IBM Cloud

IBM Cloud for VMware Solutions

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IBM and VMware; A deep, global partnership

IBM Cloud provides the ability to move VMware workloads to the cloud seamlessly, enabled via a common platform for management, networking and security on the trusted foundation of VMware.

Key Benefits:

- Enables Advanced Workloads such as cognitive, AI, IoT and more
- Automated Provisioning for simple, repeatable deployment
- Compatibility with VMware workloads On Premises
- Bare Metal Offering on IBM Cloud provides full Control
- Flexible, predictable cloud consumption model with no commitments
- Common Management leveraging familiar tools and existing knowledge
- Broad Managed & Professional Service Offerings

Press release:
IBM and VMware Announce Strategic Partnership to Accelerate Enterprise Hybrid Cloud Adoption
IBM and VMware Expand Partnership to Enable Easy Hybrid Cloud Adoption
IBM Cloud with VMware Solutions Portfolio

IBM Cloud Professional Services + IBM Managed Infrastructure Services

VMware on IBM Cloud Solutions + Partner Solutions

Unified Console for Products & Services

Managed & Professional Services Catalog

Disaster Recovery
Backup
Monitoring
Patching
Management

Cognitive Solutions
Security & Compliance
Internet of Things
Big Data
Availability Solutions

vRealize Automation, vRealize Operations, vRealize Log Insights, etc.

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IBM Cloud

VMware Cloud Foundation
VMware vCenter Server
VMware vSphere

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# IBM Cloud for VMware Options

## VMware Cloud Foundation On IBM Cloud
- Full suite bundle deployed on bare metal servers:
  - vCenter (license included)
  - NSX (license included)
  - vSAN (license included)
  - Management components
  - Lifecycle management capabilities
  - DR: Zerto

## VMware vCenter Server® On IBM Cloud
- Basic vCenter environment on bare metal servers:
  - vCenter Server (license included)
  - NSX (license included)
  - Optional vSAN & management components
  - DR: Zerto

## VMware vSphere® On IBM Cloud
- Basic hypervisor deployment on bare metal servers:
  - vSphere ESXi
  - Rent or BYO Licenses
  - Zerto BYO License
VMware Cloud Foundation on IBM Cloud

Benefits

- Hosted Private Cloud consisting of a complete VMware SDDC with software lifecycle mgmt
- Secure, single-tenant, IBM Bluemix bare metal infrastructure
- Automated deployment in the cloud accelerates the delivery of IT projects
- Centralized view and management of multi-site deployments
- Easily manage workloads using familiar VMware products and vSphere-compatible tooling
- VMware certified stack & life Cycle management

Details

- 4-node base cluster vSphere Enterprise Plus, NSX, vSAN, SDDC Manager and Active Directory
- Automated backup of management layer
- Add up to 27 additional nodes
VMware vCenter Server on IBM Cloud

Benefits

- Hosted private cloud with easy-to-manage logical firewall powered by NSX, dedicated Bluemix® bare metal servers, and shared storage with data encryption at rest*
- Accelerate the delivery of IT projects by reducing the time it takes for deployment of resources from weeks to hours
- Easily manage workloads in the cloud using existing familiar vSphere-compatible tooling

Details

- 2-node base cluster with 3 bare metal options
- vSphere Enterprise Plus & NSX Base editions
- Backup of management layer

*Encryption at rest is available by default for shared storage in SJC, DAL, WDC data centers
Benefits

- Purchase or bring your own VMware licenses – per CPU licensing
- Build your own custom private VMware Cloud on IBM Cloud
- Manage environment to your specifications

Details

- vSphere ESXi running on bare metal
- Customized user solution
- Orderable in IMS soon
IBM Cloud for VMware Solutions – Use Cases

Data Center Consolidation
Consolidate legacy infrastructures onto an automated and centrally managed, software-defined data center.

Hybrid & Capacity expansion
Quickly address current resource constraints by deploying workloads into IBM Cloud for VMware.

Disaster recovery and backup
Replicate environments and secure your data in the IBM Cloud while boosting recovery times, cutting costs and reducing risks.

Security and Compliance
Meet security and compliance requirements with the control, agility, and reportability you need.
Zerto on IBM Cloud

• IBM Cloud Disaster Recovery solution is based on Zerto
• Single Click Deployment from the IBM Cloud for VMware Portal
• Deployed on a VMware Cloud Foundation or vCenter Server for IBM Cloud environment
  • Customers choose how to size their DR environment, whether an exact replica, or over-provisioned for cost efficiency
• Flexible RPO & RTO options
• Offered as an add on to any new or existing Cloud Foundation or vCenter Server offering
Highlights and Features

• Automation
• Full Hypervisor and Bare Metal Access
• Cost Effectiveness (No Monthly Commits)
• Secure & Single Tenant
• True Cloud like Scalability (Up & Down)
• Performance
• Built to Support VMware & Hyper-V

“Combination of Zerto’s rich feature set with data recovery in minutes and IBM Cloud’s ability to auto deploy Zerto in a secure and scalable environment, makes it a great option for customers.”

“IBM Cloud backbone keeps data replication cost low while the multiple storage options allow for performance and pricing flexibility.”
Zerto on IBM Cloud

Benefits

- Enterprise-Class Disaster Recovery Software
- Reduce Monthly expense by starting small and scaling up in a DR event.
- NSX Integration - BYOIP
- Full application access
- Cloud like license. Pay only for what you use.
- Built-in Multi tenancy
- Move VMware workloads to the cloud seamlessly
- Common platform for management, networking, and security
- Automated provisioning
- Compatibility with VMware workloads
- Bare Metal Offering on IBM Cloud

Pricing/License

- Zerto usage based licensing. Billed in arrears $45/VM per mo.
- Various option for DR Infrastructure
- Manual: Build your own vSphere cluster in SL
- Automated: vCenter server, Cloud Foundation

Offering Details

- Single click deployment from the IBM Cloud for VMware portal
- Offered as an add on to a new or existing vCF, vCS and vSphere offering
- Small or large environments available
- Choose from many of the 50+ IBM Cloud Data Centers as a target

Use Cases

- On Premise to IBM Cloud
- IBM Cloud DC to IBM Cloud DC
- Migration to IBM Cloud
- Multi Site Connectivity and Workload Move
Using Zerto to Solve REAL Challenges

- Hybrid
- Migration
- Disaster Recovery
Zerto End Customer Used Cases
Zerto Cloud Provider Used Case

• Full access including ZCM (Zerto Cloud Manager).

• Ideal for Cloud Providers looking to offer a multi tenant solution.

• Can leverage this environment for all the end customer used cases.

• Manage customers and profiles.
Ordering IBM Cloud for VMware Solutions

IBM Cloud for VMware Solutions

Moving your existing data center to the cloud doesn’t have to take up so much time and effort! IBM Cloud for VMware Solutions lets you deploy your VMware Cloud Foundation data center to the cloud faster than ever before. And by capturing your data center infrastructure as patterns, you have a seamless path to bring your data center to IBM Cloud without any change.

Features

- Quickly deploy VMware Cloud Foundation data center
- Run workloads seamlessly in the cloud
- Deploy confidently
- Choose from a wide range of cloud services

Cloud Foundation
Standard VMware virtualization platform, with preset components

vCenter Server
Custom VMware virtualization platform that best fits your workload needs

Zerto on Cloud Foundation
Standard VMware virtualization platform, with Zerto disaster recovery

Zerto on vCenter Server
Custom VMware virtualization platform, with Zerto disaster recovery
Proof of Concept

DETAILS:

• 30 Days Completely FREE POC.
• Includes Infrastructure Cost.
• Includes VMware and Zerto licensing.
• Converts to revenue after 30 Days.
• Assigned Engineer and Zerto to handhold deployment and configuration.

HOW TO GET STARTED

• Qualify Opportunity.
• Gather information and Size.
• Contact Offering Manager for more details.
IBM Cloud Global Data Centers

- Dozens of global cloud centers
- Open, secure, and scalable
- Secure, high-speed network
- Expert services and tools
- Secure integration to on-premises

Data center and network PoP
Network PoP
New location
Private network
DEMO
Resources

www.Bluemix.net

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1. Fully managed
2. Can include physical infrastructure
3. CMS data centers
4. Shared Replication infrastructure + provisioning of compute for test & DR
5. VPN or dedicated access
6. Customized network failover

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1. Self Managed
2. Virtual applications only
3. SoftLayer Data centers
4. Dedicated cloud infrastructure, access to vCenter
5. VPN or POP access for interconnect
6. NSX option for BYOIP
Zerto and IBM Sanovi, Solution

Solution as deployed by IBM Resiliency Services Data Availability as a Service

- Zerto protects virtual workloads
- Other replication solutions like array based solution protect physical workload
- Sanovi Orchestrate recovery between related workloads
  - Bring up physical DB servers
  - Initiate recovery of virtual workloads that depend on the database
- Sanovi uses Zerto APIs to initiate the recovery procedure of the virtual workloads
Secured DR Solution with Intel/Hytrust

Virtual Workload

Secured DR in the Cloud

Zerto