

Services Engagements

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WHAT WE WILL COVER

- Vmware Mapping to Red Hat
- Cloud use cases
- vRealize suite VS Cloud forms

WHAT CUSTOMERS CARE ABOUT



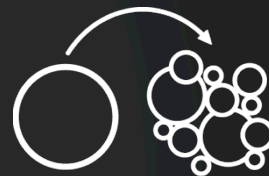
Building automated cloud...

To leverage their existing infrastructure



Lowering their costs...

To reduce dependency on a single virtualization provider



Moving towards the agility...

To open infrastructure technologies
(Containers, SDN and SDS)

USE-CASEs:

1. Build a private or hybrid cloud on top of VMware vSphere

“The business is running a Digital Transformation initiative and wants to become more agile. IT has been tasked with building an internal private or hybrid cloud. We are a VMware customer and happy with the reliability and performance of vSphere.”

2. Multiple Hypervisor Management

“We are concerned about recent developments with VMware and upgrade of existing infra. and our heavy dependence on their technology in our infrastructure. We would like to explore alternatives that are more open and can reduce our expense associated, ESPECIALLY FOR DEV with our virtual infrastructure.”

3. Building Scalable Solution for Automation

“We have done a lot of study and noticed that to provide public cloud portal, we need a scalable automated solution that automates the whole IT, but vRealize is costly and automation use-cases take time to be deployed on vRA”..

What is the Cloud Management Platform (CMP)?

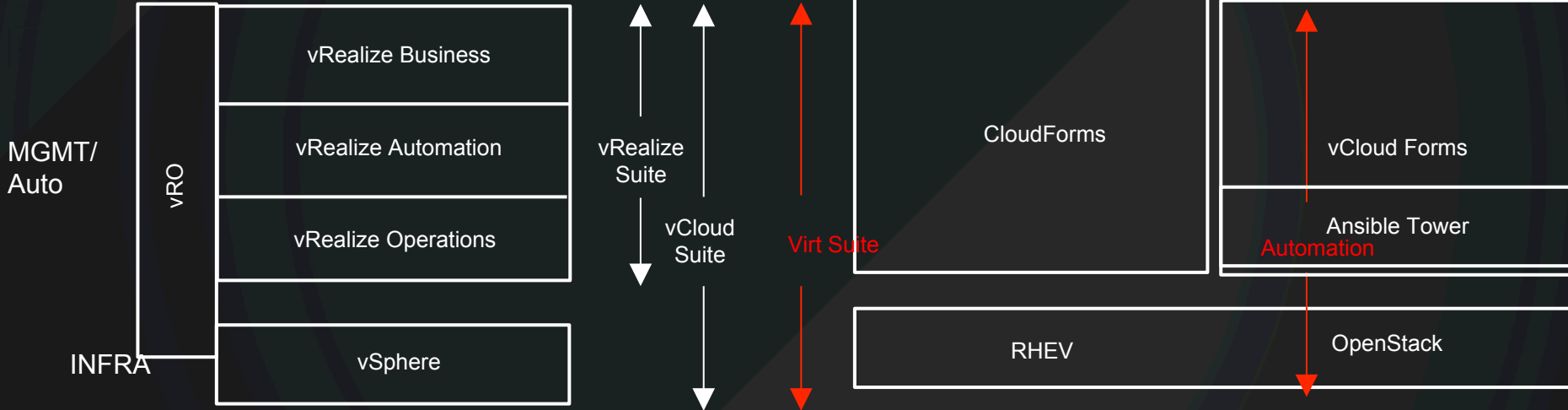
REQUIREMENTS

- ◆ *Self-service interfaces*
- ◆ *Approval policies*
- ◆ *Provision system images*
- ◆ *Enable metering*
- ◆ *Billing*
- ◆ *Policy-based workload optimization*
- ◆ *Integration with ticketing system*
- ◆ *User onboarding by integration AD, DNS, email server*
- ◆ *Auto creation of DB and clusters*
- ◆ *Alarm notifications*
- ◆ *Multi-tenancy*
- ◆ *Management of underlying virtualization*
- ◆ *Easy to upgrade and maintain*
- ◆ *Customer friendly interface and customizable*

PORTFOLIO

VMware

Red Hat



Weak hybrid support. Limited OpenStack and AWS support. Very limited Azure support added to vRA7.2

Broader hybrid support for OpenStack, VMware, RHEV, Hyper-V, AWS and Azure

But actually our products are...

Red Hat Cloud Forms

Ships as a single software appliance.

Scales across multiple datacenters and sites.

Simple patching and update process.

Agentless.

VMware vRealize Automation

Complex installation (2 DEM, 2 IAAS Manager, 2 proxy agent, 2 SQL and 2 IAAS web) 10 VMs in total.

Complex to scale in multiple sites; only agents in the second site can manage it - so when not using SRM; customer will lose all vRA VMs if main site is down.

Complex to upgrade, vRA6.2 App services were not able to upgrade to 7.2. -customer lose developed applications.

Require agents or DEMs to retrieve data.

Red Hat Cloud Forms

Self-service portal customizable adding buttons for (snapshots, backup, etc.).

DB as a service is easily provided with Ansible playbook.

True Multi-Tenancy.

Auto Scale OOB.

Works on green and brown field.

VMware vRealize Automation

Self-service portal can not add buttons.

Requires extensive work depending on the type of DB, usually takes weeks to months.

Claim it is, while it is not! "IIS of vRA will show the tenants existing networks" - only vCD to achieve it which is not self service portal.

Requires development of vRealize Operations and vRO is very complicated.

Is not really for brown field as it will require bulk migration to migrate VMs and hard with clustered VMs.

Red Hat Cloud Forms

Application provisioning two-tier and three-tier.

Resourced monitoring and smart analysis.

Cost visibility.

OpenShift integration with cloud forms allow PAAS.

Ability to patch using satellite.

Conditional action and scheduled action.

VMware vRealize Automation

Require enterprise plus license and no Ansible play book takes long time to be developed

Require vRealize Operations and custom dashboard \$\$\$\$

Require vRealize Business \$\$\$

Admiral limited container module or integration with Pivotal will be required

Not available require VUM for vSphere
And separate upgrade process for vRealize products(vRA , vRB, vROPS,vRO)

Require vRO work flow

Red Hat Cloud Forms

Bare metal provisioning with satellite.

Compliance management.

Deployment average 3-4 weeks (OOB).

Ability to specify where the VM is deployed environment (productivity, test, etc).

Open source allowing faster development.

VMware vRealize Automation

Was vRA 6.2 and removed in new versions.

Require configuration manager (EOL), vRops.

Deployment average time 6-7 weeks (OOB) only for vRA + 3 weeks vROPS + 2 weeks vRB

Require customization.

Proprietary limiting the plugins development.

Red Hat Cloud Forms

Security groups and network creation with CF.

Deployment of two-tier and three-tier with corresponding networks.

Subscription based.

No plugins required.

VMware vRealize Automation

No security groups if NSX is not included.

If NSX is not used, the network becomes flat and requires pre-provisioning to achieve it.

Licensed on CPU or OSI.

Some plugins need to be purchased for vRO and content pack for vROPs.

Cloud Forms OOB services for the use cases

CF (3-4 weeks)

- Deployment of CF, connection to VMware, creation of one tenant with one service catalog of (windows and/or Linux).
- Integration with AD.
- Configuring of quota and smart analysis.
- Sample approval workflow.

Two-Tier Scope

CF (6- 7 Weeks)

- Deployment of CF, connection to VMware and creation of one tenant with one service catalog of (windows and/or Linux).
- Integration with IPAM and AD.
- Configuring of quota and smart analysis.
- Sample approval workflow.
- Deployment of two-tier Appn. (WEB- DB).
- Email integration.

Complex use case

CF (10-12 Weeks)

- Deployment of CF and connection to Multiple provider
- Integration with IPAM and AD.
- Creation of Multi Tenant and tenant includes defined VMs (Gold, Silver or Bronze categories).
- Integration with supported ticketing system (create and close tickets on provisioning).
- Configuring of Quota and Smart Analysis.
- Sample approval workflow.
- Deployment of two-tier Appn (WEB- DB).
- Email integration.
- Integration with Load Balancer.

THANK YOU

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