

How VMware Cloud on AWS is generating a Synergistic Effect for Enterprise Customers?

Hello everybody and welcome to the HCL Podcast on Hybrid Cloud Services. This is Deeksha Sehgal. I am a part of Product Management Group. I'll be briefly talking about the offering VMware Cloud on AWS and how HCL has conceptualized it to extend maximum benefits to its customers, leveraging its Hybrid cloud service experience and capabilities?

So, let's get started.

Business models are continually evolving as new technologies, tools, and ways of working emerge across industries. This major technological and legislative transformation is compelling enterprises to develop business strategies that reduce time to market, strengthen regulatory compliance, and embed security. Thus, enterprises are on a constant lookout for effective ways to scale digitally, with agile methodologies. We see that customers desire for a tight integration between on-premises and cloud services for their applications, without disrupting their existing IT landscape or upgrade their legacy applications. We realize that companies embrace hybrid cloud i.e an environment designed to extend on-premises applications to the public cloud, which is the preferred environment to run modern workloads that talk to legacy applications in the data center.

What leads to the invention of VMware Cloud on AWS?

Over the last decade, the cloud has changed the way nearly every organization works and its adoption has become an integral part of the long-term vision for organizations. In fact, as per the recent study conducted by renowned market research firm reflected that 88% of organizations are adopting a hybrid IT approach. Due to this tectonic shift in industry trends and challenges faced by customers in migrating workloads to the cloud environment paved the way for this offering. Customers who were looking to migrate workloads to the cloud environment they figured out that, with a lack of a consistent platform for their on premise and cloud environments, they need to re-architect the applications and re-train their employees on how to utilize this environment & manage workloads sitting in cloud. They encountered lack of visibility & control comparative to what they used to have while managing their workloads on-premises. Customers also feel kind of locked-in to this new environment because of huge investments already made into rebuilding applications, hiring new resources, or buying new tools and also rise in cost was clearly visible across the board for migration & rebuilding.

The emphasis laid on development of this offering was more around creating a consistent architecture/platform to manage workloads for making operations coherent and embedding security at fundamental layer. The consistent architecture across different types of environments basically alleviates the need to re-architect applications and hiring people to manage it. It enables customers to optimize costs by providing a unified environment to migrate, extend and manage on-premises vSphere-based environments on to the public cloud seamlessly and rapidly, leveraging the existing investments on skillsets and expertise of familiar VMware tools & technology.

What exclusively is being offered by VMC on AWS?

VMware cloud on AWS at the most elementary level is what we call is VMWare cloud foundation or software defined data center stack comprising vSphere ,vSAN and NSX just sitting on AWS backbone so it gives customers the ability to consolidate data centers into cloud and migrate their workloads.

This entrenched offering acts as a robust accelerator embracing business resilience, agility, and cost-efficiency so that its customers can harness the power of a truly compelling integrated hybrid cloud model with enterprise-grade capabilities.

Use cases for customers:

Customers need to identify what kinds of applications needs to position where?

Customers that have urge for growth and expansion, they want to **expand into the cloud** with a lot of **scalability** which cloud can offer, instead of purchasing new hardware.

They need to **consolidate resources on premise and just migrate workloads** out of their data center as a whole but again what we see most of the time is that there is a need for a **workload flexibility** across multiple types of environments. Customer sometimes have a requirement of **bursting into the cloud** in a secure way during seasonal peaks.

So, With 17 AWS regions capable of delivering VMC across the globe, and with Horizon 7 VDI on VMC, the platform can be leveraged to quickly set up and scale. VMware Site Recovery and VMC on AWS provide infrastructure **risk mitigation** and enable customers to implement proactive **disaster avoidance**.

Techno-functional benefits that VMC on AWS unlocks for an organization is remarkably in terms of achieving:

- Lean operations
- Bi-directional application migration without downtime
- Reduction in labor hours of operations with huge reduction in data center operating costs

What is the role of HCL being the trusted SI partner?

As we all know, the complexity, cost and risk involved in cloud migrations often stand in the way of successful digital transformation. HCL brings core capabilities for VMC on AWS implementation with an ecosystem of partners, standardized and validated blueprints. HCL simplify the transformation journey to VMC on AWS with its key competencies varying from consulting approach, modernization practices, and operational excellence.

- HCL's strategic partnership with VMware and Premier consulting Partnership with AWS helps enterprises to realize the benefits of VMC on AWS in its true sense.

- Customers can leverage HCL's VelocITy i.e a holistic framework encompassing end to end service delivery of hybrid cloud solutions catering comprehensive assessment of hybrid cloud maturity and adoption roadmap for customers. HCL had successful customer journeys with VelocITy across the globe delivering benefits like programmable infrastructure, and analytics-based agile operations while reducing IT overhead by workloads modernization.
- We give a customer-centric experience by demonstrating extensively tested & validated VMC on AWS use cases.

Our goal is just to help customers and make their hybrid cloud strategy as effective and efficient as possible.

To summarize, a hybrid cloud approach & strategy is the way forward to respond to dynamic and ever-changing business needs and VMC on AWS is the perfect offering to fuse both the worlds i.e on-premise and public cloud. It is crucial to work with a partner who helps you locate the blind spots while making cloud decisions and charting out a plan perhaps a phased approach with a timeline, the requirements for the applications and the other stakeholders that need to be engaged. So that customers can actually shift the focus of IT to be more strategic and stop just managing hardware and licensing but instead really figure out ways to provide more value to business holistically and derive benefits commercially.

That's it for today.

Once again, this is Deeksha Sehgal And I thank you for your time. And before you go, do share your feedback

Have a good day. Stay safe. Stay healthy.