

Professional Services for VMware Cloud Provider Platform

Build an efficient cloud foundation and expand cloud services portfolio

AT A GLANCE

Leverage our experts to help you design, deploy, monetize, integrate, and migrate the cloud provider platform to rapidly implement cloud environments with differentiated services.

KEY BENEFITS

- Build and create a comprehensive digital foundation platform
- Enable differentiated value-added services to expand revenue opportunities in multi-cloud and beyond environments
- Accelerate service delivery by enabling rapid operations and management at scale across on-premises and public cloud environments
- Improve IT efficiency with automation to reduce provisioning times and improve staff productivity
- Simplify troubleshooting and improve capacity and performance management
- Integrate with third-party and VMware products

Business challenge

Organizations are moving away from traditional infrastructure and toward a multi-cloud strategy. As a Service Provider, you have a huge opportunity to provide these organizations with a cloud platform that speeds IT service delivery and puts them on a path towards innovation, enabling more scalability, flexibility, and agility. Yet, the cloud market is becoming extremely competitive, requiring you to focus more on delivering the high-value cloud services that your customers want and need, and less on managing the complexities of infrastructure, operations, and custom tools. How do you expand the cloud services portfolio you offer and help your customers accelerate time to market and improve operational efficiency?

Service overview

VMware Professional Services can help you capture and secure your customers' workloads by establishing a comprehensive digital foundation to support your customers' cloud journey. Our experts can help you grow cloud adoption by expanding the capabilities and solutions that you can offer your customers, opening new revenue opportunities. We provide the end-to-end services to help you design, deploy, integrate, and migrate the VMware Cloud Provider™ Platform solution.

Design, Deployment, and Onboarding

For new cloud service providers, our VMware experts will deliver an architectural design for your end-to-end VMware Cloud Provider Platform solution to extend the power of virtualization, automation, and management in multi-tenant environments. We'll conduct a series of discovery workshops and tailor the design with all the required software-defined building blocks and components: compute, storage, networking, cloud service delivery platform, and operations management, to help you build an efficient, competitive cloud environment.

If you are currently a cloud service provider who wants to speed service delivery and improve operational efficiency of your existing cloud environment, our experts will design and deploy VMware Cloud Director™, our cloud service delivery platform. After assessing your platform prerequisites and designing your virtual infrastructure technology, our team will implement, configure, and validate the base components required for the first tenant. We will leverage best practices and conduct knowledge transfer to ensure your teams have the understanding that they need to utilize the technology.

We will also quickly and seamlessly help you with the onboarding process to get you started on a path towards success. Based on your specification, we will configure your first tenant and develop a template for your future tenants. Our team will develop the documentation and discuss workload migration plans to make sure your team has the knowledge to hit the ground running.

Cloud Services Monetization

The sooner you adopt and implement key capabilities and technologies into your cloud environment the sooner you can realize value from offering differentiated value-added services.

Workload Migration

Moving from on-premises to cloud can be a complicated process. For large scale workloads, our experts will conduct a series of workshops to design the recommended VMware HCX® architecture and deploy VMWare HCX to enable secure and seamless workload mobility and migration, enabling you to offer migration services to your tenants that help them avoid the cost and complexity of refactoring applications.

Disaster Recovery

Disasters can occur at any moment and leave businesses devastated by massive data loss. It's important to have a backup and recovery solution to restore your tenants' business-critical files and data. Our experts will design and implement a disaster recovery to the public cloud solution to protect the vApps between different virtual data centers within a VMware Cloud Director environment to ensure high service availability and business continuity. We can also implement a workload mobility solution for small to medium sized workloads to enable seamless migrations.

Tenant Management

Our experts will implement your existing VMware Cloud Director and VMware vRealize® Operations Manager™ platforms to enable your tenants to monitor their own workloads and to provide you with billing reports. We'll deploy your VMware Cloud Director and VMware NSX® management packs, configure the TenantApp appliance, and define basic pricing policies, giving your tenants better visibility and transparency into their service billing and usage.

Kubernetes Services

Kubernetes adoption continues to grow as more organizations increase their usage of containers for their microservices-based architectures. Our team will extend your cloud capability to include a Container-as-a-Service offering. We'll implement and configure the Container Service Extension within your VMware Cloud Director environment. This solution can be deployed with VMware PKS Enterprise or native containers.

VMware Professional Services can also help you design and deploy VMware Tanzu® Kubernetes Grid™, providing a unified platform for your VMs and containers to build, run, and manage your apps. With the tailored design, our experts will implement and customize your platform, enabling you to offer Kubernetes Clusters-as-a-Service, run and manage Kubernetes across multi-cloud environments, and simplify the way your tenants can create and deploy Tanzu Kubernetes Grid clusters through VMware Cloud Director.

Third-Party Integrations

Our VMware team will help you build and integrate VMware Cloud Director platform with third-party solutions such as back-up, ITSM, load balancer, and autoscaling. We'll conduct workshops to identify software and hardware infrastructure requirements, understand environmental constraints, outline the integration design, and complete the installation and configuration. Our team will conduct knowledge transfer sessions with your teams to provide the adoption and operational guidance for the back-up, ITSM, load balancer, autoscaling third party integration solutions, improving your tenants' ability to operate effectively and expand additional services revenue opportunities.

We will develop a custom solution to integrate third-party backup solutions into your VMware Cloud Director environment to perform on-demand backups, restore operations, and policy-based backups, allowing you to protect your tenants' VMs.

LEARN MORE

Visit vmware.com/services.

FOR MORE INFORMATION

Contact a VMware Professional Services expert at

vmware.com/company/contact.html.

Our specialists will help you integrate IT Service Management (ITSM) solutions with VMware Cloud Director to create and update service tickets. We will develop a custom solution to integrate third-party load-balancing solutions into VMware Cloud Director

We'll integrate a user interface into your VMware Cloud Director environment to allow tenants to define and configure rules for vertical autoscaling, automatically increasing or decreasing VMs compute capacity. We'll also enable horizontal scaling to automatically adjust scaling applications in and out. Autoscaling ensures your tenants get and pay for the resources needed at any given time, helping them to manage and reduce costs.

Upgrades and Migrations

Our experts will upgrade you to the latest versions of VMware vSphere®, VMware NSX®, and VMware Cloud Director to take advantage of new features and capabilities for your compute, network, and automation resources. We assess your current environment for upgrade readiness, create an implementation plan through a series of workshops, validate the plan, and perform the upgrade for your environment. On completion, we will provide knowledge transfer for the design, deployment, and operational procedures for your environment.

Our experts will assess your transition from existing VMware NSX® Data Center for vSphere® to the latest VMware NSX-T™ Data Center version. You will receive a comprehensive review of the current configuration and environment to determine upgrade/migration readiness. We will leverage best practices and provide recommendations to migrate your VMware Cloud Director workloads to NSX-T Data Center.

Health Checks

We will review the health of your current environment by examining the configurations for your compute, network, and automation components. Our experts will work jointly with you to evaluate the effectiveness, validate your configuration, and leverage best practices advice for your platform

Benefits

VMware Professional Services has the experience, best practices, and proven methodologies to support you and your customers' cloud journey. Our broad expertise and deep knowledge of VMware technology can help reduce costs and complexity. Our comprehensive approach helps you manage and secure your customers' workloads, establishing a foundation to support your customers' digital transformation. We can help accelerate IT service delivery by enabling rapid operations and management at scale across on-premises, public cloud, and edge environments. Our experts can also help you enhance your capabilities and cloud services portfolio to help expand revenue opportunities.