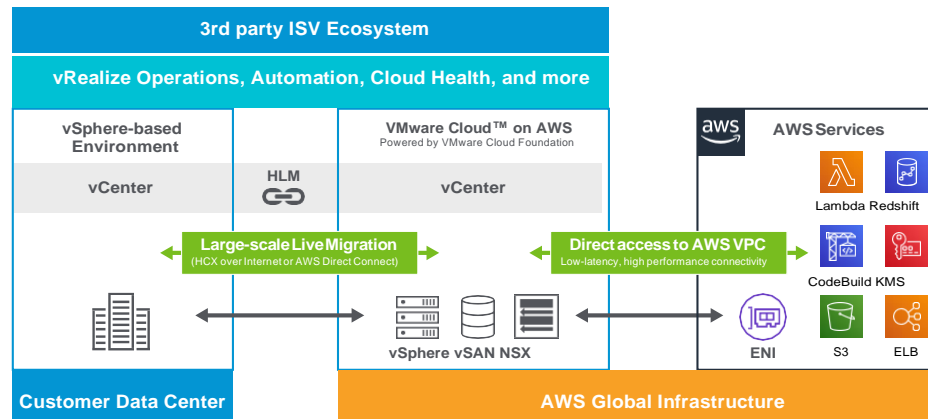


# Seamlessly Extend Your vSphere DC to VMware Cloud on AWS

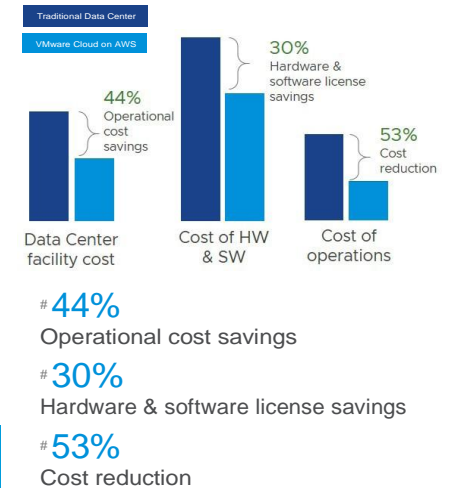
## Initiatives Driving Cloud Integration

- Growth of infrastructure footprint
- Mergers and acquisitions activity
- Geographic expansion of business
- Agility and innovation improvements
- Scalability of business-critical apps
- Next-gen and modernization of apps
- Seasonal or temporary capacity needs
- Flexible lab or training environments

## VMware and AWS Solution



## Infrastructure and Operations Savings



## Cloud Integration Pain Points

- Interoperability** between on-premises and cloud environments
- Incompatible tools & skillset** to operate across hybrid environment
- Operational challenges** owing to different security & governance
- Lack of support** for bi-directional application mobility

## Cloud IaaS Capabilities

- Add dedicated host capacity in minutes
- Self-provision SDDC under 2 hours
- Add/remove capacity as needed
- Auto-scale capacity with ElasticDRS
- Flexible consumption - hourly, 1Y, 3Y
- Automate with REST APIs and PowerCLI
- Global scale – 17 AWS Regions
- Subscription-based or on-demand OpEx
- Direct access to 175+ AWS services
- Continuous deployment model delivers latest VMware features and capabilities

## Unique Hybrid Cloud Advantages

- Cost-effective**  
Reduce costs to integrate on-premises and the public cloud
- Scalable**  
Adjust capacity in minutes to adapt to changing business needs
- Simple and consistent**  
Familiar VMware tools and single console for both environments
- Fast**  
Extend on-premises security and governance policies to the cloud

## Customer Impact

Up to **71% savings** in operations and training costs\*



**59% recurring savings**

Infra + Ops

**FORRESTER**

**650+ Workloads**

move seamlessly to and from cloud without downtime



\*Sources: IDC White Paper, sponsored by VMware, The Business Value of Hybrid Cloud with VMware, 2019; Hybrid Cloud Trends Survey, The Enterprise Strategy Group, March 2019 (N=309)

\*Source: The Total Economic Impact™ Of VMware Cloud On AWS, an August 2019 commissioned study conducted by Forrester Consulting on behalf of VMware