FASTER, LEANER, FUTURE-READY: A NEW APPROACH TO IT INFRASTRUCTURE

3 Compelling Benefits of Hyper-Converged Infrastructure

vmware®

The Digital Economy Is Putting Pressure on IT

Today, as digital transformation drives changes across every industry, IT is more crucial than ever to the success of the business. IT organizations must deliver services and applications to internal customers quickly and efficiently—without going over budget or compromising on security.

But siloed, hardware-centric infrastructure makes that nearly impossible. As IT races to bring applications to market faster than competitors, they're hampered by traditional IT silos, fragmented management, and inefficient manual processes.

Across the board, teams are struggling with:

- Operational complexity and stretched resources
- Budget and investment constraints
- Pressure to support latest applications, platforms, and cloud technologies

Traditional data centers simply aren't equipped to handle the demands of modern business. Something has to change.

Infrastructure Designed for Agility

As businesses have increasingly moved to digital models, key components like applications and networking infrastructure have grown and shifted in major ways. And malicious attacks on IT infrastructure have adapted and become more sophisticated, too.

GREATER AGILITY

LOWEST TOTAL COST OF OWNERSHIP (TCO)

FUTURE-PROOF INFRASTRUCTURE INVESTMENTS

IT organizations that can achieve these key goals have a better chance of building, and sustaining, a competitive advantage.

Making the shift to a modern, software-defined data center (SDDC) is the ultimate end goal for many organizations. In an SDDC, virtualized compute, storage, and networking combined with intelligent operations management streamlines operations while managing availability, security, and the performance of IT services across multi-cloud environments.

Hyper-converged infrastructure (HCI) is the easiest path to an SDDC. It transforms industry-standard x86 servers with direct-attached storage into cost-effective, highly scalable building blocks.

HCI Delivers 3 Major Advantages

Hyper-converged infrastructure solutions from VMware integrate compute, storage, and networking onto industry-standard x86 servers, enabling a building-block approach with scale-out capabilities. In this modern approach to infrastructure, all key data center functions run as software on the hypervisor in a tightly integrated software layer.

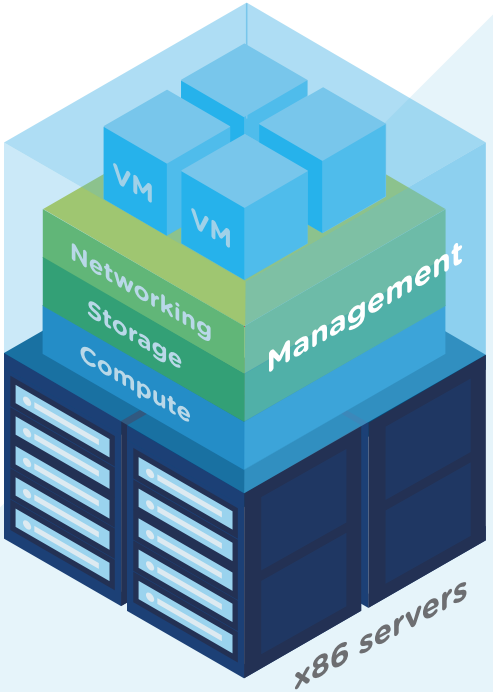
With modern infrastructure from VMware, you can:

Evolve Without Risk. Start with familiar compute virtualization and preferred server hardware, then expand—all together or at your own pace—with storage and network virtualization to seamlessly move your business forward while minimizing the impact of changes.

Lower TCO. HCI abstracts key data center functions into software, allowing you to leverage server-side economics and streamline operations by eliminating tedious manual tasks and breaking down silos.

Scale to Tomorrow. A more flexible infrastructure means that you can host traditional and next-gen apps on the same platform. It forms a foundation that lets you expand into the future to deliver modern apps both on-premises and in the cloud.

In addition, intelligent operations management helps maximize the value of HCI. It accelerates decision making, improves uptime and maximizes utilization with deep operational and business insights, proactive performance monitoring, troubleshooting, capacity management, and planning across infrastructure and applications for multi-cloud environments.



Two Paths to Modern Infrastructure

The VMware approach to modern infrastructure is based on a software-defined, hyper-converged architecture across compute, storage, and networking —with common management across all three.

If you're ready to modernize your data center infrastructure, VMware provides two for different needs and goals:

1. An Integrated cloud infrastructure platform
2. A Build-It-Yourself approach

Let's take a closer look at both.

An Integrated Cloud Infrastructure Platform

VMware Cloud Foundation™ delivers a unified platform that combines compute, storage, and network virtualization with built-in lifecycle automation and management. Day 0 to day 2 operations become simple, from installation and configuration, to infrastructure provisioning and patching. VMware Cloud Foundation provides a globally consistent software-defined infrastructure platform that sits below the most common application platforms, PaaS, and container solutions. It enables operational consistency, no matter where your applications are running.

CUSTOMER SPOTLIGHT

Marriott International used VMware Cloud Foundation to make its guest experience even better without compromising risk, compliance, or security. It's now able to use the public cloud, and secured a competitive advantage by eliminating vendor lock-in and gaining access to a broad set of commodity services.

MARRIOTT

The Build-It-Yourself Approach

With the foundation of VMware vSphere,® you can take an evolutionary approach to modern infrastructure starting with VMware vSAN.™ As your needs grow, you can layer VMware NSX® on top for network elasticity and enhanced security through micro-segmentation. With VMware's large, proven ecosystem that includes a broad choice of server vendors, which eliminates hardware lock-in, you can extend and enhance your infrastructure with the software solutions of your choice.

CUSTOMER SPOTLIGHT

New College Durham took an evolutionary approach to modernizing its infrastructure so that it could save money and build at its own pace. It used VMware vSAN to improve storage performance and functionality, while avoiding the costs of replacing its physical storage area network (SAN).

New College Durham

Why Choose VMware? Evolve Without Risk

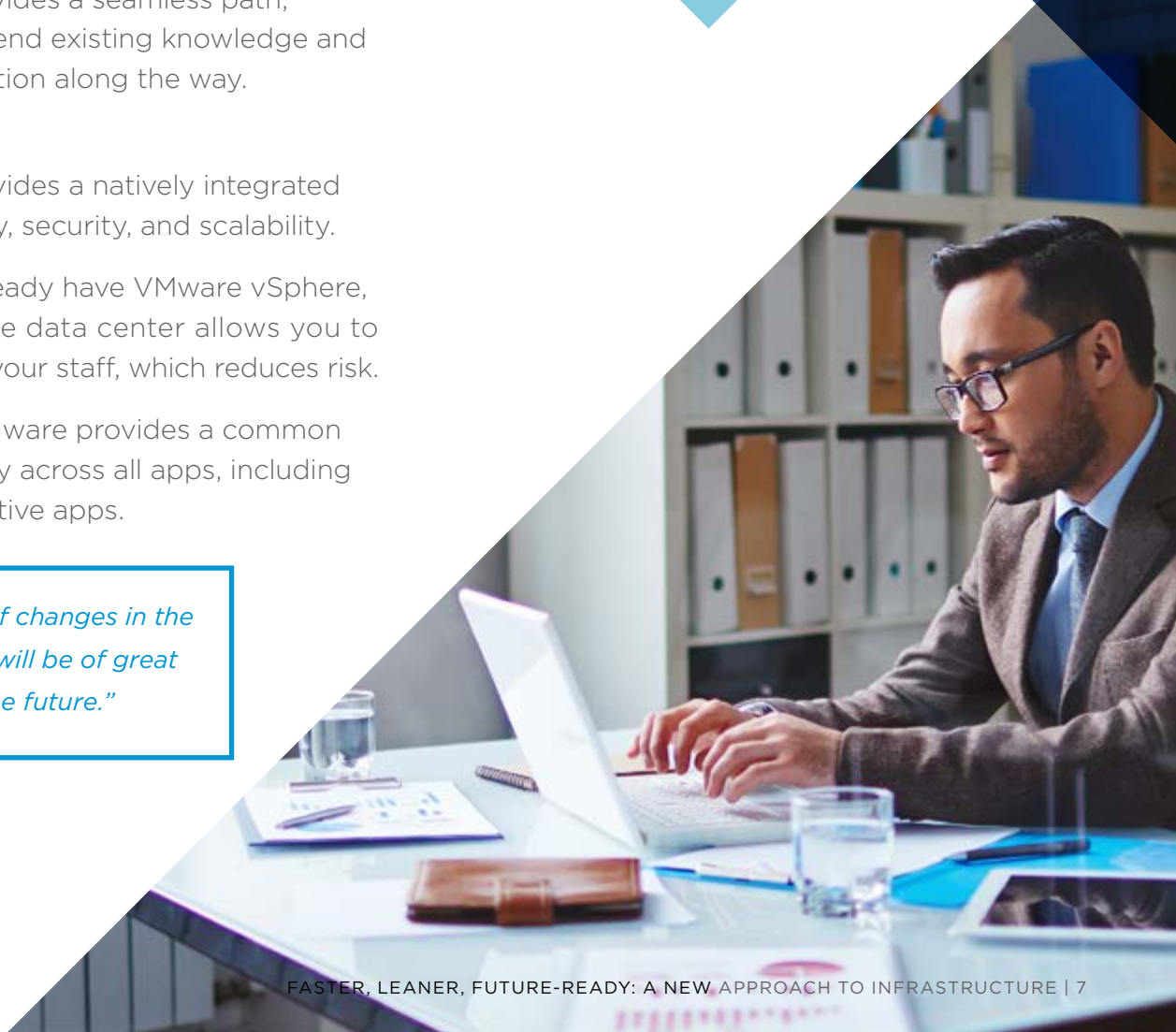
Transitioning from traditional infrastructure to a modern infrastructure can be a complex process. That's why VMware provides a seamless path, allowing you to leverage prior investments, extend existing knowledge and skills of VMware products, and minimize disruption along the way.

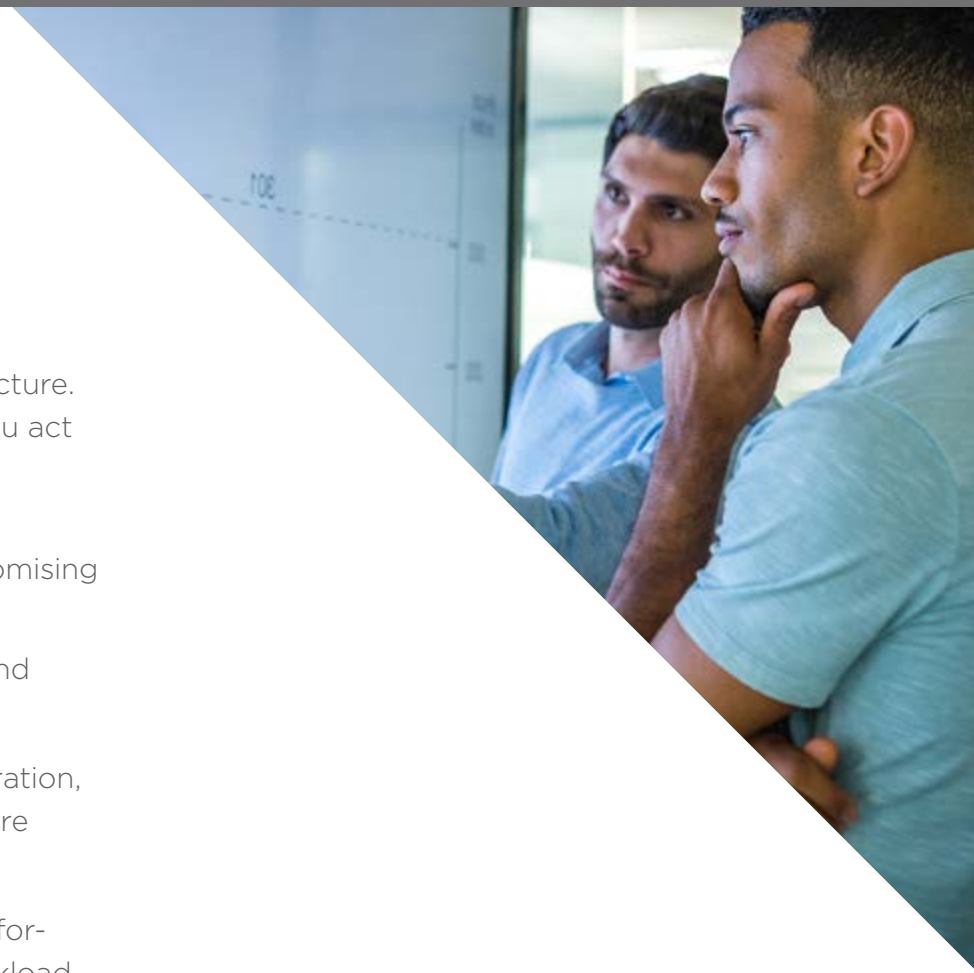
A VMware solution enables you to:

- **Support digital transformation.** VMware provides a natively integrated hyper-converged solution that provides agility, security, and scalability.
- **Minimize the risk of costly change.** If you already have VMware vSphere, extending virtualization to other parts of the data center allows you to leverage the existing knowledge and skills of your staff, which reduces risk.
- **Move toward the future with confidence.** VMware provides a common platform and unified management for visibility across all apps, including traditional enterprise apps and new, cloud-native apps.

> *"We feel that the retail business is due for a lot of changes in the upcoming years, but we feel certain that vSAN will be of great support for us as we handle those changes in the future."*

SOREN VENDLER
IT ENTERPRISE ARCHITECT MANAGER, COOP DENMARK





Why Choose VMware? Lower TCO

Expenses can multiply quickly with traditional data center infrastructure. Hardware vendor lock-in is hard on your budget, and doesn't let you act quickly as business needs change. Purpose-built hardware requires specialized skills to manage complexity.

VMware helps you lower costs in a variety of ways, without compromising on quality. You can expect to:

- **Reduce storage TCO by over 50%**[1] with server-side economics and affordable flash technologies.
- **Lower OpEx over 66%**[2] with fully automated installation, configuration, provisioning, and lifecycle management for the entire infrastructure SDDC stack.
- **Resolve issues faster and optimize utilization** with proactive performance and health monitoring and troubleshooting as well as workload placement, capacity management, planning, and costing across infrastructure and applications.

> *"VMware has been on the journey with CNRA from day one. The result is IT being perceived as a business enabler while at the same time reducing operational costs by 30%, increasing capacity by 300% and faster time to market."*

TIM GARZA
IT DIRECTOR, CALIFORNIA NATURAL RESOURCES AGENCY

1 HCI for Healthcare: A Snapshot of Virtual SAN Customers, Feb 2016

2 Taneja Group, Software-Defined Storage and VMware's vSAN Redefining Storage Operations, July 2014

Why Choose VMware? Scale to Tomorrow

The digital future is constantly evolving—and no one can ever predict what lies ahead with complete certainty. What we know for sure is that user demands, application and environment types, and new technologies will always shift and change.

To meet changing demand from both the business and end users, IT organizations need a flexible infrastructure that allows them to adapt to whatever comes next.

VMware provides that flexibility with:

- **Capabilities that meet your business needs.** Accelerate business projects with the latest hardware advances, like new flash devices and CPUs, that are rapidly adopted by industry-standard servers that form the foundation of HCI solutions.
- **A common cloud infrastructure.** The software-defined approach of HCI provides a unified operational model that easily spans across private and public clouds.
- **The ability to respond quickly.** Migrate live workloads among private and public clouds, and scale the entire infrastructure up or down, on or off premises.
- **Intelligent operations.** Confidently operationalize and scale your modernized infrastructure with intelligent workload placement, automation, and performance management.

Take the Next Step Toward the Future

Modernizing your infrastructure gives you the ability to achieve speed, accuracy, and security while staying within your budget.

As a leader in virtualization technology, VMware delivers a natively integrated platform that unifies compute, network, and storage, and provides common management. It eliminates the cost and complexity of traditional IT silos, giving you the visibility you need to make more informed, strategic decisions that benefit the business.

PREPARE FOR THE FUTURE WITH VMWARE

Learn more about Modernizing Your Infrastructure >

Take a test drive in a Hands-on Lab today >

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