



HYBRID CLOUD WITH VMWARE AND AWS

Focused Services Leveraging VMware Cloud on AWS to Enable a Hybrid Cloud with Streamlined Management.

PIVOT'S UNIFIED PORTFOLIO OFFERING

Through our Unified Portfolio, we deliver solutions across the full lifecycle of our customer's technology investments.

SERVICE CHANNELS

-  Integration
-  Professional
-  Deployment
-  Workforce
-  Managed

SOLUTION DISCIPLINES

-  Workplace Experience
-  Application Modernization
-  Network Optimization
-  Security Fortification
-  Cloud & Datacenter Transformation
-  Customer Experience

SERVICES VALUE STREAM

-  →  →  →  → 
- Assess Design Implement Manage Optimize

VMware's virtualization solutions have enabled organizations to optimize their data centers through hardware consolidation, faster resource provisioning, improved business continuity and increased IT efficiency. As a result, most organizations have mature skill sets and well-defined processes focused on the administration of their VMware environments.

These capabilities don't always translate to the public cloud, however. IT teams often lack the skills they need to administer public cloud platforms, making it difficult to fully leverage a hybrid IT environment. VMware Cloud on AWS is designed to help ease this transition but there are typically differences between VMware Cloud and on-premises VMware solutions.

Pivot Technology Services has developed a well-defined framework and methodology for helping organizations adopt VMware Cloud on AWS. Our team begins with a cloud readiness assessment to identify any technology or process gaps. We then analyze the on-premises VMware environment in order to design and architect a consistent hybrid cloud solution that maximizes existing skill sets.

Our migration services facilitate a seamless transition to a hybrid cloud that meets all business and technical requirements. We also help organizations operationalize their hybrid cloud by leveraging the right management and automation tools in a best practices approach.

Key activities include:

- ▶ Discovery and requirement analysis
- ▶ High-level design, implementation and migration plan
- ▶ Tools definition for migration, automation and orchestration
- ▶ Technical and process gap analysis and remediation plan
- ▶ Interconnection and integration of on-premises and cloud environments
- ▶ Migration with performance and success measurements
- ▶ IT operational transition plan and knowledge transfer



As a VMware Premier Partner, Pivot is authorized to offer VMware's entire solution suite along with professional and support services. Our VMware-certified professionals and cloud experts can help organizations successfully implement VMware Cloud on AWS to create a hybrid IT environment with streamlined management and administration.

VMware Cloud on AWS

VMware Cloud on AWS is a unified, VMware-based operating environment that runs on Amazon EC2 elastic, bare-metal infrastructure. Organizations can quickly deploy a VMware Software-Defined Data Center (SDDC) in the AWS public cloud and scale up or down as needed. The solution also enables organizations to integrate their on-premises data center environments with AWS and leverage existing tools and skill sets for administration and management.

VMware Cloud on AWS is powered by VMware Cloud Foundation, an SDDC platform that integrates three primary components:

- ▶ vSphere, the server virtualization software that provides a flexible, secure foundation for the hybrid cloud with the ability to support modern, resource-intensive workloads and increasingly complex infrastructure.
- ▶ vSAN, which transforms industry-standard x86 servers and direct-attached storage into hyper-converged infrastructure, helping to reduce costs and complexity and boost performance.
- ▶ NSX network virtualization and security software, which makes it possible to connect and protect data centers, cloud environments and applications through a virtual cloud network.

VMware Cloud Foundation comes with SDDC Manager, which simplifies management and operations and provides automation throughout the system lifecycle. It is also integrated with the vRealize a suite of management tools, which extends intelligent operations, unified management and automation from the data center to the hybrid cloud.

Key Use Cases

Disaster Recovery-as-a-Service. A primary benefit of the hybrid cloud lies in its ability to support data replication and automated failover of production workloads without the cost and management overhead of a secondary on-premises data center.

Seamless Integration with AWS Native Services. The hybrid cloud allows customers to integrate their on-premises operations with AWS cloud services using common tools and APIs.

SDDC-as-a-Service Delivered on AWS. VMware Cloud on AWS provides all the capabilities of VMware's SDDC, including resource pooling, dynamic provisioning and centralized management and control via software.

Data Center Consolidation, Extension and Evacuation. Customers can maximize their data consolidation efforts, evacuate data centers obtained through mergers and acquisitions, and extend the geographic reach of their IT environment.

Data Locality and Edge Computing. With a hybrid cloud built upon VMware, customers can accelerate Internet of Things and data analytics applications by moving compute and storage closer to data sources.

End-User Computing. The delivery of applications and services via the hybrid cloud enables organizations to reduce latency and enhance the end-user experience.

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