



Solution Brief

## VMware Cloud on Amazon Web Services

### Bringing software-defined data centre software to the AWS cloud

VMware Cloud on AWS, a joint offering by VMware and AWS, is a leading solution that enables true hybrid cloud deployment. Enterprises can now extend existing on-premises VMware vSphere based environment to the AWS cloud and leverage the scalability, flexibility, availability and global-reach of the AWS cloud platform.

The VMware software-defined data centre (SDDC) will be deployed on next generation Amazon Elastic Compute Cloud (Amazon EC2) bare metal infrastructure and provided as a managed service by VMware.

Over the years, Insight has delivered VMware virtualisation solutions to clients utilising on-premises data centres and is one of the largest VMware aggregators in Europe. In addition, Insight is an AWS Advanced Consulting Partner which together gives us an unprecedented position in the market place as your trusted partner in adopting and transforming your business with VMware Cloud on AWS.

### Why Insight

Our highly skilled experts have a wealth of experience, tools and knowledge, and a deep budgetary and operational understanding about all aspects of the hybrid cloud. We also have partnerships with world-leading technology companies, so you can be confident of the best possible service and monitoring tools for your specific environment.

## Business Challenge

A growing number of enterprise organisations are seeking an integrated hybrid cloud operating model that will enable workloads to seamlessly move to and from a public cloud platform within the following constraints:

- Lift and shift of workloads without refactoring, re-architecting or re-platforming
- Maintain existing tools and processes to operate both environments
- Leverage existing investments
- Maintain unique hardware configurations with granular control over the placement of apps and data

Organisations with multiple data centres located in different geographies will often find it difficult to consolidate and manage their IT environments. This is even harder for those organisations that achieve growth through mergers and acquisitions.

Lastly, migrating enterprise workloads like Oracle and SAP into native AWS can be challenging and businesses are keen to leverage the benefits of the public cloud to run these workloads.

## Our Solution

Deploying VMware Cloud on AWS requires expert skills and experience to architect, design and implement to ensure return on investment and enable your teams focus on delivering value to your end users.

Insight VMware Cloud on AWS propositions offer businesses two key services:

1. Professional Services - which include a 'VMware on AWS Solution Workshop'. To help our clients get an overview of VMware Cloud on AWS, Insight offers discovery workshop with one of our AWS Cloud Consultants to understand your business objectives and pain points. The workshop also includes a hybrid cloud readiness assessment and a high-level TCO analysis.

Insights also offers a fully delivered 'Assessment, Build and Migration' VMware on AWS Service'. This service helps our clients to assess their existing on-premises VMware environment/s to identify the required number of hosts, network and vSphere configuration and workload dependencies. This enables the design of the required SDDC environment/son AWS and subsequent migration of application and data. Additionally Insight can support clients identify and setup use cases for native AWS services. Billing Services which will enable our clients to procure the required number of hosts on VMware Cloud on AWS. We also provide billing services for the linked AWS account to enable our clients to pay their monthly consumption via an invoice in either GBP, USD or EUR at no extra cost.

2. Onboarding Services which will enable our clients to procure the required number of hosts on VMware Cloud on AWS. We also provide billing services for the linked AWS account to enable our clients to pay their monthly consumption via an invoice in either GBP, USD or EUR at no extra cost.

## Our approach



## Customer Use Cases

Cloud Migration	Data Centre Extension	Disaster Recovery	Enterprise Apps & VDI solutions
Consolidate multiple data centres by using VMware Cloud on AWS to rapidly and easily migrate vSphere-based workloads to the cloud. Leverage familiar VMware tools and skillsets to accelerate cloud migrations. Reduce the risk and cost of migration.	Running out of capacity? Want a global-reach? Want a dedicated test/dev environment? Easily extend your VMware footprint into the AWS cloud and benefit from consistency and scalability in a fast and cost-effective way.	Avoid investing in secondary data centre for disaster recovery of vSphere-based workloads. Leverage VMware on-demand disaster recovery as a service to simplify disaster recovery operations and only pay for the resources used during the disaster period.	Seamlessly migrate targeted enterprise workloads like SAP and Oracle to the cloud without VM conversion. Consolidate your VDI solution using VMware Horizon 7 and deliver virtual desktop and application to your users leveraging the global reach of AWS cloud.

For more information please contact your Insight Account Manager.