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IBM Cloud und VMware

a perfect combination

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Changes under Broadcom

- CSPs offerings reduced to one SKUs –

  VMware Cloud Foundation (VCF)

- Renewals from perpetual licenses to core-based subscriptions

- New criteria for partner ecosystem qualifications

- Discounts only available for 3/5-year commit, not on-demand

Client impact

- Forced to adopt new packaging and pricing

- Possible cost increases at renewal

- Overage usage at list price

- Changing partner ecosystem and support landscape

- Access to full stack VCF entitlements and capabilities

Cost implications

Client were running today	Licensing cost impact
vSphere	3-10x
vSphere + vSAN	<3x
vSphere + vSAN + NSX	~-3x
Full VCF stack	=/-

lower   higher

Depending on which portions of the VCF stack clients were already using, cost may be affected differently when adopting VCF subscriptions and can vary anywhere from high increases to potential savings.

vmware® by **Broadcom**

The original private cloud w/ large market share

➡ 20+ years of partnership

➡ 8+ years of IBM Cloud for VMware Solutions

➡ IBM is a Pinnacle partner

IBM Cloud

The most open and secure public cloud for business

VMware by Broadcom is fully committed to VMware Cloud Foundation (VCF)

IBM Cloud is the only public cloud to automate VCF deployments

Broadcom and IBM Cloud co-sell the future-proof VCF platform

IBM Cloud is ideal for all VMware workloads – Most flexible, secure, open, and lowest TCO

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VMware is the no. 1 server virtualization platform. More than 82% market share in server virtualization. All Fortune 500 companies are using VMware.

Flexibility

- Scale up or down without the concern of over purchasing or under-utilization
- Small, medium, large sizes
- Global data center locations

Compatibility

- Consistent on and off premises
- Management simplified
- Workload portability

Simple migration

- VMware on premise to VMware on the Cloud is a lift and shift.
- Migrating VMware VM's (Virtual machines) to VPC VSI's (Virtuals Server Instances) requires a conversion or rebuild of the VM to a different virtualisation format per VM. No longer a simple lift and shift but a high impact migration

Day 2 Operations

- VMware on the Cloud supports the same monitoring, logging and management procedures (day-2 operations) as VMware on-premise

Ownership

- VMware on the public cloud gives clients control over the hypervisor stack and dedication of the infrastructure. This will present the client a "private cloud" on the public cloud with on demand characteristics:
  - On demand
  - Fast deployment and scaling
  - Opex

The most open

- Full access
- No artificial limitations
- vTPM & VIB Support

The most secure

- Full encryption control
- TPM, vSAN, NSX
- FIPS 140-2 level 4 (KYOK)

The most performant

- Hardware acceleration enabled
- Largest RAM, core and GHz
- Low latency, high-throughput nodes

The most flexible

- Customizable RAM, CPU, and GPU
- vSAN, NFS, or DAS storage options
- VMwaaS (vCD) – IBM managed
- vSphere automated SDDC
- Automated VCF SDDC on BM VPC

The most capable

- Built for regulated workloads
- Financial Services validated cloud solutions
- AI ready infrastructure
- Only SAP certified VMware cloud
- Support for all vCenter/vSphere APIs

The most value

- No cost global private network on IaaS classic
- Lowest cost per server
- Largest server & shape options or smallest
- Free migration credits

Product	Client-managed — vmware vSphere		IBM-managed — vmware VCD	
	VMware Cloud Foundation (VCF) for Classic [docs]	VMware Cloud Foundation (VCF) for VPC [docs]	VMware Cloud Foundation as a Service (VCFaaS) single-tenant [docs]	multitenant [docs]
Infrastructure	Bare Metal Classic Starts at 3 hosts	Bare Metal VPC Starts at 4 hosts	Managed cloud platform Starts at 2 hosts	Starts at 1 VM
Deployment	Self build or Automated	Automated	Automated	
Configurations	100k+ deploy & scale shapes	6 server profiles starting at 16 cores (Q2)	13 standardized profiles (including SAP certified)	by CPU, RAM, and storage
Expansion	6-8 Hours	20 Mins	4-8 Hours	Minutes
Billing	Monthly	On-demand hourly or 1-/3-year committed use	By host profile (monthly) or 1-/3-year committed use	On-demand (hourly), reserved (monthly), or 1-/3-year committed use
Ideal for …	• Large-scale Enterprise or SAP applications • High-security / regulated • Full hypervisor access	• Full standardized SDDC • High bandwidth • Hourly consumption	• Dedicated infrastructure for compliance and performance reasons • Client-managed infrastructure capacity	• Hourly usage (ephemeral use) • Cloud-bursting • Larger workloads where IBM manages capacity

Flexibility ——————————————————— Simplicity

- Reduce Broadcom acquisition impact

  - Achieve a more flexible and hybrid license usage

  - Use the As A Service model

  - Size for actual usage, not for growth or inactive periods

- Prevent long time lock-in

  - While transitioning parts of the VMware stack to Cloud, prevent long time license commitments or capex for new required hardware

  - Support the transformation to Cloud native and more modular application platform

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How IBM Cloud helps customers maximize their VMware workloads and minimize cost

- Slim down ELA licensing needs, Leverage cloud for DR, Dev/Test, Labs & Training "Just what you needed, where you need it"
    - DR – Protect and Recover on demand
    - Dev/Test – Automate development and testing as IaC, build & destroy on demand
    - Labs & Training – Broadcom no longer offers dev/evaluation licensing, run on demand

- Optimize and consolidate infrastructure "Do more with less"
    - Denser Cores (up to 112 cores), Faster Processors (up to 3.9Ghz), Larger Memory (up to 12TB) and hardware accelerated VMware solutions on IBM Cloud deliver on average over 50% reduction in the number of servers
    - Phase out older inefficient hardware and consolidate licensing needs on premise and on cloud

- Lift & Shift "Like for like, minimal disruption and rapid migration"
    - Only hyperscaler to offer like for like, build from vSphere up and only use what VMware/VCF is needed (VLAN or VPC, NSX Optional, vSAN Optional, NFS/iSCSI)
    - Like for like, fully automated VCF or run as a Service and fully offload IaaS management

- Flexible and granular licensing solutions "No need to estimate licensing need over long term"
    - No long term software commitment, deploy and run hourly/monthly/1yr/3yr
    - Licensing sized exactly to the number of cores deployed per server
    - Run as long or as short as needed and modernize at the customer's pace

- Free up resources to accelerate on premise projects "Get to the next project that gets your company the edge"
    - Limited on premise resources are often blocking new projects, leverage IBM Cloud to power VMware and repurpose on premise hardware for next gen projects

IBM Cloud for VMware Solutions | look & feel of the interface

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VMware Solutions

- **Resources** ⌃
  - VCF as a Service
  - VCF for Classic
  - VCF for VPC
  - KMIP for VMware

- Licenses
- **Compare platforms**
- Notifications
- Settings
- Documentation ↗

← Return to home page

Compare platforms
Select and compare up to three platforms and solutions

Learn more about platforms and offerings

| VCF for Classic - Flexible ⌄ | VMware Cloud Foundation for VPC ⌄ | VCF as a Service Single-tenant ⌄ |

Summary

VCF for Classic - Flexible	**VMware Cloud Foundation for VPC**	**VCF as a Service Single-tenant**
🔴 **User** operated workloads	🔴 **User** operated workloads	🔴 **User** operated workloads
🔴 **User** operated capacity management	🔴 **User** operated capacity management	🔴 **User** operated capacity management
🔴 **User** operated virtualization software	🔴 **User** operated virtualization software	🔵 **IBM** operated virtualization software
🔴 **User** installed virtualization software	🔵 **IBM** installed virtualization software	🔵 **IBM** installed virtualization software
Clients who want to start as small as a single bare metal host and design their own VMware environment that is hosted in the IBM Cloud, while maintaining the same level of control and visibility as on-premises.	Hybrid cloud framework with full stack SDDC capabilities, which enables seamless workload migration from on-premises. Built on VMware Cloud Foundation and hosted on IBM Cloud Bare Metal VPC Servers.	IBM-managed VMware Cloud Director single-tenant infrastructure running on dedicated workload host with scalable compute, network, and storage.
Starting from **$1,981/month**	Starting from **$26,711/month**	Starting from **$9,680.00/month**
Create +	Create +	Create +

Minimum requirements		
No limitation. One or more ESXi servers as allowed on the console. For example, you can deploy a 3-node vSAN cluster with FTT=1.	• For the Consolidated architecture with vSAN: 4 servers • For the Standard architecture with vSAN: 7 servers	• 2 hosts (2-socket 32 cores and 192 GB RAM) • 24 TB of shared storage • Minimum of 1 virtual data center (VDC) with a medium performance edge

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From customer interviews and data aggregation, Forrester concluded that IBM Cloud for VMware has delivered:

Operational efficiency ROI up 201%

Operations staff now **2 times more efficient** by streamlining operations tasks, including procurement, provisioning, maintenance and disaster recovery

Developer productivity up 40%

40% productivity lift for developers who now use IBM Cloud to modernize heritage applications and innovate on new services

Data Center costs down 40%

USD 1.5 million saved on average, including disaster recovery and data center cost savings, improved density and reduced overprovisioning

The Total Economic Impact™ Of IBM Cloud For VMware Solutions
Cost Savings And Business Benefits Enabled By IBM Cloud for VMware
February 2024

https://www.ibm.com/downloads/cas/MZA4QK5M
Read the Full Report
Webinar

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▪ **Pricing certainty**

   – **No price increase** due to Broadcom acquisition

   – **Licenses provided by IBM** and cost is part of the service

   – **All support provided by IBM**

   – Managed almost at the cost of unmanaged

▪ Flexibility, Availability , Simplicity → Enterprise ready today

   – **Best flexible solution** to support your cloud native transition

   – **Multiple consumption models** (single tenant or multi-tenant) to optimize costs and use-cases

      ▪ Dedicated infrastructure (Single-Tenant) for targeted production workloads

      ▪ Virtual infrastructure (Multitenant) for on-demand workloads (e.g., DR/Dev/Test/QA). Get started with as little as 1 Virtual Machine and scale in seconds.

   – **Lifecycle Cloud Managed Service** for both hardware and Software

      ▪ Takes away VSAN and NSX complexity and possible skill gaps

   – **99.99% Management plane**. Integrated resiliency features for the workload domain

      ▪ High available platform across multiple zones (MZR's)

   – **SAP certified**

   – VMware Cloud Director based

Willingness to accept:

• Adapt to the standards of a "Cloud Managed Service". E.g. Veeam

• Change of day 2 operations:

   • Automation

   • Monitoring and logging

   • Integration of additional services

Reason to act!

• VCFaas even more competitive on price

• Modernization not easy and a challenge on the short term

• Focus on modernization and workload take out

• **Step to modernization requires agility without lock in** → move to Cloud

• Client more willing to accept smaller impact changes to adapt to AAS standardization when considering RedHat solutions that require high impact transformations

■ **Pricing certainty**

– Currently only hyperscaler with **license portability** for VCF
  ▪ Requires Bare metal with No-OS. The IBM portal and Broadcom License usage metering (UM) is not yet able to support license portability

– IBM is T1 partner

– Broadcom VCF licensing prices same for all T1 partners

– IBM will provide L1 and L2 problem support

– No on demand pricing for VCF without a 3-year term commitment, overages are not discounted

Reason to act!

• No lock-in. By using IBM Cloud Subscription, it is a Commit on IBM Cloud Spend not on reservations

• vSphere 8 will have specific hardware requirements, prevent Capex

• Best Hybrid Cloud solution to run PowerVS, Kubernetes en VMware workload with low latency "in your VPC's"

• IBM VCF has an on demand and 1-year commitment option in addition to the 3-year commitment of VMware supporting your transformation timeline

Control, Speed, Flexibility → Enterprise ready today

– **Full control of the VCF stack**
  ▪ Automated VCF SDDC on BareMetal "in your VPC"
  ▪ Standard or Consolidated deployments. For the Consolidated architecture, instances are deployed with a management domain. To deploy a workload domain with your instance, select the Standard architecture

– **Fast provisioning**
  ▪ No need to buy new hardware to support latest VMware releases
  ▪ No need to size for growth, scale on demand

– IBM VCF has an on demand and **1-year commitment option** in addition to the 3-year commitment of VMware

– **Next generation Intel processor** about to be supported for VCF on IBM Cloud
  ▪ Will offer 6 profiles starting from 16 to 96 cores (up to 3,6Ghz with flexible RAM and storage profiles

– Support for all vCenter/vSphere APIs

– IBM and VMware close collaboration and joint innovation lab

– Private AI ready

IBM Cloud for VMware Solutions | IBM Cloud regions and zones

IBM Cloud

- 46 data centers
- 27 availability zones
- 10 regions

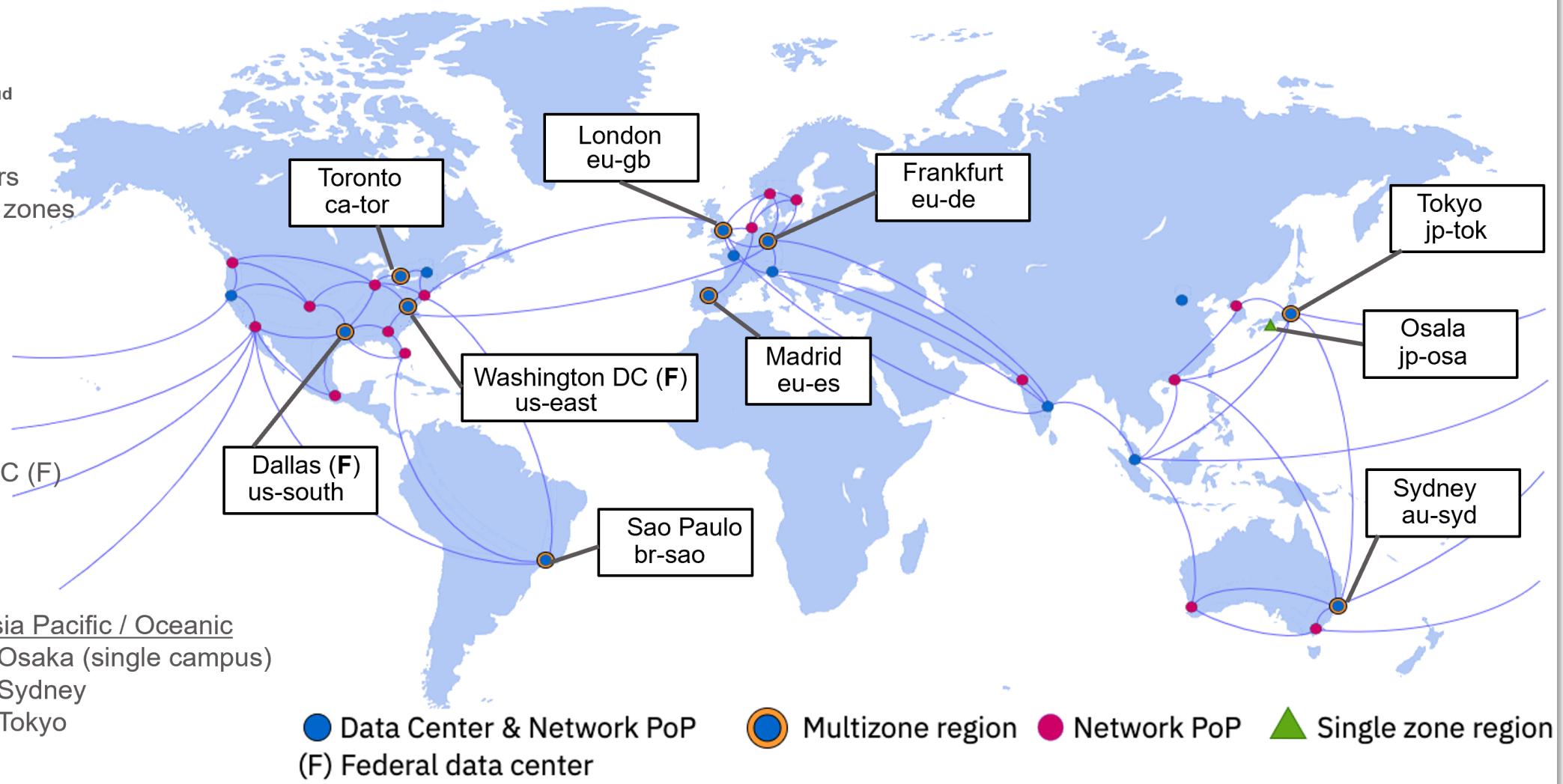**IBM Cloud regions**

Americas
- Washington DC (F)
- Dallas (F)
- Sao Paulo
- Toronto

Europe
- Frankfurt
- London
- Madrid

Asia Pacific / Oceanic
- Osaka (single campus)
- Sydney
- Tokyo

London eu-gb
Frankfurt eu-de
Toronto ca-tor
Tokyo jp-tok
Washington DC (F) us-east
Madrid eu-es
Osala jp-osa
Dallas (F) us-south
Sao Paulo br-sao
Sydney au-syd

● Data Center & Network PoP ◉ Multizone region ● Network PoP ▲ Single zone region
(F) Federal data center

Global private networking included at no cost

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Look here for upcoming events and offerings:

…stay tuned…