

VMware Cloud on AWS Webinar

Craig Stanley – Lead Cloud Economist, VMware

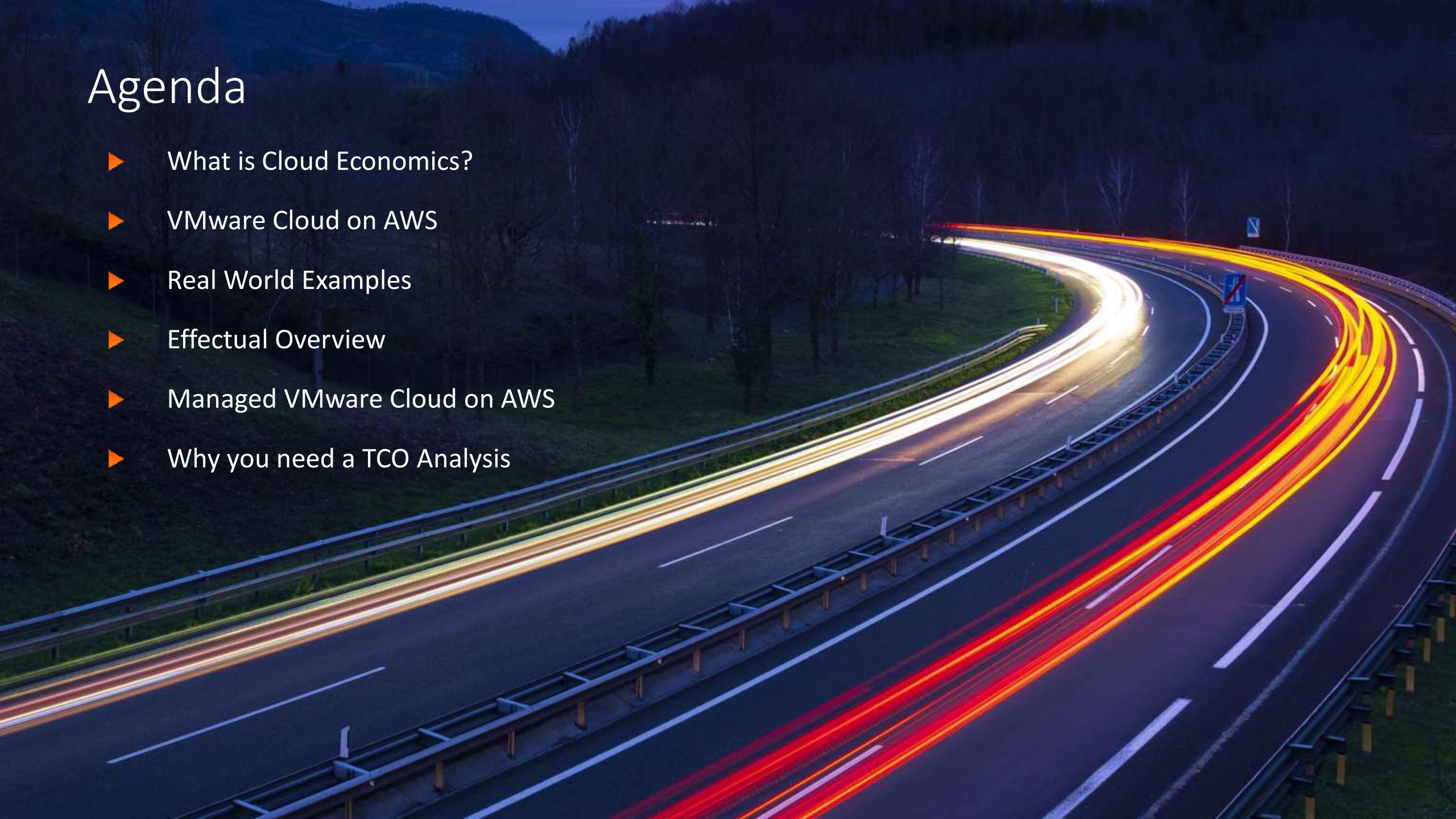
Tom Spalding – Chief Growth Officer, Effectual

June 24, 2021



Agenda

- ▶ What is Cloud Economics?
- ▶ VMware Cloud on AWS
- ▶ Real World Examples
- ▶ Effectual Overview
- ▶ Managed VMware Cloud on AWS
- ▶ Why you need a TCO Analysis



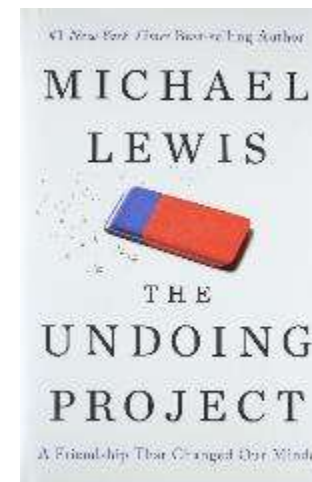
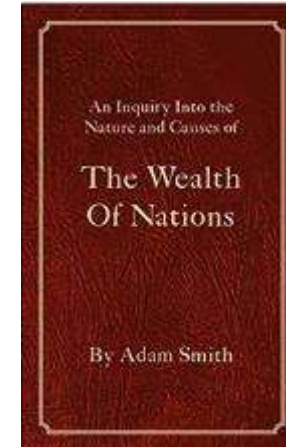
Economics is the study of human behavior

Classical Economics

- ▶ Homo Economicus: Rational Decisions based on Data
- ▶ Individual Choices Seek to Maximize Value
- ▶ Human Update Opinions Correct with New Information

Behavioral Economics

- ▶ Humans make mistakes
- ▶ Sub-optimal decisions are made due to biases or blind spots
- ▶ Context Matters



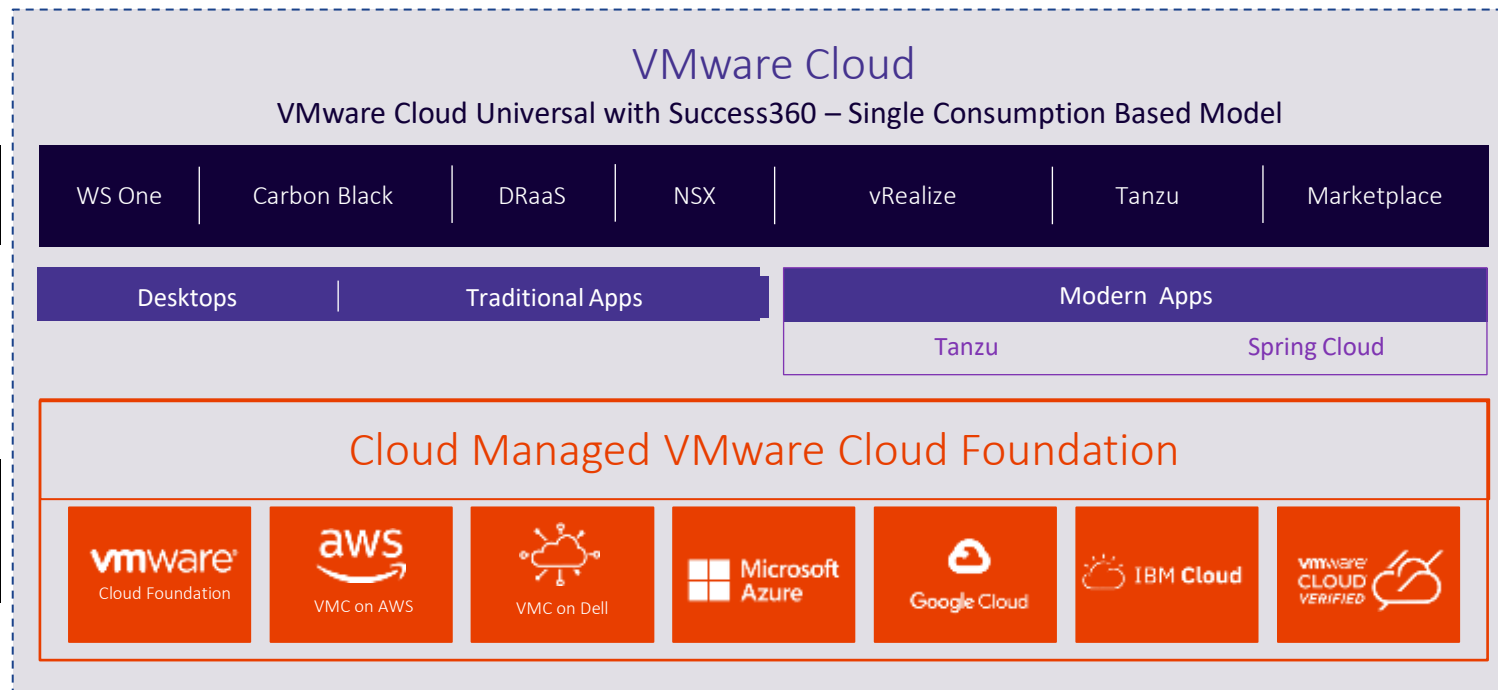
VMware Cloud

Industry Leading Multi-Cloud Platform for All Apps

Manage and secure all apps

Modernize existing apps
Build new apps faster

Migrate apps to the Cloud
Run all apps anywhere



Rework and Refactor

57% Lower Cost of Migration – IDC*

Online Gaming Firm: “2000+ VMs moved in a weekend.” **

“From a cost avoidance standpoint, it’s about a 4-to-1 savings migrating to VMware on AWS instead of doing it native.”

– Senior Engineer, Scientific Equipment

Retrain and Reskill

No Retraining Needed

Major Film Studio: “No training required.” **

“From an operations perspective, [VMware on AWS] is somewhat seamless. No training required, and it works alongside the data center you are running if you are a VMware shop. It’s very straightforward, in terms of both maintenance and moving the workload from on-premises to the cloud.”

– Manager of Global Technical Services, Entertainment



Cost of Lock-in

59% Less Staff Time to Migrate – IDC*

School District: “Flexibility opens up options.” **

“There really is no challenge with this solution. As easy as you can move workloads up, you can move them back down. They are 100% intact from point A to point B and from point B to point A.”

– Technology Infrastructure Manager
West Windsor-Plainsboro Regional School District

Cost of Operations

83% Less Unplanned Downtime – IDC*

Law Firm: “I still have full control.” **

“Why do I need to look at my data centers on the ground as primary and my disaster recovery solution in the cloud? Why not reverse that thought process? Put my production resources in the cloud on a global data center-quality service, backed by VMware on AWS, where I still have full control over the deployment of my internal resources from a vCenter standpoint.”

– CIO, Law Firm

Area	Benefit	Economic Savings	Examples
Rework	Time, Cost, and Risk. Organizations maximize existing investment with minimal migration costs, and can exit data centers quickly and easily.	This cost of migrating is almost eliminated	700+ Workloads moved in 9 days
Reskill	Agility. Capability, Cost Organizations maximize existing skills-acquisition investment with minimal productivity loss, as well as eliminating the hiring time-lag	The cost and complexity of reskilling, hiring reduced	\$265k saved on training and lost productivity over 25 employees
Optionality and/or Lock-In	Maximum Option-Value, Multi-Cloud flexibility Organizations eliminate risk by preserving option to remand workloads back on-premise	Vendor lock-in and associated rework costs are largely eliminated	\$7.8M saved in not refactoring while preserving option to bring back on-premise
Operational Costs	Easier Administration VMware handles updates and upgrades so you don't have to.	Admin staff can be shifted to hire value projects	\$2M in admin costs savings over 3 years

VMware Cloud on AWS Webinar

Craig Stanley – Lead Cloud Economist, VMware

Tom Spalding – Chief Growth Officer, Effectual

June 24, 2021





VMware
Master Services
Competency

VMWARE CLOUD™ on AWS

Achievement of advanced technical certifications, proof of high-level service capability and expertise validated by customers.



LEVEL 1 CERTIFIED SERVICE PROVIDER

- ▶ Cloud first, Security first approach to enabling Modernization
- ▶ Headquartered in Jersey City, NJ – over 200 employees
- ▶ Led by the founders of Datapipe
 - ▶ One of the first 5 AWS Premier Consulting Partners
- ▶ Focused on AWS and VMware Cloud on AWS
- ▶ Extensive experience migrating traditional VMware environments
- ▶ PCI Level 1 Certified Service Provider
- ▶ AWS Premier Consulting Partner + ATO on AWS program + VMware Master Services Competency in VMware Cloud on AWS



Strategy & Ideation

- ▶ Assessments
 - ▶ Cloud Readiness
 - ▶ Compliance
 - ▶ Security
- ▶ DevOps Process Transformation
- ▶ DR Modernization
- ▶ Greenfield Software Ideation
- ▶ TCO Analysis
- ▶ Well-Architected Reviews



Migration

- ▶ Applications & Databases
- ▶ Cloud to Cloud
- ▶ Datacenter Evacuations
- ▶ Datacenter Extensions
- ▶ VMware On premise to VMware Cloud
- ▶ Workloads



Application Development

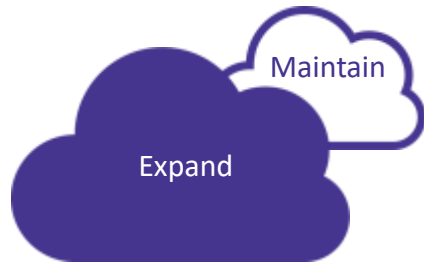
- ▶ Modernization & Optimization
 - ▶ Application
 - ▶ Database
- ▶ Cloud Native
- ▶ Mobile, IOT & SaaS Applications
- ▶ AI/ML
- ▶ Containers & Serverless
- ▶ Managed DevOps Platform
- ▶ Solution Architecture
- ▶ UX Research



Modern Cloud Management

- ▶ Full Management of AWS & VMware Cloud Platforms
- ▶ Comprehensive Security Services
- ▶ Data Protection
- ▶ Database Service Management
- ▶ Direct Access to Senior Cloud Experts
- ▶ Modern Cloud Management Platform
 - ▶ Comprehensive Cloud Analytics
 - ▶ Cost Optimization
 - ▶ Monitoring, Logging, Issue Resolution
- ▶ Security Operation Center (SOC) 24/7/365

Data Center Extension



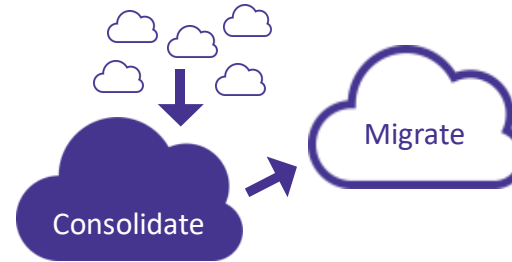
- ▶ Footprint expansion
- ▶ Virtual desktops & published apps
- ▶ Short timelines

Disaster Recovery



- ▶ New DR
- ▶ Replace existing DR
- ▶ Complement existing DR

Cloud Migrations



- ▶ Application specific
- ▶ Data center wide
- ▶ Infrastructure refresh


Next Generation Apps

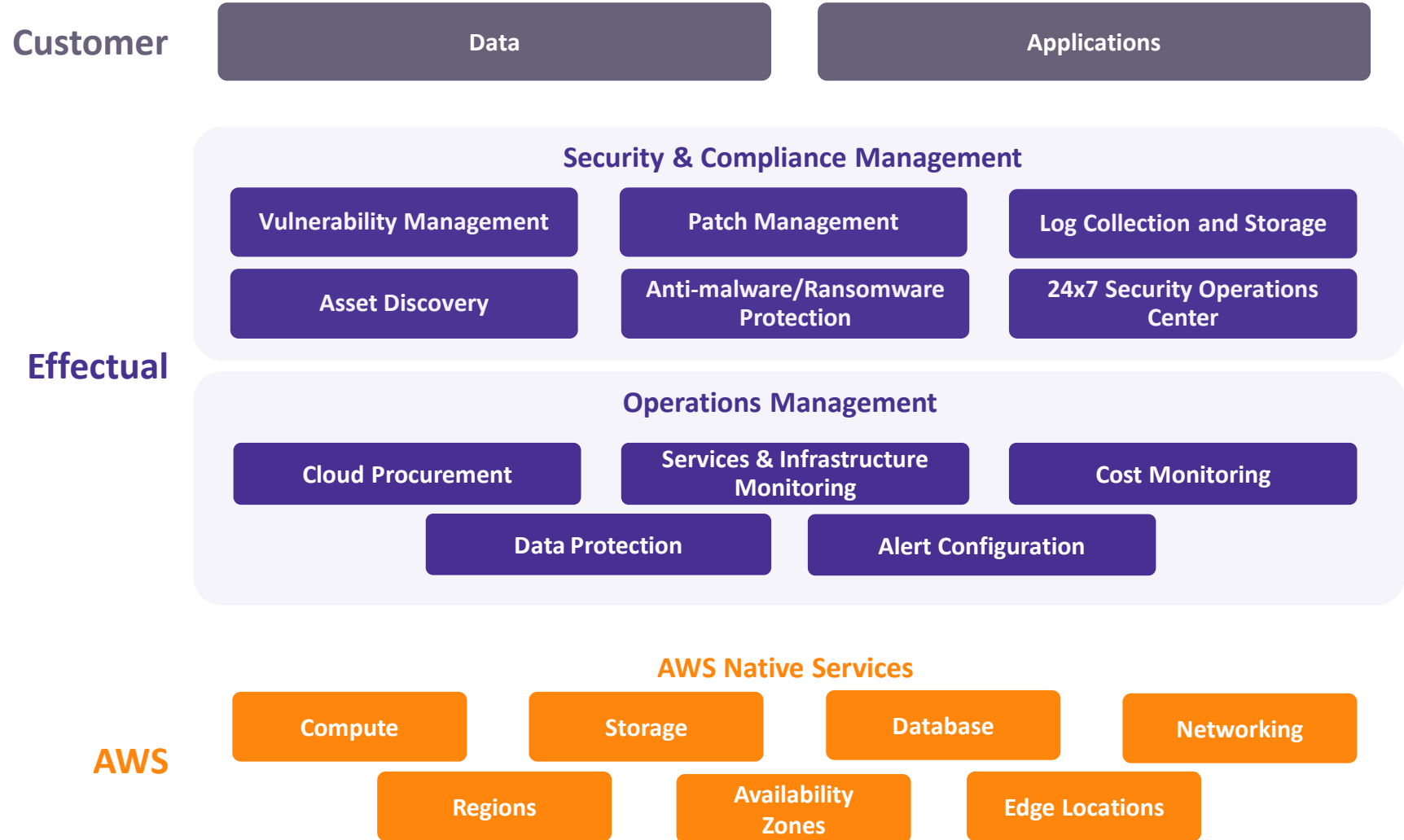


- ▶ Application modernization
- ▶ New app build-out
- ▶ Hybrid application

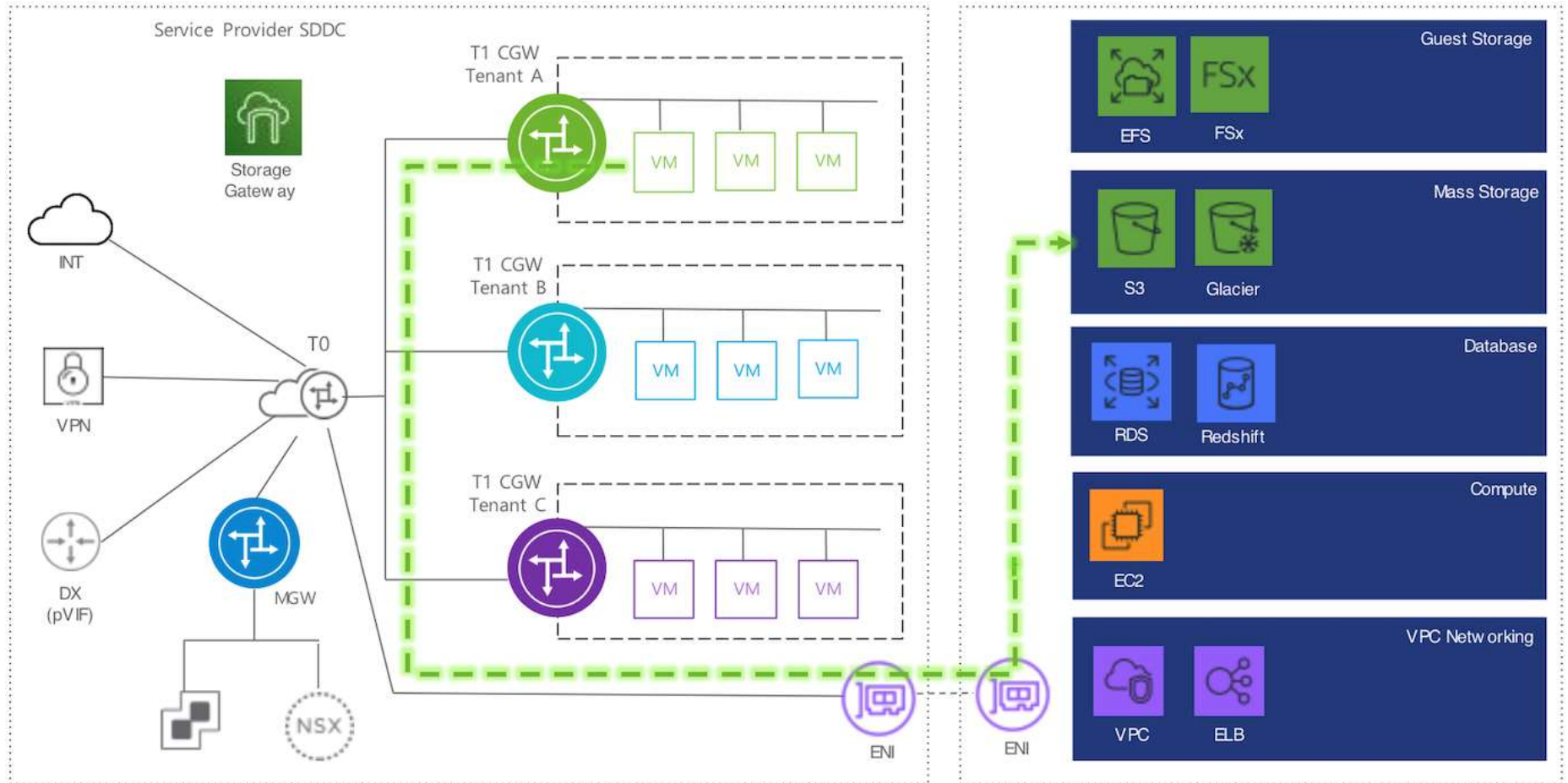


Effectual Modern Cloud Management
"Shared Responsibility"

 Modern Cloud Management (Included)



VMware Cloud on AWS
removes barriers to
entry



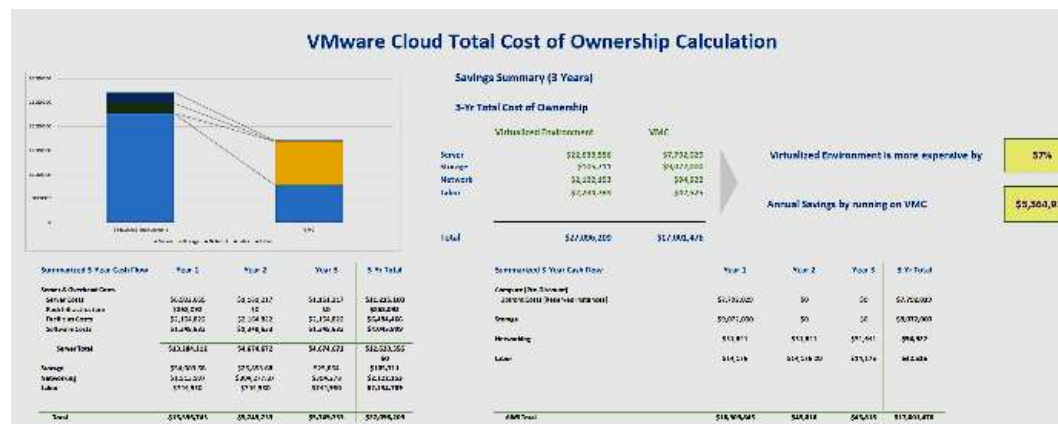
Let Us Prove It.

How to Get Your Own TCO

For a custom TCO Analysis, contact:

Ryan Danforth

ryan.danforth@xigentsolutions.com



Customer Name:	TUI
Use the following data source	Sizer
Data source for On-Prem calculation when using Sizer	VMs
Customer VMs (For on prem calculation only)	
Number of VMs	2643
vCPU/VM	4.0
VRAM/VM	24.3
Storage GB/VM	4.9
Sizer data (For VMC calculation only)	
Number of VMC hosts from your own sizing	84
Type of VMC Hosts chose	R5
Storage per host (TB)	13
Host Data (For on prem calculation only)	
# of Servers	184
# of Sockets /Server	2
# of Cores /Processor	12.0
Avg. RAM (GB) per server	349
Total Storage (GB)	3,000,000

Questions?



Effectual
Cloud Confidently®

XIGENT
Result Driven IT

Thank You

The Xigent and Effectual Team

Ryan Danforth, *VP of Sales*

ryan.danforth@xigentsolutions.com