Q. How does VMware Cloud Foundation with Tanzu deliver a superior developer experience on Kubernetes?

- A. VMware Cloud Foundation with Tanzu delivers a superior infrastructure and developer experience by allowing platform operators to build a software defined architecture built upon standardized, repeatable infrastructure. IT teams can provision and scale infrastructure on demand and reconfigure them using software policy. This cloud-like operating model alleviates the need to make complex and often time intensive moves, additions, or changes in compute, storage, networking, and security hardware. VMware Cloud Foundation with Tanzu minimizes complexities and effort to build and run modern applications, such as through the availability of standard APIs, allowing application developers to spend more time working on developing their applications. VMware Cloud Foundation for Tanzu Standard also simplifies and standardizes DevOps management tasks across public and private clouds, reducing the amount of effort to maintain their infrastructure.

### Q. What are VMware Cloud Foundation with Tanzu business benefits and outcomes?

A. With VMware Cloud Foundation with Tanzu you can gain the following benefits:

- Simple, consistent, cost-effective, and secure infrastructure that is able to be provisioned quickly for a customer's traditional and modern workloads
- A software defined architecture that can quickly scale infrastructure on-demand, using software policy
- Reduced friction and fewer challenges with deployments or scaling changes to tenant software-defined data center infrastructure, saving costs and reducing operating expenses
- Ability to offer modern software infrastructure that can allow customers to easily consume private, hybrid, and cloud services in a consistent, repeatable fashion

Q. What are the VMware Cloud Foundation with Tanzu leading capabilities?

- A. Here are some of the leading capabilities that VMware Cloud Foundation with Tanzu:
- **Full Kubernetes runtime built with the best open-source technologies:** Designed to deliver the best enterprise Kubernetes experience for customers in private, hybrid, and multi-cloud, supported by VMware.
  - **Global Kubernetes control plane:** Leverage Tanzu Mission Control to perform consistent Kubernetes management and governance across all clusters, teams, and clouds.
  - **AI-Ready enterprise platform:** Provide additional AI and ML services for data science consumers by leveraging NVIDIA AI Enterprise servers.
  - **VMware Advanced Security for Cloud Foundation:** Deliver full stack unified protection for all tenant workloads and traffic using workload protection, intrusion detection and prevention, and web app firewall tools that are easy to operationalize and secure.

Q. Who are the target accounts for VMware Cloud Foundation with Tanzu?

- A. Companies with 100 or more developers looking to develop and deploy containerized applications at scale.

Includes ISVs delivering software to their customers via containers.

Q. Who are the target customer personas to engage for VMware Cloud Foundation with Tanzu?

A. VMware Cloud Foundation with Tanzu customer personas are generally broken into three categories:

- **DECISION MAKERS** – C-Level Executives, VP/Director of IT, Systems Manager of IT

Top priorities:

- Increasing innovation of products and services while decreasing time to market
- Increasing operational efficiency while reducing risk to infrastructure
- Consolidate infrastructure via server, storage and network virtualization

- **CHAMPIONS** – Virtualization architects, IT infrastructure admins

Top priorities:

- Access to simplified and unified operational tools which can help manage, monitor and upgrade software while reducing risks and issues to the infrastructure
- Ability to support the deployment of any application or workload, while offering high levels of performance, uptime and security
- Automated infrastructure solutions that provide integrated lifecycle management and Day 2 operations to reduce IT management overhead

- **INFLUENCERS** – Application Owners, Traditional and Cloud Dev teams

Top priorities:

- Self-service access to infrastructure to build and run code, without having to understand the intricacies of storage, network, and compute
- Access to a globally available and standards-compliant Kubernetes development platform which can run the application in private cloud, public cloud, or hybrid-cloud, depending on the application need

- Automated infrastructure solutions that provide integrated lifecycle management and Day 2 operations to reduce IT management overhead

**Q. What are the words/phrases to listen for from customers?**

- A. Customers that may benefit from VMware Cloud Foundation with Tanzu if they say:
- Complexity and variability of tools across environments and clouds is slowing our development time
  - Too much time is spent managing and monitoring disparate infrastructure, security compliance, and upgrades
  - It is time consuming and costly to right size infrastructure for workloads at scale
  - Development teams want a cloud-like environment for building and running applications like with hyper-scalers

**Q. Where can I learn more about VMware Cloud Foundation with Tanzu? Where can I access all the content and collateral?**

- A. To get more information and documentation on VMware Cloud Foundation with Tanzu, please visit:
- [VMware Cloud Foundation Home](#)
  - [VMware Cloud Foundation FAQ](#)
  - [FAQ: How to Run Virtual Machines and Container Workloads on a Single Hybrid Cloud Platform](#)
  - [VMware Cloud Foundation Resource Center](#)

## Cloud Provider Questions

**Q. When is VMware Cloud Foundation with Tanzu Generally Available (GA) for Cloud Providers?**

- A. VMware Cloud Foundation with Tanzu will be GA for Cloud Providers May 31, 2022.

**Q. Why is VMware Cloud Foundation with Tanzu important for Cloud Providers?**

- A. VMware Cloud Foundation with Tanzu expands the developer-ready cloud story by extending the full stack software-defined hyperconverged infrastructure platform

to run, scale, and manage modern applications that meet customers at all stages in their journey as they move their businesses to a cloud operating model. Cloud Providers can help customers transition workloads from on-premise environments to managed and public clouds through the VMware Cloud Foundation (VCF). Cloud Partners can take advantage of the advanced capabilities of VMware Cloud Foundation with Tanzu to speed up and scale infrastructure deployments complete with integrated lifecycle management and global operational visibility for all modern applications. Partners can take advantage of VMware Cloud Foundation with Tanzu's advanced GPU support in vSphere to offer artificial intelligence and machine learning services for advanced analytic and AI initiatives across many industry verticals.

**Q. What makes VMware Cloud Foundation with Tanzu an ideal solution for cloud partners wanting to sell the developer-ready cloud story?**

- A. VMware Cloud Foundation with Tanzu delivers a simple, consistent, and repeatable infrastructure and management platform that customers can quickly begin developing and deploying modern applications on. It provides an ideal infrastructure model for cloud providers who are ready to help customers accelerate their modern cloud journeys, while continue to also serve traditional application workloads:
- **Application jumpstart:** Developers and DevOps teams instantly gain access to the best of breed tools offered by Tanzu Standard to accelerate their application development and delivery.
  - **Unified platform for all customer workload requirements:** Customers want choice and flexibility in deploying, managing, and protecting their production applications. VMware Cloud Foundation with Tanzu allows cloud partners to serve as a trusted platform for all workloads and meet customer needs where they are required, whether it is private cloud, hybrid cloud, or public cloud.
  - **Utilize familiar skillsets while expanding services:** Because VMware Cloud Foundation with Tanzu is a tightly integrated VMware software package configured around best practices and standard deployment configurations, using toolsets cloud providers and their customers are already familiar with,

the incremental lift to support Kubernetes deployments can be achieved with small incremental investments.

**Q. How should a cloud provider position VMware Cloud Foundation with Tanzu for their customers?**

A. Cloud providers should position VMware Cloud Foundation with Tanzu as a full-stack software-defined infrastructure for all their traditional and modern application needs. Customers benefit through accelerating application deployments, reducing complexity using unified and standards-based tools, and gaining Day 2 operational and management efficiencies delivered with VMware Cloud Foundation with Tanzu to manage the lifecycle of their workloads wherever they deploy them.

**Q. What VMware Cloud Foundation with Tanzu services can the cloud provider monetize?**

A. Cloud Providers can offer to deploy, run, and scale infrastructure associated with traditional and modern application workloads, deliver partner-provided services for S3-compatible object storage through 3<sup>rd</sup> party partners such as Cloudian HyperStore and MinIO Object Storage, and provide high-performing GPU enabled infrastructure for analytics focused workloads.

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

A. VMware Cloud Foundation with Tanzu is priced per core per month. Pricing is communicated through your business development manager or aggregator. Refer to the Product Usage Guide for details.

**Q. What licensing options are available for VMware Cloud Foundation with Tanzu?**

A. VMware Cloud Foundation with Tanzu is available only as a VCPP rental and is covered by a one-off license request created through the VMware Commerce Portal.

**Q. Does VMware Cloud Foundation with Tanzu pricing include support?**

A. Yes, VMware Cloud Foundation with Tanzu pricing includes full production level support.

**Q. Is VMware Cloud Foundation with Tanzu enabled with Usage Meter?**

A. Yes, VMware Cloud Foundation with Tanzu utilizes Usage Meter to roll up usage to [VMware Commerce Portal](#) for monthly billing. Refer to [documentation](#) and the product usage guide for details.

**Q. How can I sign up for a VMware Cloud Foundation with Tanzu contract?**

A. Login to the [VMware Commerce Portal](#) to sign up. Refer to [documentation](#) for requesting a new contract.

**Learning and Training Resources**

**Q. How can I learn more about VMware Cloud Foundation with Tanzu?**

A. Use the following links to learn about VMware Cloud Foundation with Tanzu:

Topic	Link
<b>VMware Cloud Foundation Website Homepage</b>	<a href="https://www.vmware.com/products/cloud-foundation.html">https://www.vmware.com/products/cloud-foundation.html</a>
<b>Cloud Byte</b>	Link TBD 6/6
<b>VMLive Session</b>	<a href="https://partneruniversity.vmware.com/site/openlearn.do?dispatch=previewLesson&amp;id=7bee7253-af04-11eb-8643-0cc47adeb5f8">https://partneruniversity.vmware.com/site/openlearn.do?dispatch=previewLesson&amp;id=7bee7253-af04-11eb-8643-0cc47adeb5f8</a>
<b>Partner Connect Website Homepage</b>	<a href="https://vmstarcommunity.force.com/partnerconnect/s/cloud-foundation">https://vmstarcommunity.force.com/partnerconnect/s/cloud-foundation</a>
<b>VMware Core – VMware Cloud Foundation with Tanzu for Partners (6-part course)</b>	<a href="#">Link</a>
<b>Blog: Deploying Tanzu Kubernetes Grid Clusters with VMware Cloud Director and Container Service Extension</b>	<a href="#">Link</a>