

Red Hat
Summit

Connect

VMware Derisking

Strategie per valutare alternative a VMware gestendo il rischio legato alla business continuity

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Liquid Reply

Milano, 19 Novembre 2024



Agenda

- Something about REPLY & Liquid REPLY
- The Broadcom Playbook
- VMware Ecosystem
- Transformation Approach
- Migration Target Platforms
- REPLY Services

Something about REPLY



2009

1st enterprise workload delivered on cloud



600+

Customers on Cloud, Including largest Italian companies



000+

Cloud Certified Repliers

2000+

Cloud Professionals



Over 30%

Reply Cloud Services growth year over year



3000+

Reply Managed Services On Cloud



CAFFE

Cloud Adoption Framework for Enterprises
Reply Proprietary



Cloud Focus

Financial Services
Automotive
IoT
Managed Services



7

Cloud Dedicated Companies



2023 Best Enterprise Partner - Six Solutions Partner Designations



2023 EMEA System Integrator & Security Partner of the Year



2023 Outstanding MSP Innovation Partner



2023 GCP Premier Partner



IBM Cloud Premier Business Partner

Group Presentation: Liquid REPLY

HYBRID AND MULTI-CLOUD SOLUTIONS FOR NON FUNCTIONAL REQUIREMENT



INFRASTRUCTURE



PLATFORM



SECURITY



PERFORMANCE

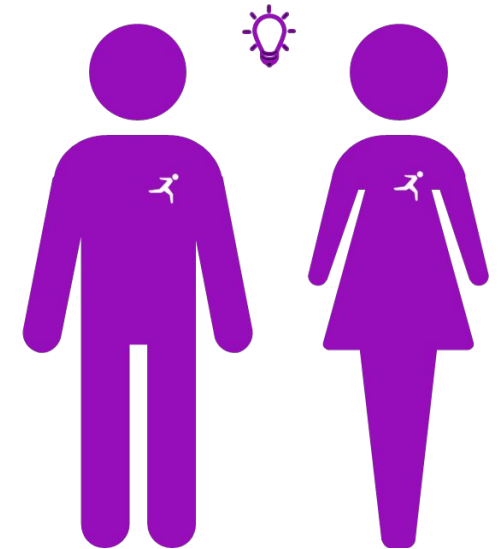
As one of Reply center of excellence we are specialized in the **definition of Hybrid and Multi Cloud strategies and architectures** and in the development of Cloud Native platforms.

We focus on designing infrastructures, automating it, developing microservices platforms and containerized solutions, securing cloud solutions, and adopting observability.

We are a technological partner for the implementation of secure, high-performance, reliable and cloud provider-agnostic environments.



~ 190 PEOPLE

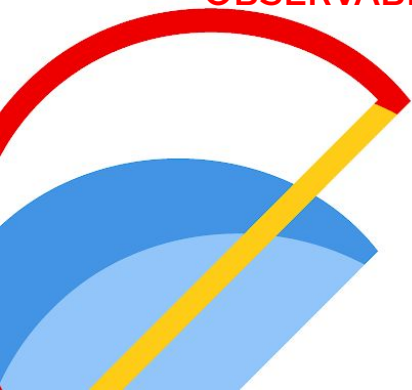


Datacenter of the future

CLOUD, AUTOMATION, AI AND SUSTAINABILITY AT THE HEART OF MODERN IT

Data centers for the next decade will have the following characteristics:

- **HYBRID** and **CONNECTED**: synergistic integrations with public cloud (IaaS/SaaS/PaaS) and with the edge
- **FULLY AUTOMATED** and **SOFTWARE DEFINED**: optimized and automatic processes
- **SUSTAINABLE**: energetically efficient and with low environmental impact
- **AI-BASED**: supported by and supporting the use of GenAI
- **SECURED BY DESIGN**: compliance and privacy from the design phase
- **OBSERVABLE**: everything visible from a single pane of glass



The Broadcom Playbook

IMPACT OF BROADCOM ACQUISITION ON VMWARE STAKEHOLDER

Multiple Levers to Increase VMware's Profitability



Recurring revenue growth from workload expansion as a structural tailwind



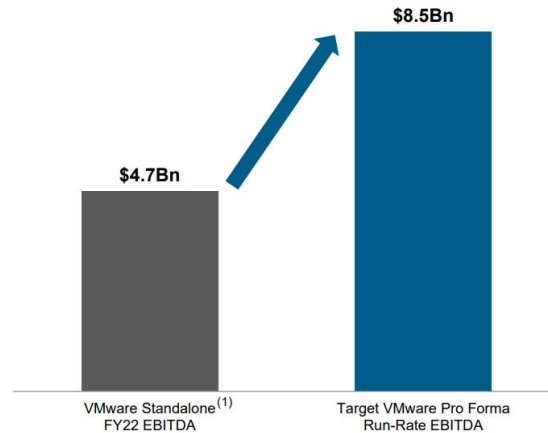
Focusing Research & Development and Support efforts where we are uniquely positioned to innovate and drive customer success



Sales & Marketing efficiency gains through prudent go-to-market investment and focus on existing customers



Eliminating duplicative General & Administrative functions across information technology, finance, legal, human resources and facilities



1. Derived from previously reported non-GAAP information from VMware's filings for the fiscal year ended January 28, 2022



Reduce S&M and Support Costs:

Longer contract durations & product bundling

Reduce R&D and focus on Core Products

Uncertain roadmap for non-core products like Tanzu and Carbon Black

Focus on Top Customers

Potentially focus on top ~1,500 customers to the detriment of the rest

Raise Prices:

Past acquisitions' customers saw significant price increases to meet Broadcom EBIT targets

Cut Headcount:

Immediate impact on SG&A and mid term in sales and product. Likely voluntary attrition of top talent

Moderate Partner Investment:

Reduced partner Market Development Funds (MDF) to meet SG&A targets

No More Perpetual License Sales and Shift to Subscriptions:

Customers can't buy perpetual licenses anymore

Sources: Broadcom IR, <https://thestack.technology/vmware-customers-avoid-lock-in/>

04/2024
PoV

NO PRICE
OR
HIGHER PRICE

NO VMWARE PEOPLE

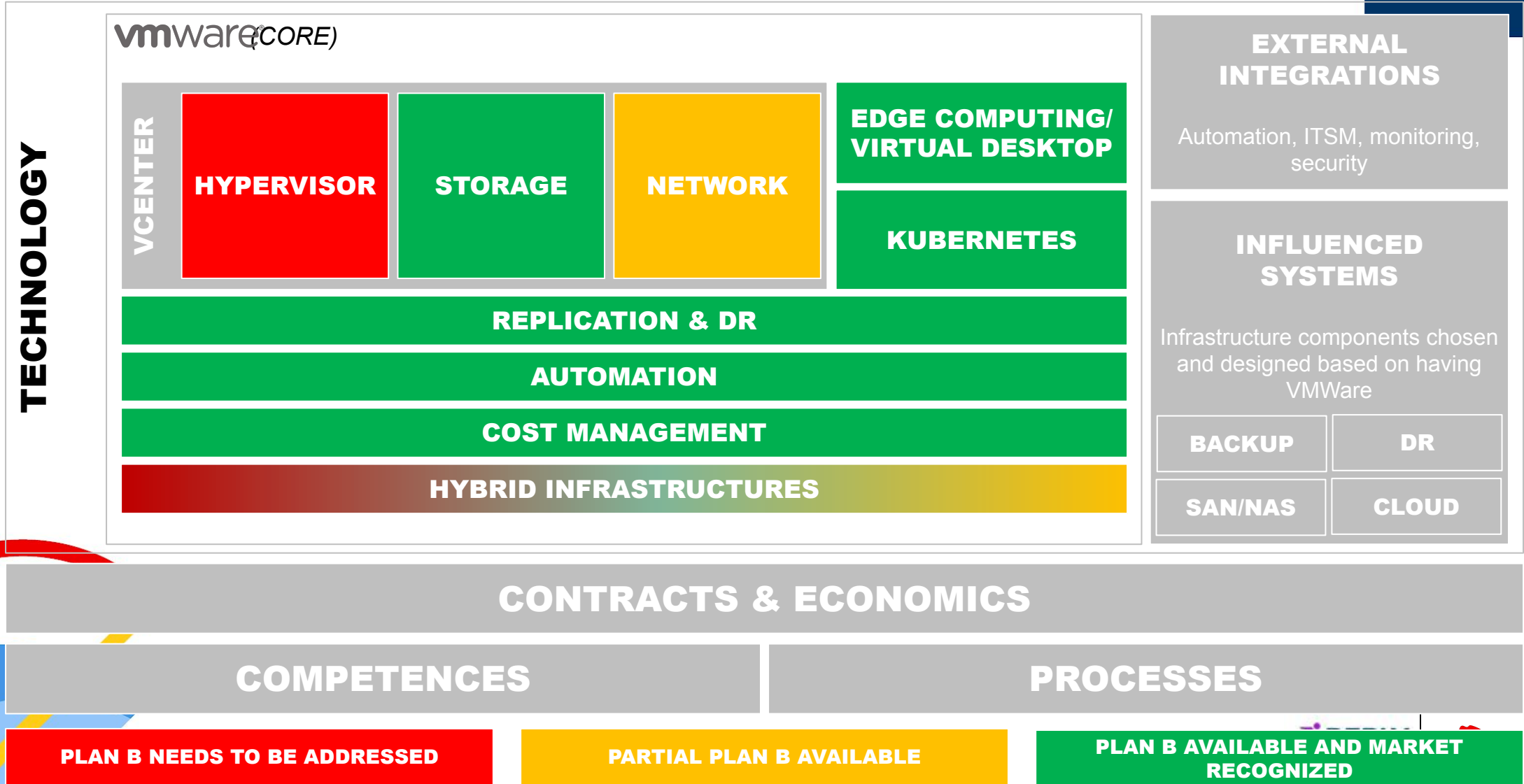
NO PARTNER

PRODUCTS
DISCONTINUITY



The VMware Ecosystem

WHAT ARE THE IMPACTED AREA TO BE ADDRESSED IN A VMWARE REPLACEMENT?



Which are the opportunities?

MIGRATE TO A NEW TECHNOLOGY COULD LEVERAGE SOME SPECIFIC ADVANTAGES



DESIGN INFRASTRUCTURES
WITH UP-TO-DATE BEST
PRACTICES



OPTIMIZE TECHNOLOGY



EVALUATE (AGAIN) THE
CLOUD JOURNEY



REFRESH SKILLS



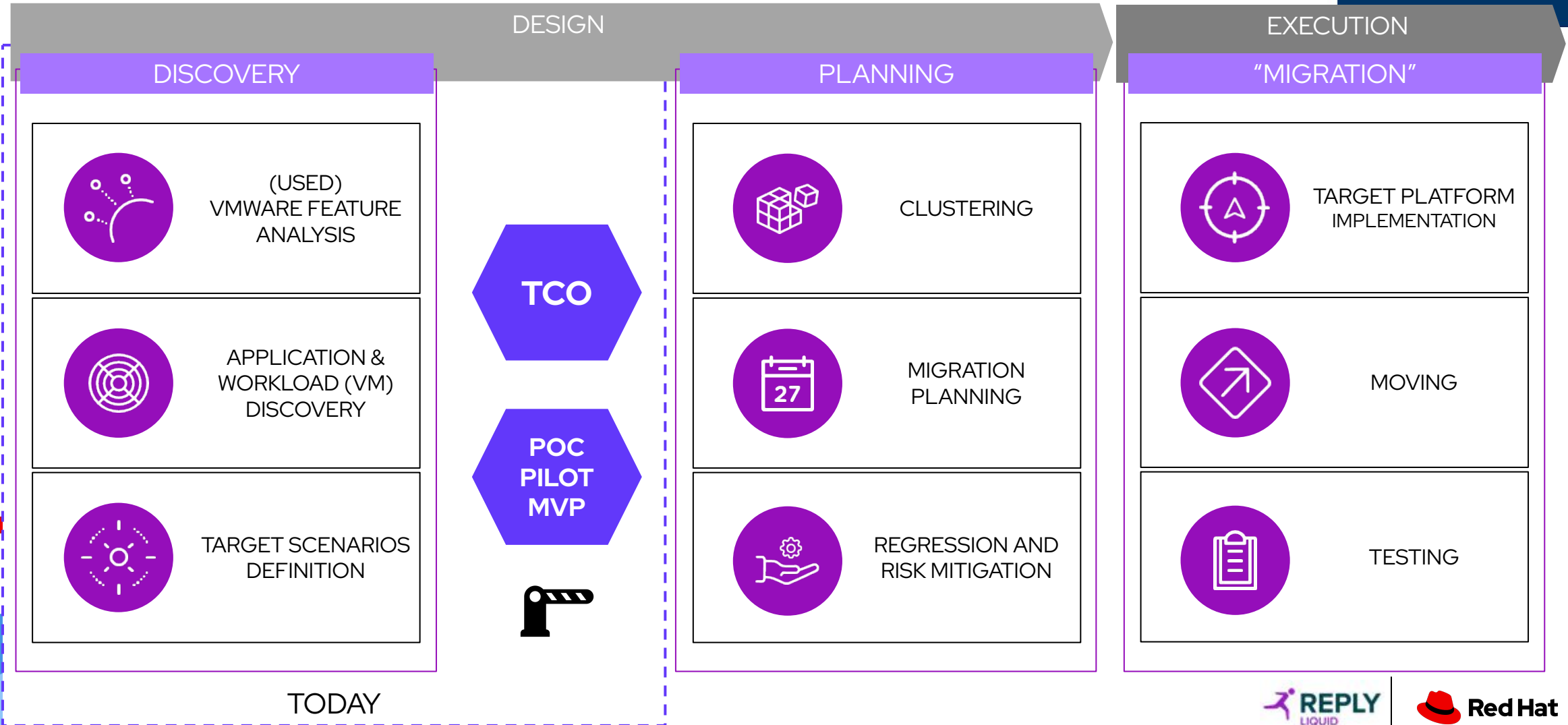
OPTIMIZE RUNNING COSTS



BE MORE SUSTAINABLE

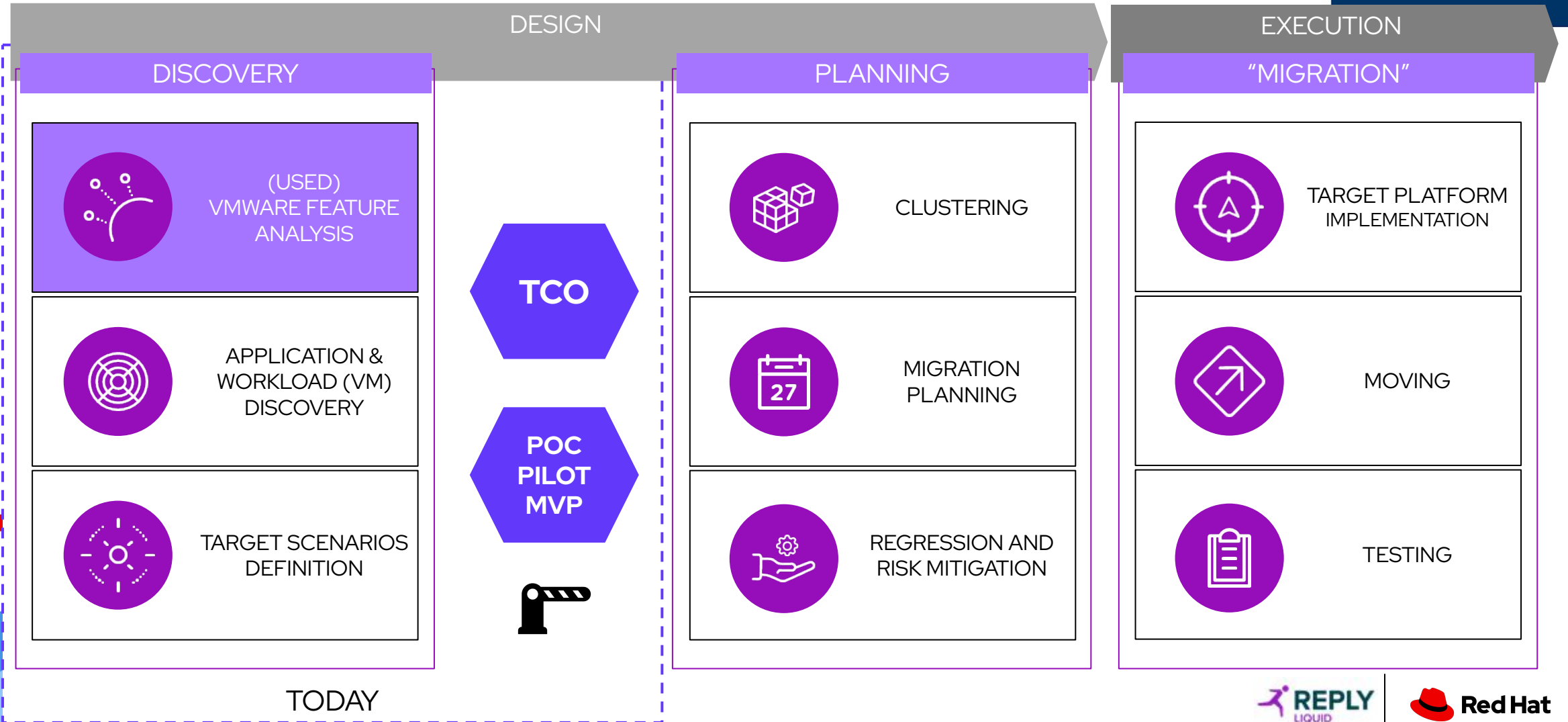
Transformation Approach

HOW TO APPROACH A VMWARE DE RISKING INITIATIVE



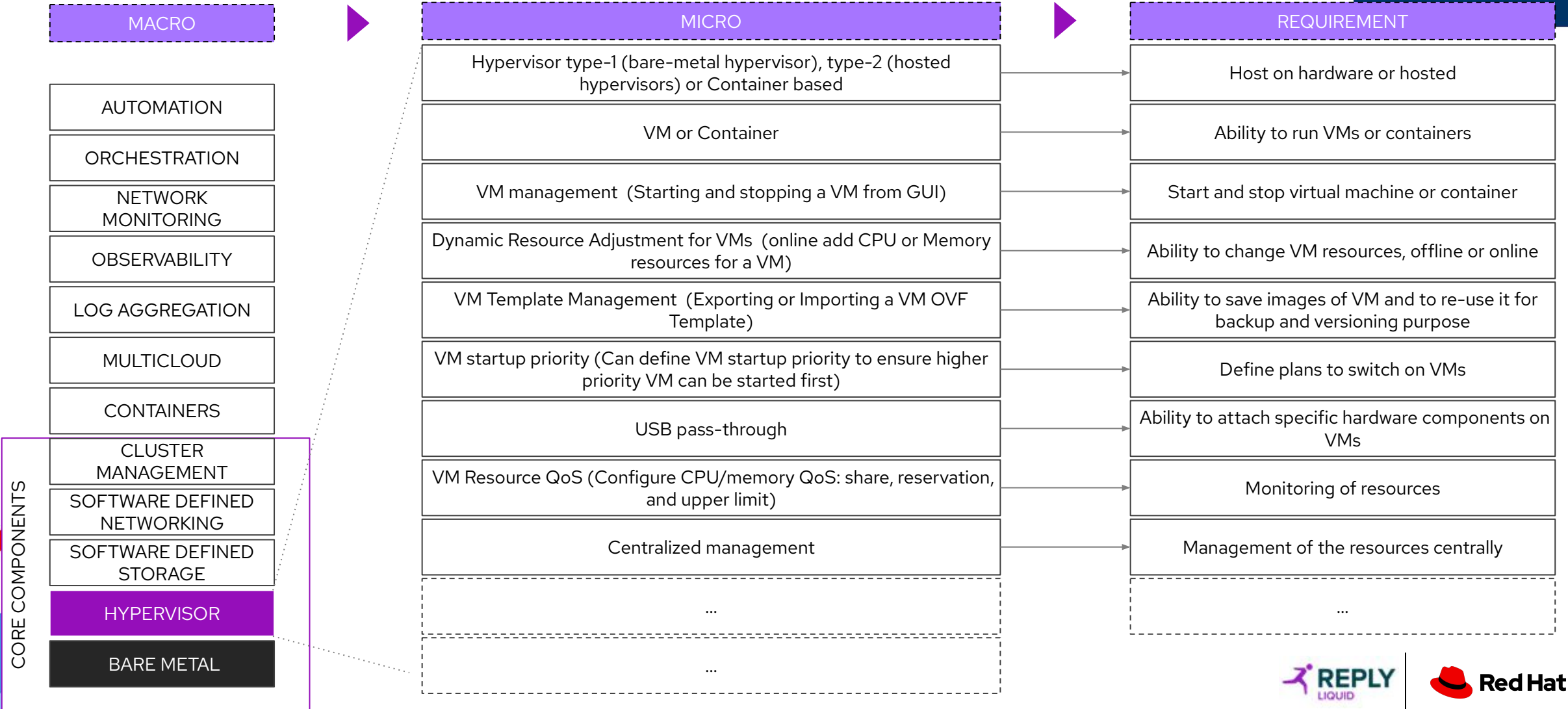
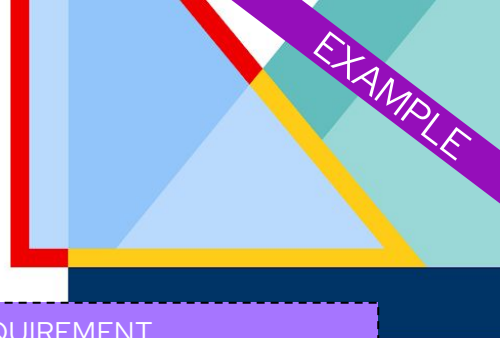
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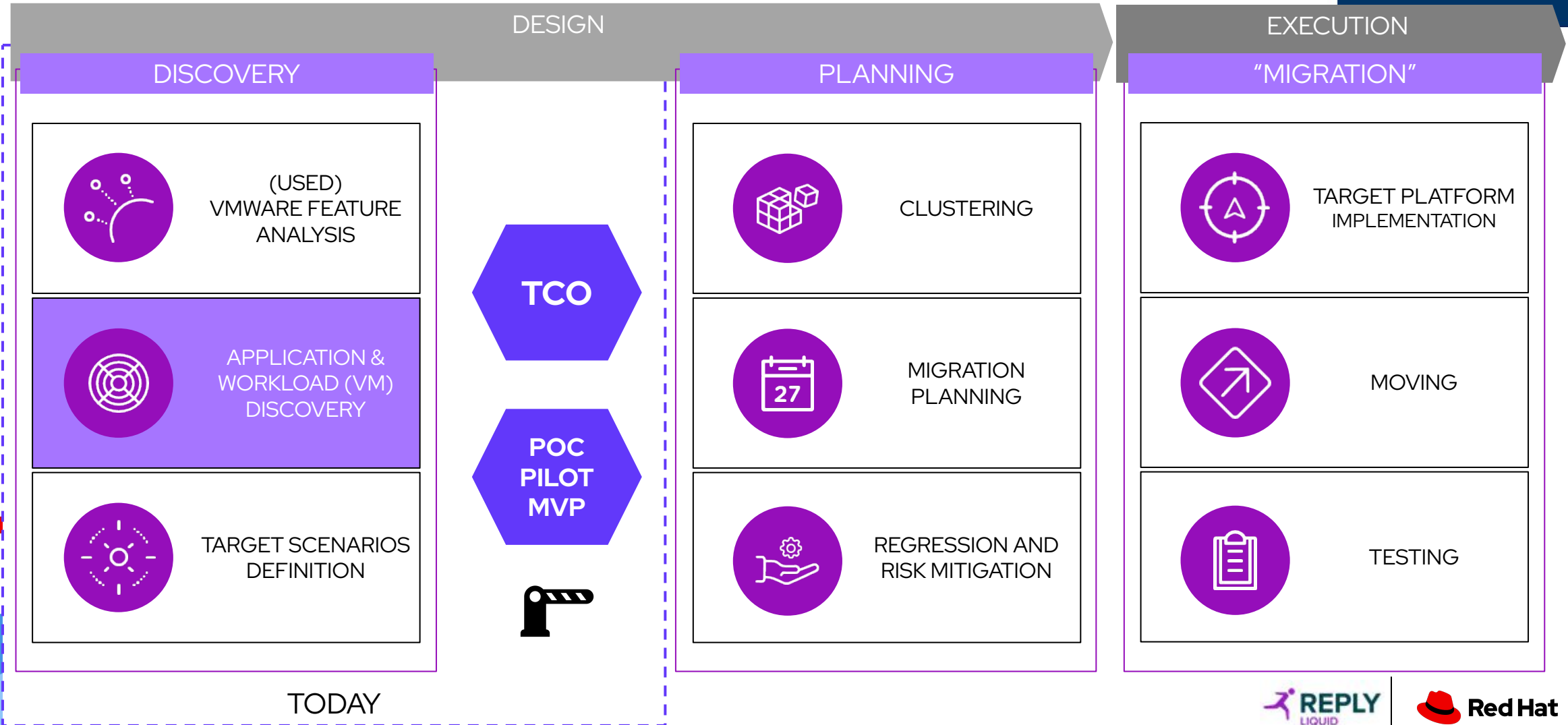
VMware features map

WE CONTINUOUSLY MAP THE FUNDAMENTAL MACRO AND MICRO FEATURES OF VMWARE



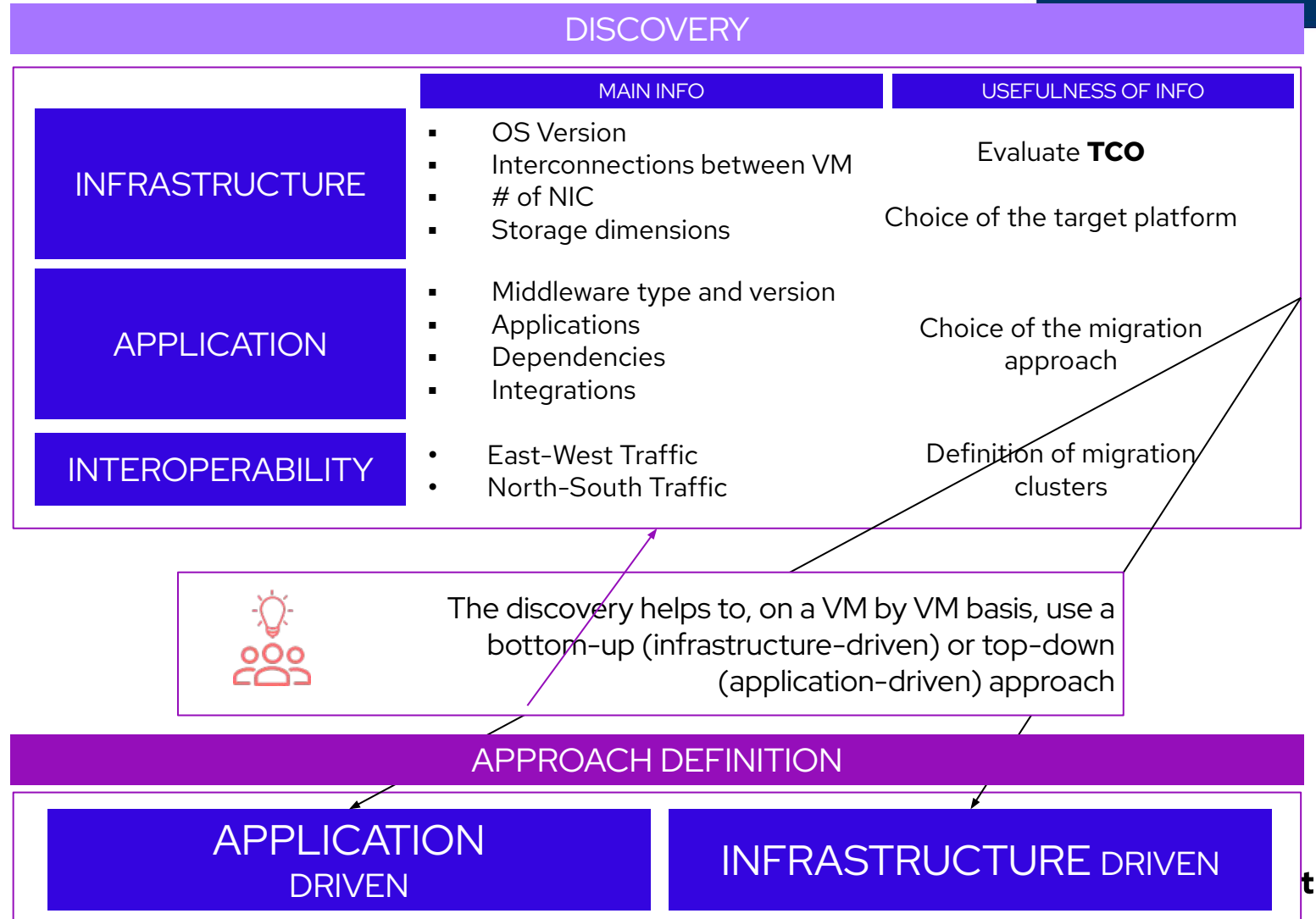
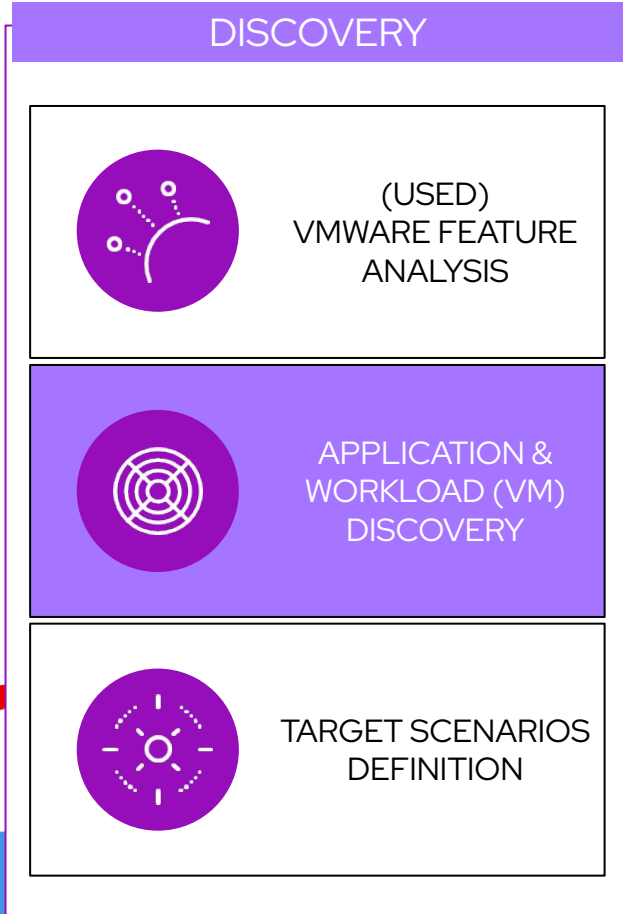
Transformation Approach

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Two steps discovery

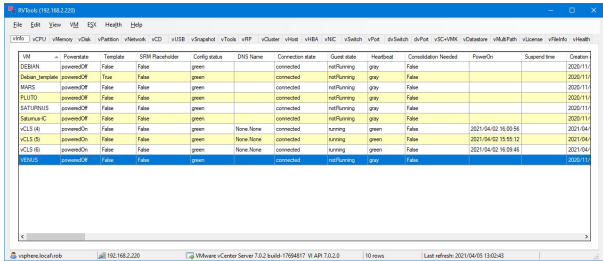
FIRST STEP HELPS TO DEFINE WHERE TO USE A TOP-DOWN APPROACH AND WHERE NOT TO



Discover: How to?

CAN BE CONDUCTED WITH DIFFERENT TECHNOLOGIES AND APPROACHES

NATIVE



VM	Powered	Template	SRM Replicated	Config state	DNS Name	Connection state	Guest state	Heartbeat	Consolidation Needed	Powered On	Success time	Created
DEBIA1	poweredOff	False	False	green		connected	notRunning	gray	False			2020-11-11
DebianJenkins	poweredOff	False	False	green		connected	notRunning	gray	False			2020-11-11
DEBFS	poweredOff	False	False	green		connected	notRunning	gray	False			2020-11-11
ELU7D	poweredOff	False	False	green		connected	notRunning	gray	False			2020-11-11
ELU7D-00013	poweredOff	False	False	green		connected	notRunning	gray	False			2020-11-11
Selinux-C	poweredOff	False	False	green		connected	notRunning	gray	False			2020-11-11
vCL1-01	poweredOn	False	False	green	None	None	connected	running	green	False	2021-04-02 10:30:52	2021-04-04
vCL1-02	poweredOn	False	False	green	None	None	connected	running	green	False	2021-04-02 10:30:52	2021-04-04
vCL1-03	poweredOn	False	False	green	None	None	connected	running	green	False	2021-04-02 10:30:49	2021-04-04
vCL1-04	poweredOn	False	False	green	None	None	connected	notRunning	gray	False		2020-11-11

vmware®

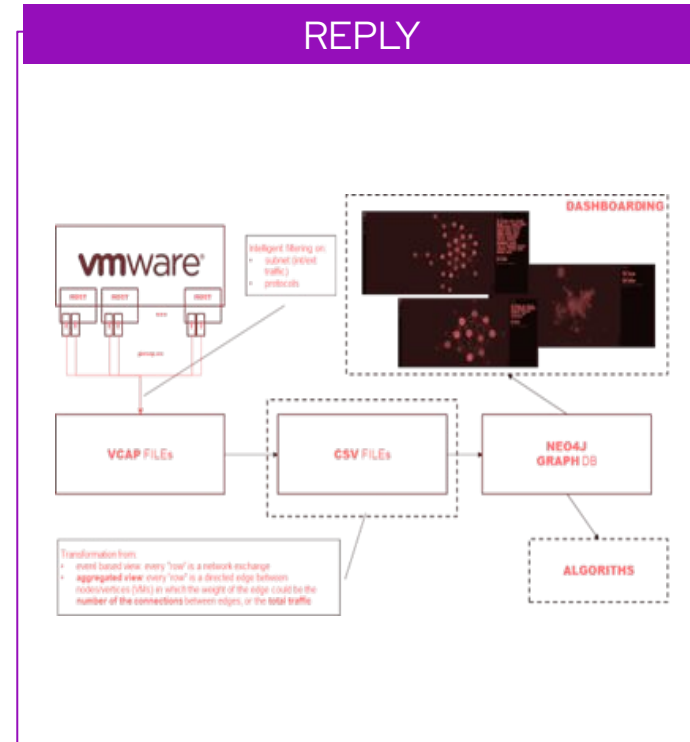
THIRD-PARTY



DEVICE42

Cloudamize™

TRILI



CMDB

ITAM

..other tools..

Discovery: REPLY

OUR SOLUTION TO IDENTIFY YOUR INFRASTRUCTURE AND WORKLOADS

REPORT TOOL

A Python-based application which gathers data from your VMware vSphere 6.5+ instances and Windows/Linux Virtual Machines, producing detailed reports regarding your infrastructure.

SCAN

Scan a vSphere infrastructure using native APIs and gather data about its Guest Systems using Ansible playbooks.

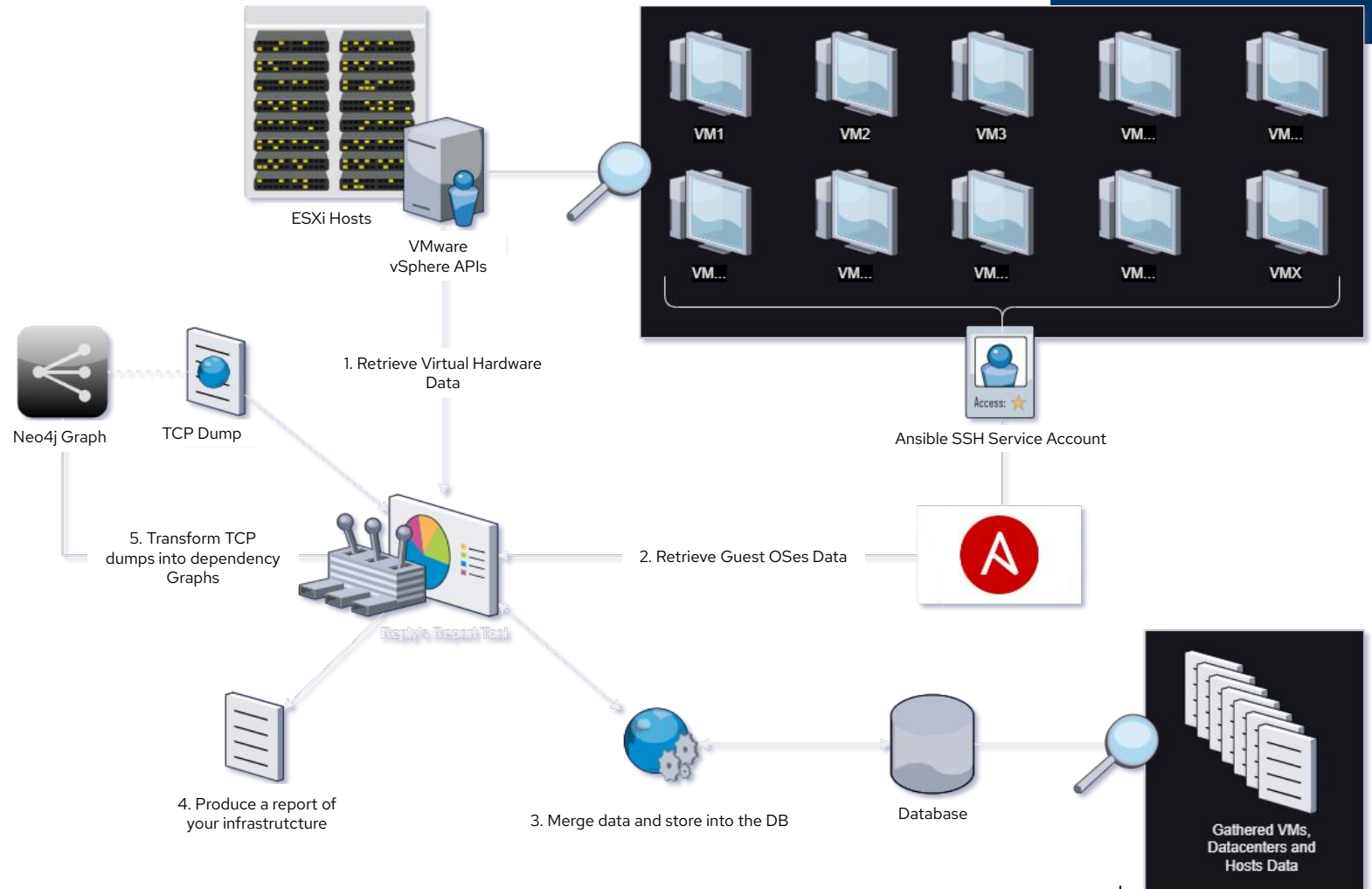
Data is then stored inside a database for ex-post analysis.

MAP

Create a graph of network traffic between Virtual Machines starting from a TCP dump file, to discover dependencies between hosts and carefully plan their migration.

REPORT

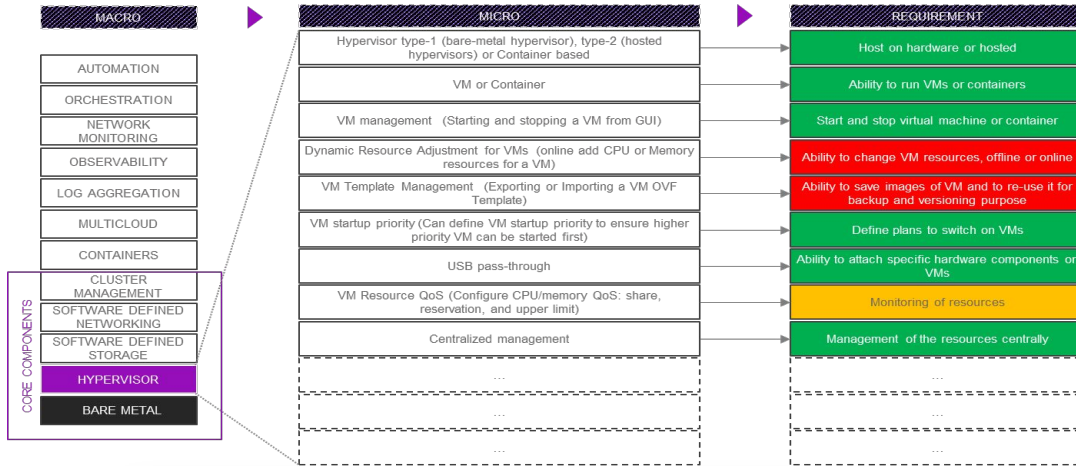
Produce a report listing gathered data regarding VMs, their configuration and installed applications.



Discovery: Deliverable Example

THROUGH A CLEAR VIEW OF THE CURRENT SITUATION, DEFINE THE PATHS TO BE TAKEN

(USED)
VMWARE FEATURES



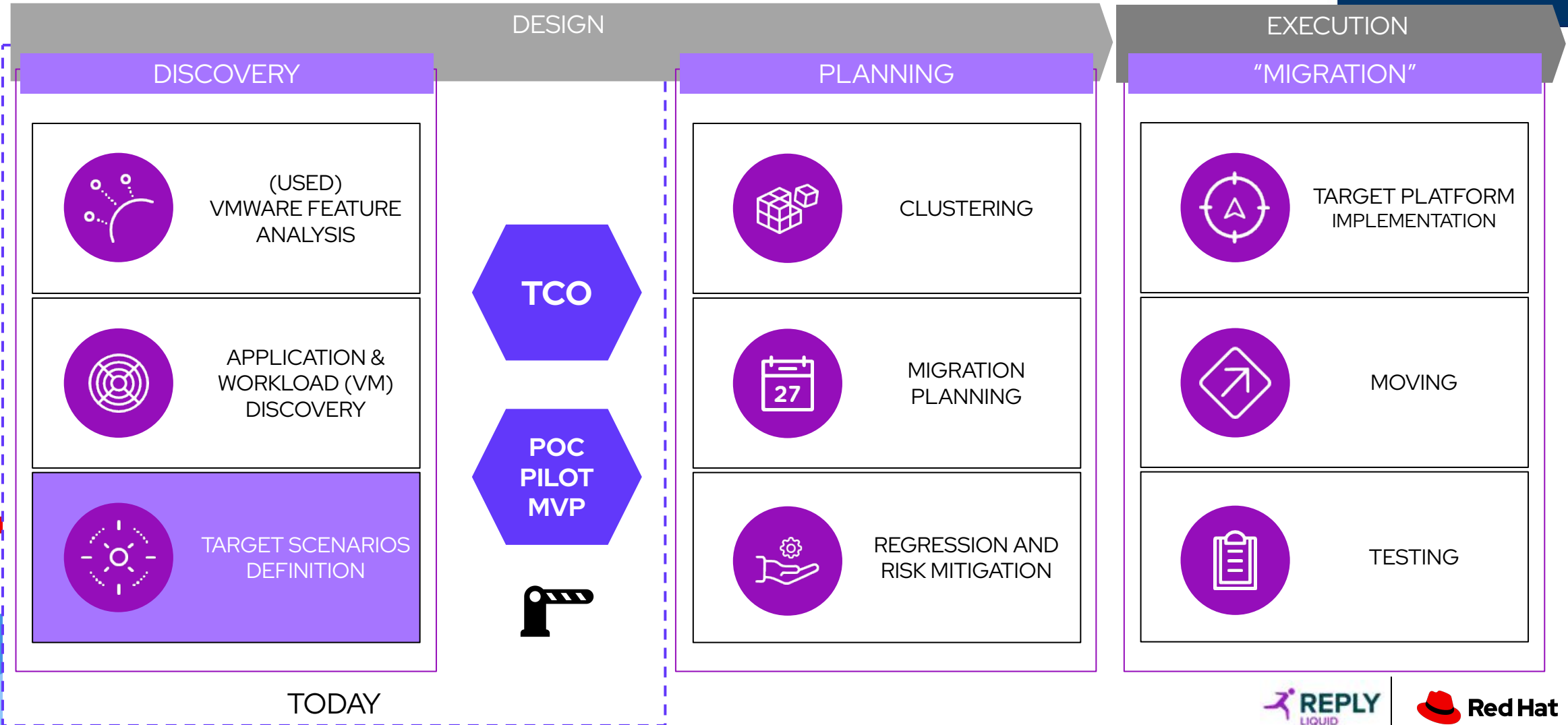
APPLICATION &
WORKLOADS

Application	Workload	VMware Features	Requirements	Current State	Target State	Migration Path	Dependencies	Timeline	Risks	Notes
Application 1	Workload 1	Feature 1	Requirement 1	Current State 1	Target State 1	Migration Path 1	Dependencies 1	Timeline 1	Risks 1	Notes 1

TARGET SCENARIOS
DEFINITION

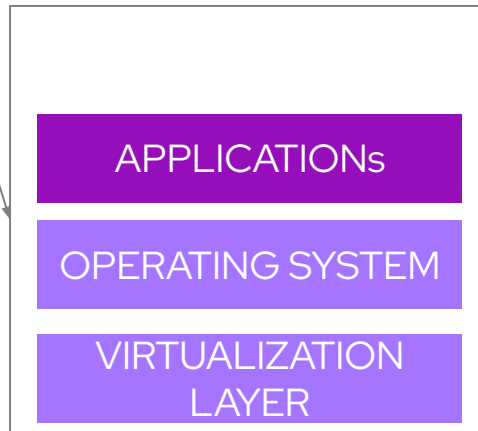
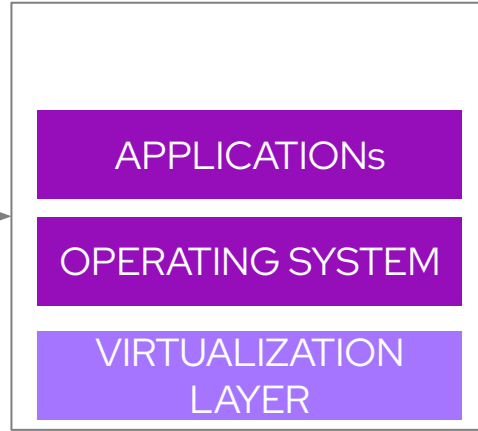
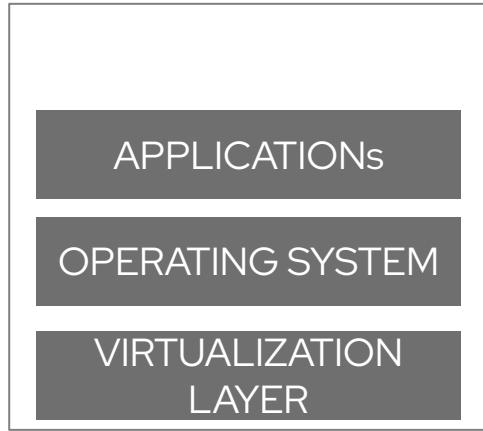
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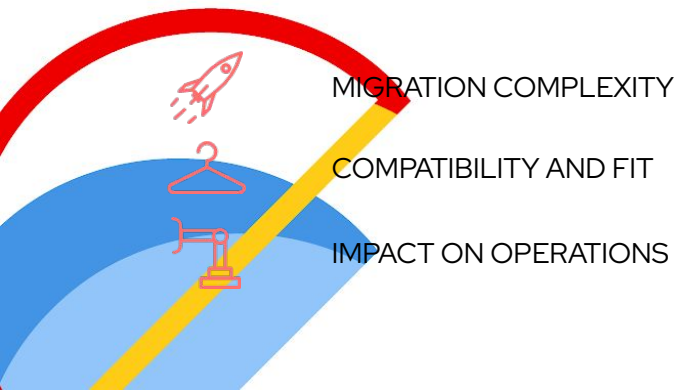


Migration Target Platforms

VM CAN BE MOVED to DIFFERENT ARCHITECTURE, EVEN WITH MIXED APPROACHES



CHANGED COMPONENT
UNCHANGED COMPONENT



HYP 2 HYP Transitioning to another hypervisor 			
HYP 2 CLOUD Moving to cloud IaaS			
HYP 2 CONTAINER PLATFORM Migrating to KubeVirt 			
WL 2 CONTAINER PLATFORM Shifting to K8S transforming to cloud-native 			
WL 2 AAS Transitioning from VMware to SaaS			

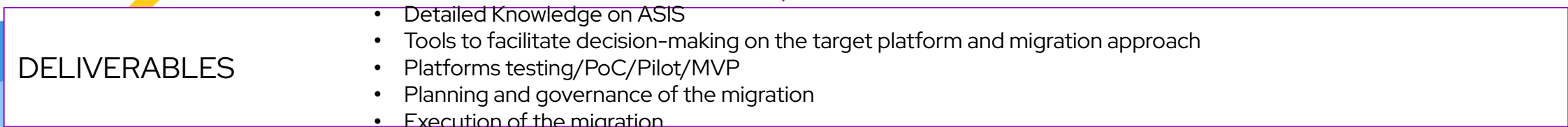
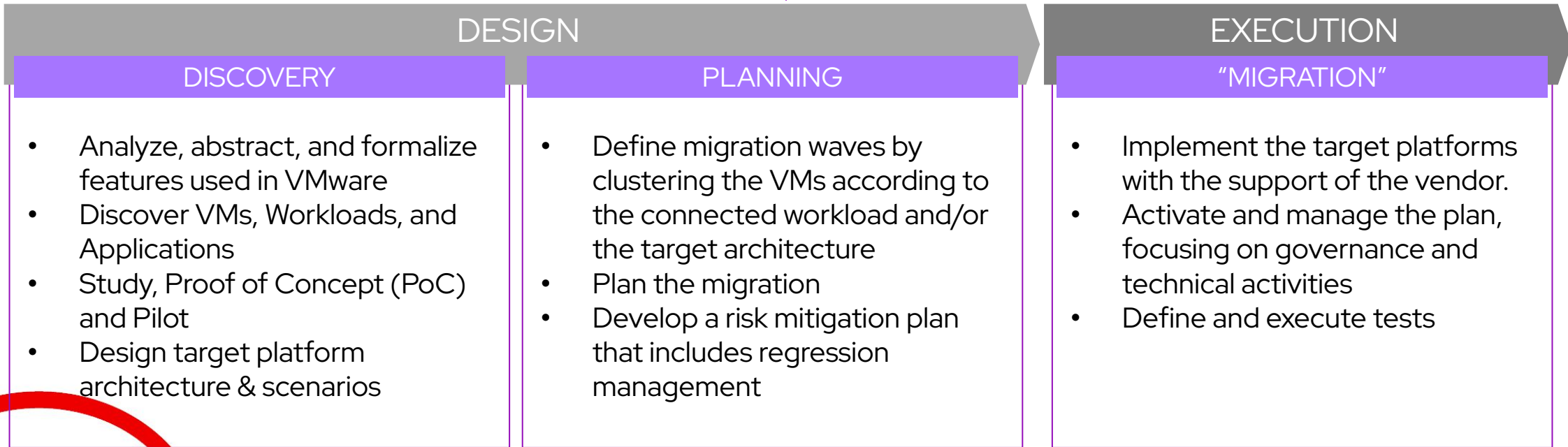
TCO: Prepare and Understand if

LESSONS LEARNT AND ELEMENTS ABOUT HOW TO DETERMINE IF A MIGRATION IS THE RIGHT WAY

VMware Renewal Costs	Expenses associated with renewing licenses for VMware products.
VMware and Broadcom Trust	Level of confidence or the partnership between VMware and Broadcom, which could be pertinent if there is a reliance on technologies from both companies.
The Burden of Legacy and Business-Critical Apps	Challenge of maintaining older applications that are essential to business operations while also ensuring they can be supported by future technology advancements.
The Clear Picture of ASIS VMware Situation	"As Is" state of the VMware environment, meaning the current setup without any changes. Having a clear understanding of this is crucial for planning any transitions or upgrades
Cloud Journey Readiness	Preparedness of the infrastructure and applications for migration to the cloud or for functioning in a cloud environment.
Team Competences and Flexibility	Importance of having a team with the necessary skills and the ability to adapt to changes in the technology landscape
Economic Availability	Financial resources that are available for investment in these areas.

REPLY Services

HOW CAN WE HELP YOU IN THIS INITIATIVES



REPLY Accelerators

HOW CAN WE HELP YOU IN THIS INITIATIVES



METHODOLOGY
Migration Evaluation
Approach

- Requirements refresh and revalidation
- Definition of the functional and non-functional KPIs necessary for the evaluation of the strategy
- Technical functionality map definition related to VMware
- Design of the target scenarios and definition of the associated BOM
- Migration plan and Cut Over proposal



DISCOVERY TOOLS

- Economic evaluation for migration project
- Collection of environmental information and KPIs
- Workload census and update of the infrastructural CMDB
- Definition of technical compatibility matrix



HYP LABS
Environment

- Refinement of economic evaluation for migration project
- Architectural blueprint definition
- Process analysis and revalidation on a new technological basis
- Check functionalities on new platforms and first migration test

SUPPORT FOR COMPETENCES & TRAINING

EXECUTION

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Q&A



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Thank you

