

ORACLE

Cloud VMware Solution

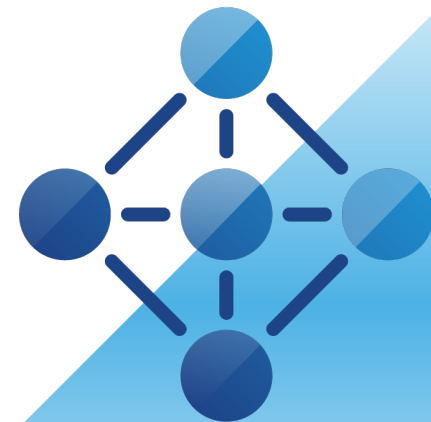
Business and Technical Overview

Product and Technical Marketing
CIBG, VMware

vmware®



Accelerate Digital Transformation with Cloud-First Strategy



Key Business Drivers For Accelerating “Cloud-First” Strategies

Elastic scale, intrinsic security, modernization



Capacity

Scalable infrastructure to meet additional capacity needs in a cost-efficient way



Security

Protect compute, network, storage, data and application stack across all the endpoints



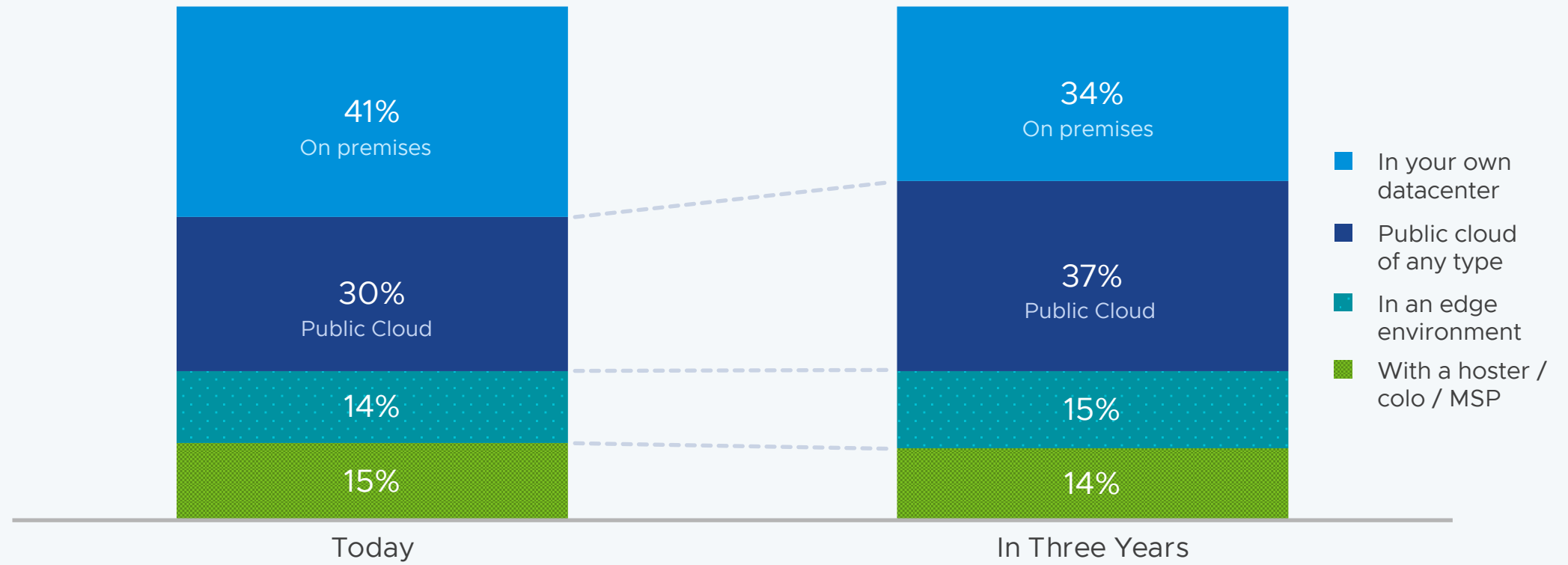
Application Modernization

Accelerate the pace of application and infrastructure modernization across the value chain

Workload Environments Are Expected To Further Diversify

Over the next three years

“Considering all of your organization’s applications, approximately what percentage is deployed on each type of IT Infrastructure platform today? In three years?” (Average deployments shown)

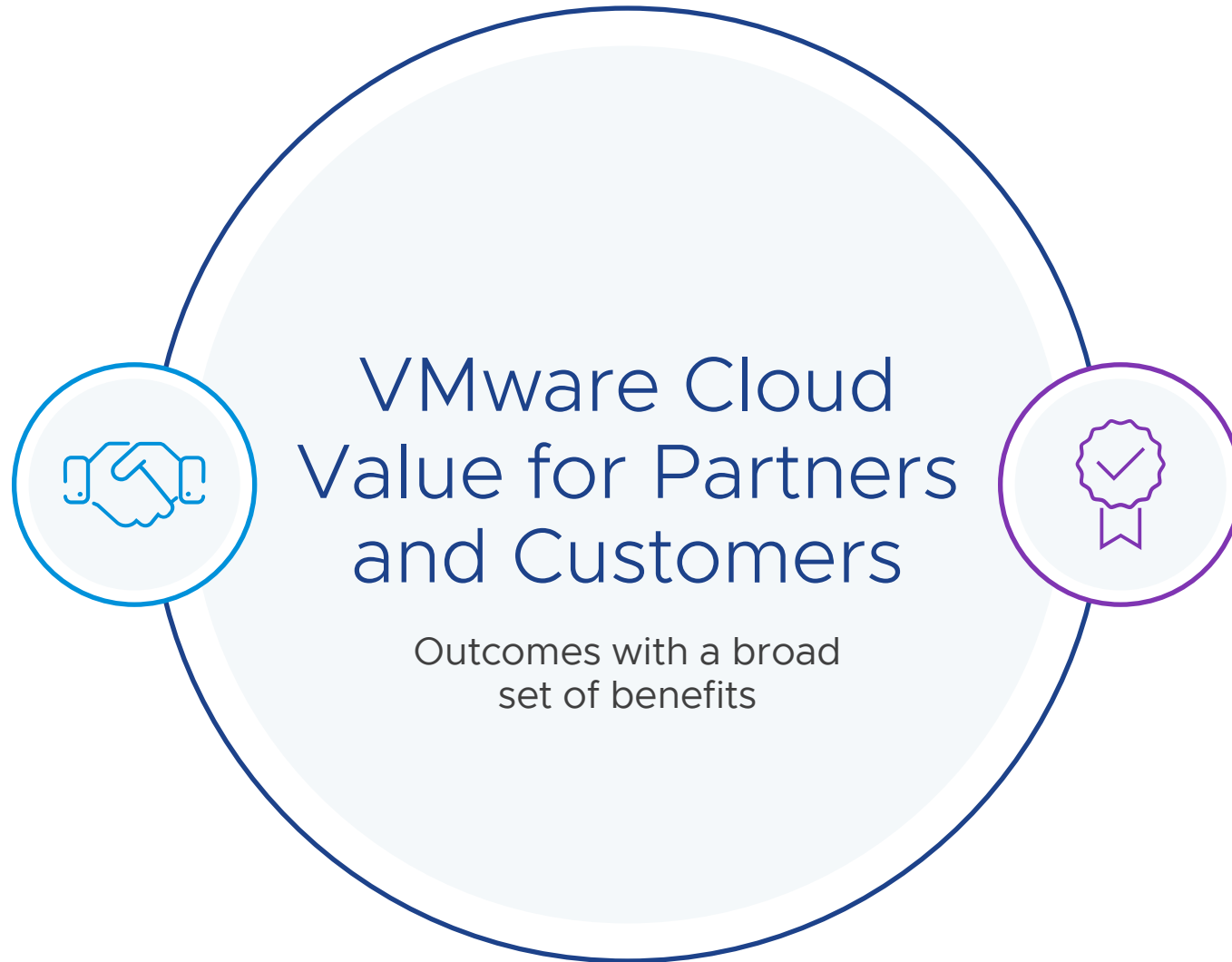


For Partners

Opens new monetization opportunities with value-added services, and augments value of existing VMware offerings and skills

6-10x

for value-add services (consulting, assessment, migration, managed, etc.)



For Customers

Best of both worlds—any public and private cloud with a best-in-class integrated platform for existing and new applications

59%

savings on infrastructure and operations over traditional on-prem¹

Enterprises Are Adopting Multi-Cloud Approaches

But operating a multi-cloud environment is difficult

“Unifying On-Prem and Public Cloud Infrastructure Management is a Priority for 65% of Organizations Worldwide.”

Gartner ¹

But transforming IT to public cloud is **slow, expensive...** and **complicated**



Slow

70% of participants identified that their organization has had one or more cloud projects fail or be delayed due to a lack of skills or longer migration time



Expensive

When it comes to cost, 99% of respondents identified that operational costs exceeded expectations with 44% saying costs are exceeded more than 50%



Complicity

“57% of all respondents identified that infrastructure management in the public cloud is more complicated than on-premises infrastructure management.”³

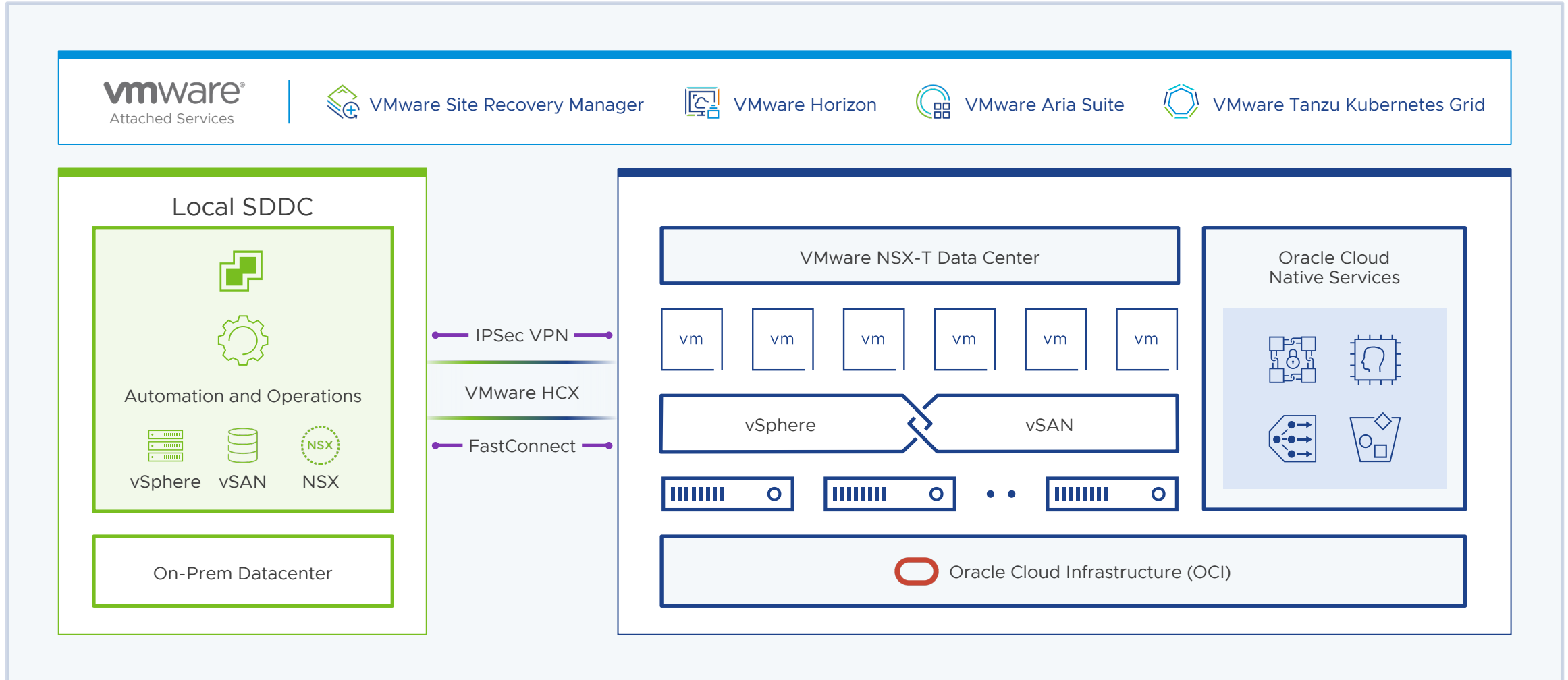
ESG ²
Enterprise Strategy Group

Oracle Cloud VMware Solution



Oracle Cloud VMware Solution

Solution overview



Security



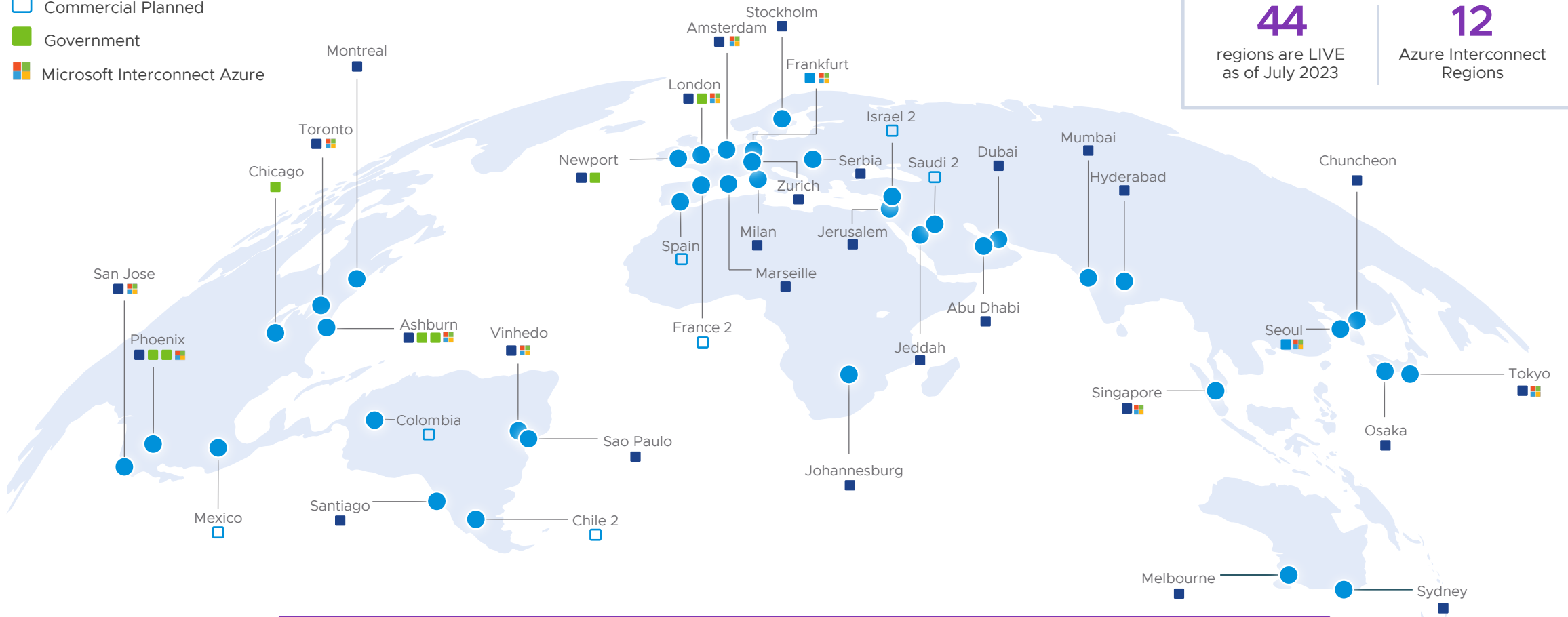
Global Locations

- Commercial
- Commercial Planned
- Government
- Microsoft Interconnect Azure

July 2023

44
regions are LIVE
as of July 2023

12
Azure Interconnect
Regions



The OCVS Solution is available from Day 1 across all the OCI regions

Key Strengths and Capabilities

Oracle Cloud VMware Solution

KEY STRENGTHS



Oracle Cloud Platform Strengths

Oracle Cloud VMware Solution is a native tenant to Oracle Cloud Infrastructure. The solution can leverage all the benefits that OCI has to offer.



Accelerated Migration

Workload migration Powered by VMware HCX



Flexible Options to deploy VMware SDDC

More compute, network and storage with Oracle Dense and Standard bare metal compute shapes



Customer Managed Solution

It's the only customer managed solution from VMware Cloud portfolio



Consistent Operations with lower cost

Leverage existing skills with familiar VMware tools

Oracle Cloud Infrastructure

KEY STRENGTHS



Global Reach

More than 40 OCI regions with uniform pricing across all the geo locations



GovCloud

FedRAMP High / DISA IL5 compliant to run the US Government workloads



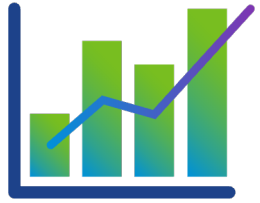
Enterprise Ready

Gain the benefits of scale and agility provided by Oracle Cloud to run the enterprise workloads

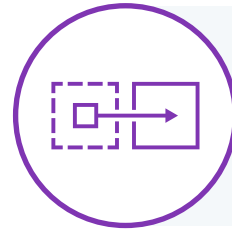


Harness the Data Analytics

Take the benefits of data analytics services to deliver AL/ML application workloads
Remove data silos, converge and gain new insights



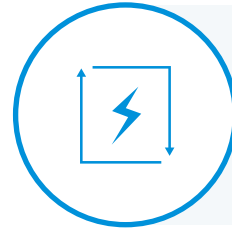
Value Driven Use Cases



Cloud Migration



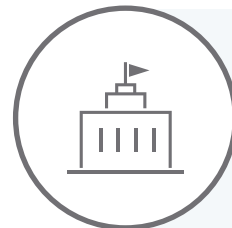
Datacenter Extension



Disaster Recovery



Application Modernization



Government Cloud

Feature Updates



Compute

Widest range of deployment options

Deploy VMware SDDC with variety of dense and standard compute shapes

Intel Shielded Instance

Strengthen security with secure boot and trusted platform module

Deploy HPC workloads

Deploy high performing compute (HPC) workloads with AMD EPYC E4 Dense compute shape that offers 128 OCPU and 2 TB of RAM



Core OCI

OCI Monitoring and Notification

Monitor VMware SDDC stack with OCI monitoring and notification tools

Expanded Global Regions

OCVS is available across all the 42 OCI regions, including the new ones added recently

Dedicated Region,

cloud@customer

Deploy OCVS at customer datacenter using OCI cloud@customer stack



Storage

OCI File Storage Service

Scalable, secure, enterprise-grade secondary storage solution for VMware SDDC

iSCSI Block Storage

Extend VMware SDDC Storage with OCI Block Storage Volumes using iSCSI protocol



Partner Ecosystem

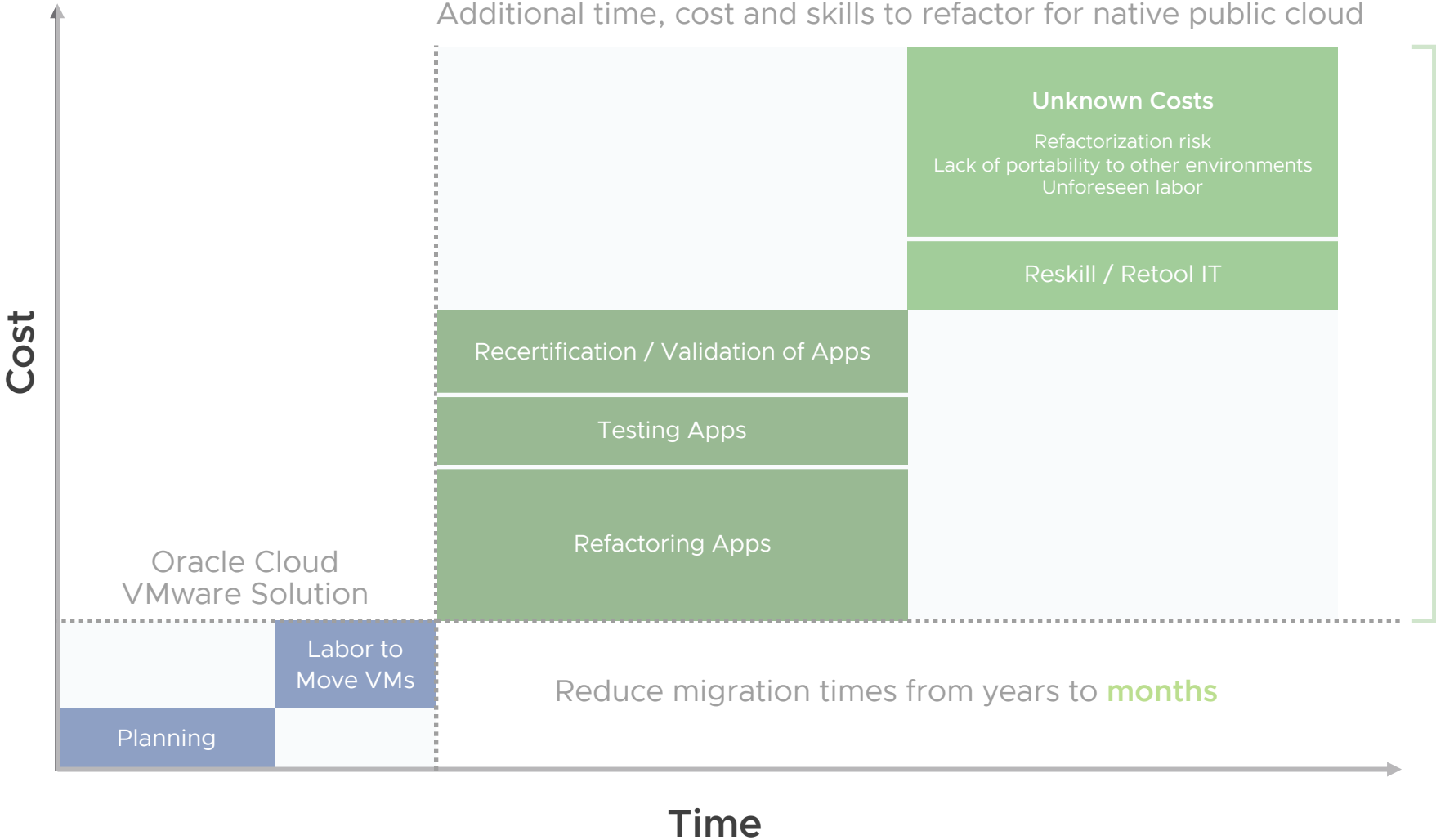
Third-Party Product Validations

Third party solution validation

Reducing the TCO with OCVS



Cost of Migrating to Public Cloud



Save
69%
by eliminating
costly rework
and refactoring

OCVS Pricing

flexible pricing options



Uniform pricing across all the OCI regions



Hourly and monthly commitment options are ideal for test / POC or cloud-bursting scenarios



One-year and three-year commitments are ideal for steady environments requiring longer retention periods



Source

via.vmw.com/ocvs-pricing



Proven TCO Savings with OCVS

Unprecedented scale and agility with lower TCO



DOWNLOAD TCO
INFOGRAPHIC

vmware®



TCO Saving

AYA Bank improves efficiency and lowers the **Total Cost of Ownership (TCO) by 55%**



Unprecedented Scale

OCVS allows you to deploy the largest VMware SDDC environment in the public cloud with **54.4 TB** of storage, **2 TB** memory and up to **128 OCPU** per node



Competitive Pricing

Oracle Cloud VMware Solution is up to **65% less expensive** than running workloads on-premises



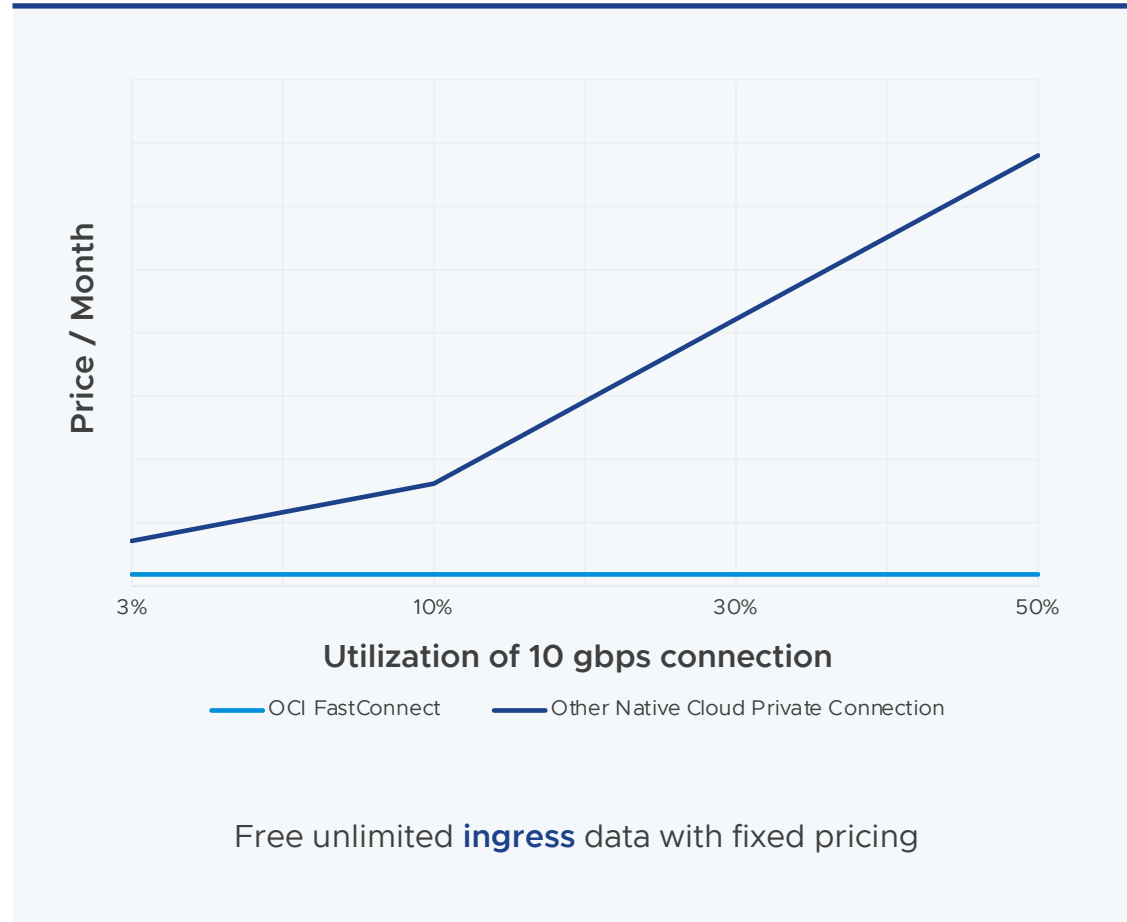
Sustainability

Reduce carbon footprint by retiring physical datacenters

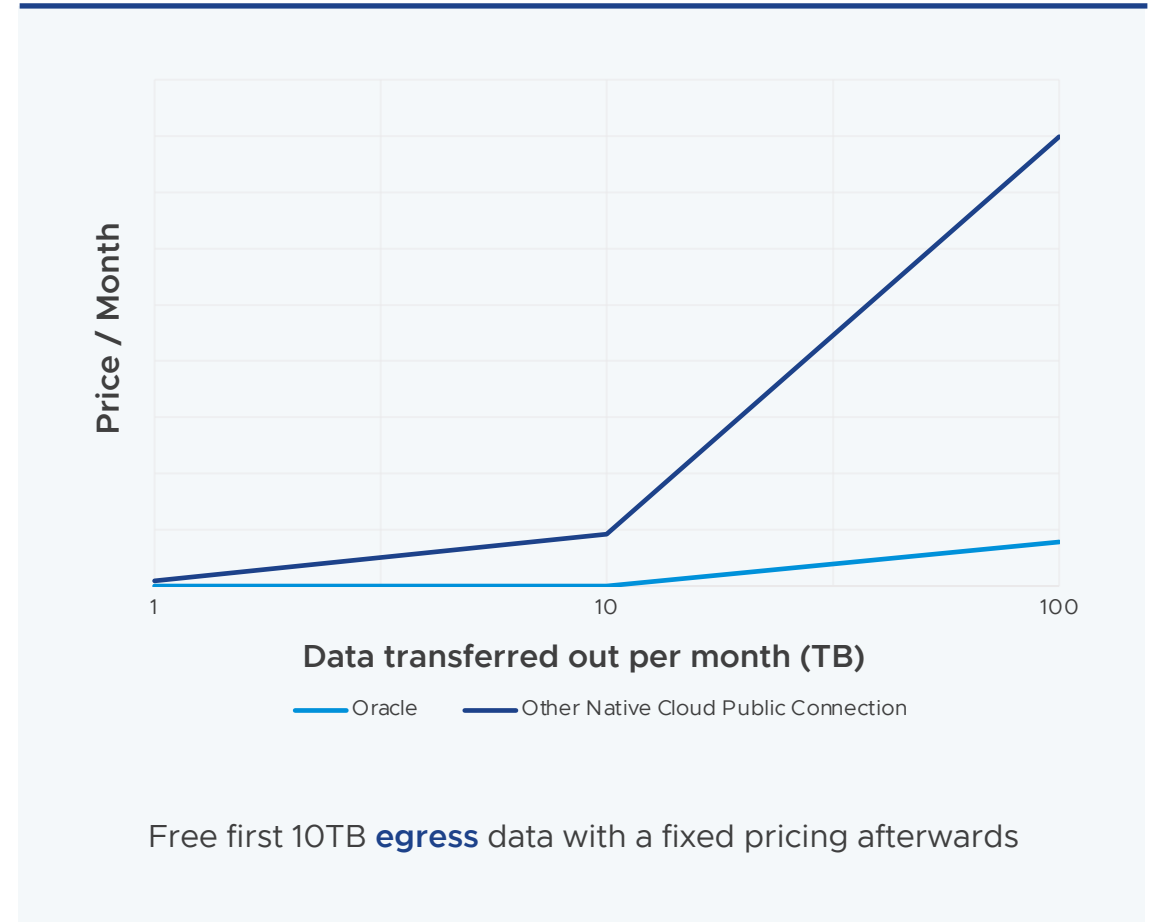
Lower TCO

Predictable and lower cost for outbound data transfer

Ingress Connection



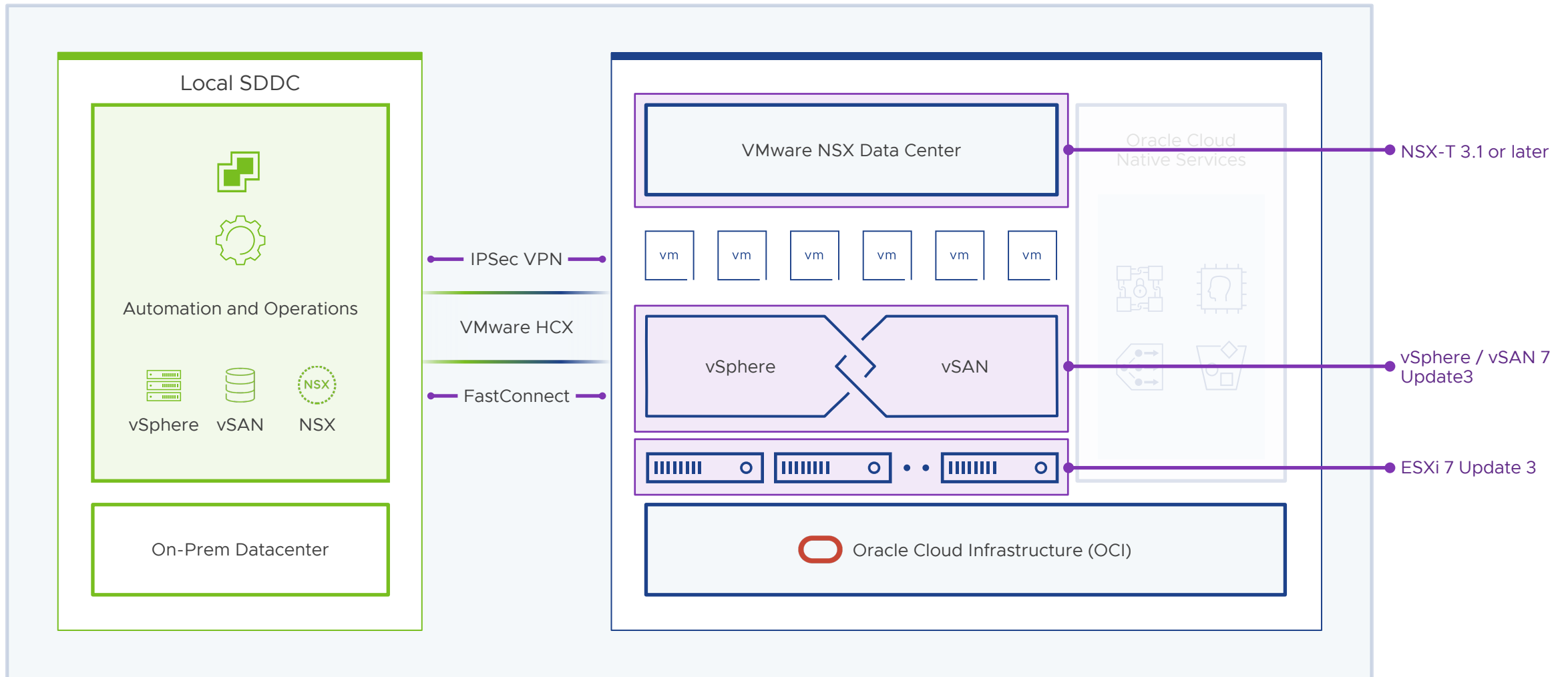
Egress Connection



OCVS Technical Overview



SDDC Bundle Specifications



OCVS Compute Shapes

OCVS Compute Shape Specifications

Existing—DenseIO Shape

Intel X7



Host
Skylake
52 Cores
@2.0 GHz
768 GB RAM
51.2 TB NVMe
50 Gbps Network

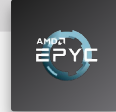
External Storage

Block Storage
File System Storage

Pricing Interval

Hourly, Monthly,
1-Year, 3-Year

AMD E4



Host
3rd Gen EPYC
32/64/128 Cores
@2.55 GHz
2048 GB RAM
54.4 TB NVMe
100 Gbps Network

External Storage

Block Storage
File System Storage

Pricing Interval

Hourly, Monthly,
1-Year, 3-Year

New—Standard Shape

Intel X7



Host
Skylake
52 Cores
@2.0 GHz
768 GB RAM
0 TB NVMe
50 Gbps Network

External Storage

Block Storage
File System Storage

Pricing Interval

Hourly, 1-Year, 3-Year

Intel X9



Host
Icelake
16/32/48/64 Cores
@2.6 GHz
1024 GB RAM
0 TB NVMe
100 Gbps Network

External Storage

Block Storage
File System Storage

Pricing Interval

Hourly, 1-Year, 3-Year

AMD E4



Host
Skylake
32/64/96/128 Cores
@2.55 GHz
2048 GB RAM
0 TB NVMe
100 Gbps Network

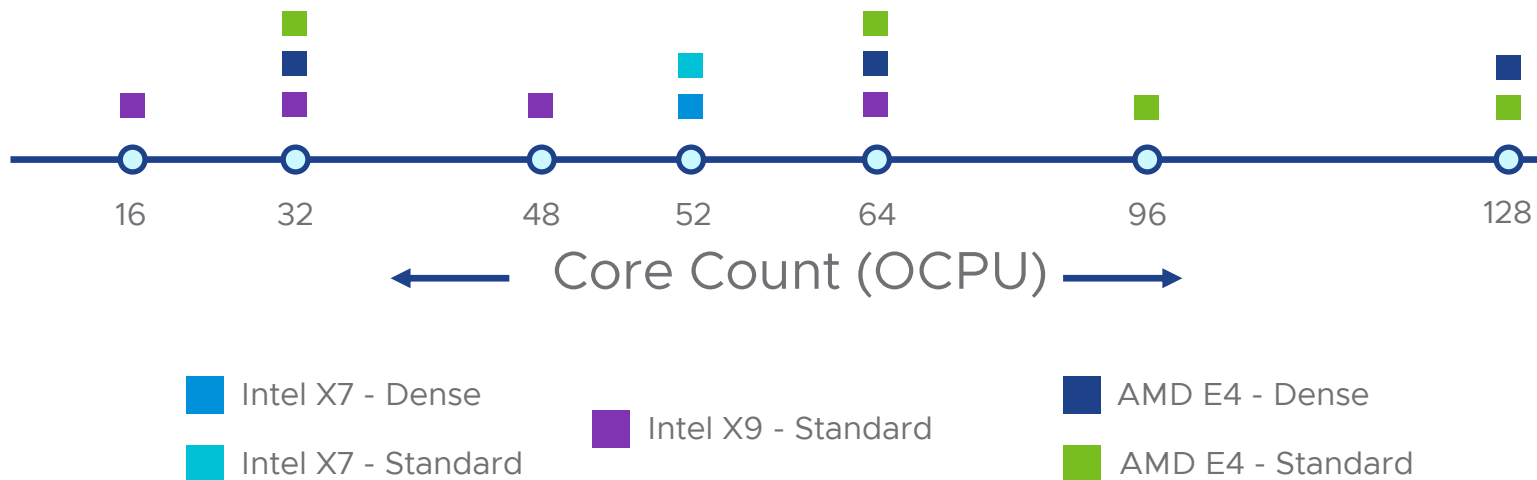
External Storage

Block Storage
File System Storage

Pricing Interval

Hourly, 1-Year, 3-Year

Widest range of deployment options available with OCVS



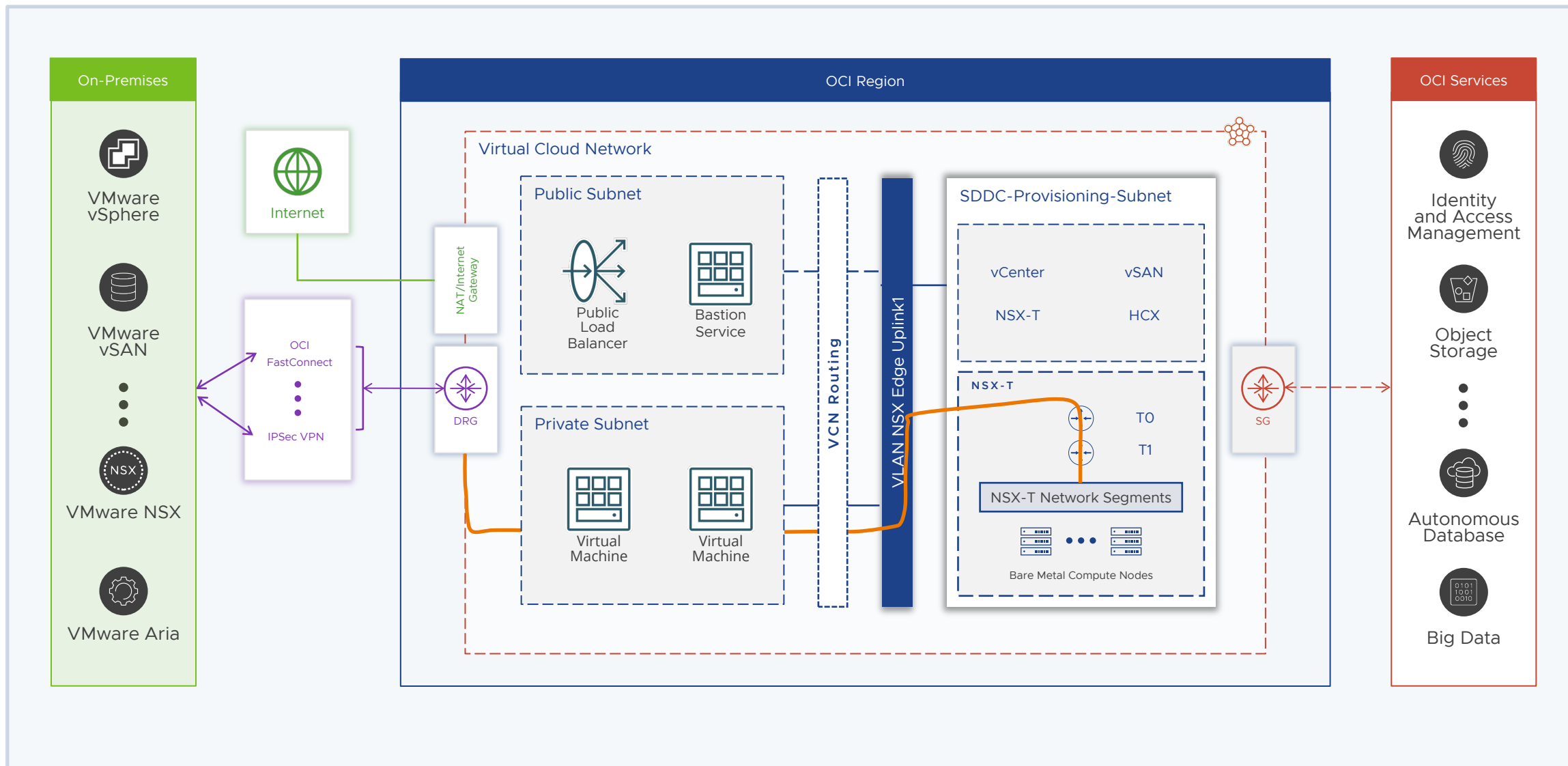
Capacity

Offering the widest range of SDDC sizing option that ranges from as small as 16 OCPU to the highest OCPU size with 128 OCPU.

Highest compute, network, and storage resources with OCVS

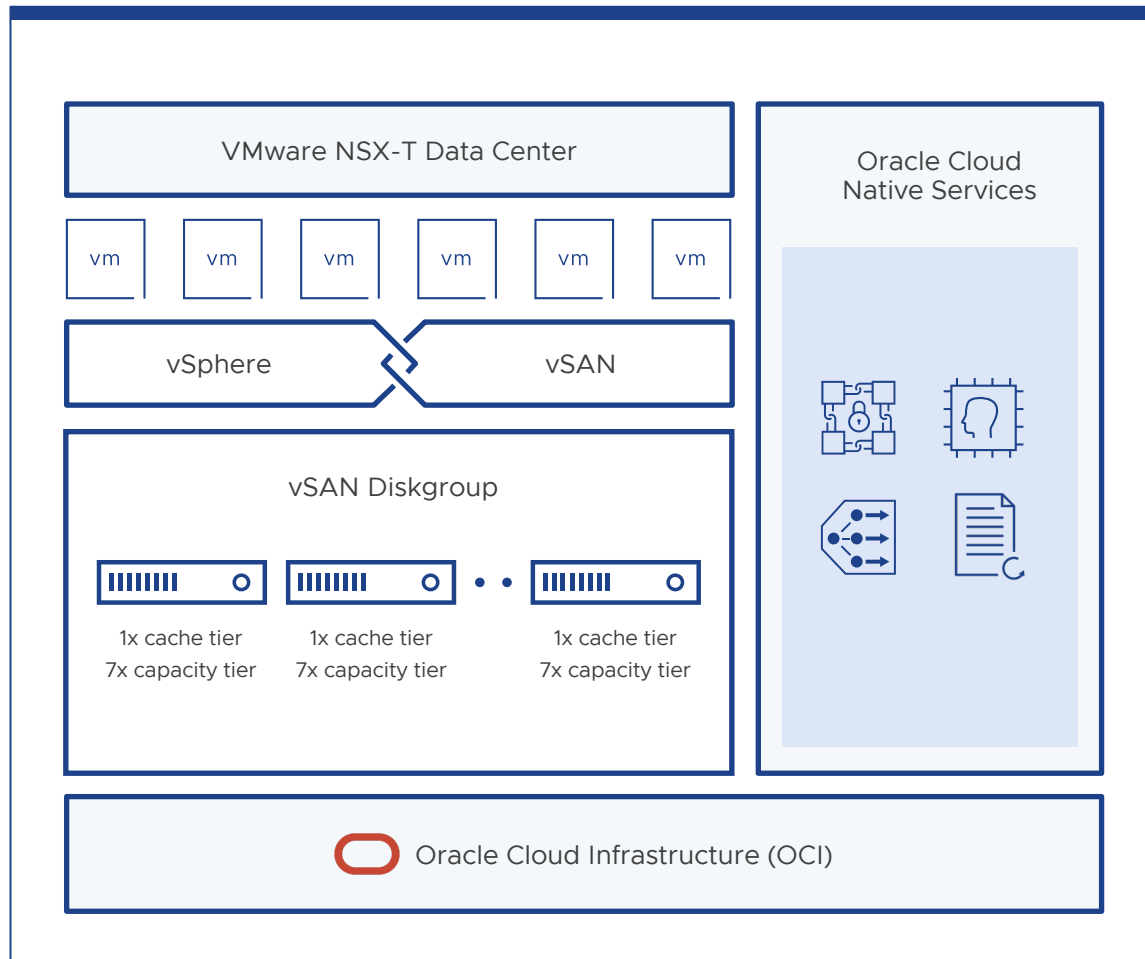
Performance

OCVS is an ideal choice to host all types of enterprise workloads such as general purpose, storage rich or high-performance compute workloads.



vSAN Storage Overview

Primary storage provider for VMware SDDC



Key Highlights

Built-in default storage for OCVS VMware SDDC

Configured as a part of the initial build workflow

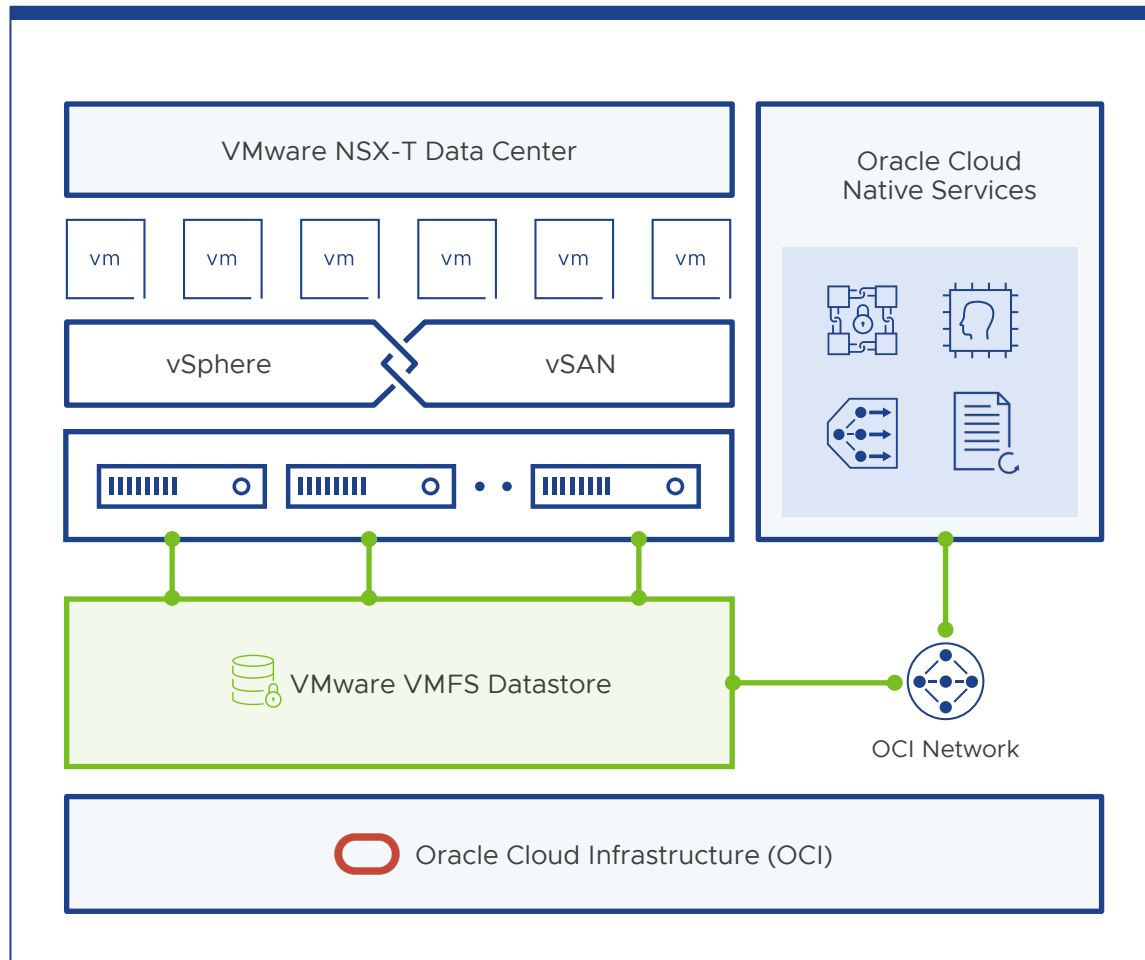
No compromise on usable storage capacity
You can get ~122TB with Intel and ~128TB with AMD EPYC usable capacity with a three-node cluster

Leverage all the vSAN Enterprise features on the go

Full Flash Storage for the vSAN Diskgroup
NVMe locally attached storage devices for vSAN disk group

Oracle Cloud Block Storage Volumes

Secondary storage provider for OCVS VMware SDDC



Key Highlights

Primary storage option for standard compute shapes

Serves as primary storage for all the standard compute shapes

Secondary Storage option for dense compute shapes

Create VMFS Datastore using OCI Block Storage Volumes

iSCSI support

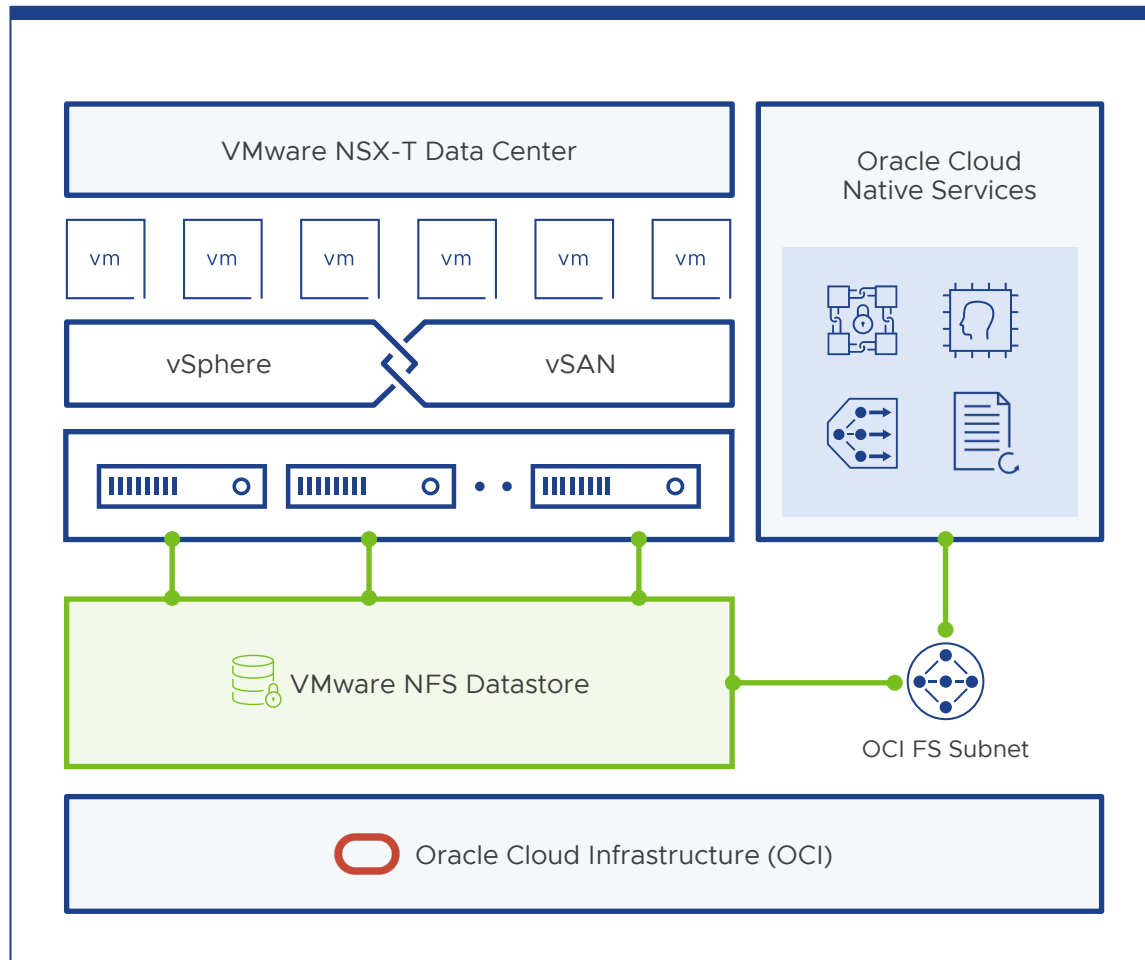
Extend OCI Block Storage Volumes with iSCSI protocol

300,000 IOPS

The OCI Block Storage Volume supports a maximum of 300,000 IOPS per volume with ultra high-performance storage tier

Oracle Cloud File Storage Service

Secondary storage provider for OCVS VMware SDDC



Key Highlights

Secondary Storage option for OCVS VMware SDDC

Create NFS Datastore on the go with OCI FS

NFS v3 support

Extend OCI File Storage Service with NFS v3 protocol

On-demand capacity

Eight exabyte of logical capacity. Pay-as-you-go pricing for storage capacity

Lower cost with OCI File Storage Service

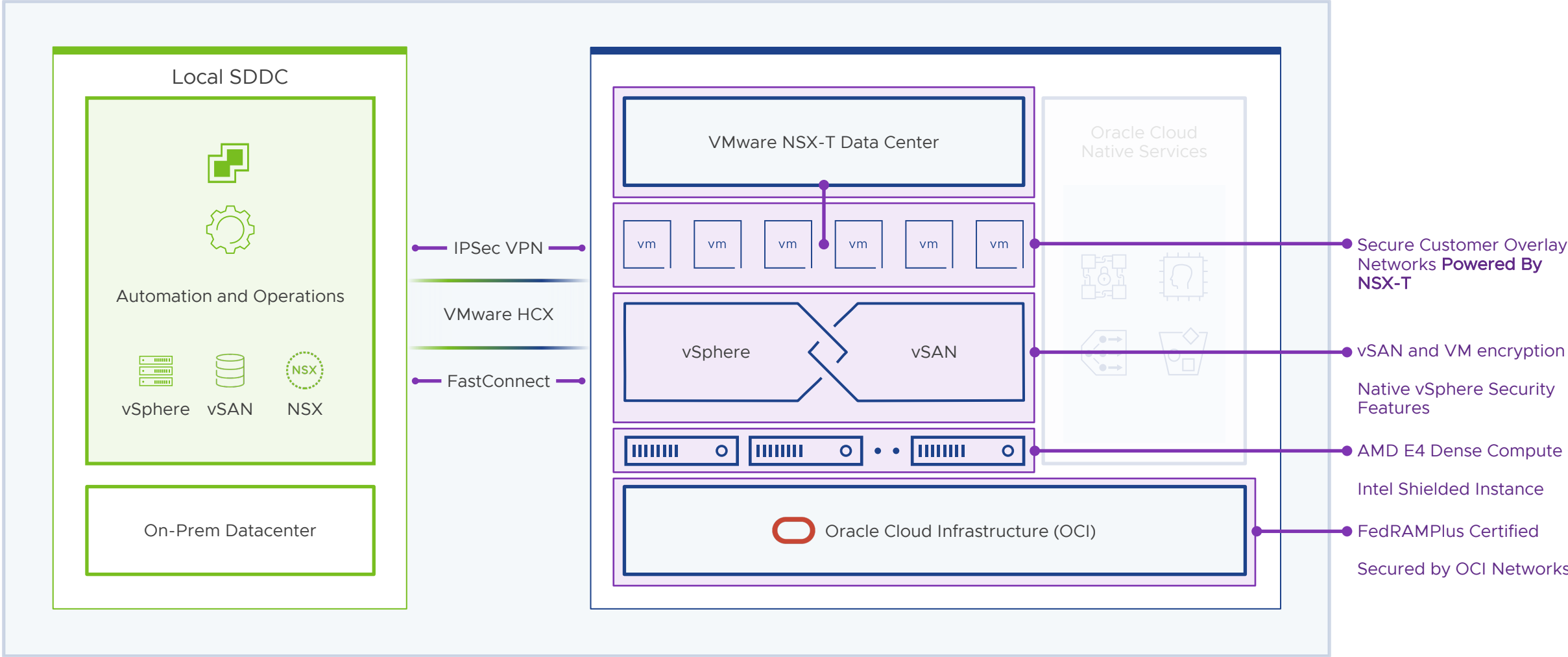
No need to pay for additional compute nodes in case of a storage crunch in the OCVS SDDC

ZERO TRUST, Built-in Security Model for VMware SDDC



Securing the Oracle Cloud VMware Solution

Security at each level of VMware SDDC



Oracle Cloud Advantages for U.S. Government

Oracle Cloud VMware Solution is inclusive of Oracle Cloud Infrastructure (OCI)

OCI Public Cloud for Commercial Enterprise

Data regions connected to global networks and work on multiple availability domains

29 Regions across the globe

Meet industry and regional regulatory compliance requirements of the region eg; GDPR for Europe, Cyber Essentials Plus, UK Cloud Security Principles, SCO

OCI for Government (Federal, Defense and Intelligence)

Serves Federal civilian, defense and intel. agencies

Dedicated Government data regions connected to government networks, with restricted internet

Three network isolated regions

Meets agency sponsored compliance as required by nation's intelligence and defense DoD IL5, ITAR and DFARS

OCI for Government (Federal civilian, state and local, tribal)

Dedicated government and citizen data regions connected to the internet

Two network isolated regions

Meets region regulatory compliance requirements of the nation - FedRAMP High JAB, and HIPAA along with SOC, ISO and PCI certifications

Oracle National Security Regions Secret and Top Secret*

Serving defense and intelligence community

Top secret region completely isolated from the internet

Meets agency sponsored compliance for IDC 503, DoD IL6 for US intelligence community

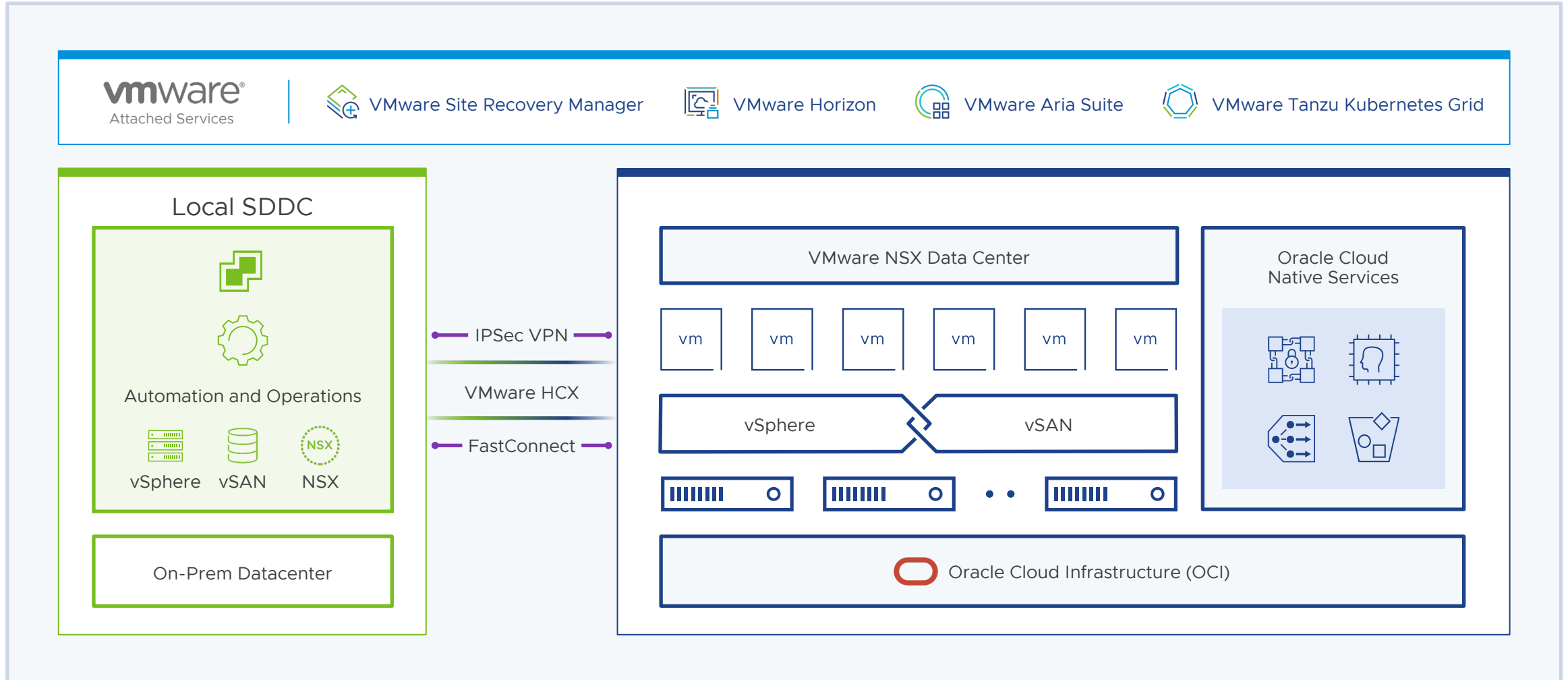
Secret and top-secret isolated regions

Extending OCVS Capabilities with VMware Validated Solutions



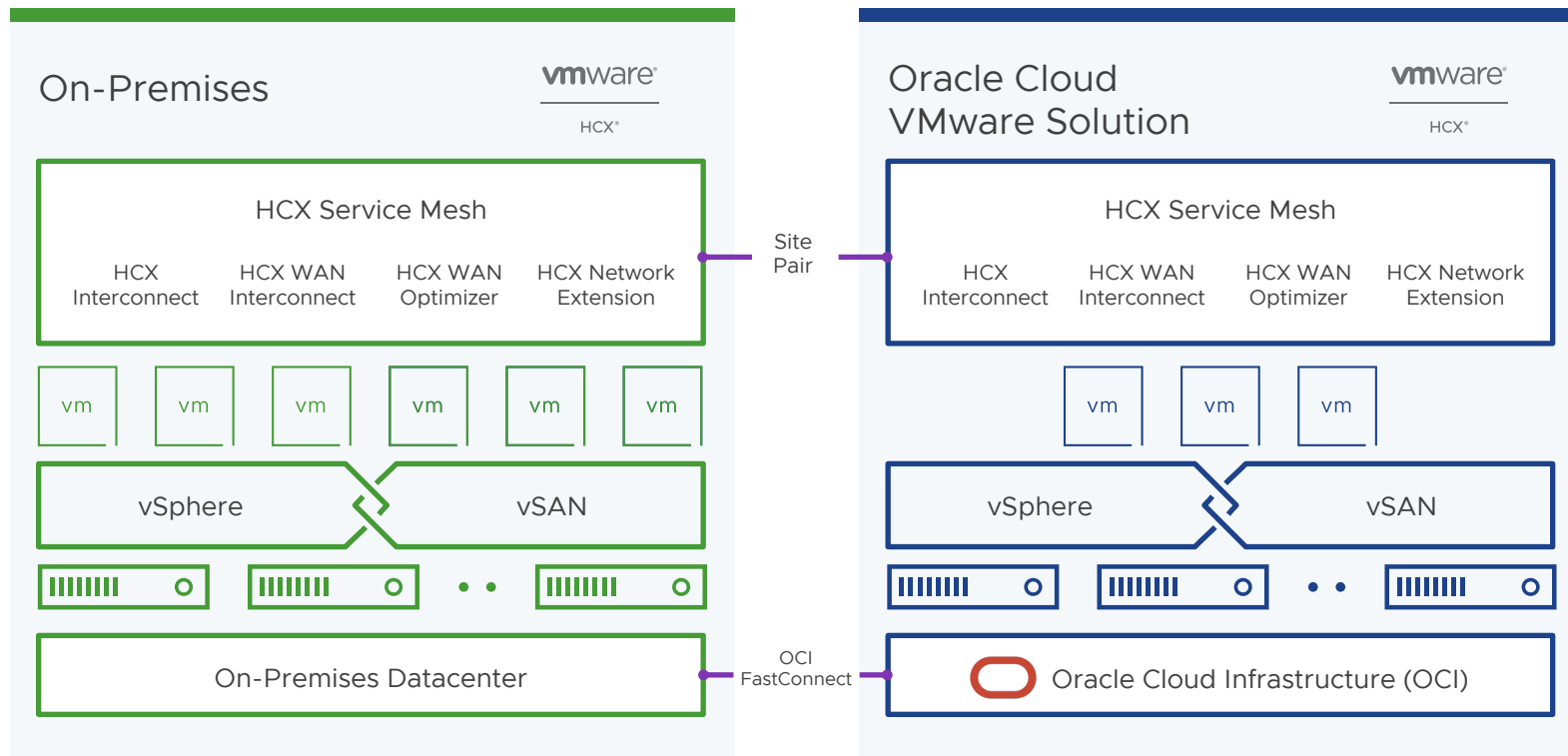
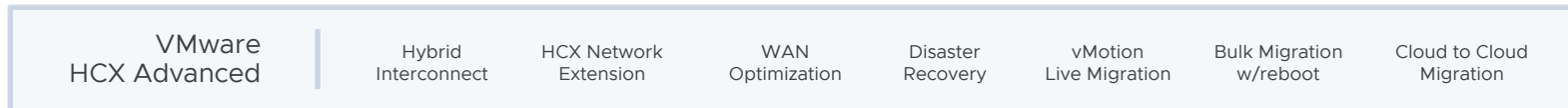
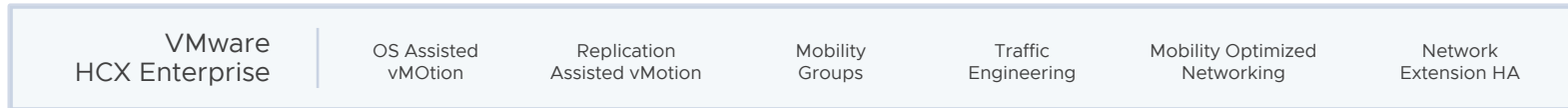
Extend the VMware SDDC Capabilities

VMware attached services on OCVS



VMware HCX on OCVS

Workload migration



Low-Cost Workload Mobility Solution

No additional cost for the workload mobility solution. VMware HCX advanced is already included in the OCVS pricing. You can always upgrade the HCX instance to VMware HCX Enterprise On-Demand

Accelerated Workload Migration

Accelerate cloud migration with zero downtime large scale LIVE migrations

Extend Layer 2 Networks

Eliminating the need to re-IP or re-factor existing workload

Enable Hybrid Cloud Designs

High throughput, multisite, bi-directional, WAN optimized, traffic engineered interconnects for hybrid cloud infrastructure

VMware SRM on OCVS

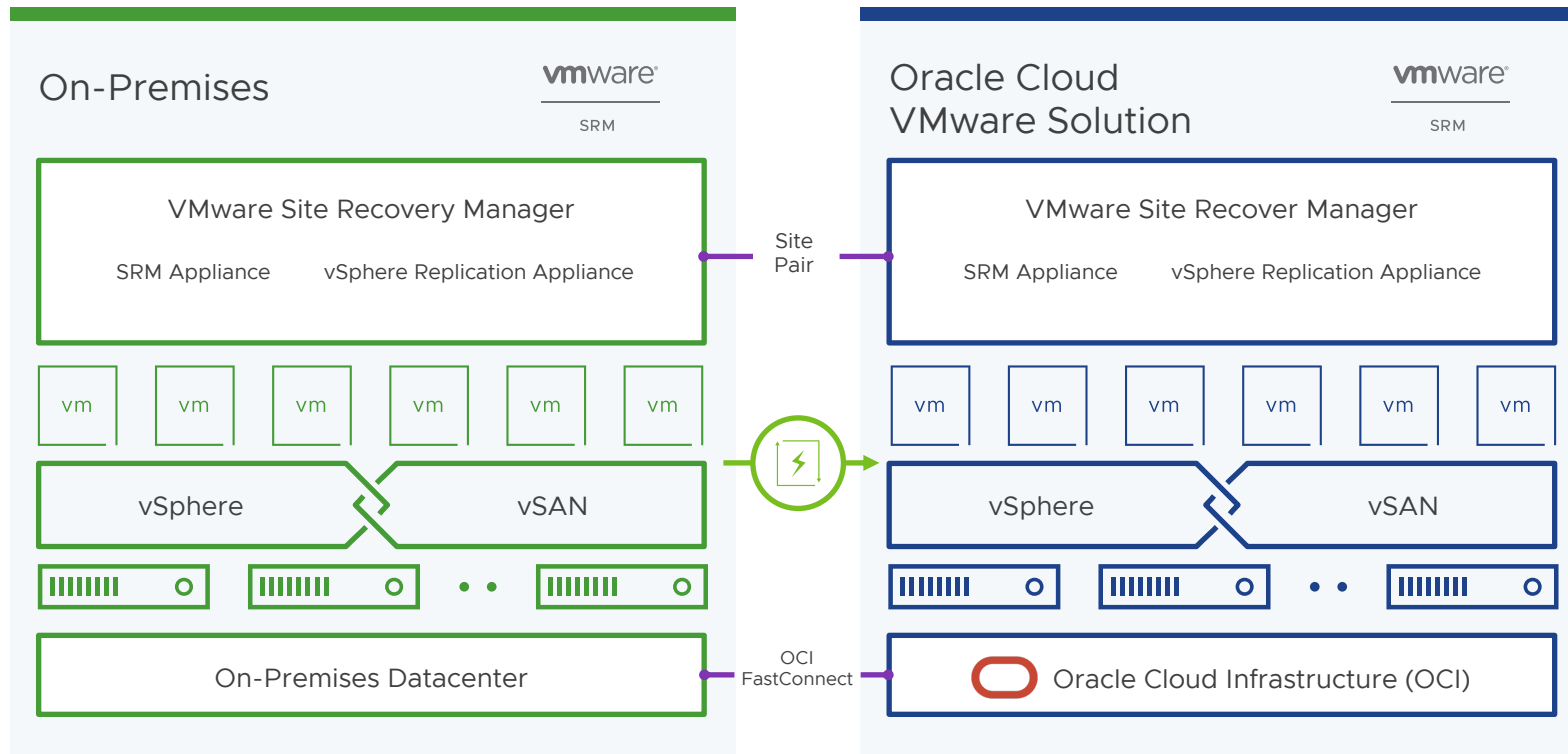
Disaster recovery and planned migration with OCVS

VMware Site Recovery Manager on OCVS

5 Min RPO

OCI FastConnect

OCI Reserved Instance



Scale and Agility of Oracle Cloud

Commit minimum compute nodes within OCVS for the DR site and scale up or scale down the compute nodes on demand

Low-Cost Storage Options

Leverage OCI file storage service or OCI block storage volume to add more storage resources on VMware SDDC

vSphere Replication

Allows access to Oracle services within the region to protect data from the internet

OCI FastConnect

Provides private, secure, high-speed, low-latency connections between on-premises networks and the public cloud

VMware Aria Suite on OCVS

Disaster recovery and planned migration with OCVS

VMware Aria Validated Products on OCVS



VMware Aria Automation™



VMware Aria Operations™



VMware Aria Operations™
for Logs



VMware Aria Operations™
for Networks

VMware Aria Consumption Options

1

VMware Aria Single Service

Use this option to jump-start your hybrid cloud experience in one to five-year license options

2

VMware Aria Universal Suite

A SaaS management suite that combines operations, cost, performance, secure configuration and automation disciplines into one license. Includes everything from single service

Endpoints Managed by VMware Aria

On-Prem

OCVS

Multi-Cloud

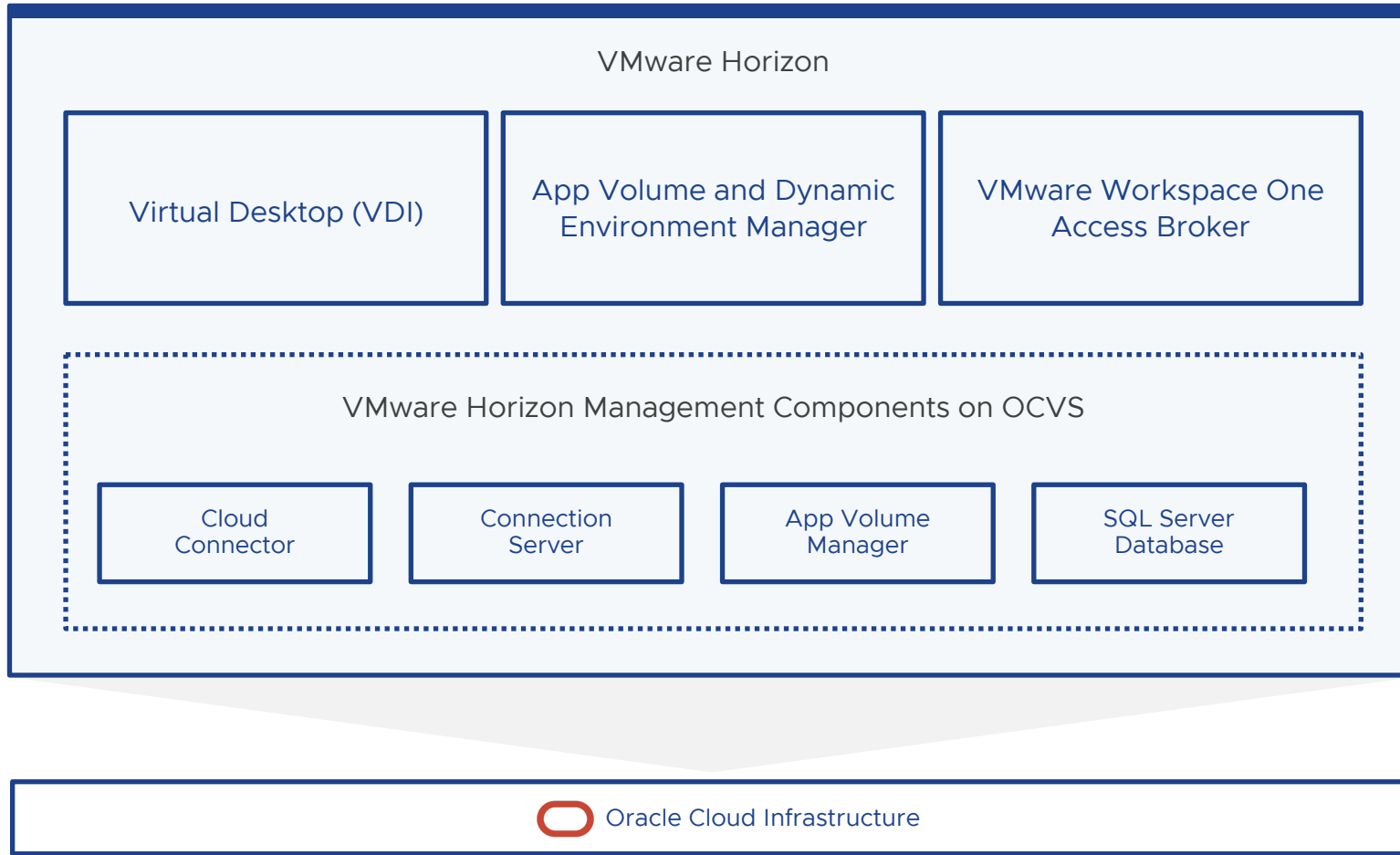
Edge

Flexible Consumption Model

Flexible consumption model with both licensing and SaaS management options

VMware Horizon on OCVS

Deliver an unparalleled VDI experience for your business



Enable Remote Workforce
Deploy Virtual Desktop Infrastructure to enable remote workforce anywhere around the globe. Provision virtual desktop using instant clone or fully clone VDI

App Volume and DEM
Instant Clones, coupled with App Volumes and Dynamic Environment Manager helps accelerate the delivery of user-customized and fully personalized desktops

Workspace One
Workspace ONE® Access SaaS can be used to broker Horizon resources

Consolidated Deployment
A consolidated design with all the Horizon components located inside the OCVS VMware SDDC

Oracle Cloud VMware Solution Customer Success Stories



Customer Logos





LOCATION: BRAZIL

INDUSTRY: TELECOMMUNICATIONS



“Using a multi-cloud strategy, we are the first carrier in Brazil to move 100% of our workloads to the cloud. It includes moving our customer billing system, our CRM, and VMware to Oracle Cloud Infrastructure. Oracle has been a fantastic partner in our technology evolution.”

-Pietro Labriola, CEO, TIM Brasil

Challenges

Decision to retire on-premises datacenter by December 2022 due to electrical power and space constraints

Solution

Migrated quickly to the cloud without worrying about refactoring their applications

Impact

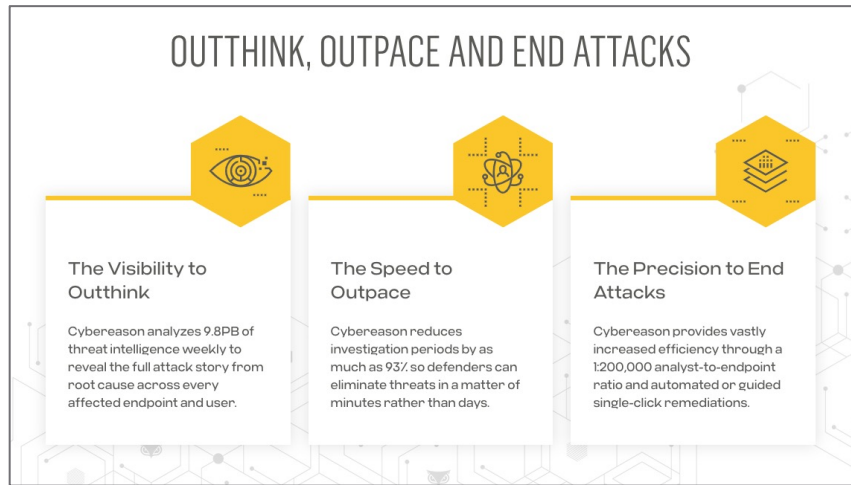
First carrier to move 100% of their IT workloads to the cloud

Strategic Priorities

Cloud Migration

LOCATION: USA

INDUSTRY: ISV



“We chose Oracle Cloud Infrastructure for its security-first approach and performance. Together, we will deliver unmatched visibility and risk reductions to our global customers base.”

-Lior Div, CEO and Cofounder, Cybereason

Challenges

Cybereason’s current CI/CD platform is running in AWS and has not met their performance requirements

Solution

Cybereason chose OCVS as it provides the customer an identical experience to running VMware on-premise

Impact

OCVS has provided Cybereason a cloud-based VMware service that exceeds the requirements for their development efforts allowing Cybereason to focus on innovation and delivery

Strategic Priorities

Data Center Extension

Available from Day 1
across all the OCI regions



Seamless access to Oracle
Cloud Native services



Oracle Cloud VMware Solution

Takeaways

Built-in security with
zero trust model



Third-party
integration



Same VMware
native experience



Resources

Contact OCVS Cloud Specialists:
HYPS-OCVS-SALES-ALL@vmware.com

EXTERNAL WEBSITES

VMware via.vmw.com/oracle-cloud

Oracle <https://www.oracle.com/cloud/compute/vmware/>

TechZone via.vmw.com/ocvstechzone

ASSETS AND DOCUMENTATION

Solution overview via.vmw.com/ocvssoln

Infographic Break Down Cloud Migration Barriers with OCVS:
<https://via.vmw.com/ocvsinfographic>

Cloud Migration Solution Brief
<https://via.vmw.com/ocvscloudmigration>

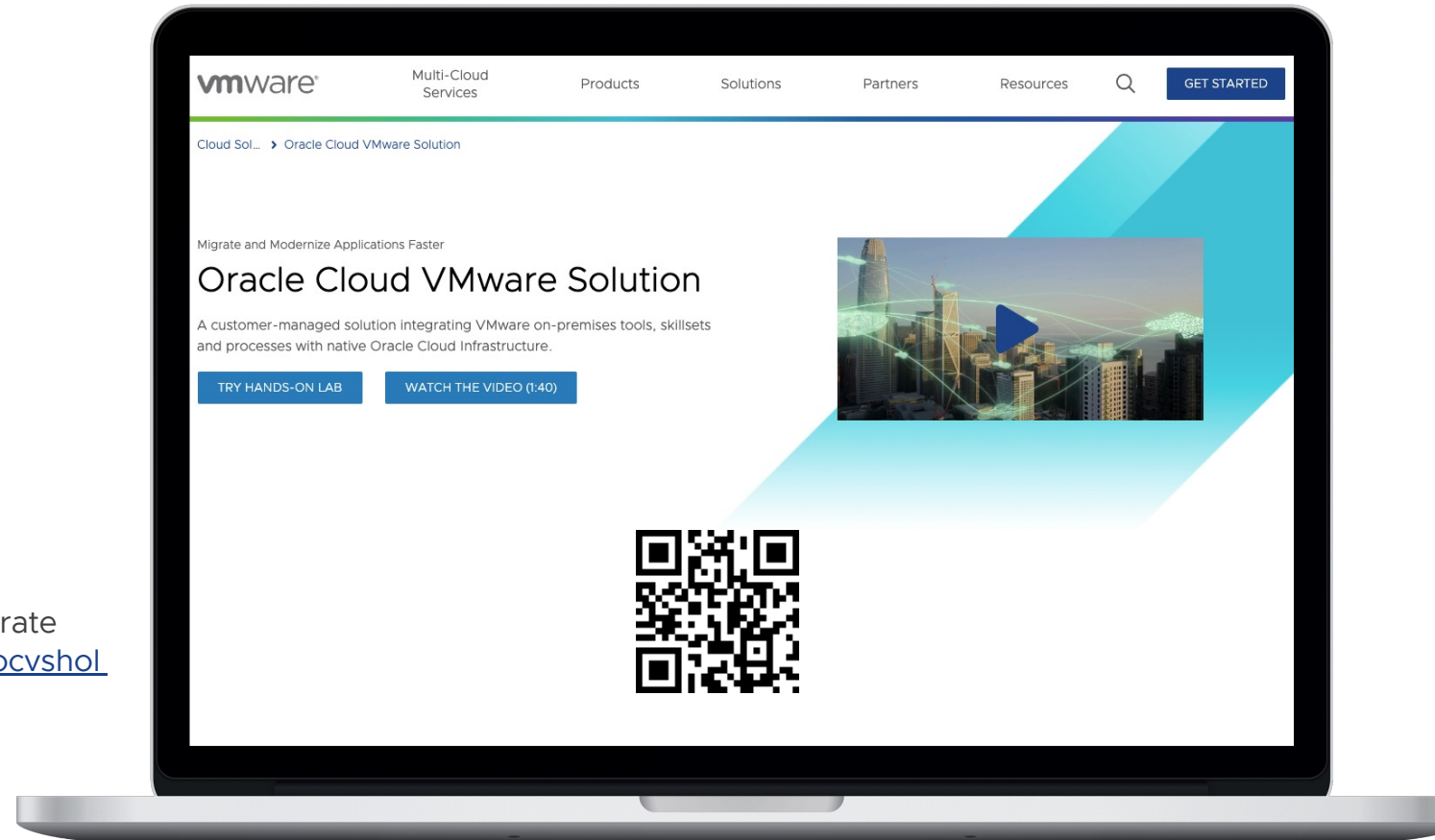
TCO infographic via.vmw.com/ocvstco

DEMOS TechZone via.vmw.com/ocvstechzone

HANDS ON LABS How to Deploy, Configure Access, and Migrate Applications to Oracle Cloud VMware Solution via.vmw.com/ocvshol

SOCIAL MEDIA

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The top-left corner of the slide features two overlapping diagonal stripes. The outer stripe is a solid, vibrant purple, while the inner stripe is a lighter, semi-transparent shade of purple, creating a layered effect.

Thank You