

AZURE VMWARE SERVICE


Presentation Deck - 2023





Computacenter

BROAD AZURE MARKET EXPERIENCE

OUTCOME BASED SERVICES | CO-CREATION | SKILLS AUGMENTATION | RESOURCE ON DEMAND


Enterprise Azure Landing Zones
Automated Developer onboarding
Cloud Engineering


AzureStack
Migration to Azure vmWare
Azure Well Architected Review


Azure Engineering
DevOps Enablement
Multiple Projects



Azure Landing Zones
Next Gen Firewalls in Azure
Micro Segmentation



Application Migration Assessment
Azure Landing Zone Build
Image Lifecycle Management


Azure Landing Zone
Cloud Migration
Ongoing Support



Azure Landing Zone
CI/CD Pipeline integration with
Managed Services
Configuration Factory



Azure Landing Zone
Management Tooling
CCoE Discussions


Azure FinOps
Azure Subscription management
Secure Azure Landing Zone


Azurestack Deployment
AWS to Azure Migration
Containers PS


Azure Landing Zone
Application Migration Assessment
Digital Health Care Record


Azure Landing Zone
Cloud Migration
Ongoing support


Multi-cloud
Automation
Security
App modernisation
Cloud native platforms
DevSecOps
Devops toolchain
CCOE
FinOps
Observability
Cloud migrations
Landing zones
Cost optimisation
CCOE augmentation
Resource on demand



THE VMWARE COMPUTACENTER RELATIONSHIP

Solution Competencies (UK)

- Cloud Native
- Business Continuity
- Cloud Provider
- Desktop Virtualization
- Endpoint Protection
- Hyper-Converged Infrastructure
- Management Automation
- Management Operations
- Mobility Management
- Modern Applications Platform
- Network Virtualization
- Server Virtualization
- Software-Defined Wide Area Network (SD-WAN)
- VMware Cloud on AWS

Master Services Competencies (UK)

- Cloud Management and Automation
- Data Center Virtualization 2.0
- Digital Workspace
- Network Virtualization
- VMware Cloud on AWS
- Cloud Native (provisional)

Purchasing Programs (UK)

- Customer Purchasing Program (CPP)
- Subscriptions Enabled
- Subscriptions Purchasing Program (SPP)
- Hybrid Purchasing Program (HPP)

Awards (UK)

- VMware UKI Partner Value Award 2022
- VMware EMEA Partner Industry Award 2022
- VMware UKI Partner Value Award 2020
- VMware Cloud Partner of the year 2019
- VMware Cloud on AWS Partner of the year 2018
- VMware UKI Partner Innovation Award 2018
- VMware UK&I Partner of the year 2018
- VMware EMEA Public Cloud Integration Award 2018

vmware®

Computacenter is the largest vmWare partner in the UK and Europe with many years of successful Project delivery

“When we engage with Computacenter we’re engaging with people who talk our language and are heading in the same direction”

Joe Baguley, VMware – VP & CTO EMEA



“Add VMware’s technology to our knowledge of the marketplace and we’re able to deliver a really compelling end-to-end proposition”

Paul Bray, Computacenter – CTO, UK&I



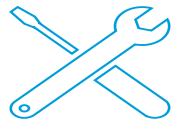
WHY VM CLOUD

VMware on Microsoft is a fully managed service that allows customers to run the VMware platform natively in Azure

- Customers can migrate existing VMware workloads without the need to change the platform they use to run and manage their workloads
- Migrating VMware workloads to AVS allows customers to exit their data centre quickly and with minimal disruption, decommission hardware and quickly integrate their workloads with the higher value AVS PaaS services such as Cloud Storage, AI/ML and data services
- Avoid costly and expensive migration projects, move compute and storage adjacent to the Azure platform and realise business outcomes earlier
- Use AVS as a second availability / backup location for existing workloads, and data sets or simply as a disaster recovery facility



Avoid refactoring – migrate ‘As-Is’ to accelerate migration



Use existing skills and tools



Extended security updates for Windows and SQL 2008 VMs



Begin integration with Azure native services



Unified consumption and billing with other Azure services

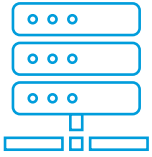


Lower TCO compared to building and operating on-premises





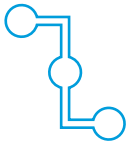
WHAT IS AVS?



A dedicated VMware Cloud Foundation stack running in Azure



Provides a consistent management framework



Provides close connectivity with native Azure services



Designed by Microsoft and VMware



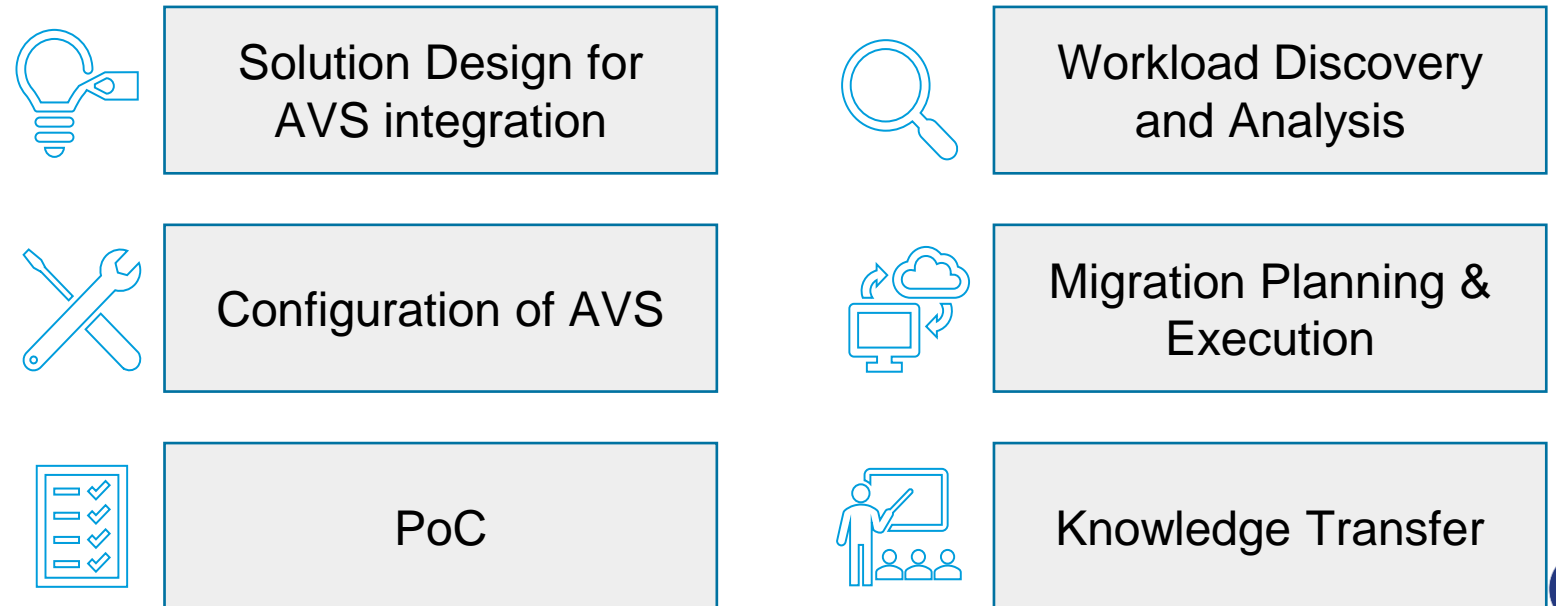
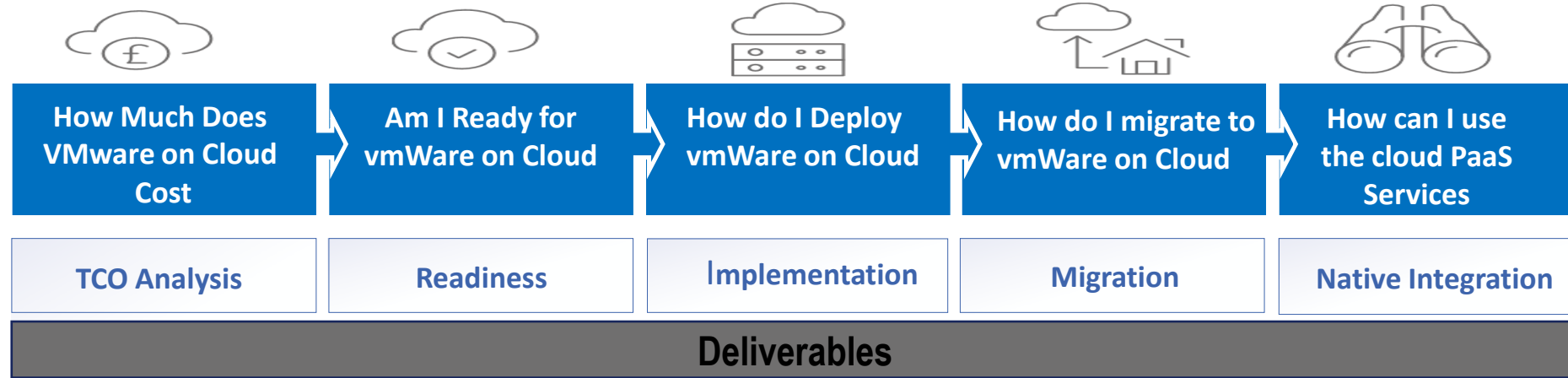
Accelerates movement of VMware workloads into Azure



Fully supported by Microsoft

THE COMPUTACENTER AVS SERVICE PORTFOLIO

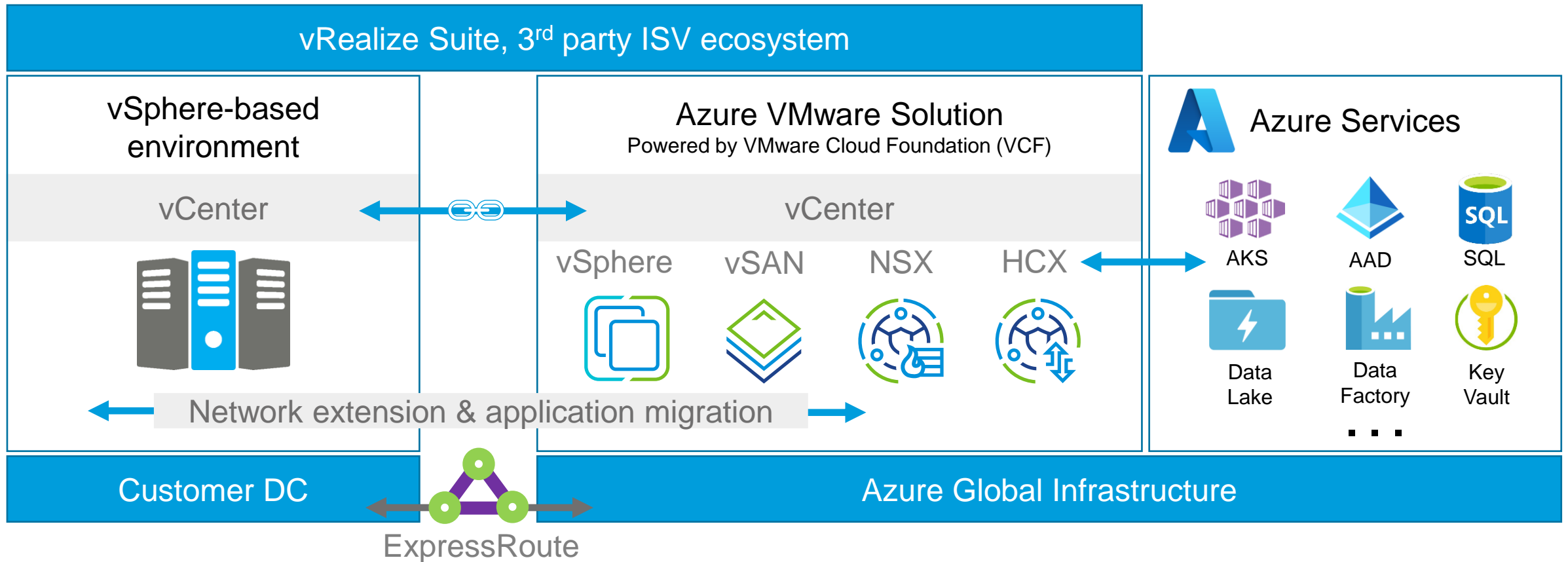
- Each service in the AVS portfolio has a direct relation to each other and has been designed with a specific set of defined deliverables that will be provided to a customer on service completion.
- This includes defined workshop agendas and question sets for analysis and discovery and run books for design, implementation and test
- If a customer does not have a presence in Azure we can implement our Multi-Cloud Landing Zone designed to reduce operational complexity between platforms
- If a customer does have a presence in Azure we will review the requirements to connect the platforms during a Readiness Review





AVS SOLUTION OVERVIEW

The following illustration provides a logical overview of AVS. Aside from the familiarity of using the same VMware services, AVS allows workloads to leverage Azure native services through close adjacency.



AVS SERVICES





PROOF OF CONCEPT (POC)

To validate AVS as a viable solution for specific customer scenarios and to ensure the service delivers value to customers, Computacenter can engage to support a proof of capability (POC) using a trial AVS cluster for one-month.



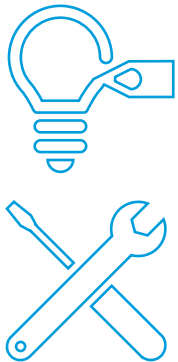
Utilising the 30 day AVS evaluation, Computacenter will:

- Agree criteria for validation testing
- Complete initial configuration of Azure & AVS
- Integrate AVS with on-premises VMware solution
- Migrate the agreed number of workloads into AVS
- Demonstrate how HCX can be used to move workloads
- Deliver knowledge sharing



SOLUTION DESIGN

Defining the solution size, network configuration and making decisions on how best to integrate AVS with the existing on-premises and Azure services are all necessary steps which must be taken when using AVS. Computacenter will work with customers to ensure these tasks are properly understood and delivered correctly.



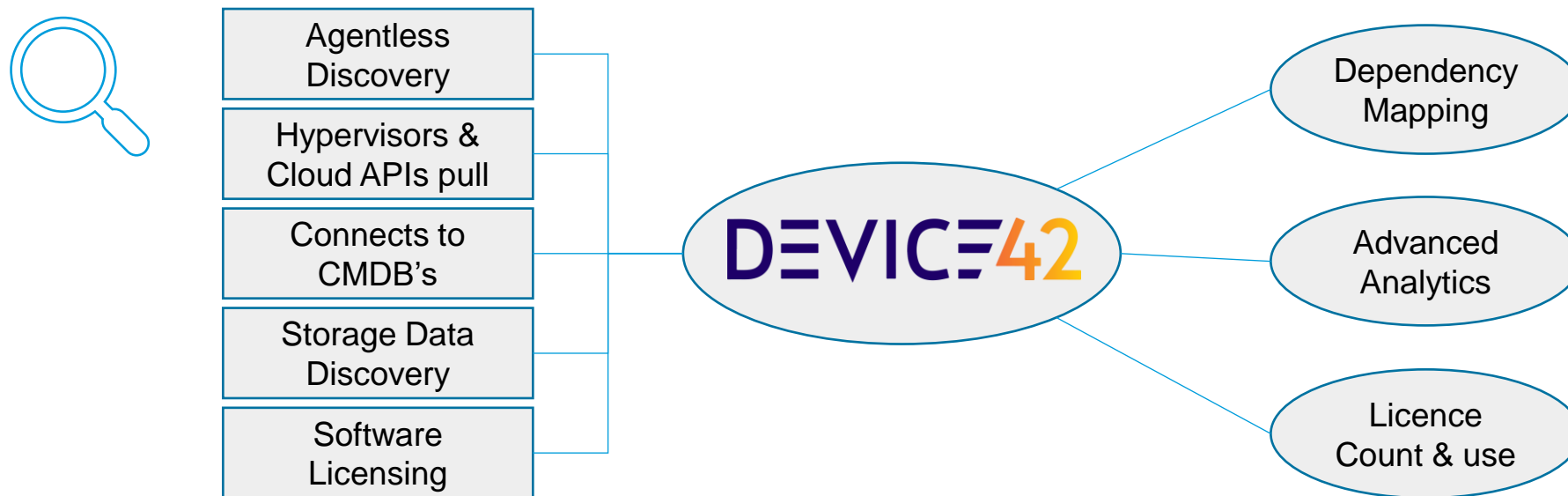
- Target Azure environment requirements
- AVS Sizing (clusters and nodes)
- Network addressing, routing and services
- Networking configuration (ExpressRoute, Gateways, VNets, firewall ports)
- HCX configuration
- Existing VMware product integration (SRM, vROPS, vRA etc)



WORKLOAD DISCOVERY AND ANALYSIS

Computacenter's approach to discovery and analysis looks at more than just the technical requirements for individual workloads and ensures we properly understand the business requirements and workload suitability for cloud including service interdependencies.

Although Azure Migrate can be used to perform workload discovery and help shape the target AVS platform, Computacenter typically use Device42 as our discovery tool of choice because it provides a greater depth of analysis, interdependency mapping and other additional benefits.





MIGRATION PLANNING AND EXECUTION

Computacenter have a dedicated migration practice within our consultancy business whose focus is the discovery and migration of workloads from any to any platform which could be on-premises to public cloud, between public clouds or onto a new hardware platform. Our well-established approach, experience of delivery and understanding of typical challenges that will be faced enable us to help customers accelerate their migration to AWS.



- Leverage the Computacenter repeatable migration methodology
- T-Minus process to ensure all pre- and post- migration activities take place
- Migration planning and scheduling with I.T. and the business to minimise any disruption
- Post migration functional testing
- Service transition and handover to customer