

Accelerazione del passaggio al cloud

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September, 2019

Today's Market is Defined by Diversity

Infrastructure
Datacenter, Cloud, Edge



Applications
VMs, Containers



Cloud Services
ML, AI, Data



Management & Ops
Cloud, Infra, Apps



More Infrastructure Options Than Ever Before



On Premises



Off Premises

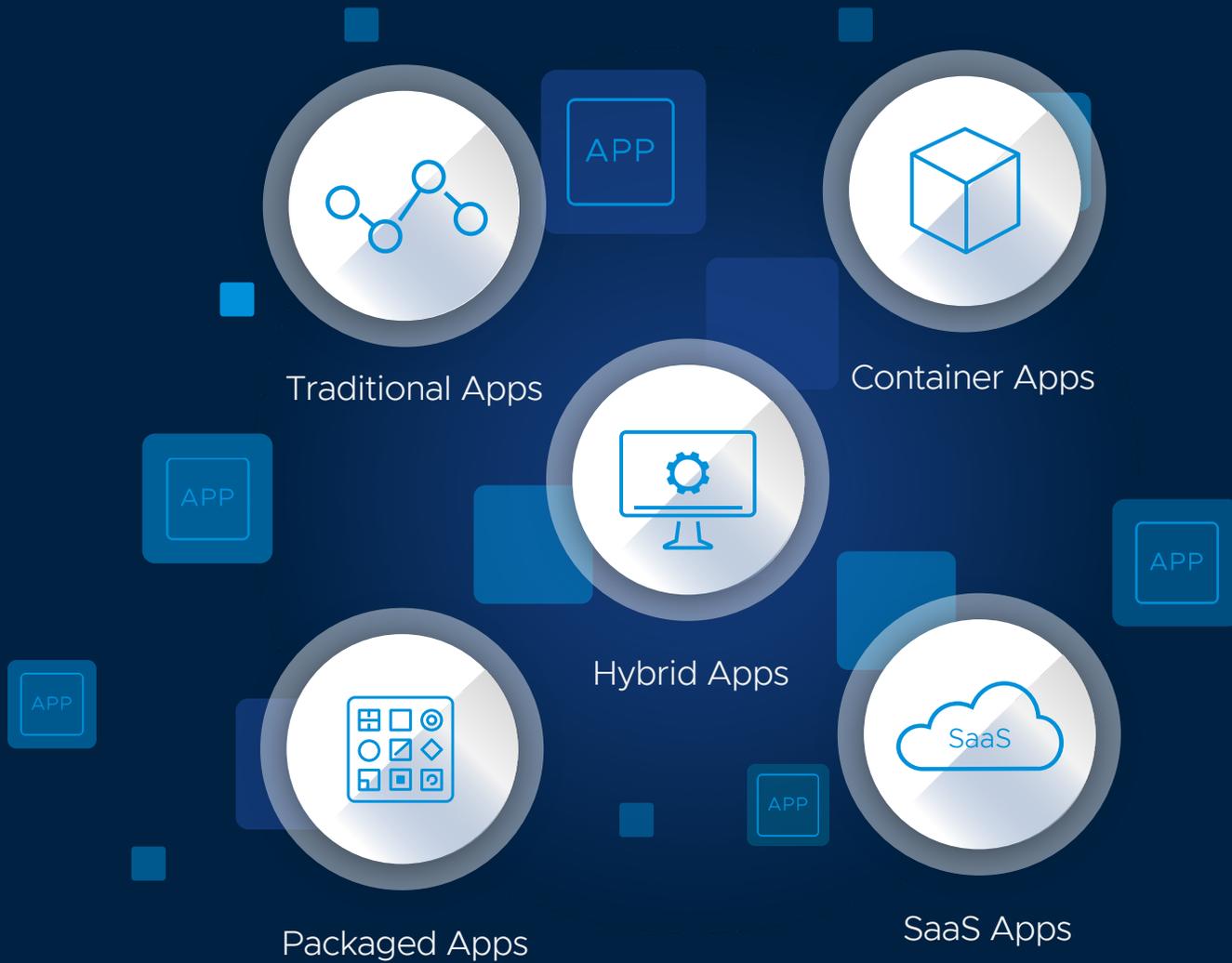


In the Cloud



At the Edge

More Application Options Than Ever Before



More Capabilities Than Ever Before



Machine Learning



Artificial Intelligence



Data



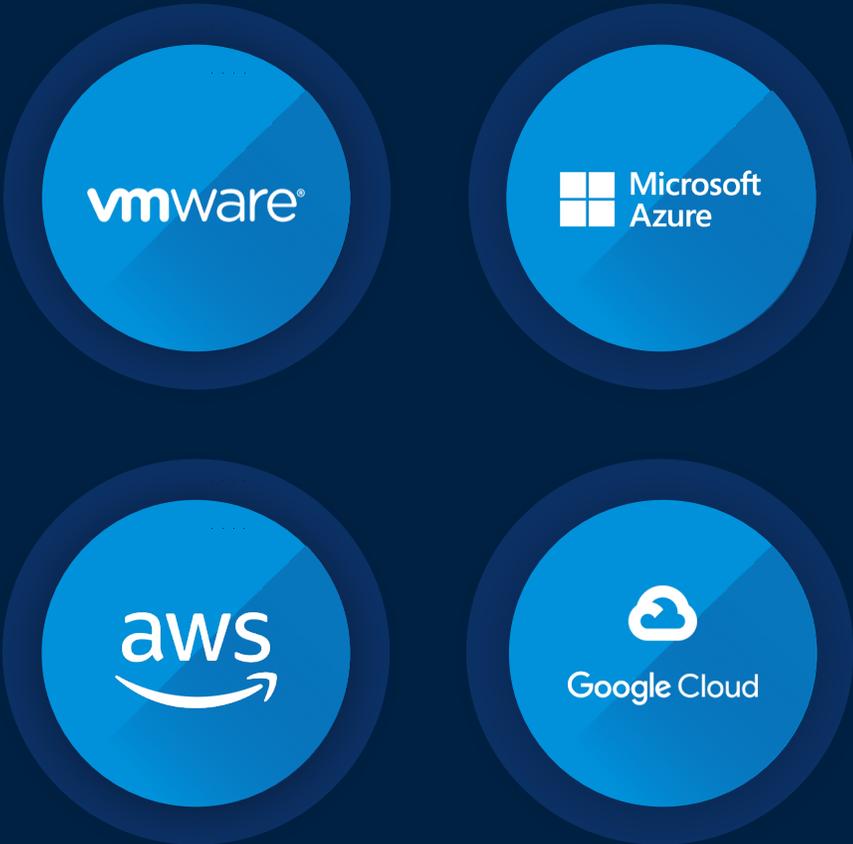
Open Source

More Management and Ops Tools Than Ever Before



Unprecedented Opportunities

- Access to innovation from any source
- Operate any cloud service, from any provider, in any geography
- Access any service, from any source, today and in the future
- Migrate applications to the best environment for each app
- All without introducing complexity, risk or inefficiency



Application Needs Driving Multi-Cloud Strategies

Complex and diverse
needs of applications



VMware Multi-Cloud Strategy



Build

Run

Manage

Connect

Protect

Any Cloud

We Are Expanding Our Portfolio to Accelerate Our Strategy

Any Cloud | Any App | Any Device



Build

Heptio
PKS
Bitnami
Pivotal



Run

vSphere
vSAN
VMware Cloud
VMware Cloud Foundation
VCP



Manage

vRealize
WorkspaceONE
CloudHealth



Connect

NSX
VeloCloud
Avi Networks



Protect

AppDefense
SecureState
Carbon Black

Executing Aggressively on Cloud Strategy

February 2016

IBM Cloud Partnership

August 2016

VMware Cloud Foundation

August 2017

- VMware Cloud on AWS Initial availability
- 4,000+ VMware Cloud Provider partners

August 2018

CloudHealth Acquisition

April 2019

Azure VMware Solutions
VMware Cloud on Dell EMC

June – July 2019

- Bitfusion
- Google Cloud VMware Solutions



2008

VMware Cloud Provider Partner

October 2016

AWS Partnership

Feb – March 2018

European Expansion
VMware Cloud on AWS

November 2018

- VMware Cloud on AWS Outposts
- Heptio acquisition

May 2019

Bitnami Acquisition

VMware Global Cloud Presence

70M+
Total Workloads

10M+
Workloads in the Cloud

10K+
Cloud Data Centers

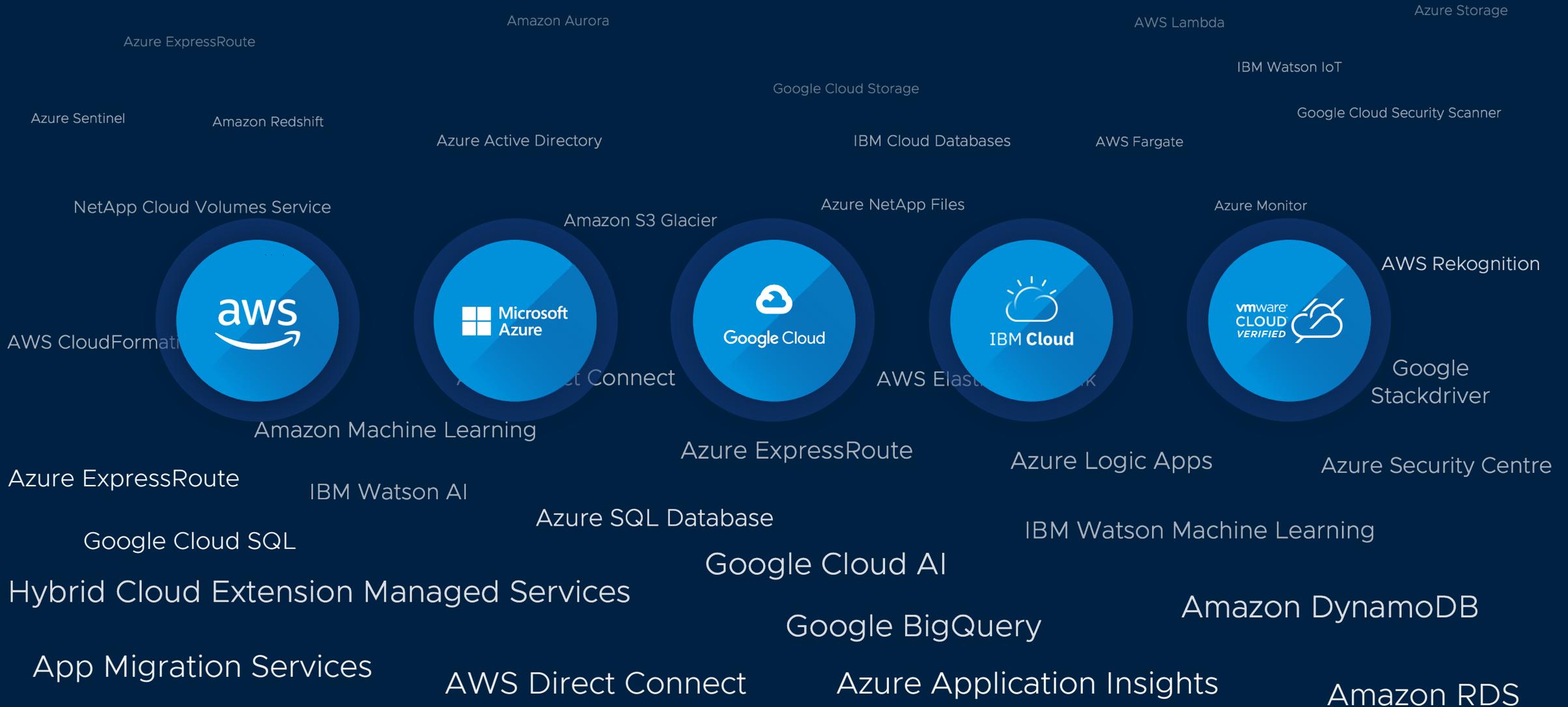
128
Countries

4.3K+
Cloud Provider Partners

68
VMware Cloud Verified Partners

- Partner Data Centers
- Hyper-Scale Clouds

Access to Cloud Services from Global Cloud Providers



VMware Multi-Cloud Strategy



Build

Run

Manage

Connect

Protect

Any Cloud

Multi-Cloud Management

VMware Multi-Cloud Strategy



Build

Run

Manage

Connect

Protect

Any Cloud



97%

97% of organizations have adopted multi-cloud strategies for mission-critical applications

Multi-cloud deployments are here to stay, and investments look to increase over the next two years

Multi-Cloud Challenges

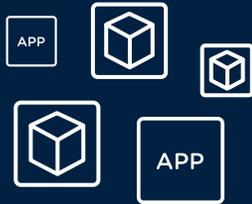
Low visibility,
Increased spend

Inefficient /
Over-Provisioning

Security and
Compliance

Performance
inconsistencies

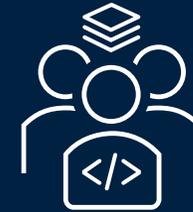
Diversity
and Scale



Thousands of Objects,
Services, Containers, Apps



Hundreds of
Cloud Accounts



Complex Teams
and Priorities





Cost & Resource
Management



Security &
Governance



Automation



5K

Customers

\$10B

Under Management

25%

Average Savings

CloudHealth
by vmware®

Comprehensive visibility into cloud cost, usage performance

Extending Multi-Cloud Visibility and Management to Hybrid Environments

Scale intelligent business decisions



Cost & Resource
Management



Security &
Governance



Automation



Service
Integration

Visualize • Recommend • Collaborate • Automate • Integrate



Optimized Economics

- Cost, usage and performance reporting for all hybrid cloud resources

Informed, successful migrations

- Plan workload migrations based on actual costs, diverse AZs, and Risk

Multi-Cloud Governance and compliance

- Create and enforce governance and compliance
- Drive accountability, simplify decision making
- Optimize costs with intelligent remediation

Business Management

Service catalog, business strategy & direction



Cost & Resource
Management



Security &
Governance



Automation



Service
Integration

Integrated Data Layer



Hybrid Cloud

Hybrid Cloud

Extend Proven Infrastructure and Operations Across Private Cloud, Public Cloud & Edge



Consistent Infrastructure
VMs and Containers

&

Consistent Operations
Management and Automation

Hybrid Cloud Challenges



Costs



Complexity

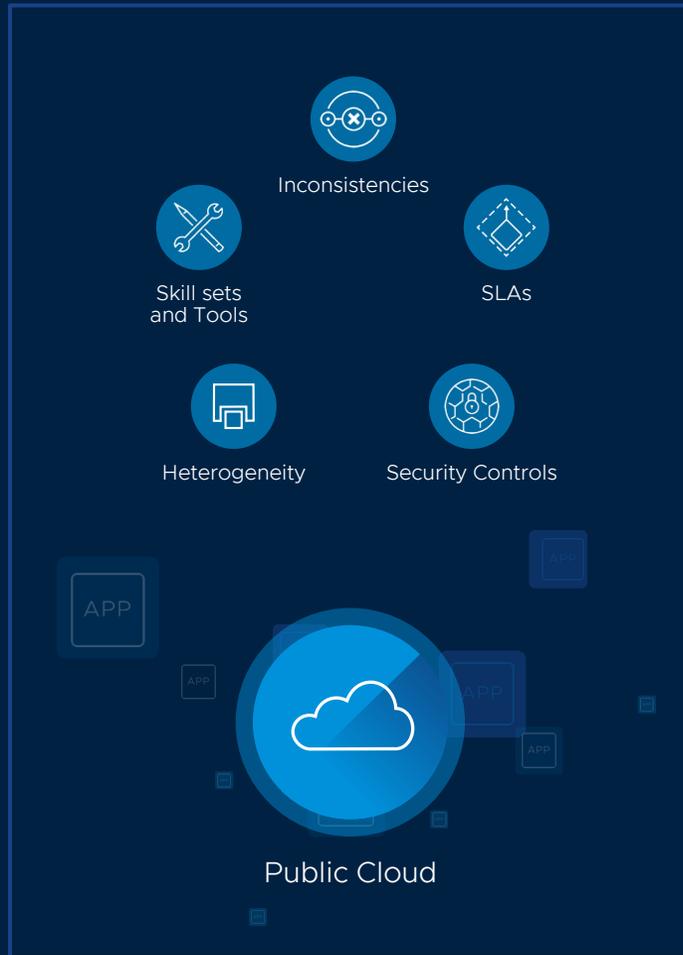


Tooling

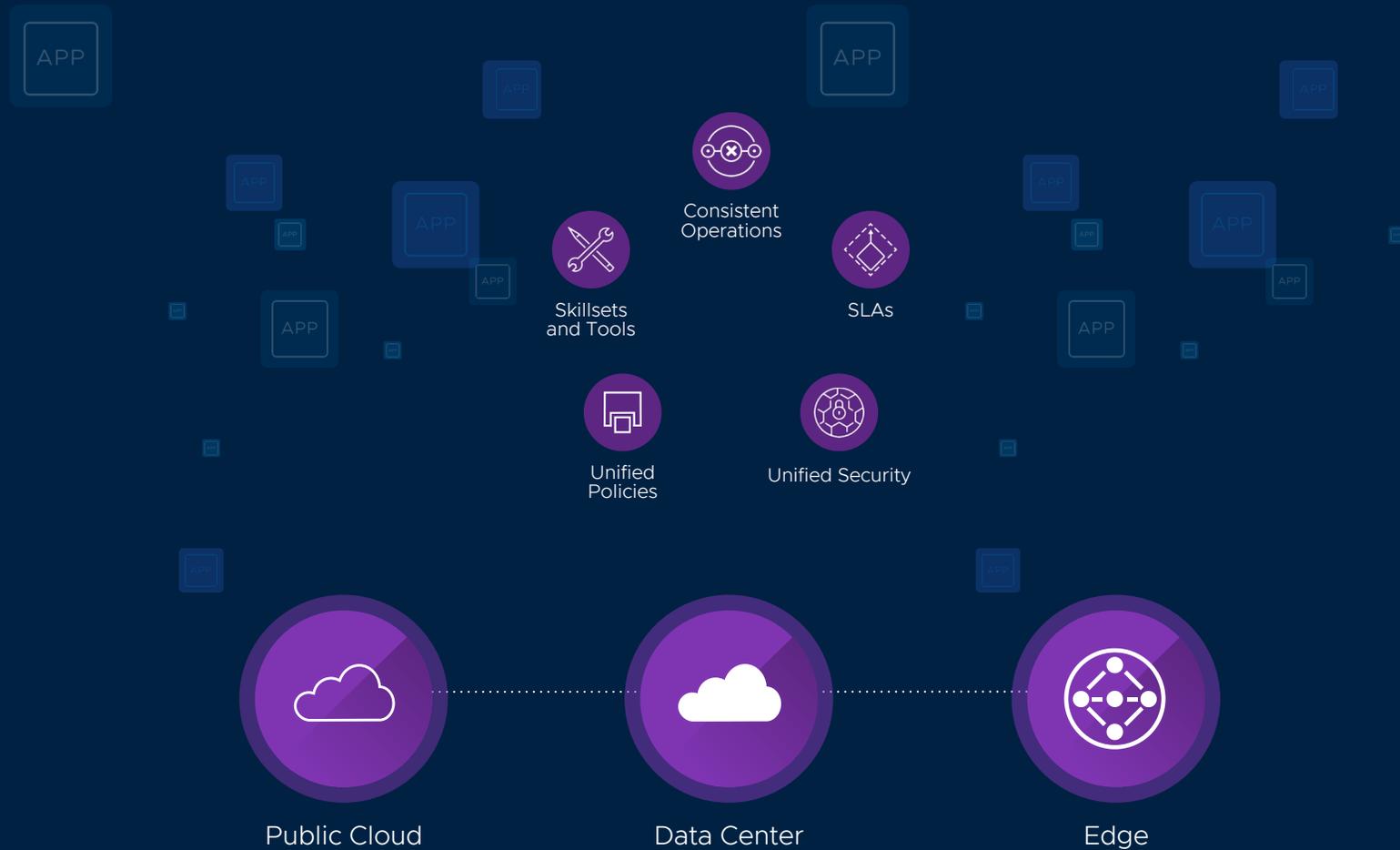


Skills

Silos Have Traditionally Hindered Hybrid Cloud



Unified Hybrid Cloud with VMware



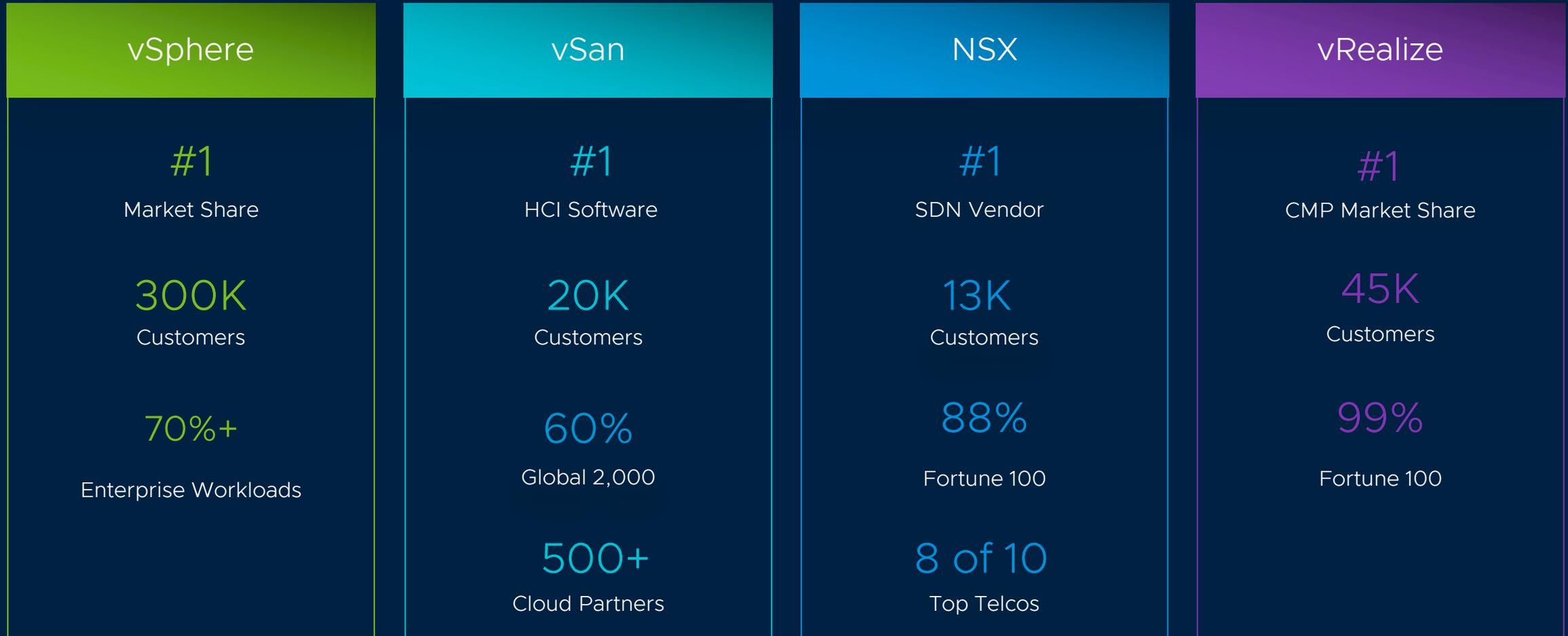
VMware Cloud Foundation

The Ubiquitous Platform for Hybrid Cloud



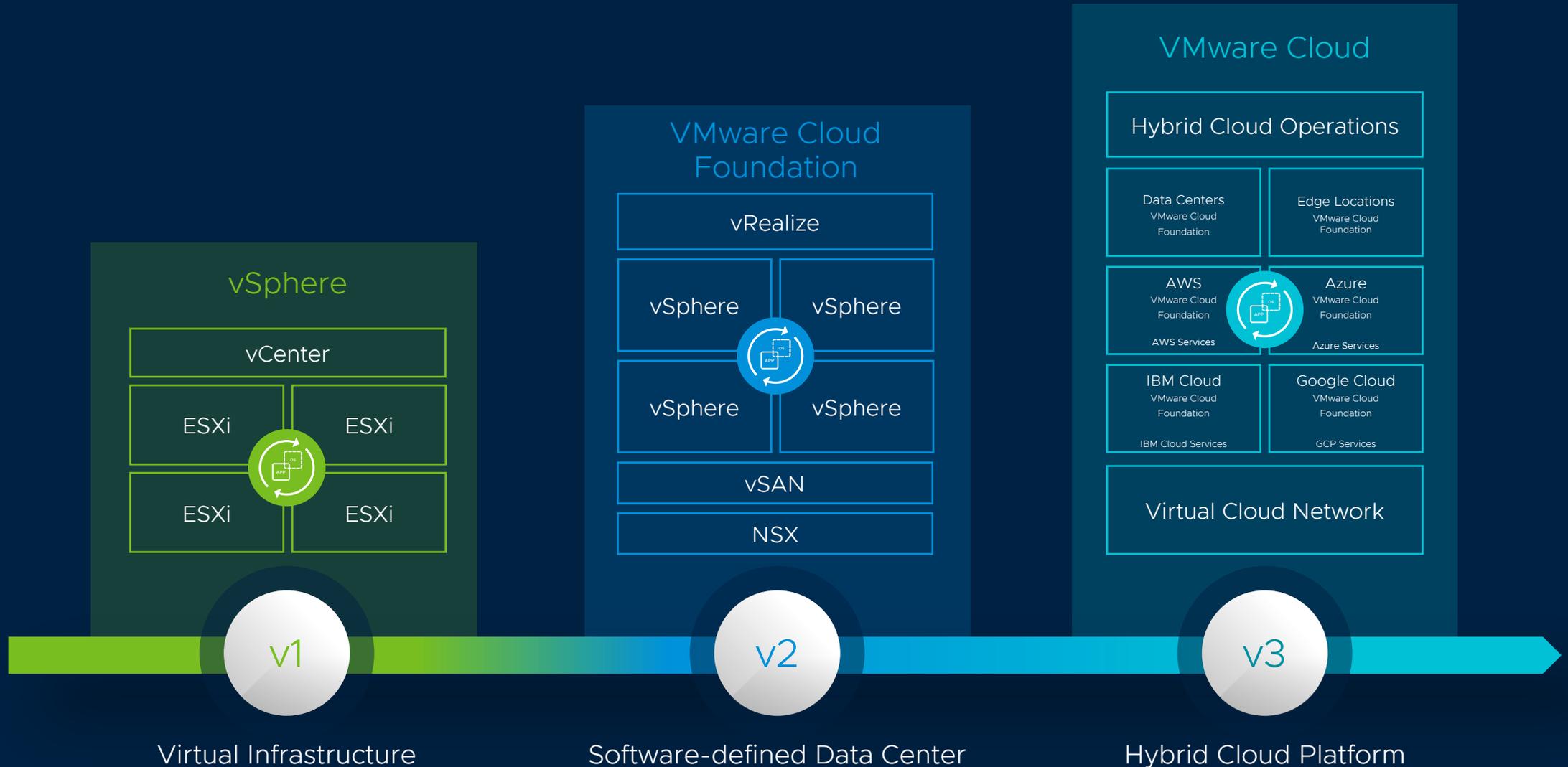
Leadership Across the Stack

VMware Cloud Foundation



VMware Evolution

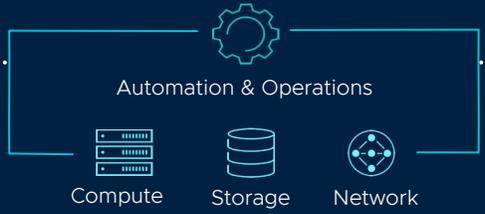
Powering Hybrid IT Organizations



Flexible Access to VMware Cloud



vmware
VMware Cloud Foundation

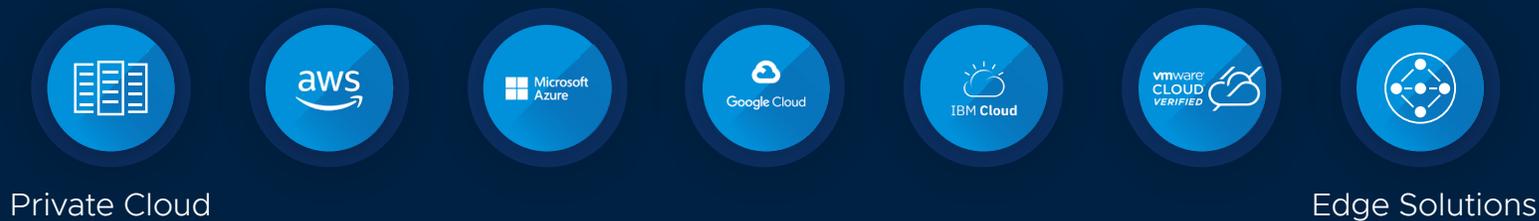
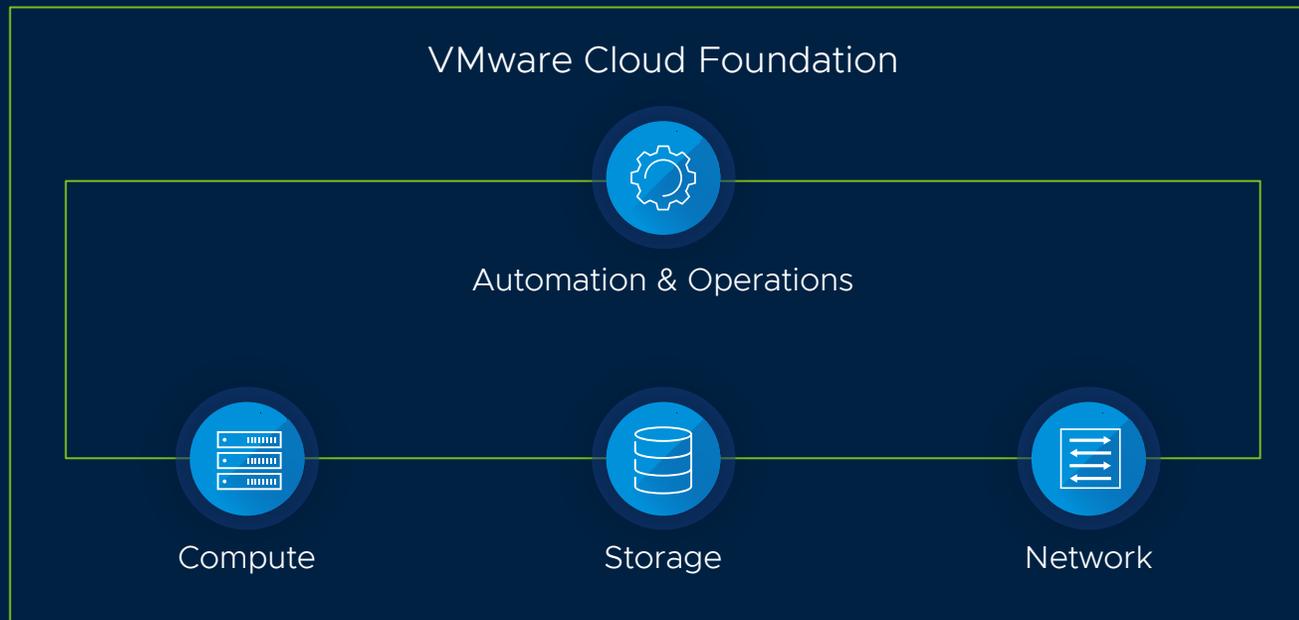


vmware
VMware Cloud for On-Premises

Cloud Solutions for the Data Center and the Edge



The World's Top Clouds run on VMware Cloud Foundation





ADESTIS
CONNECTING SYSTEMS

ATERA

beyond.pl

BLACKBOX

cloudsimple

COMING
COMPUTER ENGINEERING

EAS I

du
CTIGlobal

e)

etisalat
digital

everWare
eCommunications

exponential-
APPLIED INNOVATION

FACTION®

FLEXENTIAL

FUNDV
MENTS
Expert in Clouds

iland®

IT-GRAD®

itadel

Mercy†
Technology Services

O₂ IT Services

FET

PICTIME GROUPE

QSC AG

Selectel

sifycloudinfini™

STC
الاتصالات السعودية

TeraGo
Networks

T..

Vancis

zettaGRID

rackspace

expédient

MTS

NTT DATA

CenturyLink™

OVHcloud™

mobile

NxtGen¹
Infinite Datacenter

virtustream®

Singtel

tierpoint

bird

MEDIACLOUD

kpn

tieto

OVH

NEC

simac

ergonet.pl | chmura dla biznesu

NTT Communications
Transform. Transcend.

eASPNet

cyberlink

fnts

INET
Always by your side

managedhosting.de
ENTERPRISE CLOUD SERVICES

newcloud
NETWORKS

AUCLOUD

ThinkOn

GTMH
telecom

GREEN
HOUSE
DATA

IBM Cloud

phoenixNAP
GLOBAL IT SERVICES

macquarie
CLOUD SERVICES

Quadria
GROUPE C'PRO

FUJITSU

VMware Cloud on AWS

Premier Hybrid Cloud solution from VMware and AWS

- Jointly engineered
- Globally delivered through the AWS cloud

Access 160+ innovative native AWS services to accelerate app modernization strategies

Rapidly migrate to the cloud with consistent infrastructure and consistent operations

- Eliminate the cost, complexity and risk of app refactoring
- Migrate production apps with little to no downtime

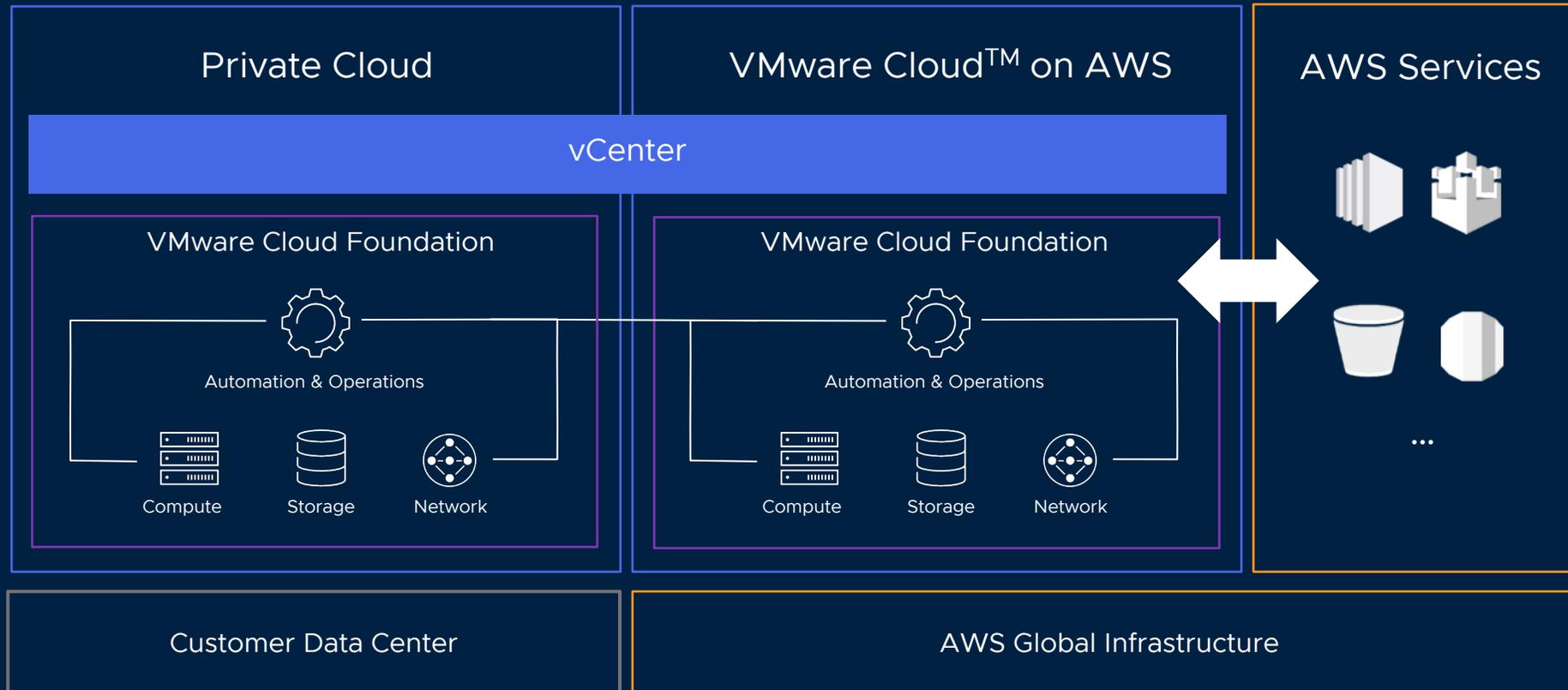
Deliver Hybrid Operations across the data center, cloud, edge

- Extend proven tools, processes and skills
- Operate consistently across the hybrid cloud
- Access a broad portfolio of VMware services



VMware Cloud on AWS

Delivering industry-leading efficiency and economics



VMware Cloud on AWS Continuous Innovation

Accelerated delivery of key milestones since launch

Aug 2017

Initial Availability
AWS Oregon Region

- 4 host SDDC
- Hybrid Linked Mode
- Flexible consumption

Mar 2018

Geo and Partner Expansion
AWS London Region

- MSP Program
- Credit Card Payment
- 1 host SDDC

Aug 2018

Richer Consumption Options
AWS Sydney Region

- 3 host SDDC
- Elastic vSAN
- HCX w/ replication

Feb-April 2019

Enhancements & Geo Rollout
AWS Canada,
Paris, Singapore

- R5 instance type
- Oracle license optimization

2H 2019

VMware
Cloud on
AWS
Outposts

Nov 2017

Mission-Critical
Workloads at Scale
AWS N. Virginia Region

- AWS Direct Connect
- VMware Site Recovery
- VMware HCX

Jun & July 2018

Enterprise Compliance
AWS Frankfurt Region

- VMware Horizon 7.5
- Elastic DRS
- SOC, ISO, GDPR, HIPAA
BAA

Nov 2018

Advanced Security
AWS Ireland, N. CA, Ohio, Tokyo
AWS GovCloud

- NSX-T (Micro-segmentation)
- Horizon Enterprise Suite

May-June 2019

Advanced Networking
Mumbai, Seoul, Sao Paulo

- AWS re-sell
- Advanced networking

VMware Cloud on AWS Expanding Global Reach



Available

US West – Oregon

US East - N. Virginia

Europe - London

Europe - Frankfurt

Asia Pacific - Sydney

Asia Pacific -Tokyo

Gov Cloud US West

US West - N. California

US East - Ohio

Europe - Ireland

Asia Pacific - Singapore

Canada - Central

Europe - Paris

Asia Pacific - Mumbai

So. America - Sao Paulo

Asia Pacific - Seoul



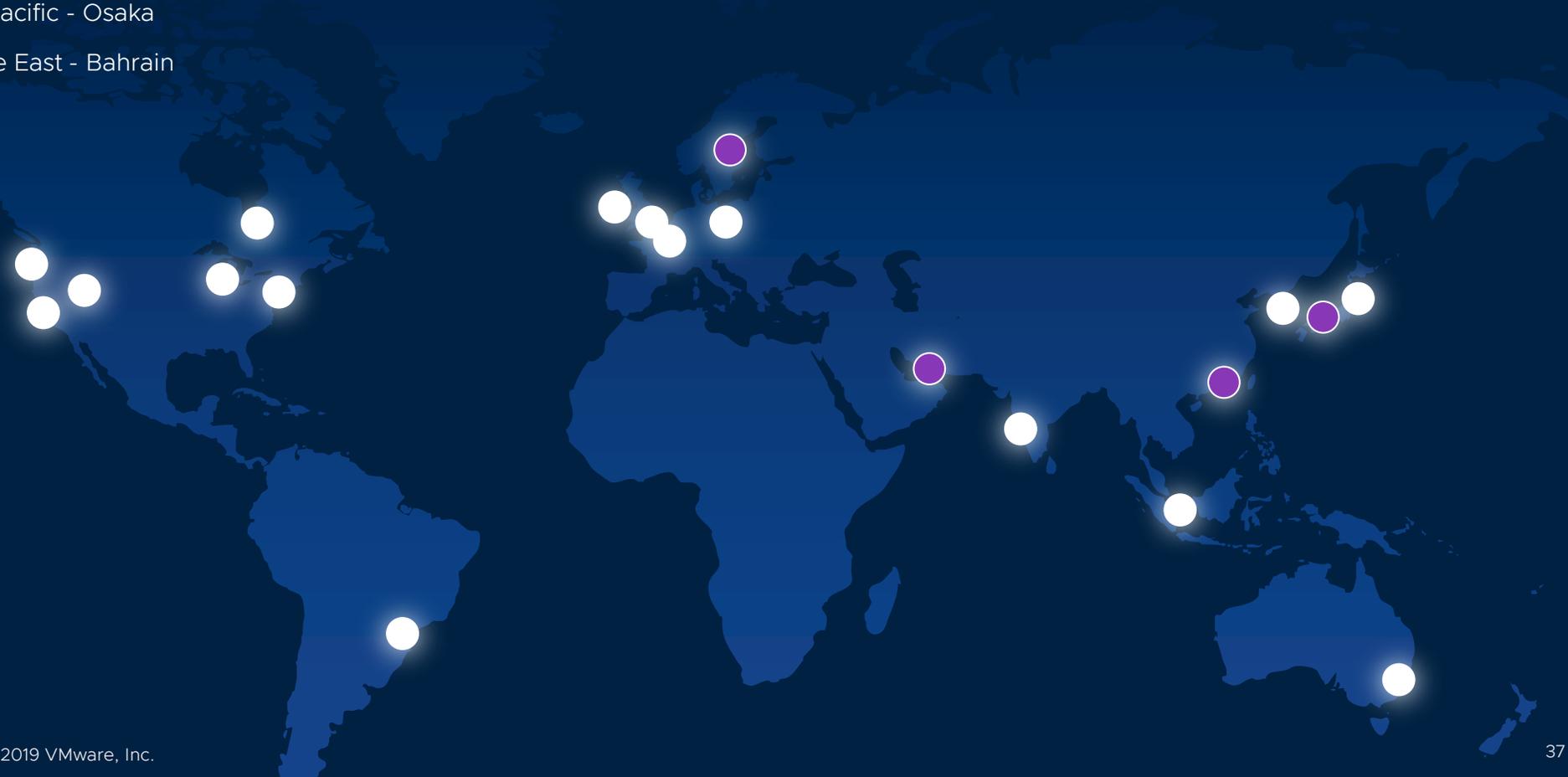
H2 2019

Europe - Sweden

China - Hong Kong

Asia Pacific - Osaka

Middle East - Bahrain



VMware Cloud on AWS By the Numbers Since August 2018

Accelerated market and partner traction coupled with engineering execution



Global Adoption of VMware Cloud on AWS



Migrate to the Cloud with VMware Cloud



Migrate to Native Cloud

\$1M
Migrate 1,000 VMs

Years
Refactor Apps



Migrate to VMWare Cloud

71%
Less Staff Time

- Live migration without the cost, complexity or risk of refactoring
- Minimal downtime
- Extend proven tools, skills, policies
- Eliminate need and cost of reskilling

Simple New migration experience	Fast New HCX Cloud-to-Cloud capabilities	Economical Proven cost savings
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Azure VMware Solutions

Hybrid Cloud solution from Azure and Microsoft partners

- Engineered, delivered by Microsoft and CloudSimple in Azure data center
- Available in US and Europe with APJ delivery planned by end of '19

Seamless Azure Experience through Azure portal; Fully programmable and integrated into Azure management

Access a broad range of innovative native Azure services to accelerate app modernization strategies

Rapidly migrate to the cloud; Eliminate the cost, complexity and risk of app refactoring and minimal downtime

Deliver Hybrid Operations across the data center, cloud, edge

- Access a broad portfolio of VMware services



Azure VMware Solutions Global Expansion



Available Now

West US

East US

West Europe



Planned 2019

South Central US

Australia East

West US 2

Northern Europe

Southeast Asia



Planned Q1 2020

Japan East

Canada Central



Google Cloud VMware Solutions

Hybrid Cloud solution from Google Cloud and partners

- Jointly engineered and delivered by Google Cloud and CloudSimple
- Beta availability Q4 2019, Generally available in US Q1 2020

Access a broad range of innovative native Google services to accelerate app modernization strategies

Rapidly migrate to the cloud with consistent infrastructure and consistent operations

- Eliminate the cost, complexity and risk of app refactoring
- Migrate production apps with little to no downtime

Deliver Hybrid Operations across the data center, cloud, edge

- Extend proven tools, processes and skills
- Operate consistently across the hybrid cloud
- Access a broad portfolio of VMware services



VMware Hybrid Cloud



App Virtual Machines

Business Applications



App Containers

VMware Hybrid Cloud

vRealize Hybrid Cloud Operations

- vRealize Automation Cloud
- vRealize Network Insight Cloud
- vRealize Operations Cloud
- vRealize Log Insight Cloud

Extended Services

- Hybrid Cloud Extension
- Horizon DaaS
- Marketplace (Bitnami)
- WaveFront
- CloudHealth Hybrid
- Site Recovery
- App Defense
- Tanzu Mission Control

VMware Cloud Foundation



Public Cloud and Infrastructure as a Service



Data Center and Edge



Hardware Partners



VMware Cloud On Prem

VMware Cloud Solutions

The fastest path to the Cloud

The broadest, most flexible solution for cloud

The best environment for all applications

Evolving cloud infrastructure and operations

Delivering the best cloud economics



VMware Multi-Cloud Strategy



Build

Run

Manage

Connect

Protect

Any Cloud

Thank You