

Agility of Cloud Infrastructure with Software Defined Network and Security

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VMware is the Customer Proven Market Leader

■ Company Overview

- \$5.6 billion in 2012 revenues
- >\$6 billion in cash and equivalents
- 5th largest infrastructure software company in the world

■ Proven in the Trenches

- 400,000+ VMware customers
- 100% of Fortune 100
- 100% of Fortune Global 100
- 99% of Fortune 1000
- 97% of Fortune Global 500



Some Interesting Virtualization facts.



Someone turns on

1 VM EVERY SIX SECONDS



That's faster than the rate of babies born in the U.S.

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20 MILLION VMs

running on
VMware vSphere

If they were physical machines they
would stretch
2x the length of
Great Wall of
China



China
Great Wall of

5.5 vMOTIONS PER SECOND



At any given time, more VMs are in motion than
planes, which take off about once per second
globally.

>68,000

VMware-CERTIFIED
PROFESSIONALS
IN 146 COUNTRIES



IN 146 COUNTRIES



IT faces many challenges today

Today's reality – IT Challenges Abound



Risk
Of downtime, non-compliance
...

Space
Constraints Limit Expansion

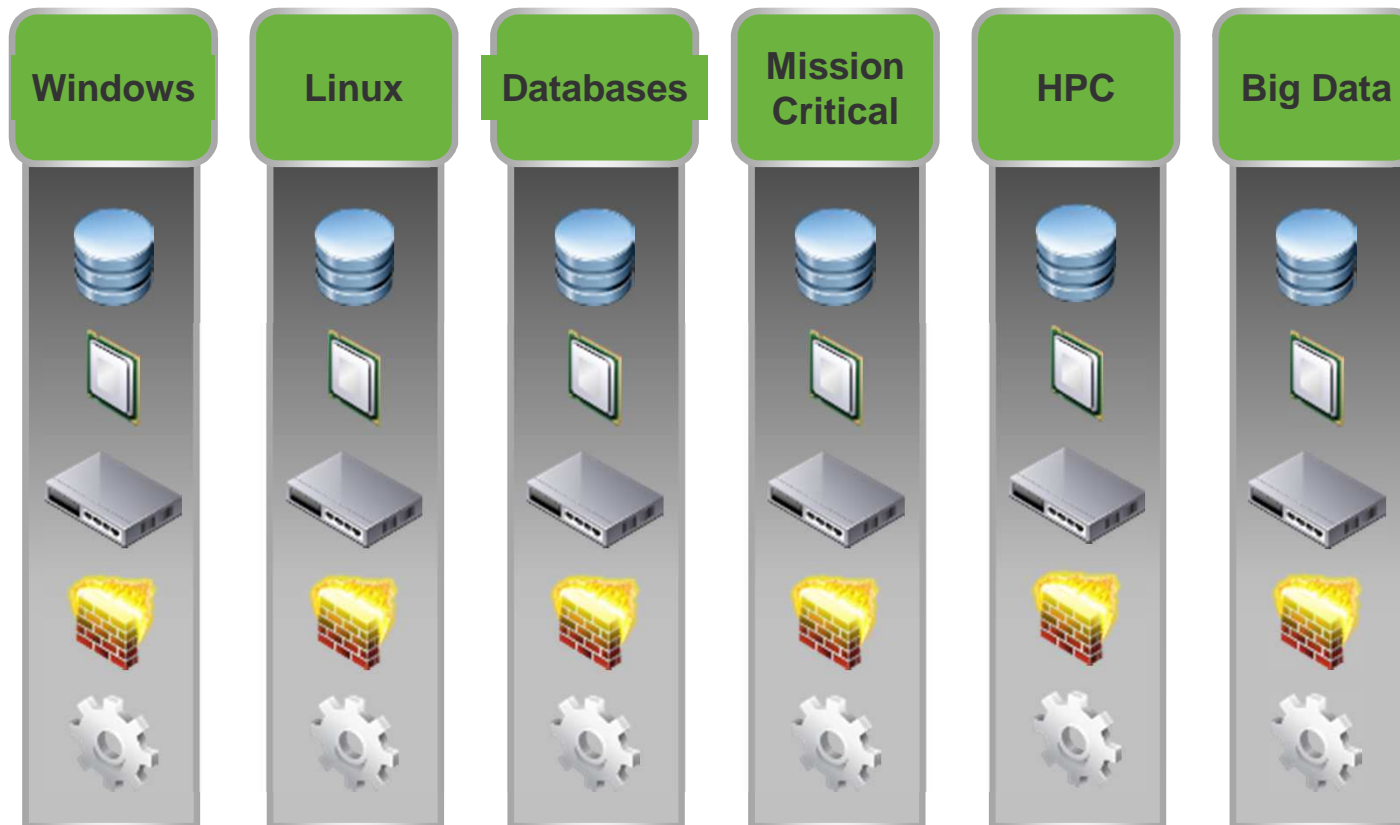
Power
An increasing percentage of OpEx

Utilization
Rates Below Expectations

Cost
OpEx and CapEx limits

Agility
Too long to provision and upgrade

Today's DC – Museum of IT past and in Silos



- Result – IT spend >70% of budget to “keep lights on”

Workloads Double Every 4 Years



■ Solutions

- Double admins
- Double budget (outsource)
- Double vm:admin (automate)

Our Challenge... Connecting Cloud Technology to Business Value

Gartner 2012 CIO Agenda

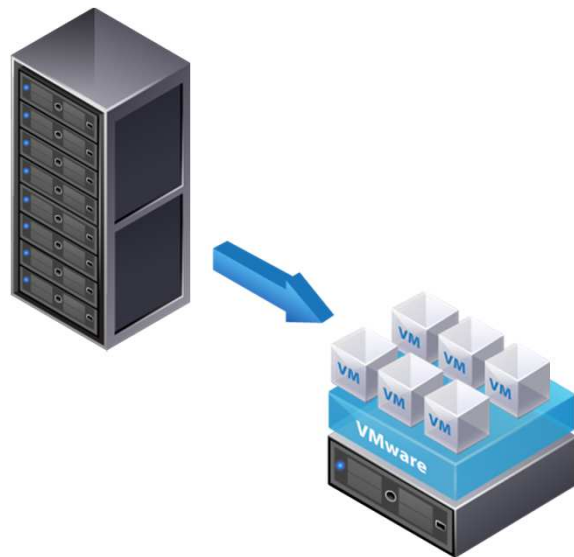
CIO IT Strategies	Ranking of IZT Strategies CIOs Selected as One of Their Top 3 in 2012				
Ranking	2012	2011	2010	2009	2008
Delivering Business Solutions	1	2	1	3	1
Reducing the Cost of IT	2	3	3	2	10
Developing or Managing a Flexible Infrastructure	3	1	8	11	11
Expanding the Use of Information and Analytics	4	7	7	10	9
Improving IT Management and Governance	5	4	6	4	7
Improving Business Alignment and Relationship	6	10	2	1	2
Implementing Mobility Solutions	7	18	*	*	*
Consolidating IT Operations and Resources	8	5	9	9	12
Implementing Business Process Improvements	9	8	4	5	6
Improving the IT Organization and Workforce	10	6	10	8	3
Implementing Cloud Solutions (SaaS, IaaS, PaaS)	11	9	*	*	*

Software Defined Data Center

SDDC

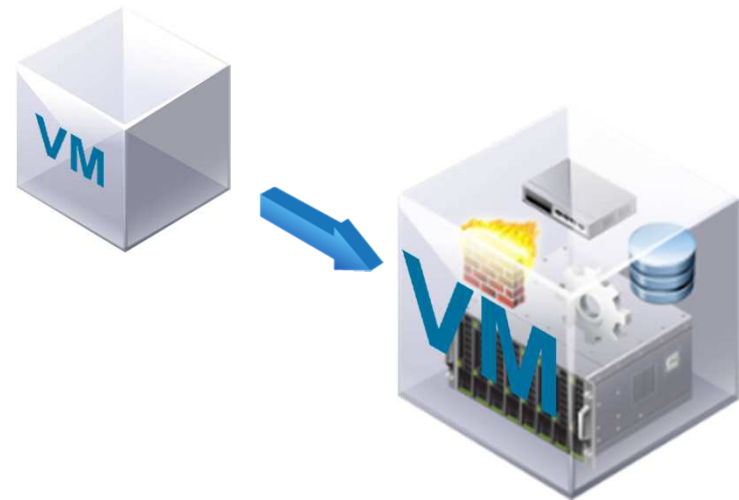
The New Paradigm Shift in Virtualization.

THEN



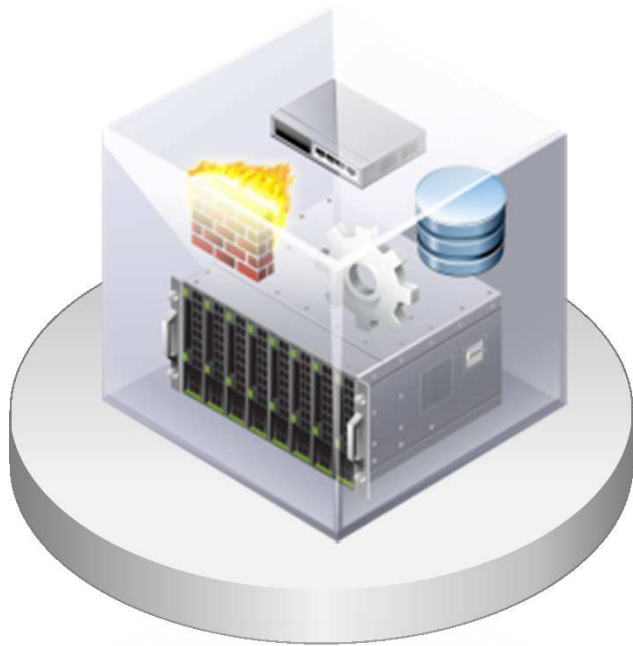
**Server
Virtualization**

NOW



**Software-defined
Datacenter**

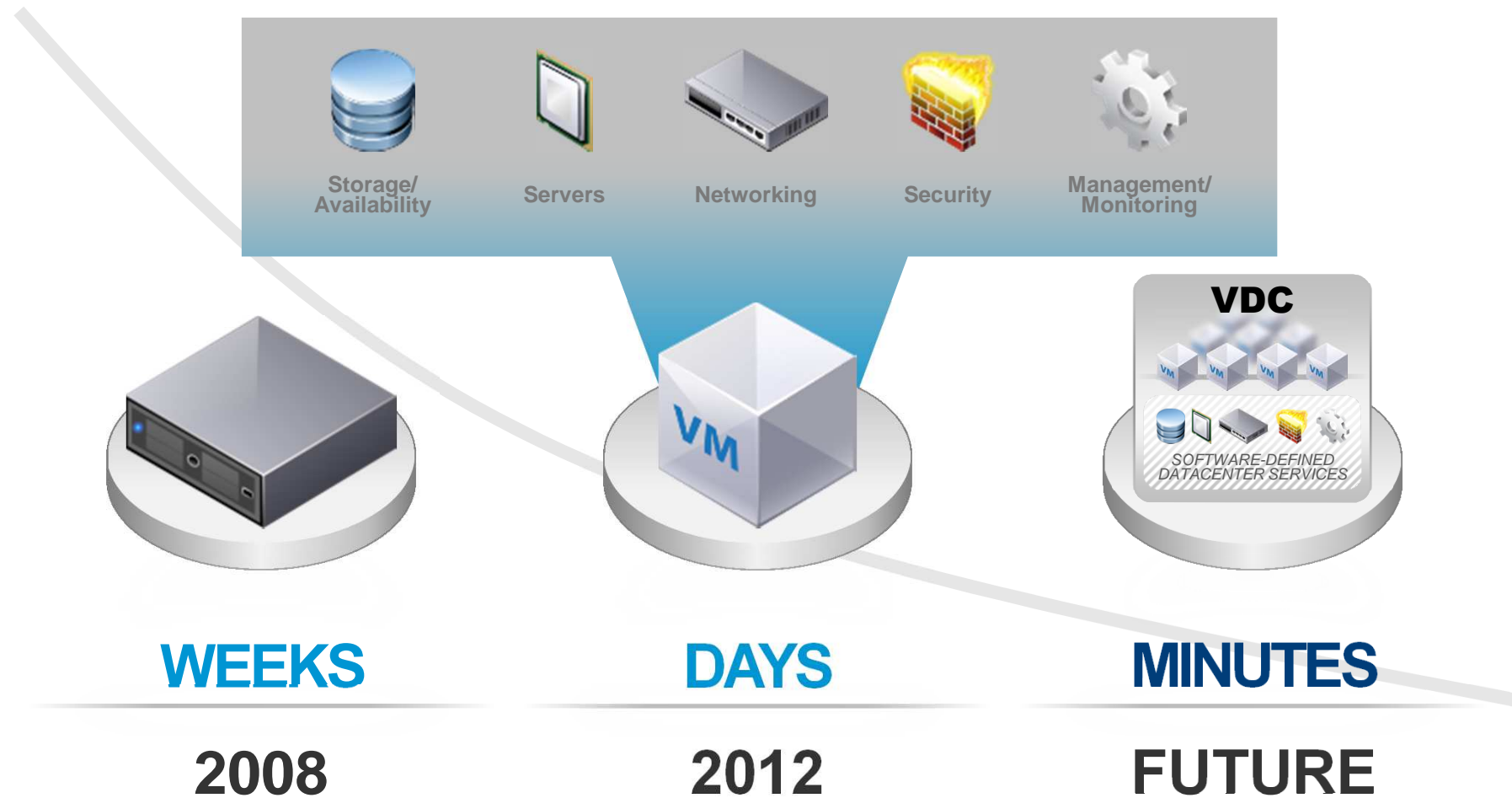
Definition



Software Defined Data Center:

All infrastructure is virtualized and delivered as a service, and the control of this datacenter is entirely driven by software.

Time To Provision New Services



From 10 weeks, to 3 days, to minutes

Containerization – An Analogy

Revolutionized and transformed the cargo transportation process, industries, labor, international trade, and the world economy.

- Raise of seaports and the fall of inland ports - dramatically changed the character of port cities worldwide
- Labor & workforce – longshoremen were no longer necessary at port facilities and the profession changed drastically
- Domestic manufacturing - containerization made it cheaper to import commodity goods from abroad



The Virtual Data Center (vDC)

The software driven data center and cloud computing will revolutionize and transform business processes, industries, labor, international trade, and the world economy.



The vDC is the container for the modern business world.



The CloudOS – vDC Enabling Technology

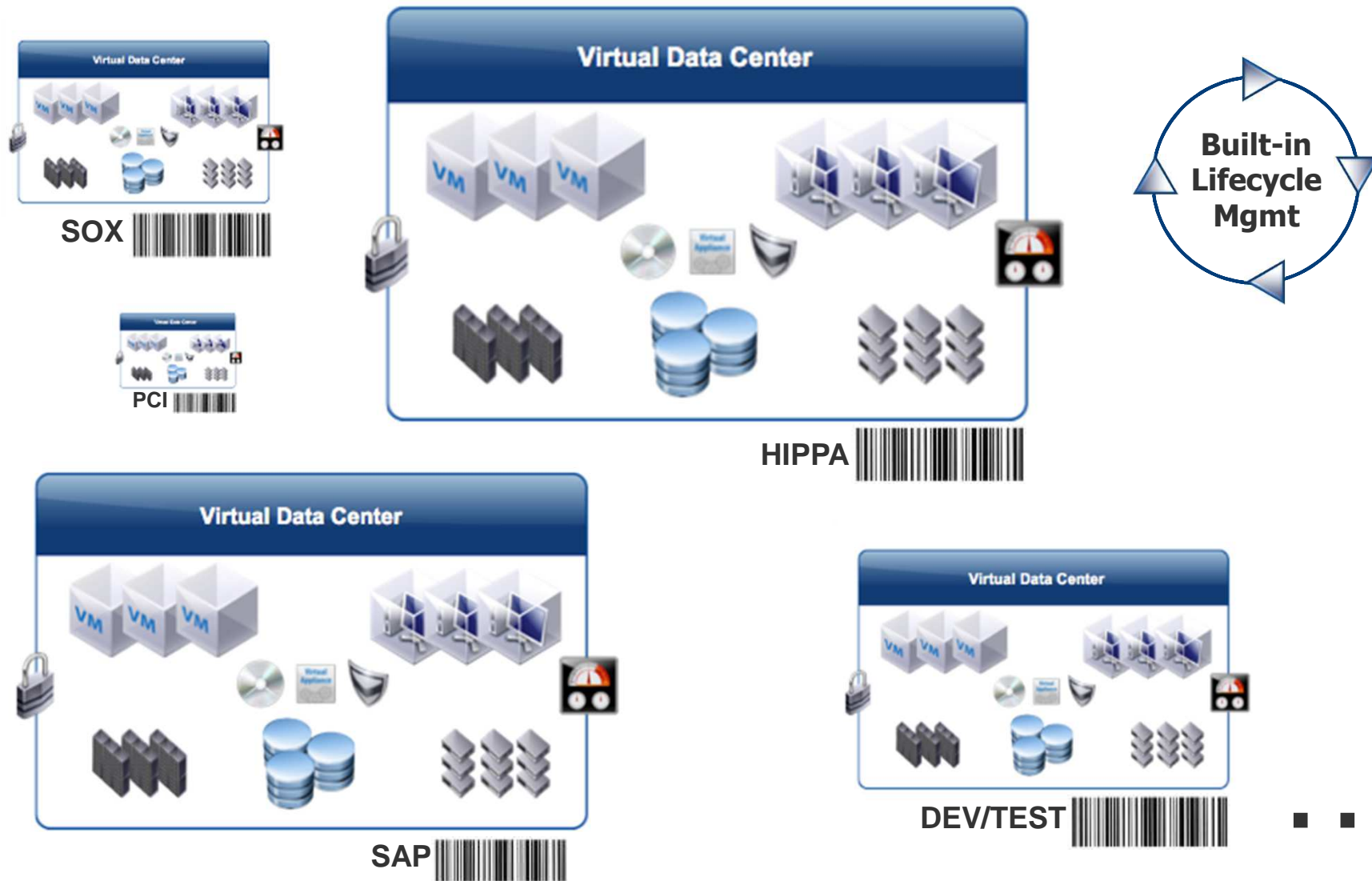
vDC Level Service Level Agreement (SLA) Specification



Response Time	6-11 Seconds
Required Uptime	99.99%
RTO	4hrs
RPO	1hr
Security Compliance	Business Critical HIPPA

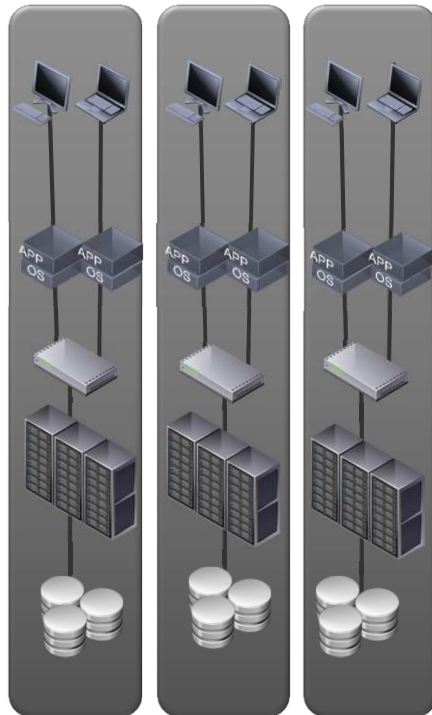


vDC's = Dynamic Application Execution Environment(s)



Cloud Requires a New Approach

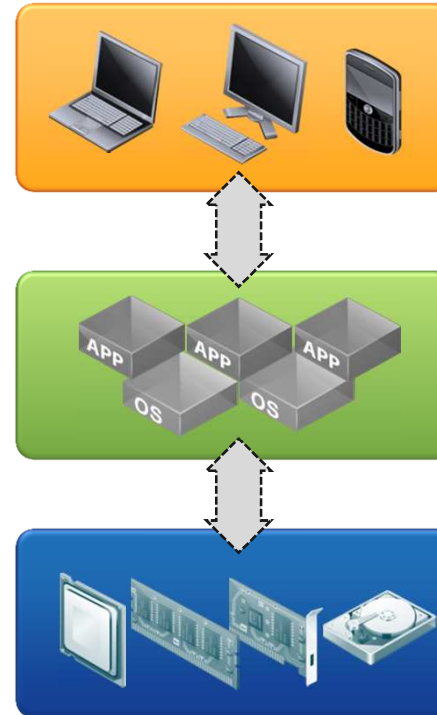
Traditional IT Management



Services and assets tied together in complex, brittle, vertical stacks that are hard to change and manage

Business agility suffers

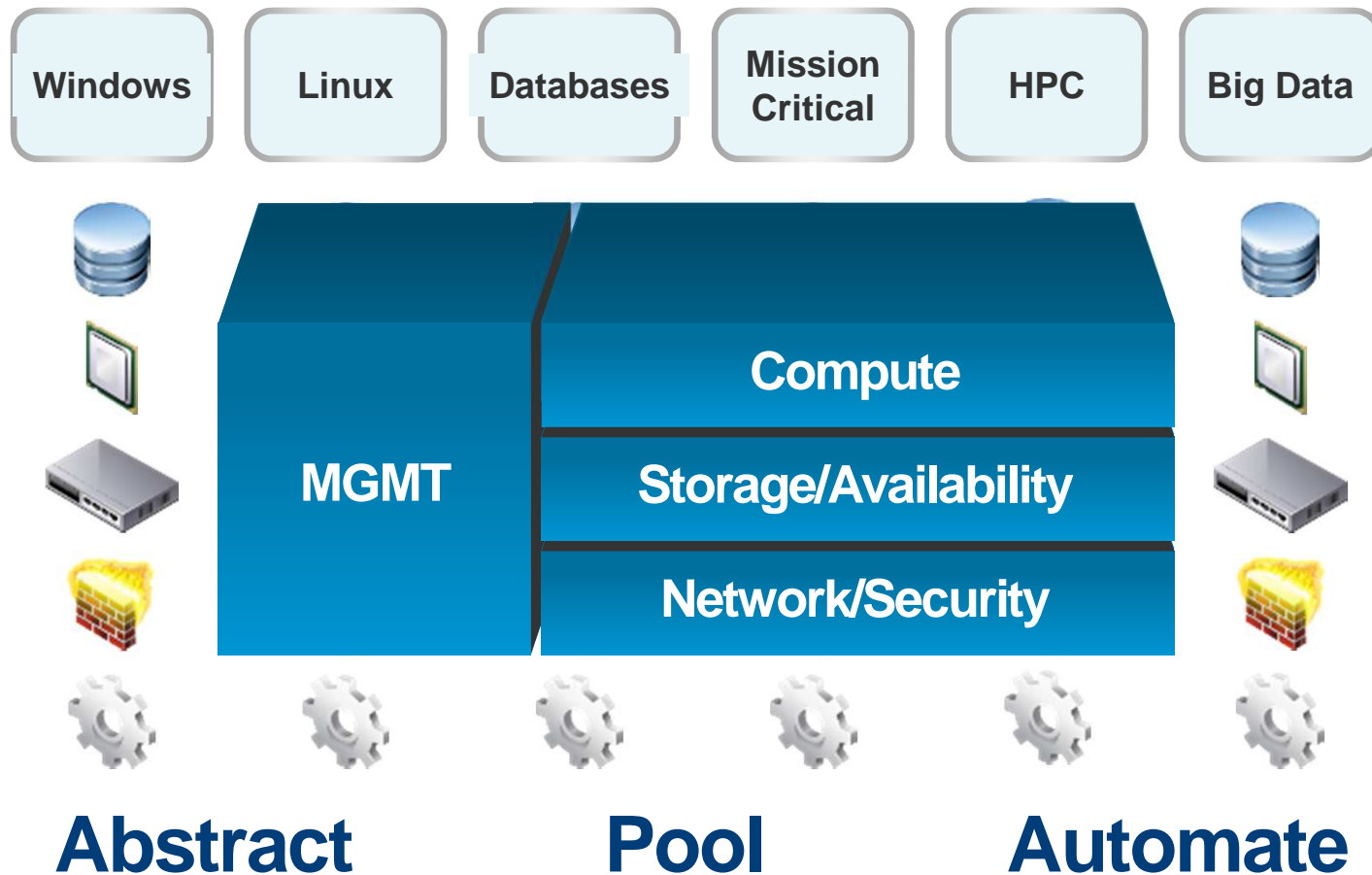
Cloud Management



Service components are abstracted and sourced from dynamic resource pools with horizontal layers loosely bound into services

IT able to keep up with speed of the business

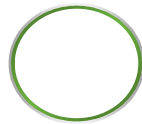
Automation of DC, the ENTIRE DC



Management Must Change



Break, Troub



Break, Replace



<2 min failure recovery

Physical



Pooled



\$100 / VM / year

Host scripts



Distributed policies

100s VMs : 1 admin

Trouble Tick



Self-service

1 min provisioning

**Automation reduces the volume of incidents by 27%,
and event and incident handling time by 40%**

In Summary, VMware ...



is the planet's most trusted virtualization platform.



virtualizes the entire fabric of the datacenter, while securely extending to public cloud infrastructure.



delivers an evolutionary path to your cloud, while preserving freedom of choice.



brings the broadest set of ecosystem partners, extending the value of existing investments.

Thank You



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