

# VMware - YOUR Cloud, YOUR Business

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# Disclaimer

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- **This presentation may contain product features that are currently under development.**
- **This overview of the 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.**

# Agenda

## ■ VMware Management Launch

- VMware's Approach and Value Proposition
- New VMware Management Suites

## ■ Operations Management for Cloud

- Role of Operations Management
- Impact of Cloud on Operations Management
- VMware's approach and value-add

## ■ What's New Overview

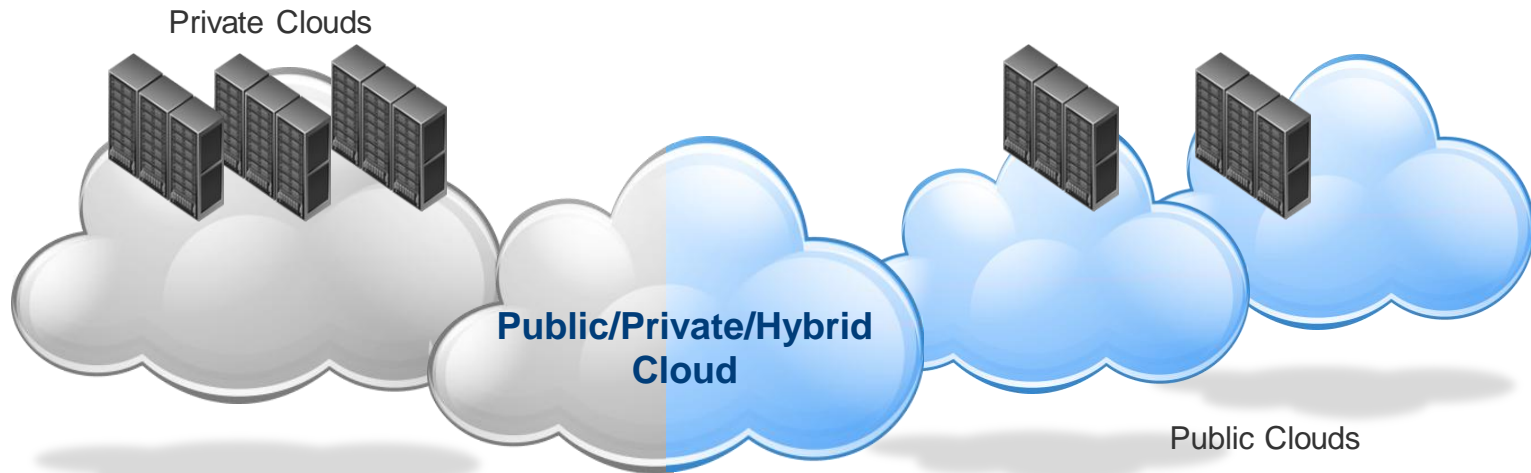
- New Features in the context of the operations workflow
- Editions and Packages
- Entitlement Path for existing Customers

# **The biggest management launch in VMware history**



## *Launch Value Proposition*

VMware simplifies management of virtual and hybrid cloud environments, improves IT effectiveness and efficiency, and provides the visibility and control necessary to run IT like a business



## Broker of IT Services

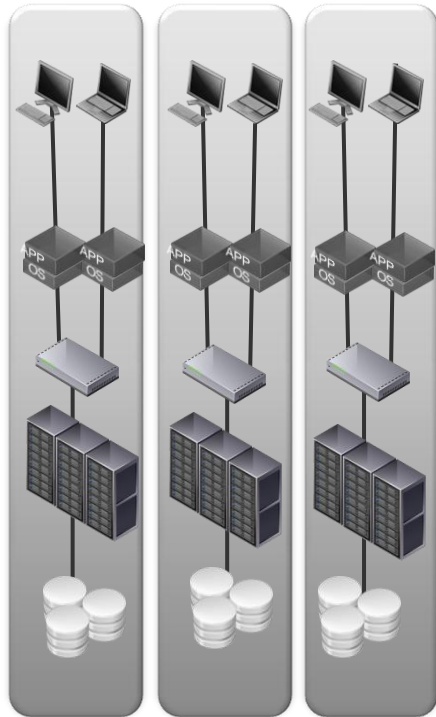
Source, deliver and manage the quality of services:

- Cost
- Compliance & risk
- Service levels



# Cloud Requires a New Approach

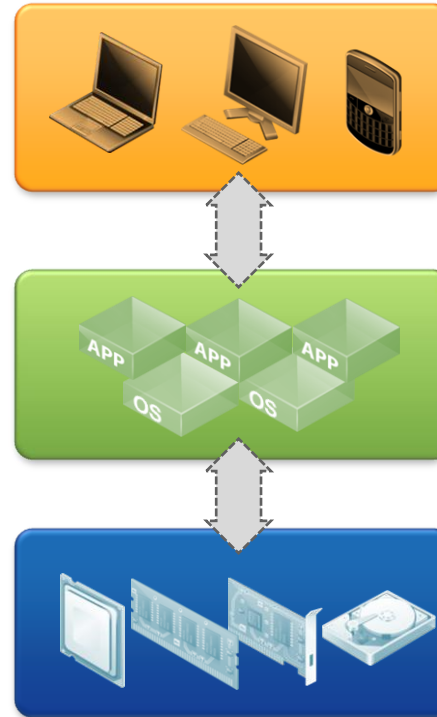
## Traditional IT Management



Services and assets tied together in complex, brittle, vertical stacks that are hard to change and manage

**Business agility suffers**

## Cloud Management



Service components are abstracted and sourced from dynamic resource pools with horizontal layers loosely bound into services

**IT able to keep up with speed of the business**

# VMware's Differentiated Approach To Simplifying Management

## Embedded, Integrated Management

VMware simplifies management by embedding and tightly integrating management capabilities into its cloud platforms

## Converged Management

VMware improves IT effectiveness and efficiency of disparate teams and processes through converged management solutions

## Run IT Like a Business

VMware provides unprecedented visibility into, and control of, costs and risks to help you run IT like a business, leveraging both private and public cloud services





# The New Automation and Management

## End User Computing

End User Computing  
as a Service

## Empowered, Secure, Mobile Workforce

End-User  
Experience

Desktop  
Provisioning

Dynamic Resource  
Right-Sizing

## Cloud Application Platform

Applications as a Service

## New Generation of Enterprise Apps

Platform as a  
Service

Application  
Provisioning

Application  
Performance

## Cloud Infrastructure & Management

Infrastructure  
as a Service

## A More Flexible, Efficient Infrastructure

Automated  
Operations

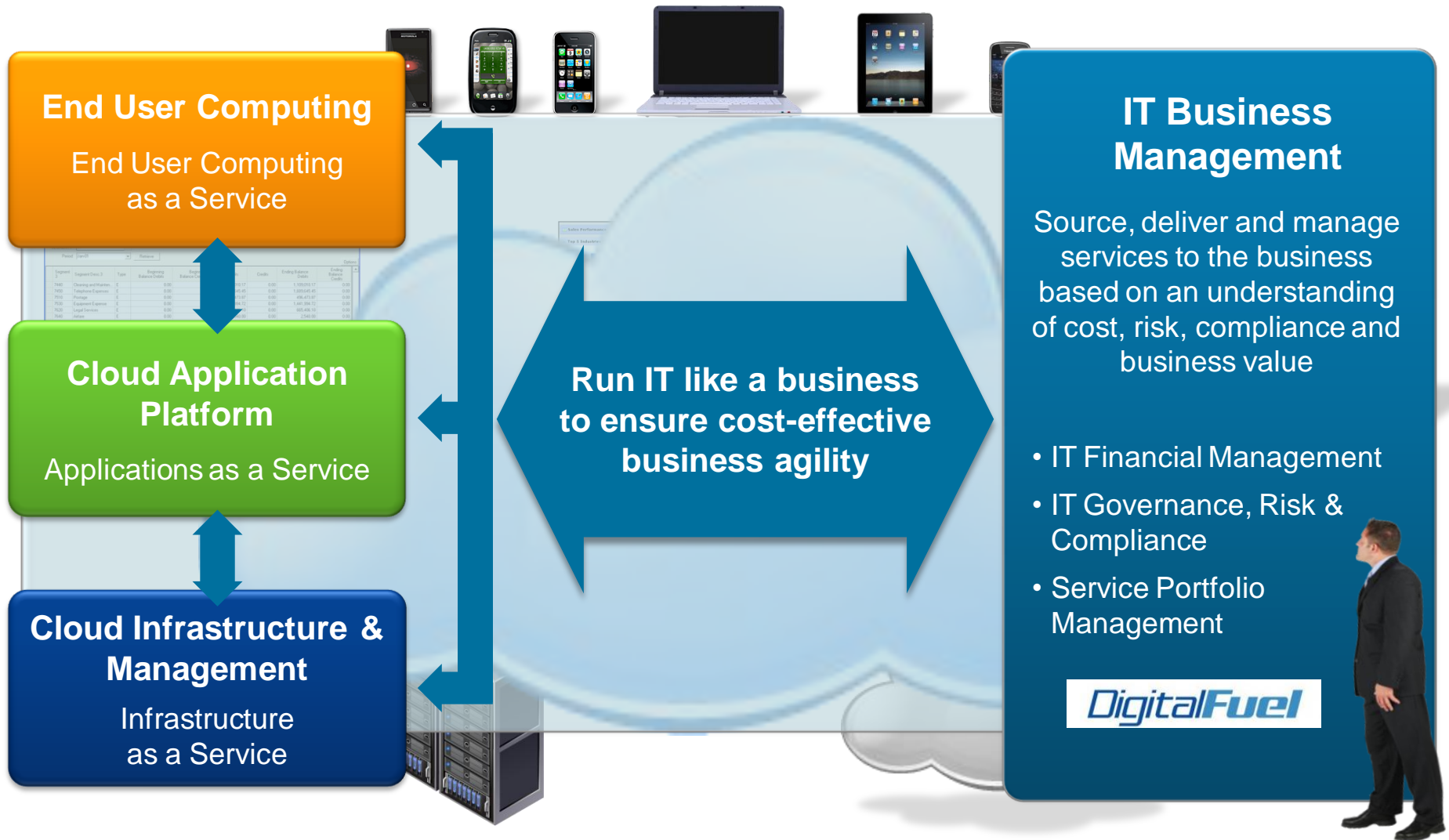
Security &  
Compliance

Enterprise  
Hybrid Cloud

Existing Datacenters

Public Cloud Services

# Bringing IT All Together to Deliver IT as a Service



# We are Building On...

- Our embedded, converged approach to management to help IT run more like a business
- Our platform and leadership in virtualization but extending to key adjacent areas for a complete cloud solution
- The momentum of vCenter Operations and the new model for cloud operations



# Introducing the New Management Suites

## VMware IT Business Management Suite

- IT Financial Management, Service Level Management, Vendor Governance
- New capabilities from Digital Fuel acquisition

## vFabric Application Management Suite

- Simplified application provisioning and performance management
- Optimized for Spring-based Java applications on vCloud Director

## vCenter Operations Management Suite

- Enhanced integration of performance, capacity and configuration management
- New application discovery & dependency mapping capability

*Simplify management in virtual and hybrid cloud environments and accelerate the journey to IT as a Service*

# Introducing the New Management Suites - What's New

## VMware IT Business Management Suite

- IT Finance Manager, Service Level Manager, Vendor Manager (Digital Fuel) – *New to VMware*
- Service Manager 9.1 – *Updated*
  - *Service Manager Cloud Provisioning*

## vFabric Application Management Suite

- vFabricAppDirector 1.0 – *New*
- vFabric Application Performance Manager 1.0 – *New bundle*
  - vFabricAppInsight – *New*
  - vFabricHyperic

## vCenter Operations Management Suite

- vCenter Operations Manager 5.0 – *Major release*
- vCenter Infrastructure Navigator 1.0 – *New*
- vCenter Chargeback 2.0 – *Major release*
- vCenter Configuration Manager 5.4.1 – *Updated*
- “vCenter Operations for View” – *Tech preview*

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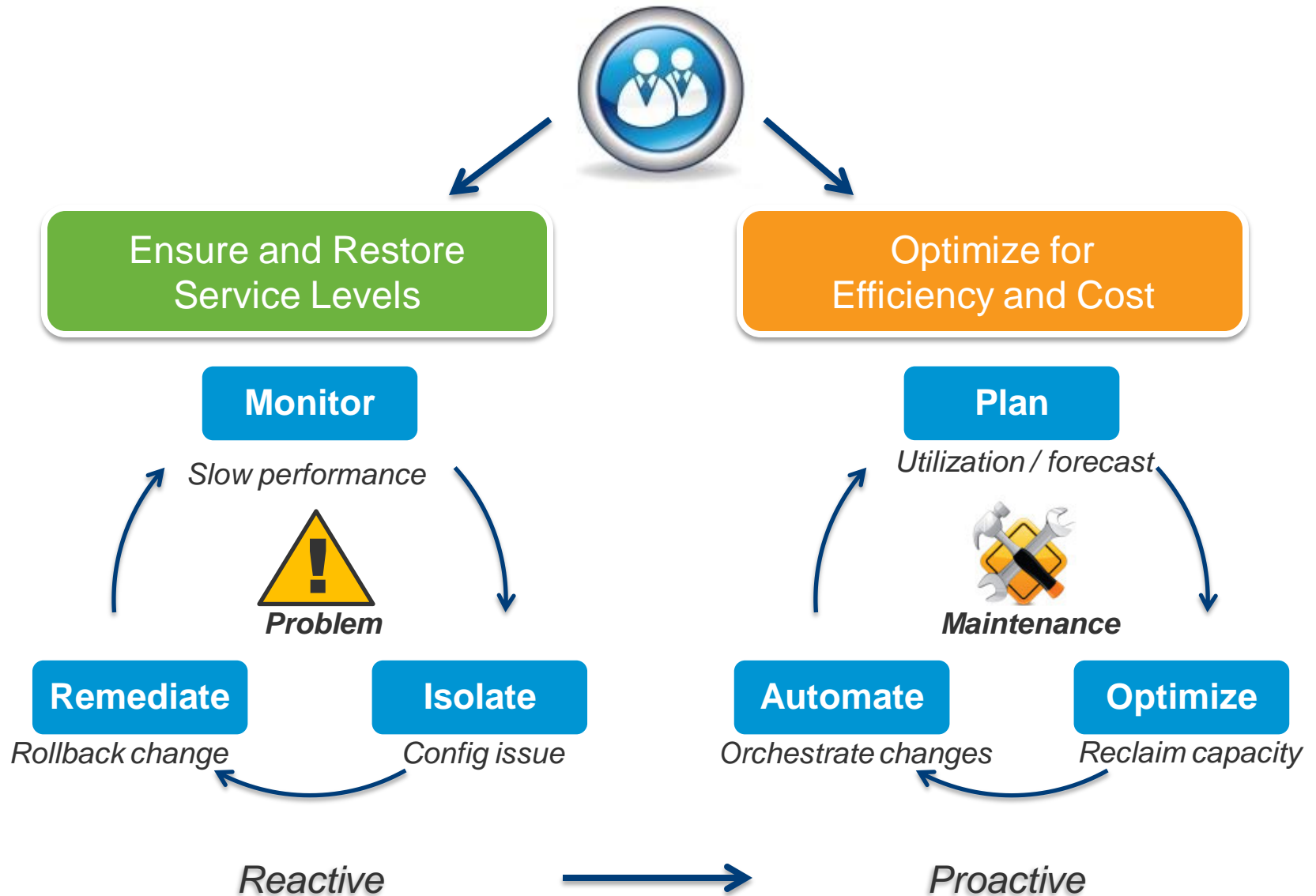
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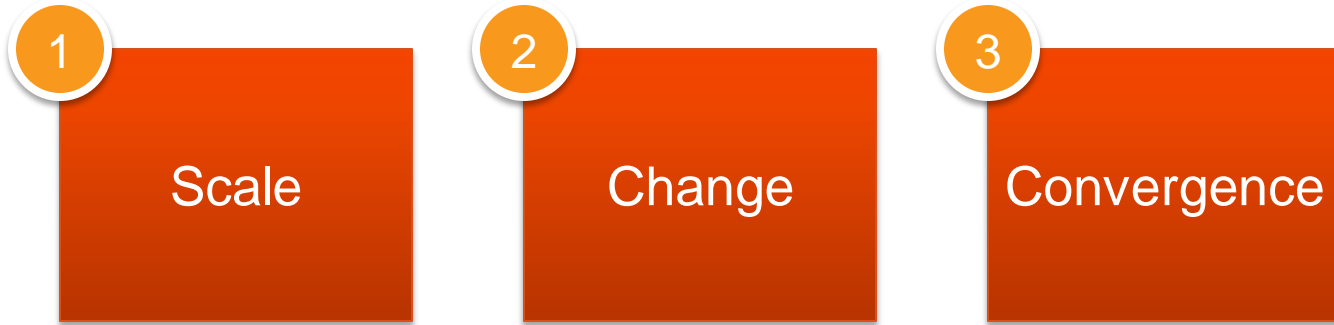
*Simplify  
management in  
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cloud environments  
and accelerate the  
journey to IT as a  
Service*

# The Role of Operations Management





# How does Cloud impact Operations Management?



Higher VM/Admin Ratios  
More Responsibility  
More Data

“... have 2 VI admins  
managing 1,600 VMs.”

*Healthcare*

Rapid Change  
Dynamic Environment  
Unplanned Demand

“False alerts and data  
overload -- 25,000 static  
thresholds and metrics”

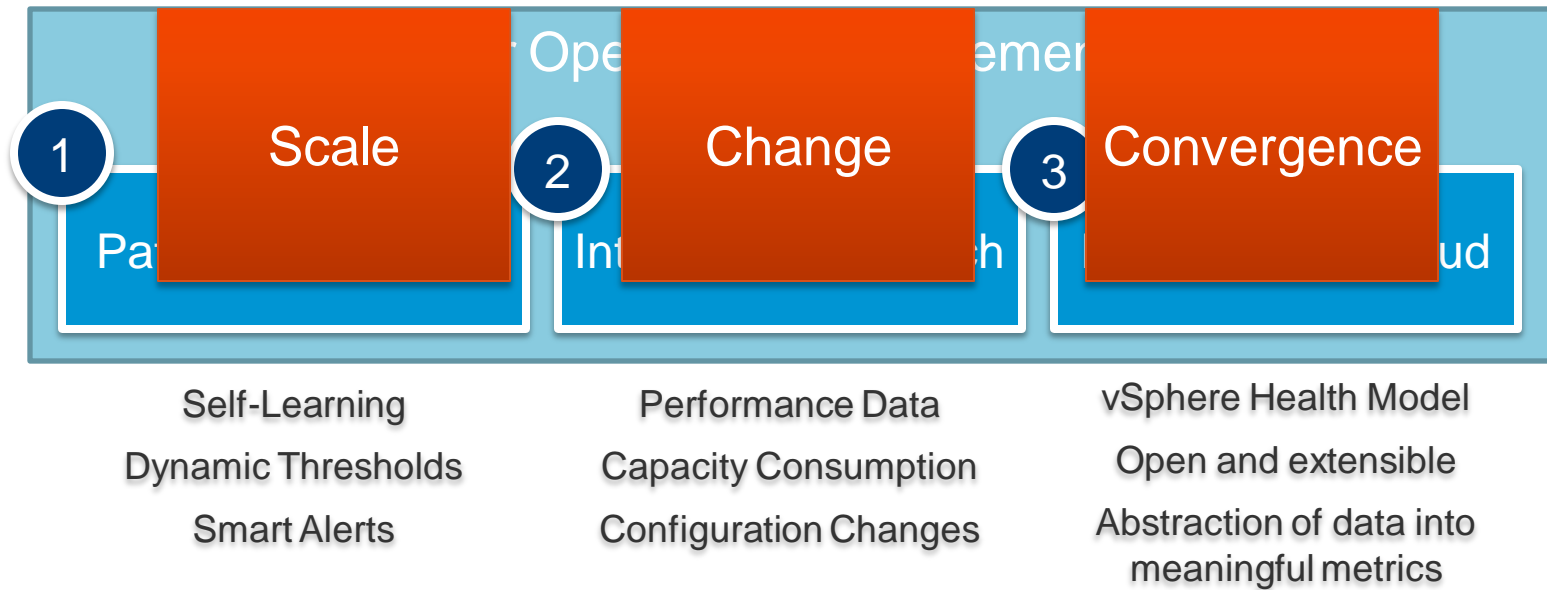
*Healthcare*

New Architectures  
Heterogeneous Environments  
Embedded Management

“Lot of friction between  
the infrastructure and  
operations teams”

*Finance*

# VMware's Approach to Operations Management



# The Value of vCenter Operations Management Suite

1

Comprehensive  
Visibility

Health  
Risk  
Efficiency

2

Intelligent  
Automation

Performance  
Capacity  
Configuration

3

Proactive  
Management

Analyze  
Optimize  
Forecast

vCenter Operations Management Suite

Patented Analytics

Integrated Approach

Designed for Cloud

Scale

Change

Convergence

# Summary: vCenter Operations Management Suite

## *VMware's Solution for Automated Operations Management*

### What does it deliver?

- Integrated and highly automated performance, capacity and configuration management
- Operations management console that integrates with 3rd party solutions
- Continuous compliance analysis and remediation

### How is it unique?

- Patented analytics self learn “normal” in a dynamic environment
- Integrated approach converges disciplines
- Designed for vSphere and built for Cloud but extensible to legacy solutions



**vCenter Operations Management Suite**

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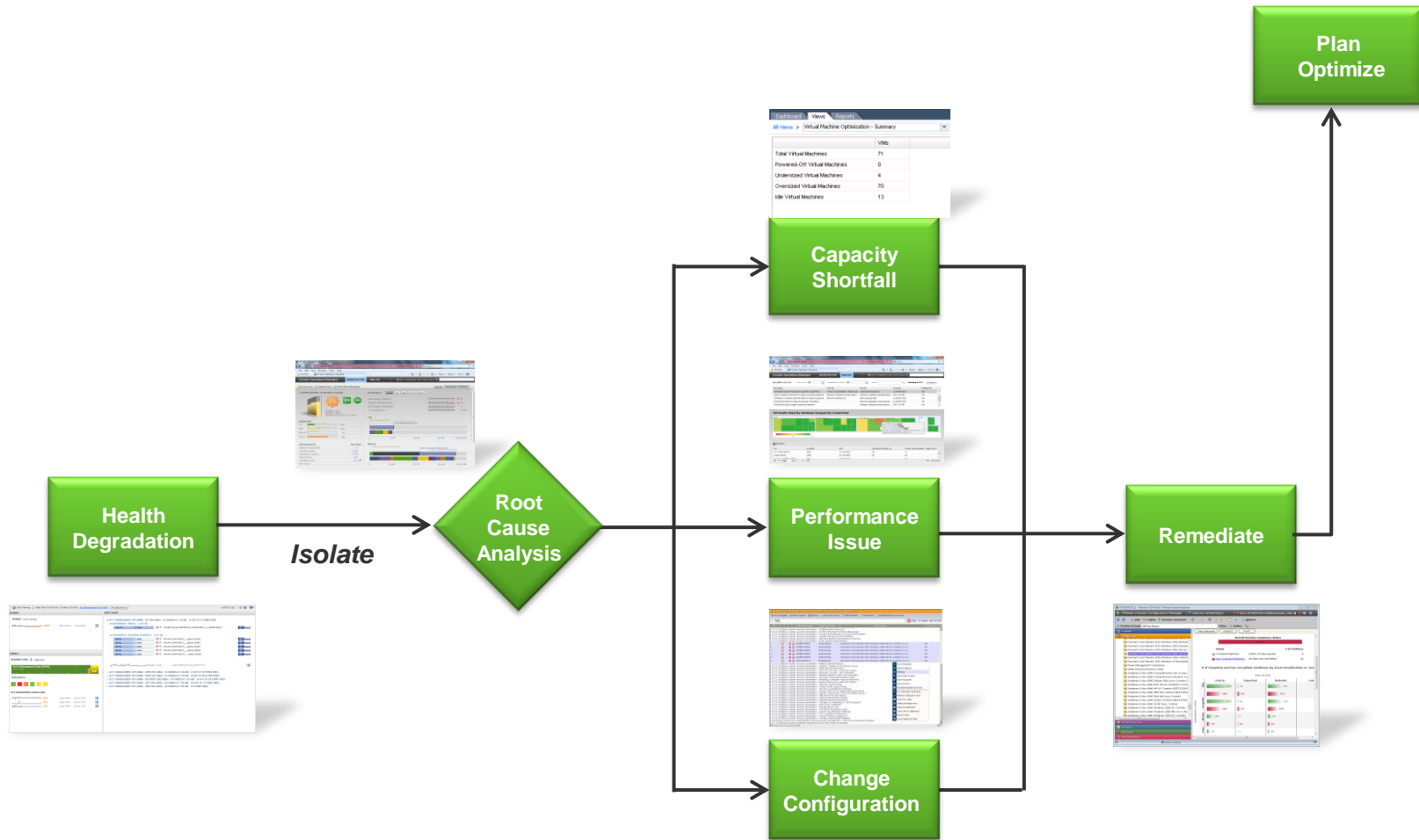
# vCenter Operations Management Suite: The Convergence



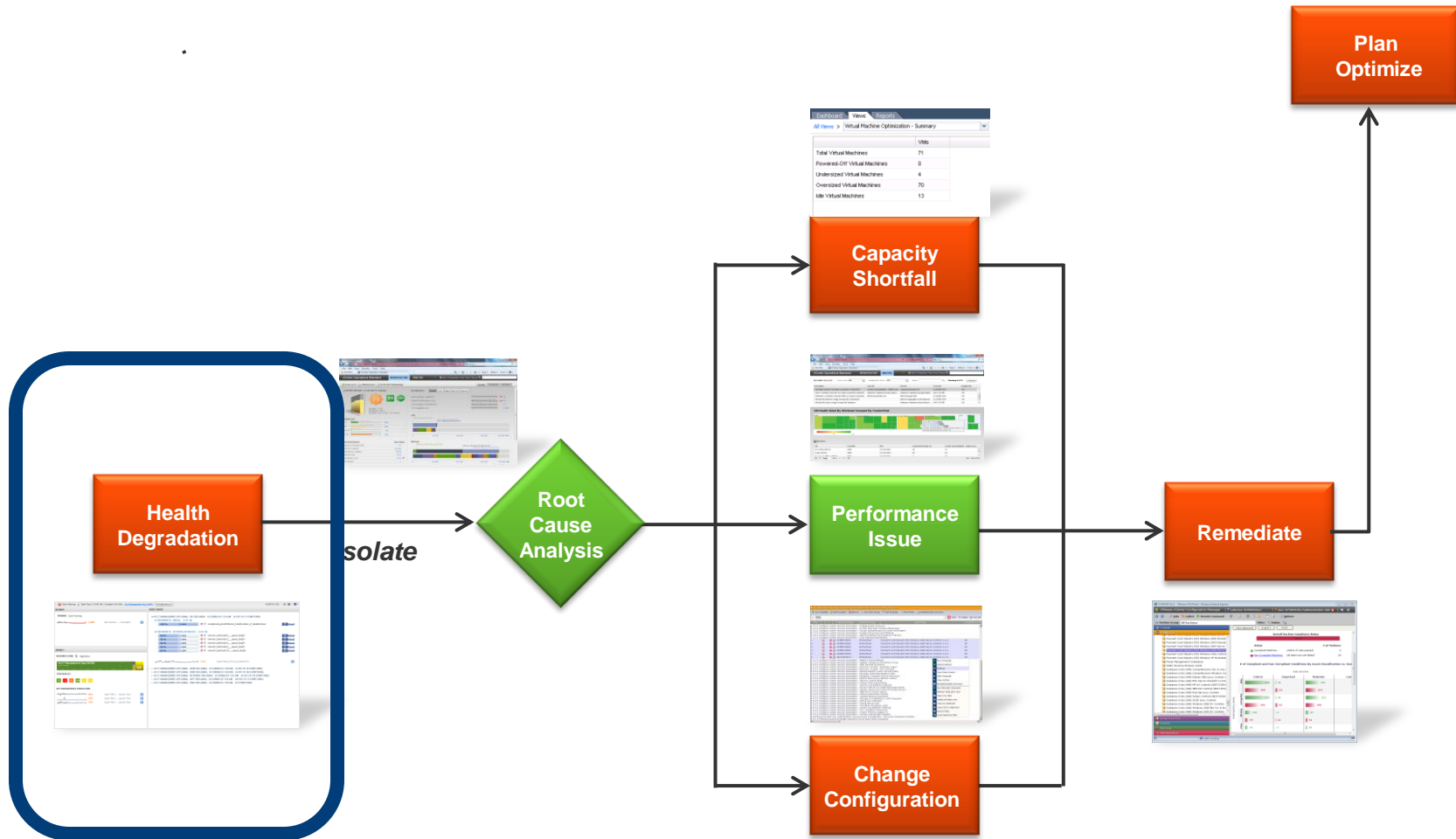
## vCenter Operations Management Suite delivers

- Alignment of brand and components (Ops Mgmt Suite vsOps Manager)
- Out-of-box use cases and cross-product workflows within the suite
- Easy deployment by shipping the suite as virtual appliances
- More flexibility with editions and add-on components

# Automated Cloud Operations Workflow



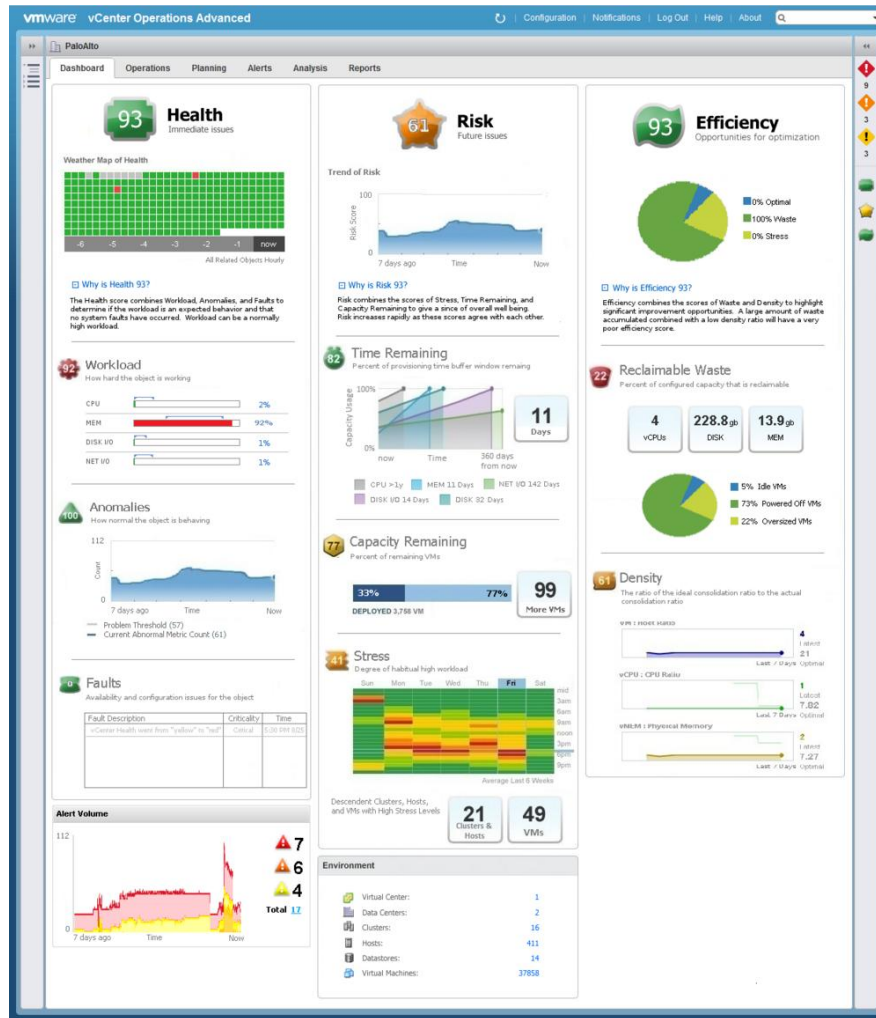
# Automated Cloud Operations Workflow – New Capabilities



... areas with significant net new capabilities



# vCenter Operations Manager Dashboard (All Editions)



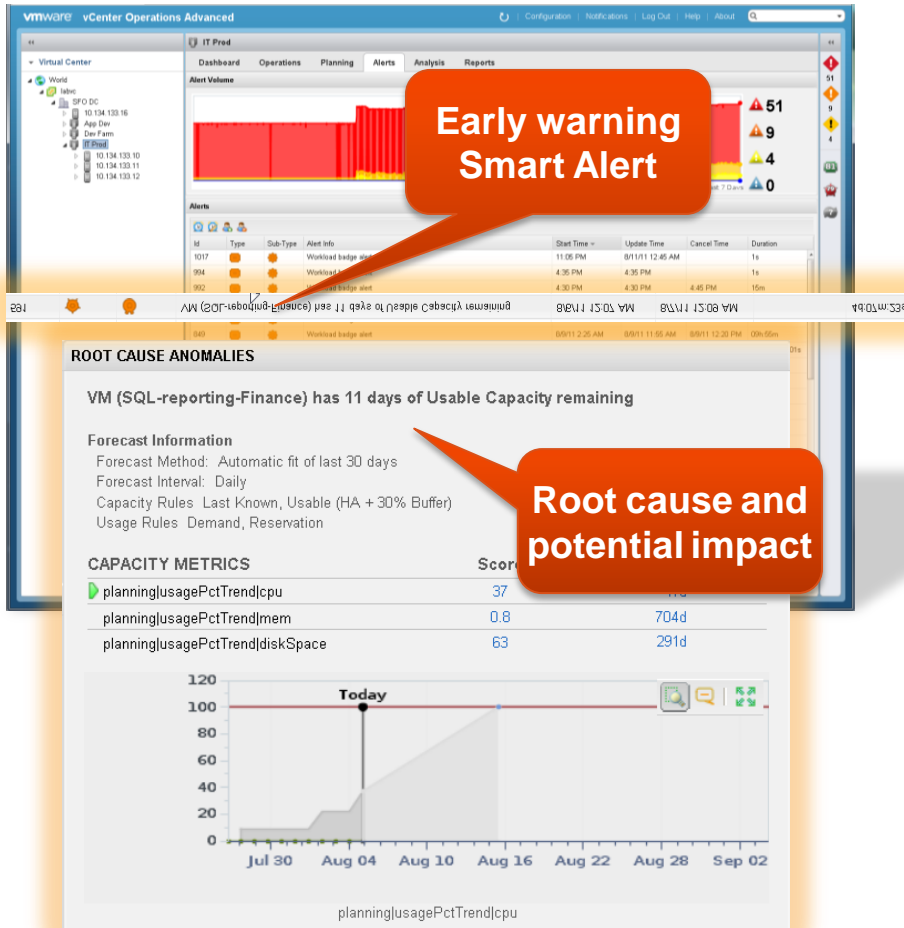
## Overview

- Comprehensive dashboard for cloud operations with health, risk and efficiency scores
- Single tool to manage performance and capacity across multiple vCenter servers

## Benefits

- End-to-end visibility into cloud infrastructure health
- Proactive incident avoidance
- Optimize for efficiency and cost

# Health Degradation – Smart Alerts (All Editions)



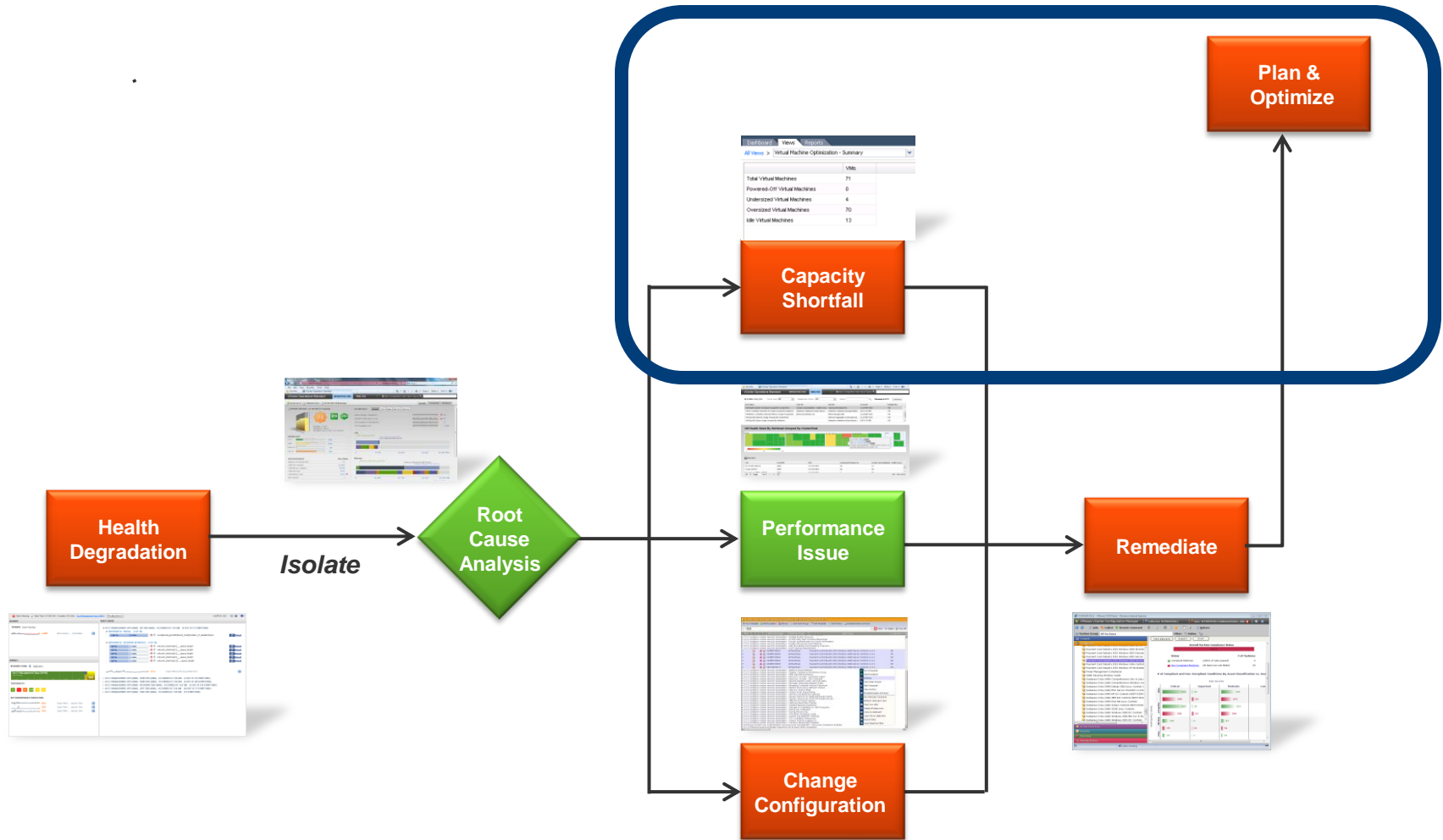
## Overview

- Proactive alerts that provide early warning on building issues
- Identify upcoming health, performance and capacity issues
- Automatic root cause analysis of offending metrics across all layers

## Benefits

- Advance notification of abnormal behavior help avoid incidents
- Immediately focus on the root cause rather than symptoms or false alerts

# Automated Cloud Operations Workflow – New Capabilities



... areas with significant net new capabilities

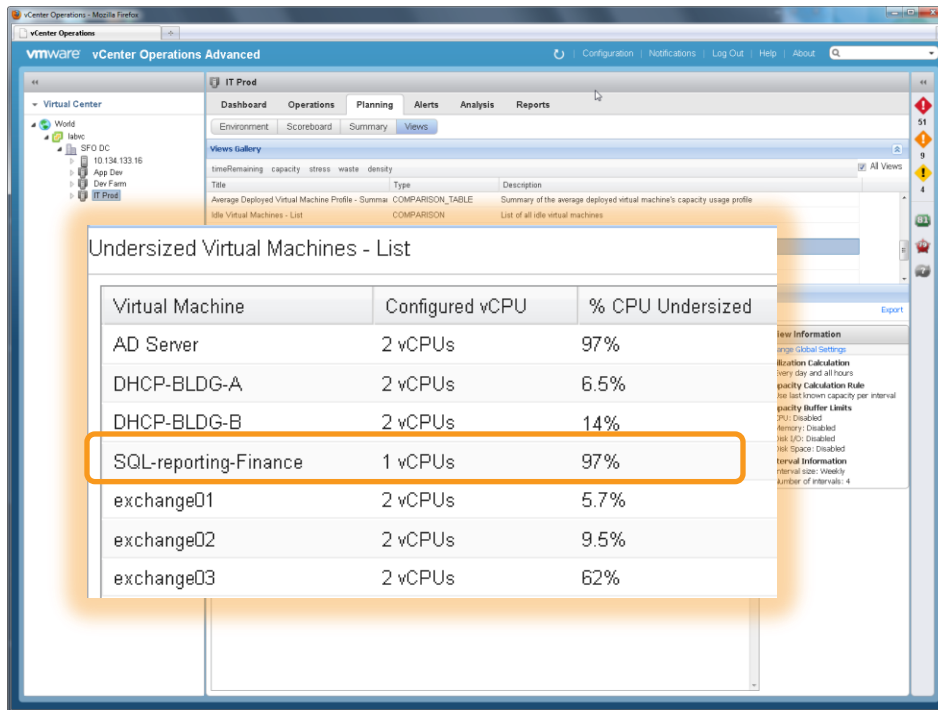
# Capacity Shortfall – Optimization Opportunities (New)

## Overview

- vCenter Operations Manager 5.0 now offers complete CapacityIQ functionality out-of-the-box
- Correlation of capacity utilization with efficiency and risk
- Calculates optimal utilization and identifies waste
- Alerts on changing capacity conditions

## Benefits

- Single solution delivering integrated performance, capacity and configuration management



# Cost-based Resource Optimization (New)

Opportunities to optimize resources

The screenshot displays the vCenter Chargeback Manager 2.0 interface. At the top, there's a navigation bar with 'Reports', 'Manage Cost', 'Settings', 'Users & Roles', and 'System'. Below this, a 'Dashboard' tab is selected. The main content area shows 'vc51(default cost model)' and a 'Dashboard last updated on: 9/14/2011 11:30:00' message. A section titled 'Optimization Opportunities' contains a table with columns for VMs, Costs, Optimal Costs, and Savings. Below this, an 'Optimization Details' table provides a breakdown of costs and savings for various virtual machines.

	VMs	Costs	Optimal Costs	Savings
<b>Oversized Virtual Machines</b>	11	21445.20	9223.65	<b>12221.55</b>
Undersized Virtual Machines	0	0.00	0.00	0.00
Idle Virtual Machines	2	28501.03	0.00	28501.03
Powered Off Virtual Machines	12	89485.13	0.00	89485.13

Virtual Machine	Configured			Recommended			Savings
	vCPU	Memory	Cost	vCPU	Memory	Cost	
CBM-1.6 API	2.00	2.01	1443.60	1.00	0.50	540.00	903.60
CBM-Nightly Monitor	2.00	2.01	1443.60	1.00	0.78	641.25	802.35
CBMDev	2.00	4.06	2181.60	1.00	0.75	630.00	1551.60
CBM Test	1.00	4.06	1821.60	1.00	1.03	730.80	1090.80
vApp vm in template view under vapp	1.00	1.00	720.00	1.00	0.38	496.80	223.20
VM 1	2.00	6.00	2880.00	1.00	1.53	910.80	1969.20
VM 2	2.00	10.00	4320.00	1.00	1.84	1022.40	3297.60

Recommended configuration size

Cost Savings

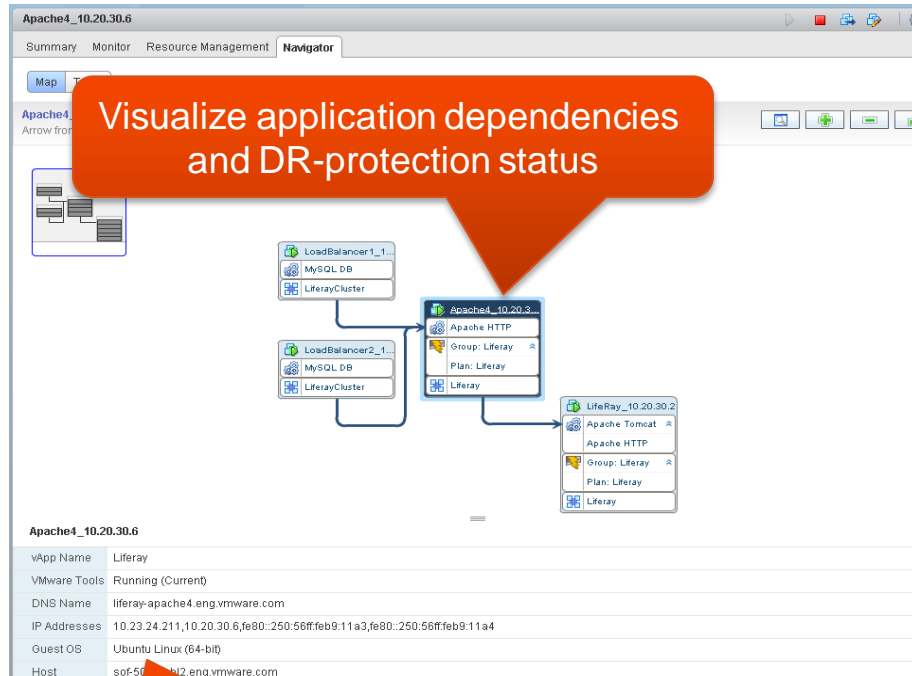
## Overview

- vCenter Chargeback Manager 2.0 now included in some vCenter Operations Editions
- Integration of cost metering and capacity analytics
- Reporting of financial value of committed and reclaimable capacity

## Benefits

- Make infrastructure optimization decisions at a business-level

# Application Dependency Mapping (New)



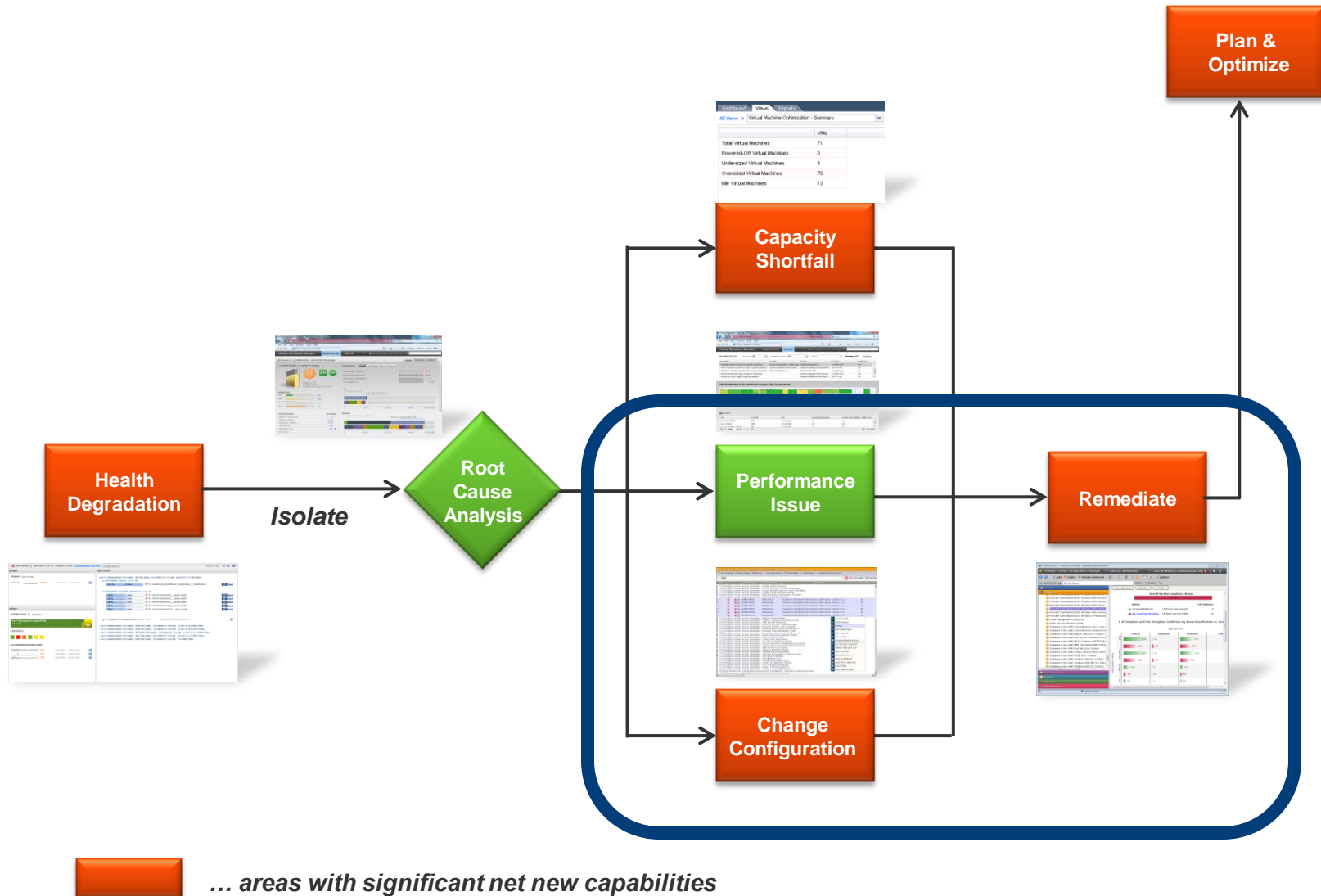
## Overview

- Automated Discovery and Visualization of Application and Infrastructure Dependencies
- Pre-built knowledge base for easy and accurate labeling of application names and version numbers
- Integrated with Site Recovery Mgr for more complete DR protection

## Benefits

- Application-aware operations management eliminates risk of human error

# Automated Cloud Operations Workflow – New Capabilities



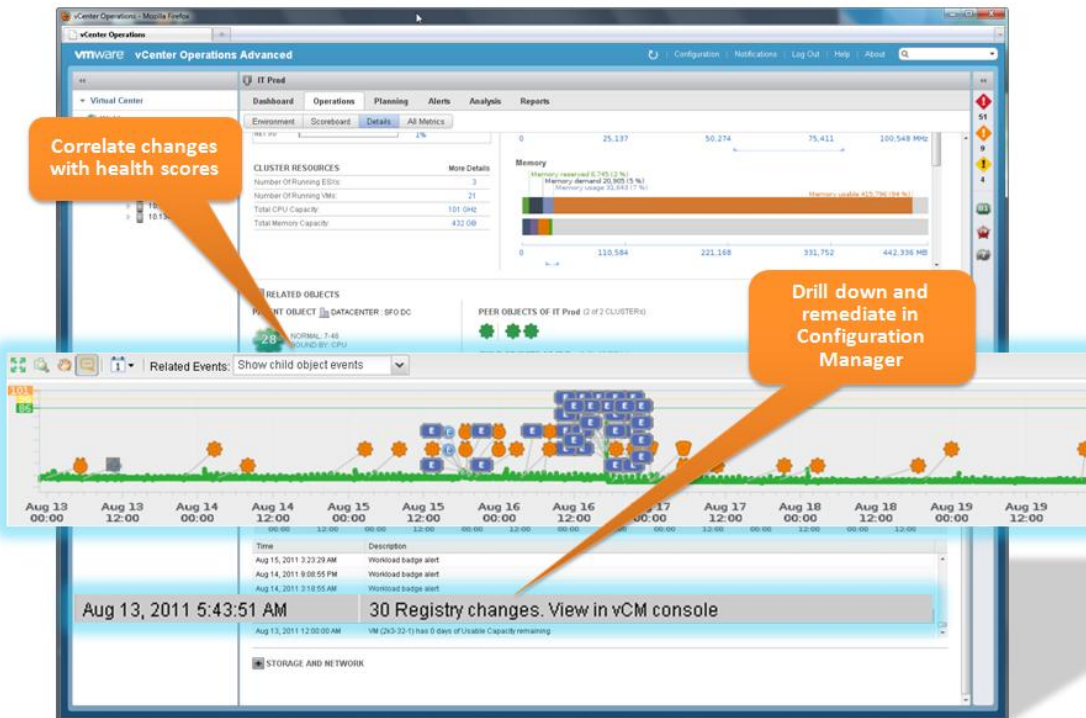
# Change Events Correlated with Performance (New)

## Overview

- Integration of vCenter Configuration Manager and vCenter Operations Manager
- Correlate in-guest change events with performance and health
- Launch vCM in context to enforce compliance and rollback unwanted configuration changes

## Benefits

- Enable Operations to quickly understand and remediate performance issues arising from configuration changes





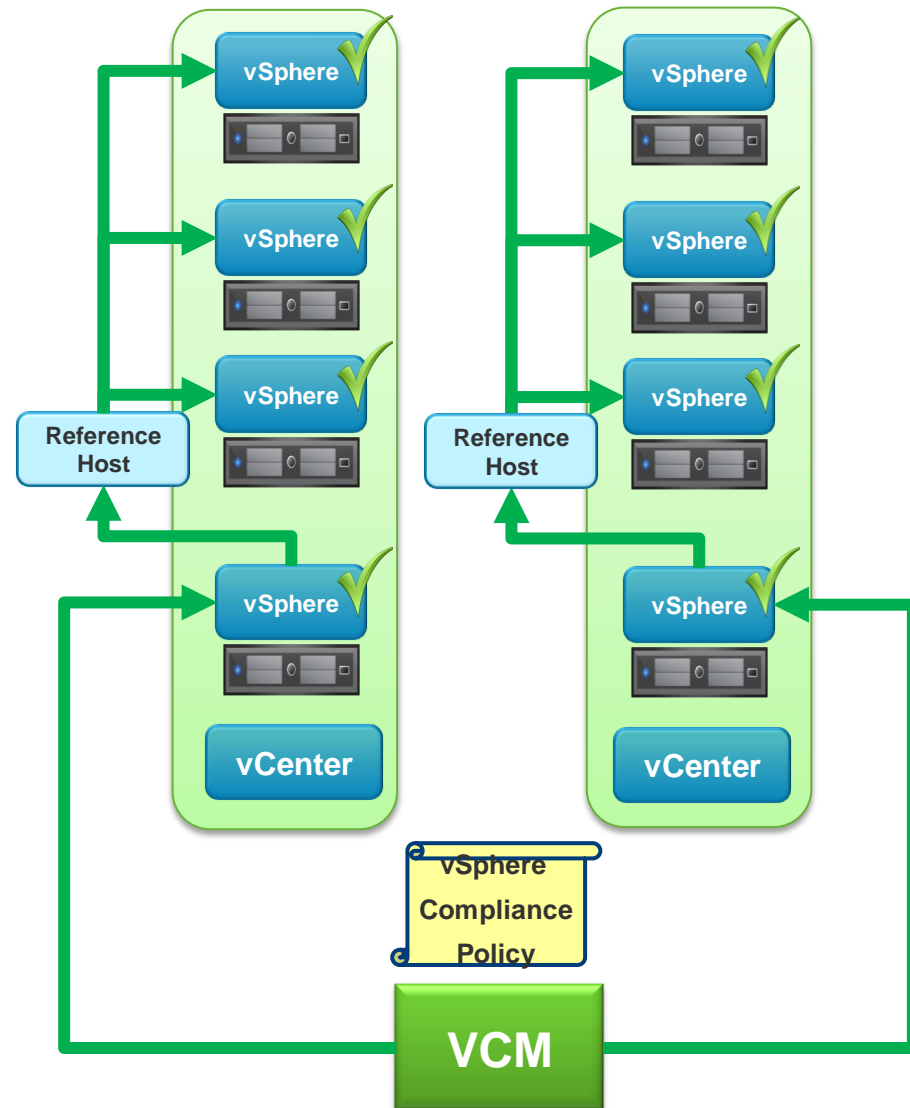
# Compliance Checking of vSphere Hosts (New in Enterprise Edition)

## Overview

- Leverage out-of-the-box vSphere hardening guidelines from CP&C
- Assess vSphere compliance from within vCenter
- Push compliance to the entire environment through Host Profiles
- Launch into vCM to visualize information across the infrastructure

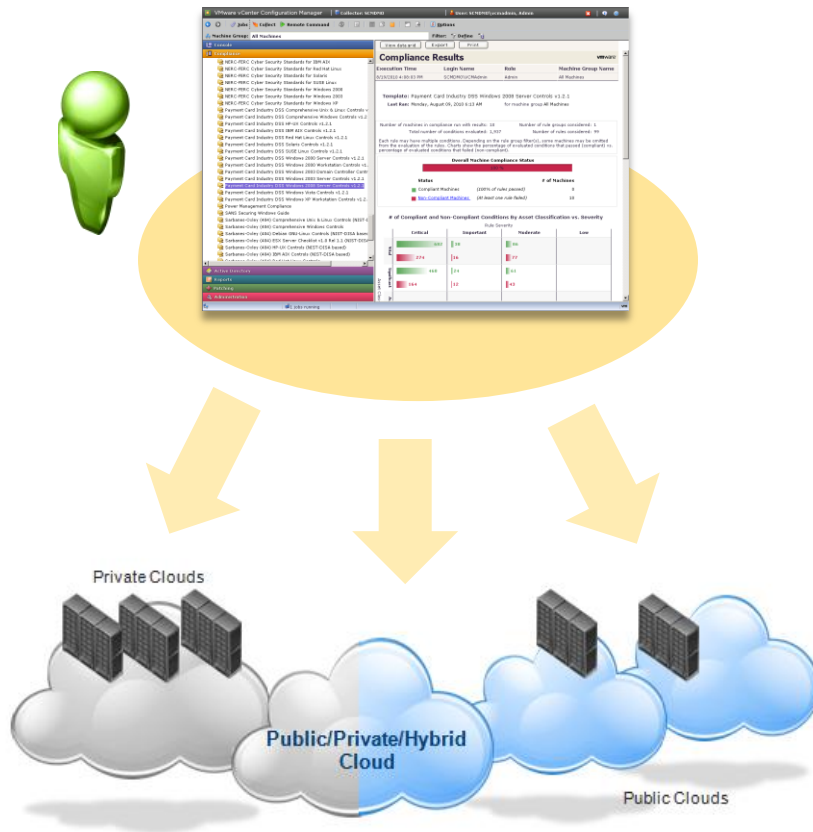
## Benefits

- Maintain a compliant infrastructure



# Configuration and Compliance Management for Cloud

## Service Owner



## Overview

- Manage guest level compliance across Hybrid Clouds using certified deployment models
- Automatically discover sensitive data and adjust security and compliance posture for multiple regulatory standards
- New Compliance Content:
  - PCI 2.0
  - vSphere 4.x hardening
  - Security best practice updates

## Benefits

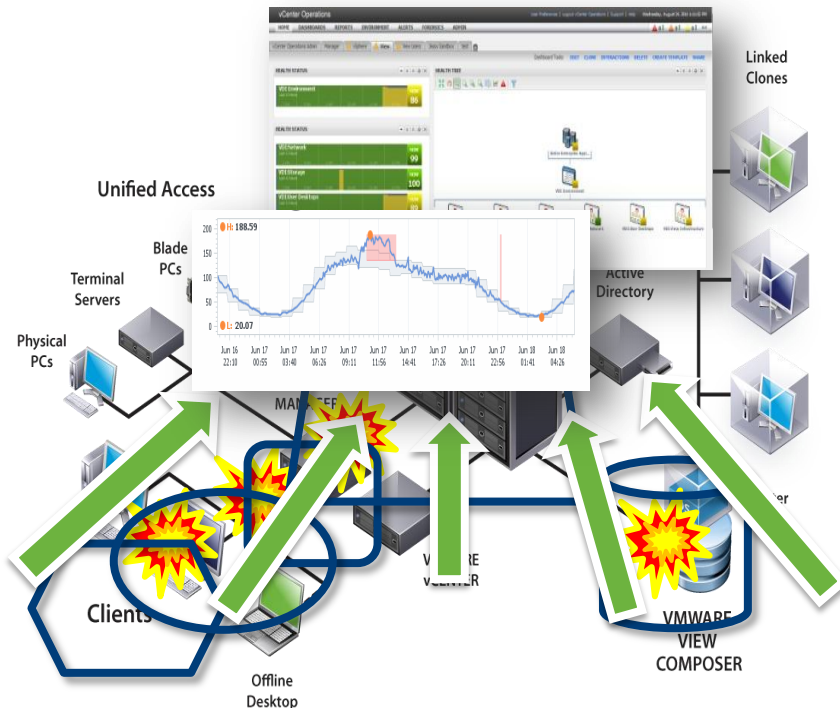
- Increased confidence that highly regulated, mission critical workloads can run in the Cloud

## Overview

- **End-to-end monitoring** of infrastructure
- Included PColP **performance** monitoring
- Desktop, Pool and User Contexts
- **Self-Learning** performance analytics
- Automated alerts
- Remediation guidance

## Benefits

- Get to **root cause** quickly; Reduce MTTI
- Respond **proactively** before support calls
- Remediate quickly and accurately
- Improve **resource utilization** by identifying over-provisioned hardware and track down bottlenecks



## vCenter Operations Management Suite

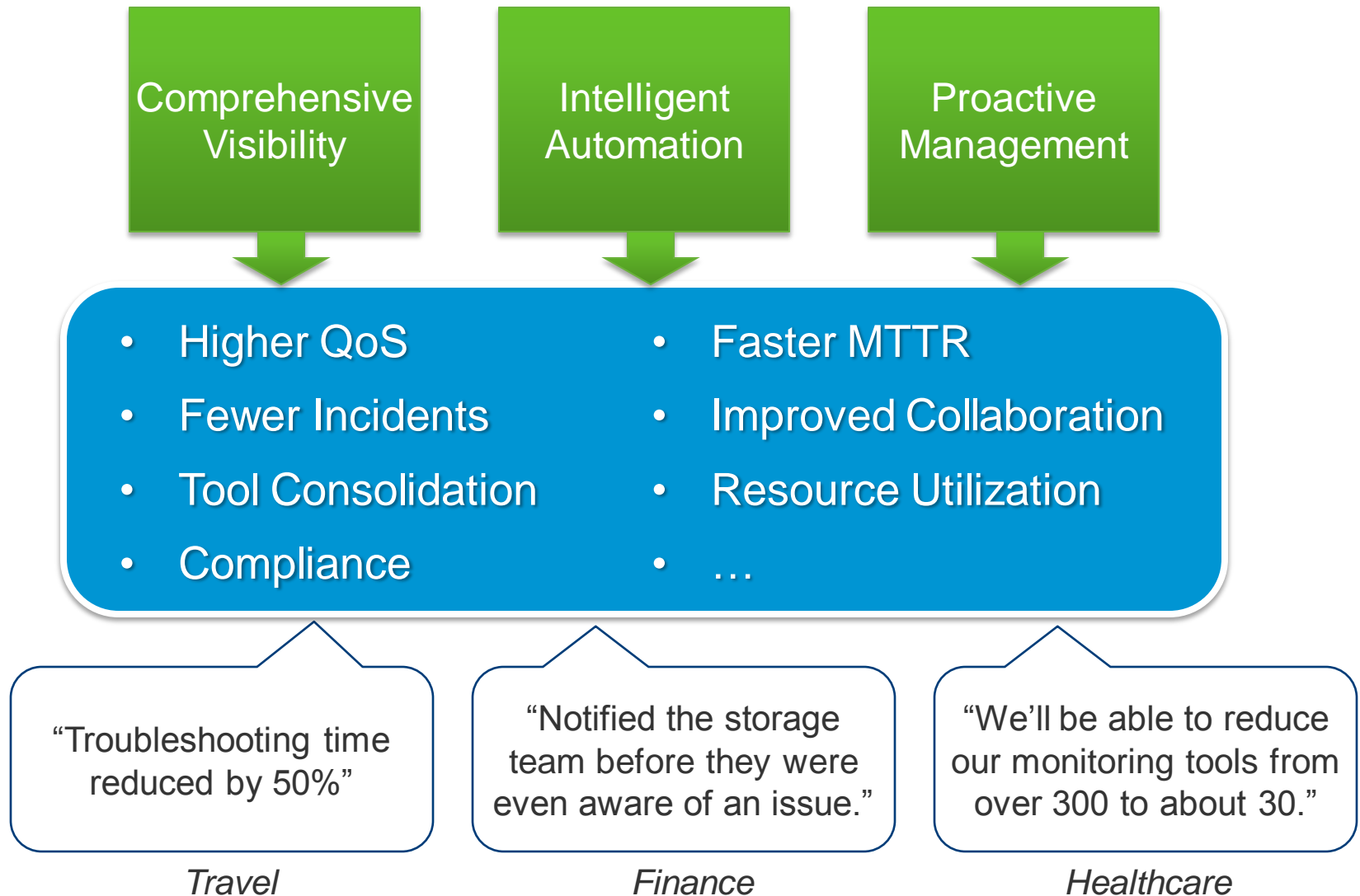
### ■ Fully integrated Suite

- Tight integration of components and capabilities
- Delivered as virtual appliance for rapid deployment
- Flexible editions model for customization

### ■ Key New Capabilities

- New Operations Dashboard for Health, Efficiency, Risk
- Smart Alerting of Performance and Capacity Issues in all editions
- In-guest change events correlated with performance and health
- Compliance Management for vSphere Hosts
- Cost-based Capacity Optimization with vCenter Chargeback Manager
- Application-dependency mapping with vCenter Infrastructure Navigator

# Business Benefits delivered by vCenter Operations



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# vCenter Operations Management Suite Packaging – NEW

## Automated Operations Management

### Small and Mid-size Business

Smaller  
vSphere  
environments

Larger  
vSphere  
environments

### Enterprise

Virtual and cloud  
infrastructure

Virtual, cloud and  
heterogeneous  
environments

#### Standard Edition

Maximize the  
performance,  
workload and  
health of vSphere.

#### Advanced Edition

Ensure best  
performance,  
highest resource  
efficiency and plan  
for future capacity  
needs.

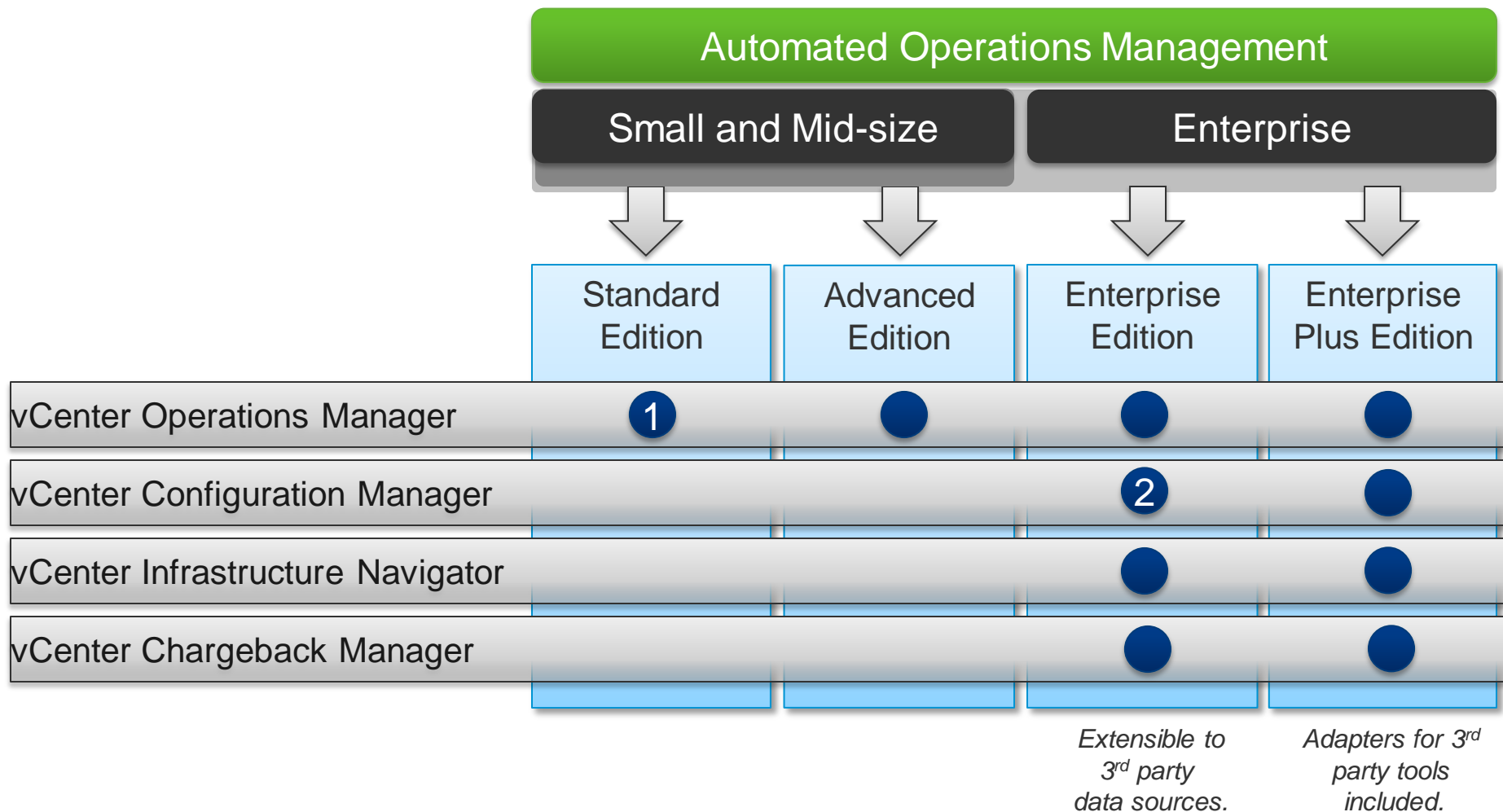
#### Enterprise Edition

Ensure service  
levels, enforce  
configuration  
compliance and  
optimize for  
efficiency and cost.

#### Enterprise Plus Edition

Everything you  
need to ensure  
optimal  
performance,  
efficiency and  
compliance in the  
infrastructure and  
inside the guest.

# vCenter Operations Management Suite Packaging – NEW

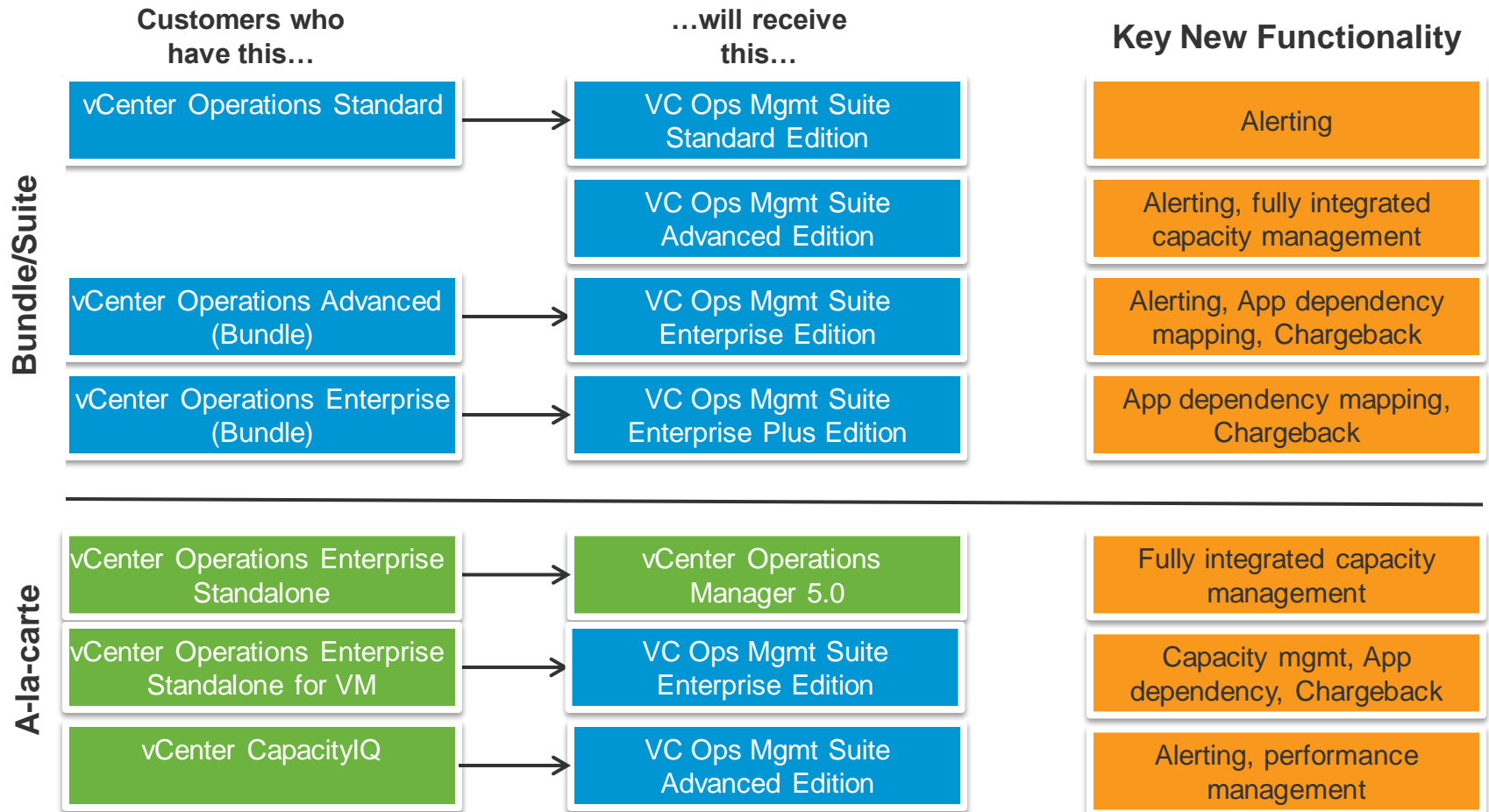


1... Performance only

2... Compliance for vSphere hosts



# Entitlementment Path for Existing Customers



Pricing and Packaging changes effective Q1 2012. Entitlements will be fulfilled at the time of GA in Q1 2012.

**Thank you!**