



Avoid the Silo

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Disclaimer

- This presentation may contain product features that are currently under development.
- This overview of new technology represents no commitment from VMware to deliver these features in any generally available product.
- Features are subject to change, and must not be included in contracts, purchase orders, or sales agreements of any kind.
- Technical feasibility and market demand will affect final delivery.
- Pricing and packaging for any new technologies or features discussed or presented have not been determined.
- This information is confidential.

LET'S DROP THE SILO MENTALITY



A Little Bit of History Repeating

The word is about, there's something evolving, whatever may come, the world keeps revolving... They say the next big thing is here, that the revolution's near, But to me it seems quite clear that it's all just a little bit of history repeating.

LET'S DROP THE SILO MENTALITY



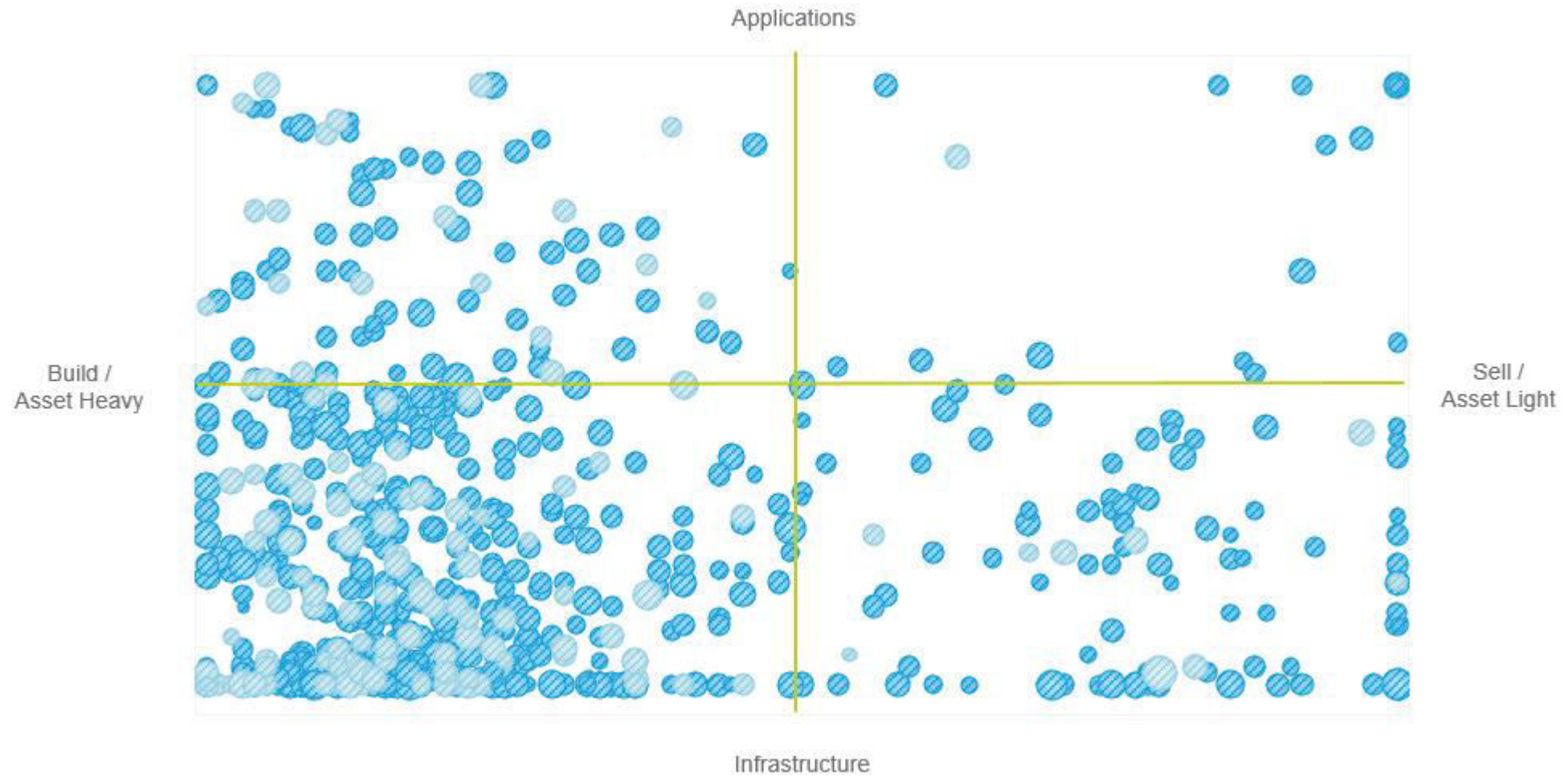


State of the Cloud

**The
Economist**

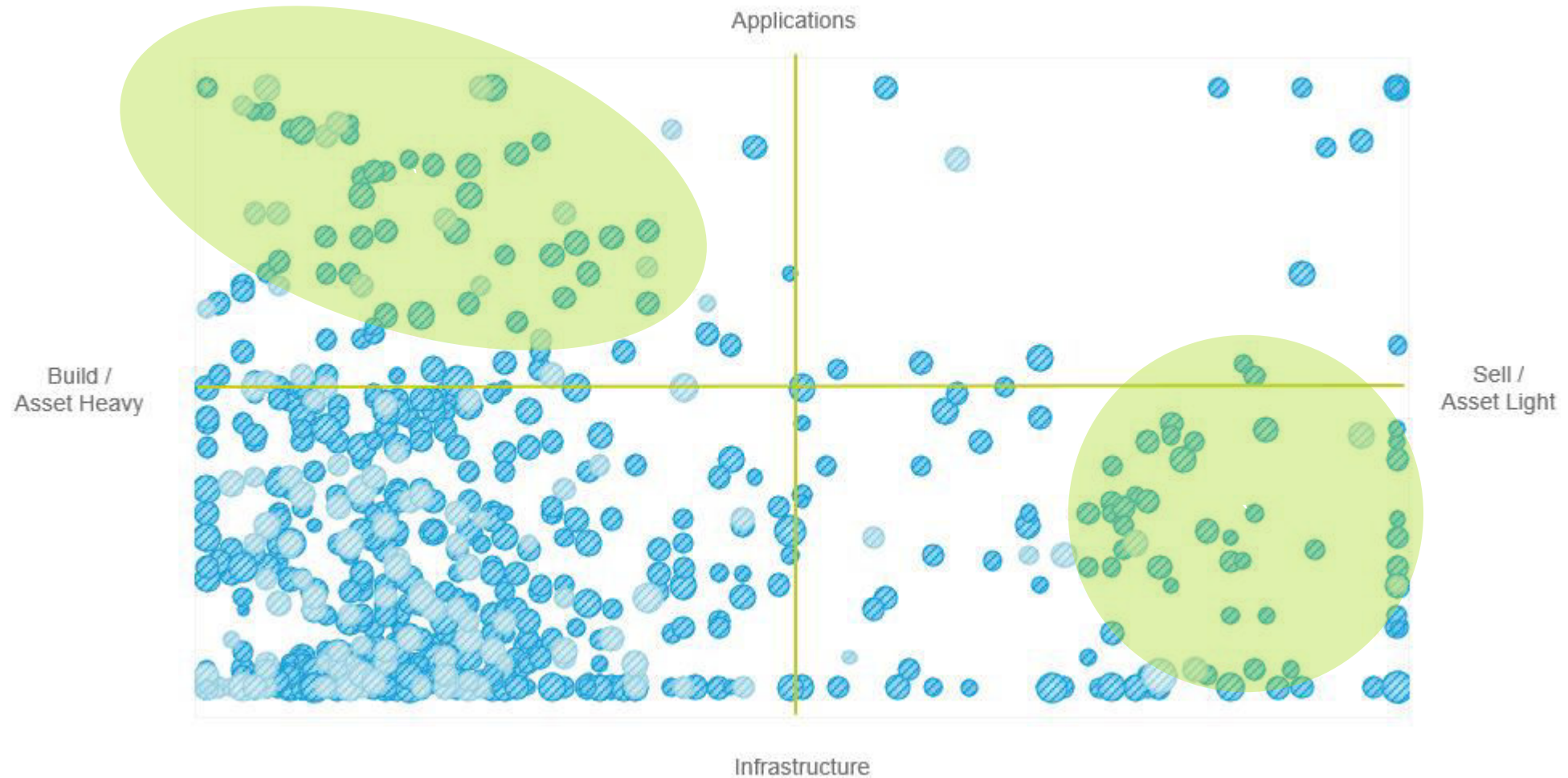
**INTELLIGENCE
UNIT**

Where Cloud Providers Are Deriving Revenue Today



The information on the roadmap is intended to outline our general product direction and it should not be relied on in making a purchasing decision. It is for informational purposes only and may not be incorporated into any contract. CONFIDENTIAL - Shared under NDA ONLY

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Public Clouds Are a Key Enabler of Digital Transformation

80%

of VMware enterprise customers say they foresee an ideal end state where they rely on multiple clouds

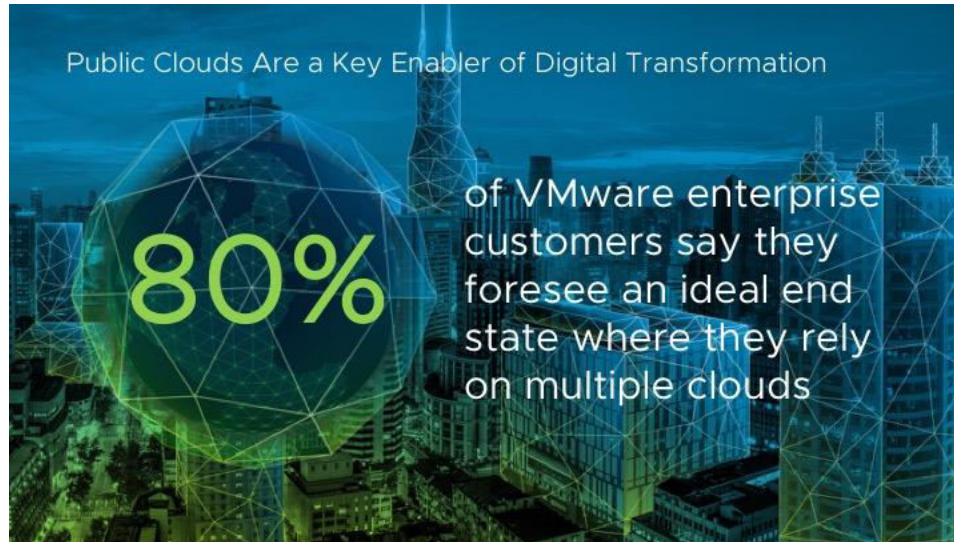
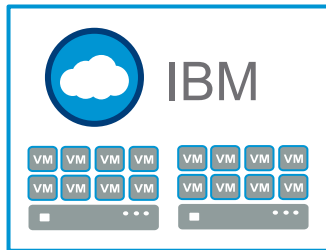
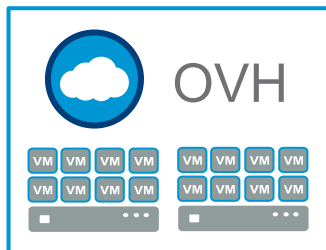
VMware Corporate Vision & Strategy

The Future IT Operating Model

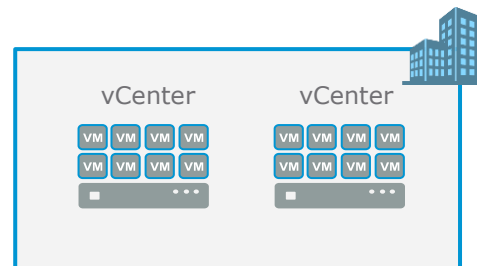
SaaS



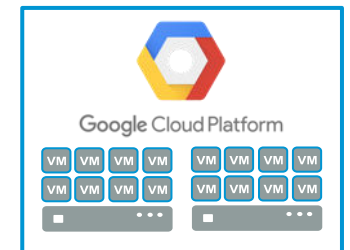
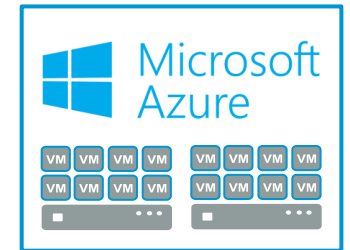
Cloud Service Providers



Enterprise Data Centers

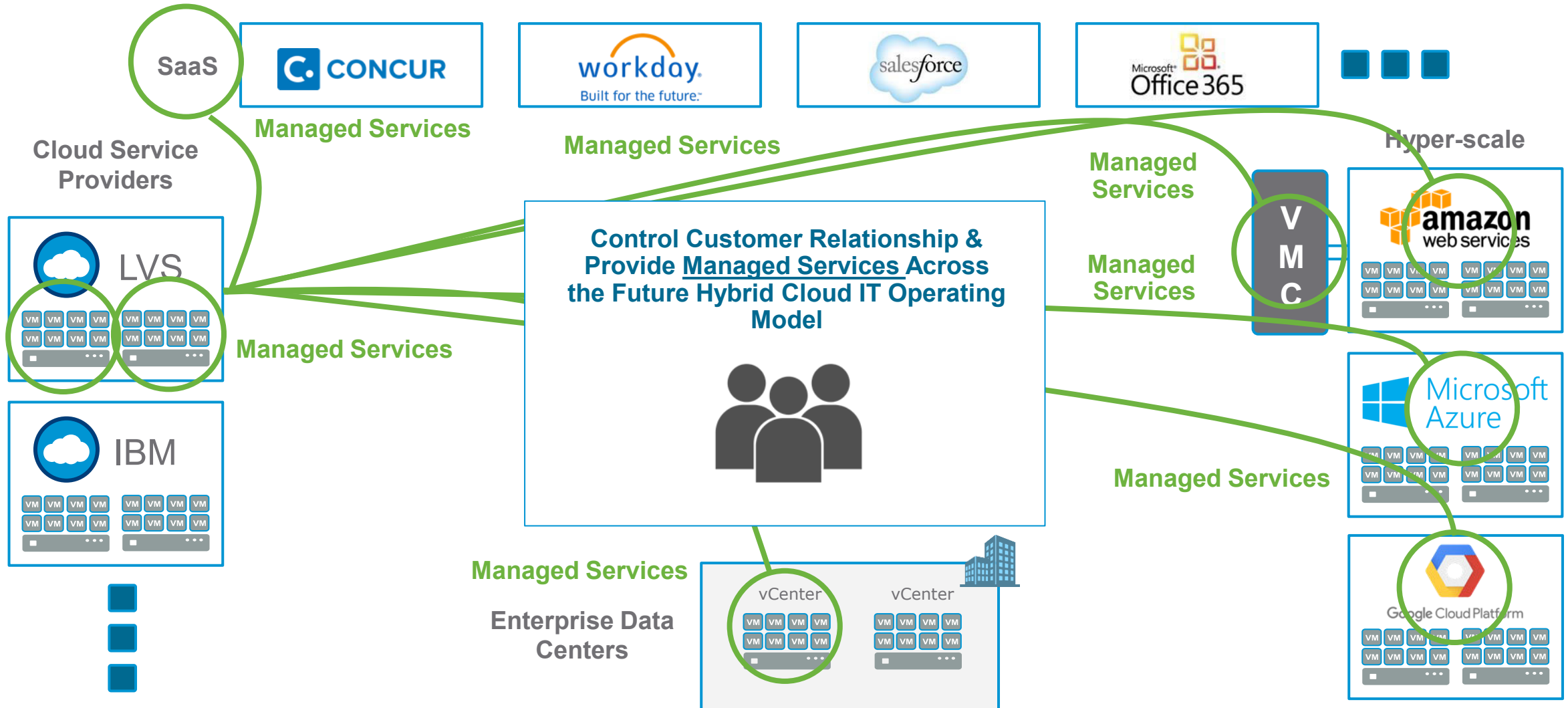


Hyper-scale



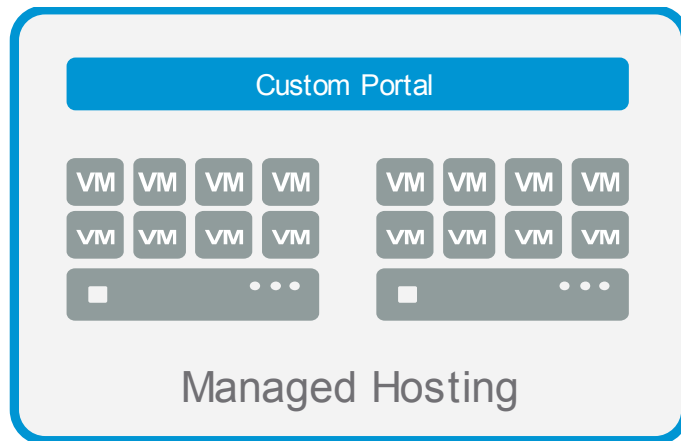
VMware VCPP Vision & Strategy

The Future IT Operating Model

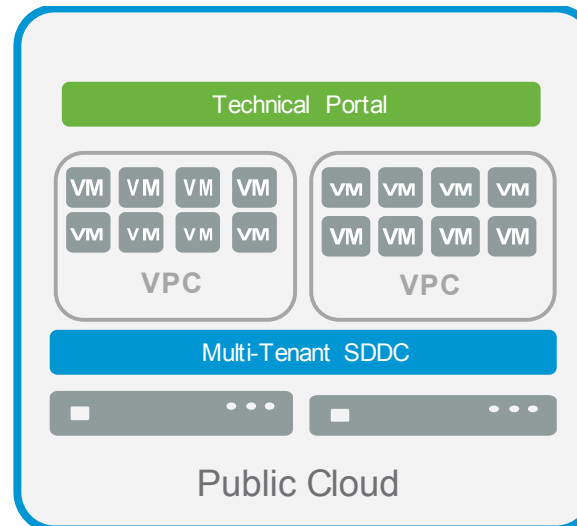


Common Cloud Service Provider (CSP) Platforms

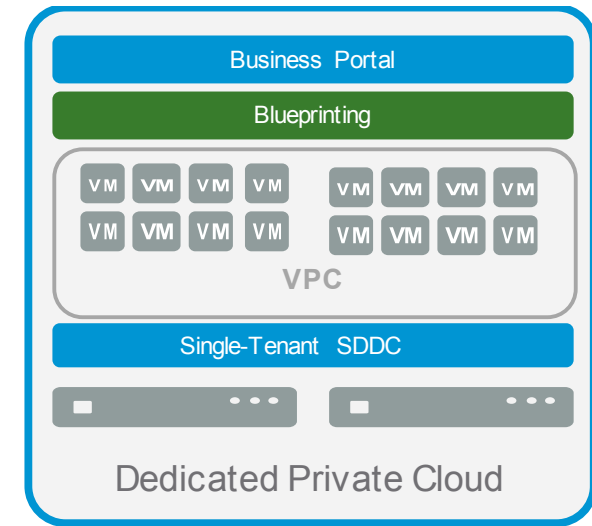
2006 - 2018



vSphere
Dedicated / Shared



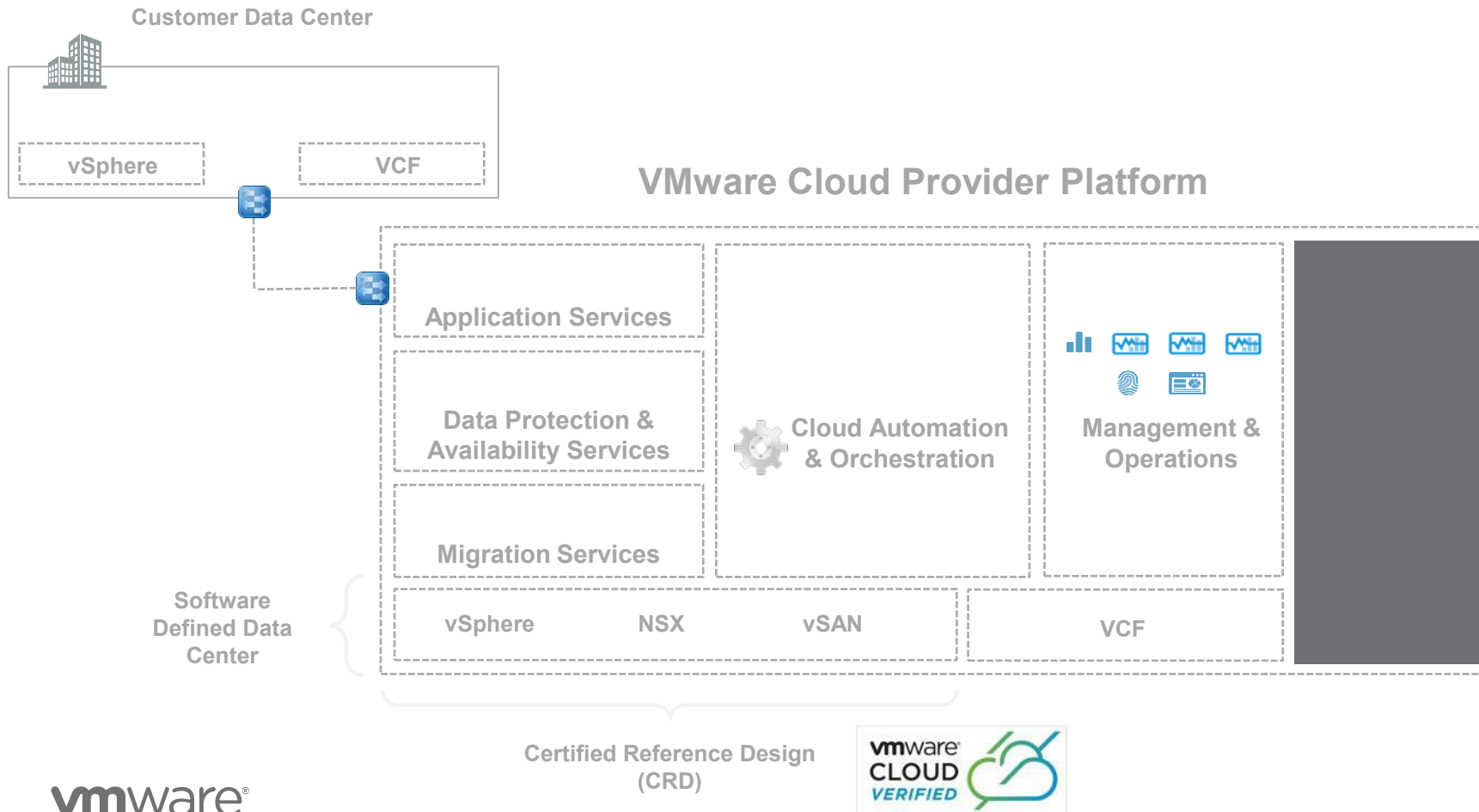
vCloud Director



vRealize Automation
or vCloud Director

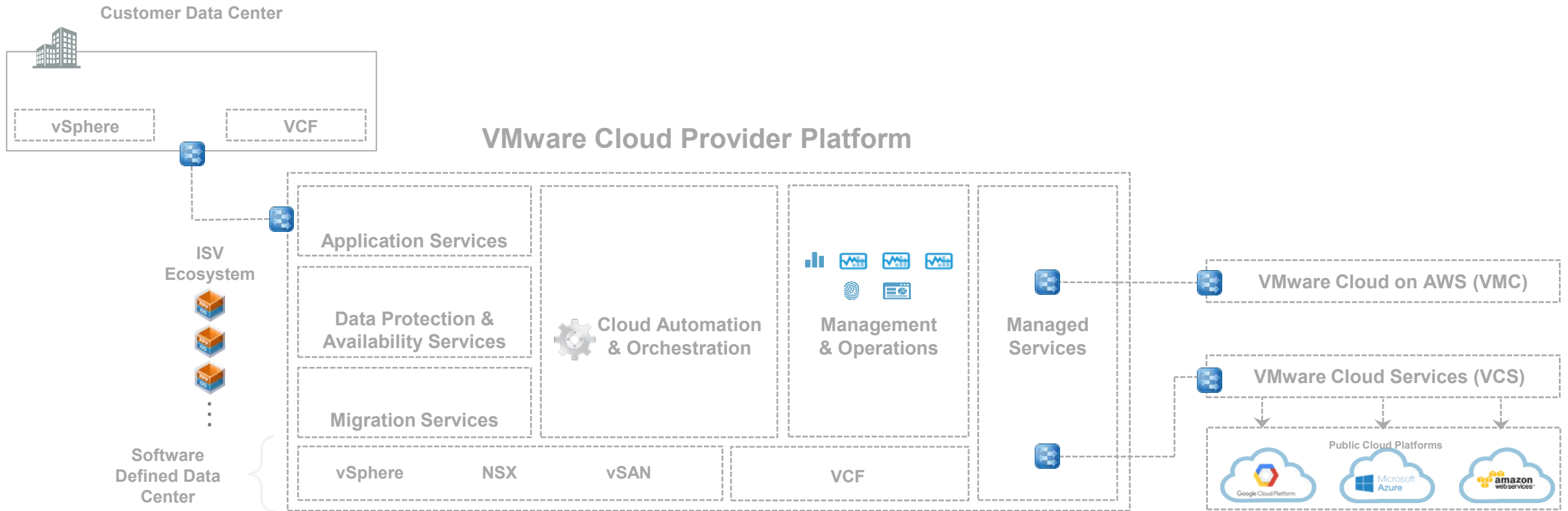
VMware Cloud Provider Program (VCP)

Cloud Provider Platform (CPP) - Conceptual Architecture Overview



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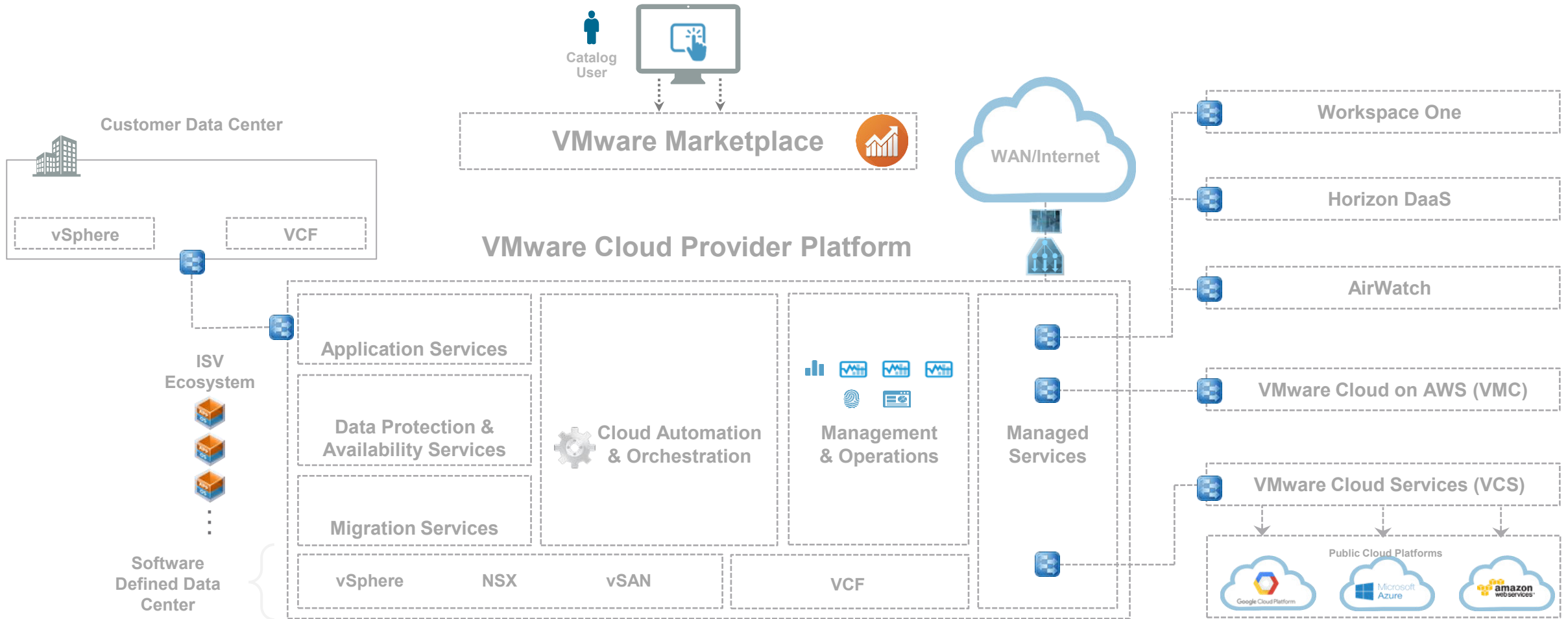


Certified Reference Design (CRD)



VMware Cloud Provider Program (VCP)

Cloud Provider Platform (CPP) - Conceptual Architecture Overview

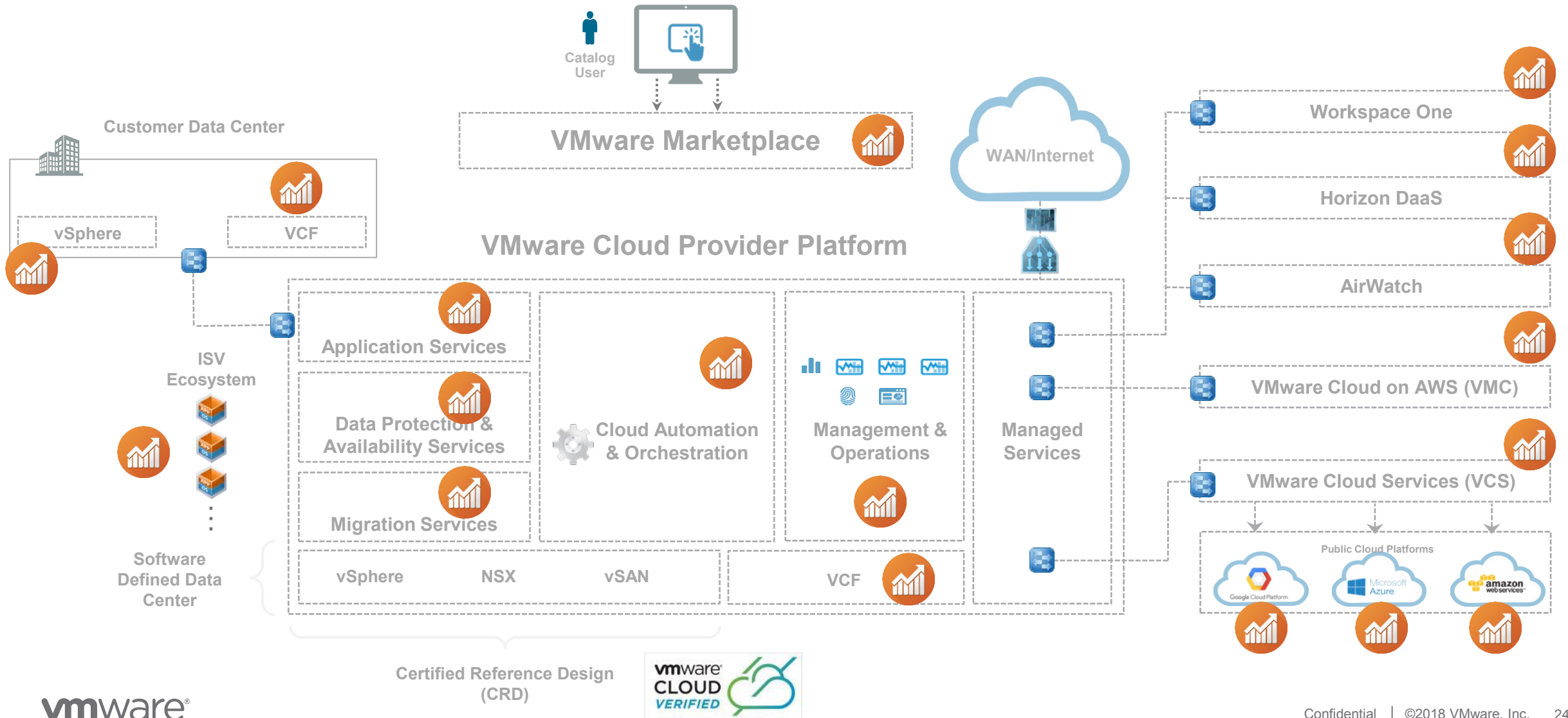


Certified Reference Design (CRD)



VMware Cloud Provider Program (VCP)

Cloud Provider Platform (CPP) - Conceptual Architecture Overview



Key Take Aways

Avoid being siloed

Embrace the whole Hybrid
Cloud Operating Model

Choose the right tools and
management layer to
integrate the multi cloud
environment

Useful Links



vCAT-SP
Downloads

www.vmware.com/go/vcat



vCAT-SP Blogs

Blogs.vmware.com/vcat



Feedback

Vcat-sp@vmware.com



Partner central

Vmware.my.salesforce.com



Thank You