

The VMware logo is positioned in the top left corner of the page. It consists of the word "vmware" in a lowercase, white, sans-serif font, with a registered trademark symbol (®) to its upper right. The background behind the logo is a solid blue color, which is part of a larger blue triangular shape that points towards the bottom right of the page. The overall background of the page is a low-angle photograph of a modern building's exterior, showing a grid of windows and structural elements in shades of orange, red, and grey, set against a clear blue sky. The image is partially overlaid by large, semi-transparent geometric shapes in shades of blue and green.

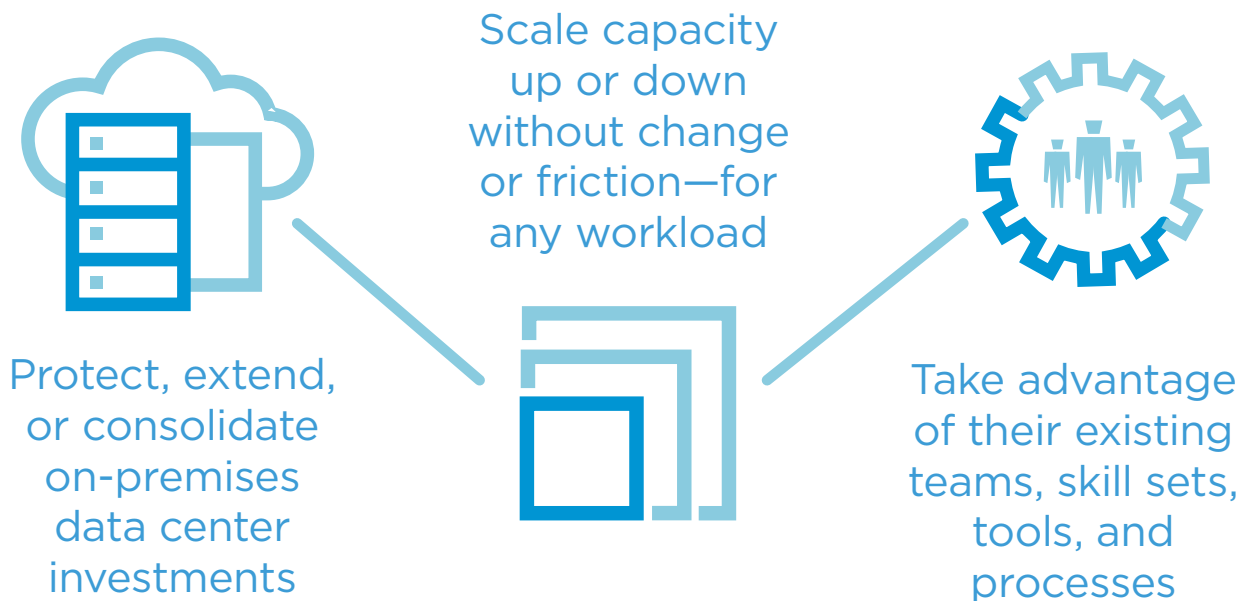
10 QUESTIONS, 10 ANSWERS


Get to know
VMware Cloud on AWS –
The Best-in-Class Hybrid
Cloud Service

GET TO KNOW VMWARE CLOUD ON AWS: THE BEST-IN-CLASS HYBRID CLOUD SERVICE

IT leaders focused on finding ways to become more agile, accelerate innovation, and better optimize costs are finding success with hybrid clouds.

They can leverage the enterprise-grade capabilities that hybrid clouds offer to:

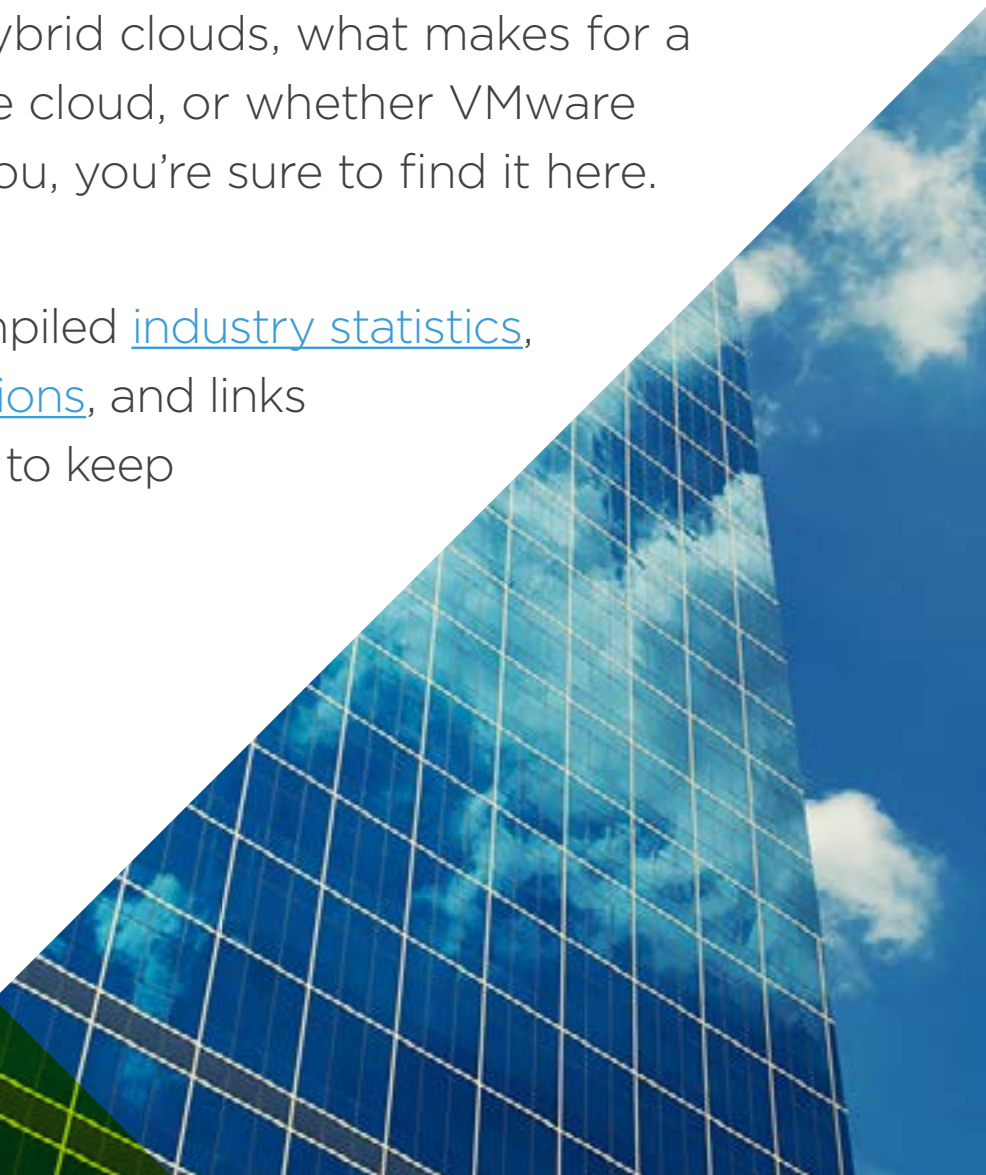





VMware Cloud™ on AWS seamlessly supports workloads on-premises and in the public cloud, and provides the flexibility to choose where the workloads run. It's a best-in-class hybrid cloud service that brings VMware enterprise-class SDDC software to the AWS Cloud, delivered as an on-demand service with access to AWS services including storage, databases, analytics, and more.

If you're looking for more information about how enterprises leverage hybrid clouds, what makes for a best-in-class enterprise cloud, or whether VMware Cloud on AWS is for you, you're sure to find it here.

In this guide we've compiled [industry statistics](#), [frequently asked questions](#), and links to [additional resources](#) to keep you in the know.

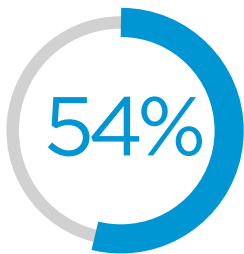


INDUSTRY STATISTICS: ENTERPRISE CLOUD ADOPTION BY THE NUMBERS

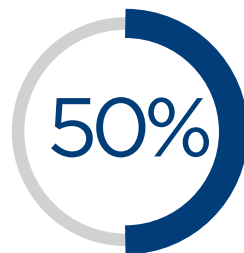
The public cloud has stepped out of the shadows into the limelight as enterprises across industries and geographies scale their usage of it.

It's now a top-of-mind topic among just about everyone from CIOs charged with creating long-term cloud strategies to vSphere administrators tasked with managing complex environments.

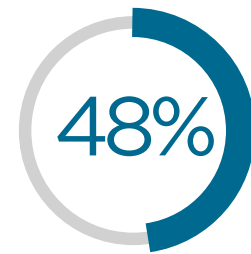
Did you know...



of IT professionals project **rapid growth in cloud services** over the next 2 years.²



of CEOs expect their industries to be substantially or unrecognizably **transformed by digital**.¹



of VMware customers use **multiple native public clouds** from different service providers and 67% see that as an ideal end-state.³



of global IT workloads are **located in the public cloud today**.

By 2030, VMware estimates that 50% of all workloads will run in the cloud.⁴

TOP TEN FREQUENTLY ASKED QUESTIONS

Read on for answers to common questions about hybrid clouds, the best-in-class VMware Cloud on AWS service, and how VMware vSphere® administrators can maximize its value.

1 | Why should an enterprise consider hybrid cloud?

Public cloud adoption is mainstream, driven by the need for greater agility and faster innovation. That's why today, 60 percent of large enterprises are running workloads in the public cloud⁵, and 48 percent are using multiple public clouds⁶. Hybrid clouds integrate the public cloud with on-premises infrastructure and can give IT the ability to strategically choose where they want to run their workloads.

With hybrid clouds, IT leaders can:



2 | What is a 'best-in-class' hybrid cloud?

Many organizations want to run IT workloads on-premises and in public clouds, while taking advantage of existing teams, skill sets, and tools. This requires seamless integration and a common operating platform across on-premises infrastructure and the public cloud.

Best-in-class hybrid cloud solutions, such as VMware Cloud on AWS, enable you to:



Accelerate innovation

- New application development
- Application modernization
- Dynamic capacity needs



Optimize costs

- Cloud mandate
- Shift from CapEx to OpEx
- Application portability



Respond faster to change

- M&A activities
- Data sovereignty, closeness to end user, new capacity
- Continuity of operations



Learn more about the evolution of hybrid cloud and its role in helping enterprises accelerate cloud adoption in the white paper [Balancing Freedom and Control: Evolution of the Cloud](#).

3 | What should enterprises keep in mind when considering a hybrid cloud strategy?

Enterprises are adopting or accelerating their use of cloud in order to gain the agility to respond to changing business needs, support innovation, and better align spend to business requirements.

But many IT professionals spend too much time trying to manage a public cloud infrastructure that requires different skill sets and tools than their on-premises environment.

Six Considerations to Keep in Mind

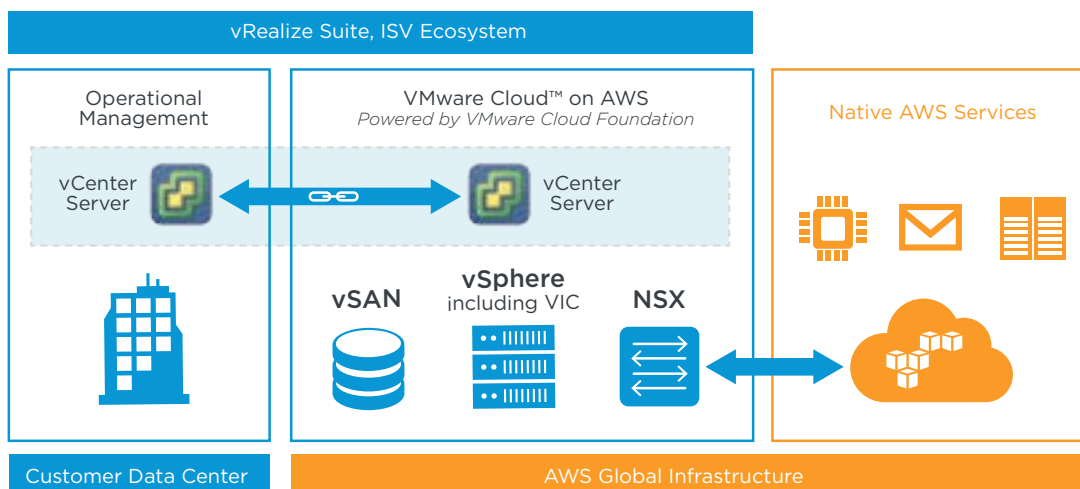
1. How can I avoid creating a new cloud silo?
2. How can I ensure operational consistency and simplicity?
3. How do I get the maximum leverage out of my existing investments in skill sets and tooling?
4. How can I better control, manage, and secure these environments and my workloads?
5. How do I provide enterprise-class application SLAs consistently across private and public clouds?
6. How do I ensure compatibility with applications between on- and off-premises?

4 | What is VMware Cloud on AWS?

VMware Cloud on AWS is a vSphere-based cloud service that will bring enterprise-class Software-Defined Data Center (SDDC) software to the AWS cloud, with seamless access to AWS services.

VMware Cloud on AWS is powered by VMware Cloud Foundation™, a unified SDDC platform that integrates vSphere, VMware vSAN™, and VMware NSX® virtualization technologies, and is optimized to run on next-generation, elastic, bare-metal AWS infrastructure. The service provides access to the broad range of AWS services, together with the functionality, elasticity, and security customers have come to expect from the AWS Cloud. Enterprises can manage this service from an existing VMware vCenter Server® interface with the ability to easily scale AWS resources.

VMware Cloud on AWS – Service Overview



5 | How does VMware Cloud on AWS benefit enterprises?

VMware Cloud on AWS combines the best of VMware and AWS to enable customers to realize significant benefits including:

- **Best-in-class hybrid cloud capabilities** – Leverage market-leading VMware technologies across compute (vSphere), storage (VMware vSAN), and networking (VMware NSX) optimized to run on next-generation, elastic, bare metal AWS infrastructure.
- **Simple and consistent operations** – Rapidly provision and scale AWS resources that are operationally consistent with vSphere-based clouds—on demand.
- **Cloud-scale flexibility** – Powered by the same platform that powers an enterprise’s VMware technology-based, on-premises data centers, VMware Cloud on AWS delivers workload portability across clouds with no complex and time-consuming application re-platforming required.

- **Operated and supported by VMware** – All software components of this service are fully certified and supported by VMware. VMware will be responsible for the patches and upgrades of the infrastructure software components.
-



Hear [Clark Golestani, EVP & CIO of Merck, share what the VMware and AWS partnership means for his organizations.](#)

6 | What purchase options will be offered for VMware Cloud on AWS?

Organizations will be able to purchase dedicated clusters that combine VMware software and AWS infrastructure, either on demand or as a subscription service.

7 | Who provides support for VMware Cloud on AWS?

VMware Cloud on AWS is a VMware service that is delivered, operated, sold, and supported by VMware. That means that customers will have one support number to call and all infrastructure lifecycle management, support, billing, and account management

will be handled by the world-class support team at VMware.

In addition, customers will have access to resources and tools to ensure success, including chat support and forums.

8 | [What steps can vSphere administrators take to ready their organizations for success with VMware Cloud on AWS?](#)

Here are two steps vSphere administrators can take to get their organizations ready:

- **First**, it's important for vSphere administrators to make sure they fully understand their organization's relationship with the cloud. Find out who is running workloads in the cloud, and add those workloads to a full inventory list. This will help ensure there are no surprises down the road.
- **Second**, think about which apps will be migrated from the data center, private cloud, or other public clouds to VMware Cloud on AWS, and in what order. Go through the list of apps and map any dependencies.

9 | How can vSphere administrators maximize the value of VMware Cloud on AWS?

The more software-defined a data center using VMware technologies is, the more valuable VMware Cloud on AWS becomes.

Adopting VMware Cloud Foundation on premises is the easiest and fastest way to integrate a VMware Software-Defined Data Center (SDDC). It includes vSphere, vSAN, NSX, and automated lifecycle management, and provides all the foundational components to unlock the maximum value of the hybrid solution, when paired with VMware Cloud on AWS

Upgrading to vSphere 6.5 on-premises (minimum requirement is vSphere 6.x) will be required for ensuring hybrid operations.



Step-by-Step Approach to Implementing a SDDC

- **vSphere** – vSphere 6.5 is ideal for a hybrid infrastructure (minimum requirement is VMware 6.5)
- **VMware NSX Network Virtualization Platform** – NSX automates and drives consistency for network and security services and policies
- **vSAN and/or vVOLs (SPBM)** – Important for driving common storage policies and improving operational consistency across on-premises and VMware Cloud on AWS

Additionally, VMware Site Recovery Manager™ and the VMware vRealize® Suite are valuable tools for mass migrations, intelligent operations management, automation, and governance.

10 | What types of enterprises can benefit the most from VMware Cloud on AWS?

Any enterprise that wants to leverage or extend VMware-based infrastructure to the AWS Cloud for reasons such as meeting a cloud mandate, supporting M&A, consolidating infrastructure, or modernizing applications can greatly benefit from VMware Cloud on AWS.

VMware Cloud on AWS will enable enterprises to modernize their infrastructure using their existing tools and skill sets. They can do this without the need to do complex conversions, refactoring, or re-architecture. In addition, VMware Cloud on AWS will also provide seamless access to AWS services.

vmware[®]

Leading compute, storage, and network virtualization capabilities

Support for a broad range of workloads

De facto standard for the enterprise DC

+



Flexible consumption economics

Broadest set of cloud services

Global scale and reach

Jointly engineered solution delivers the best of VMware and AWS for customers

Additional Resources

Here are opportunities to learn more about VMware Cloud on AWS:



Visit the [website](#)



Follow us on [Twitter](#)



Subscribe to the [VMware Cloud on AWS video playlist on YouTube](#)

Sources:

1 Gartner “2016 CEO Survey: The Year of Digital Tenacity,” analyst Mark Raskino, April 2016

2 Economist Intelligence Research, August 2016

3,4 VMware Research, Customer Voice/Incircle Survey, 2016

5 Balancing Freedom and Control: Evolution of the Cloud – 2006 – 2030, VMware white paper

6 IDC Infographic Video, Public Cloud for Data Extension and Replacement, July 2016



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