

kyndryl

Accelerate your journey to Cloud

Kyndryl services for Azure VMware Solution



kyndryl™

A \$19.4B technology services company with 90,000 skilled practitioners, we design, build, manage and modernize the mission-critical technology systems that the world depends on every day.

Known for:

- Being trusted by customers with vital systems
- Deep domain expertise: 30+ years of IT services eminence
- Position as leader by industry analysts
- Innovating at scale with intellectual property and portfolio of 3,000+ patents
- Largest infrastructure implementation and managed services provider

Added value as Kyndryl:

- Unleashing our full potential with partners to deliver exponential outcomes for customers
- Expanding investments in the skills and innovation our customers need
- More nimble and responsive with decision-making close to customer

What you are facing ... Expectations on the rise

Your customers demand better experiences

They expect service and speed

Your competitors are now cloud-native capable

They are innovating and disrupting faster

Your stakeholders are increasing expectations

They want technology to meet business goals

There are many focus areas that will help you accelerate your business transformation goals:

- Migrate and scale rapidly
- Lower costs and reduce risk
- Enable remote workforce
- Ensure business continuity and Disaster Recovery (DR)
- Modernize applications and increase innovations

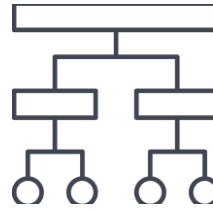
Companies need to find ways to thrive in an era of disruption and speed up their digital transformation



We succeed when our customers succeed

One way to accelerate your digital transformation is to start modernizing and scaling out your applications running on prem on VMware. But there can be challenges.

78 % Lack skills & expertise for Cloud*



Existing investments in VMware technologies, tools and architectures does not support the business case of immediate cloud native modernization

70% find Cloud migration challenging*



Limited reskilling and training budgets and fiercely competitive cloud skills market makes it difficult to ramp-up skills to align modernization requirements



Cloud modernization requires re-factoring and re-writing of applications, that has its own project lifecycle and development costs

*Challenges of existing VMWare customer planning to adopt cloud

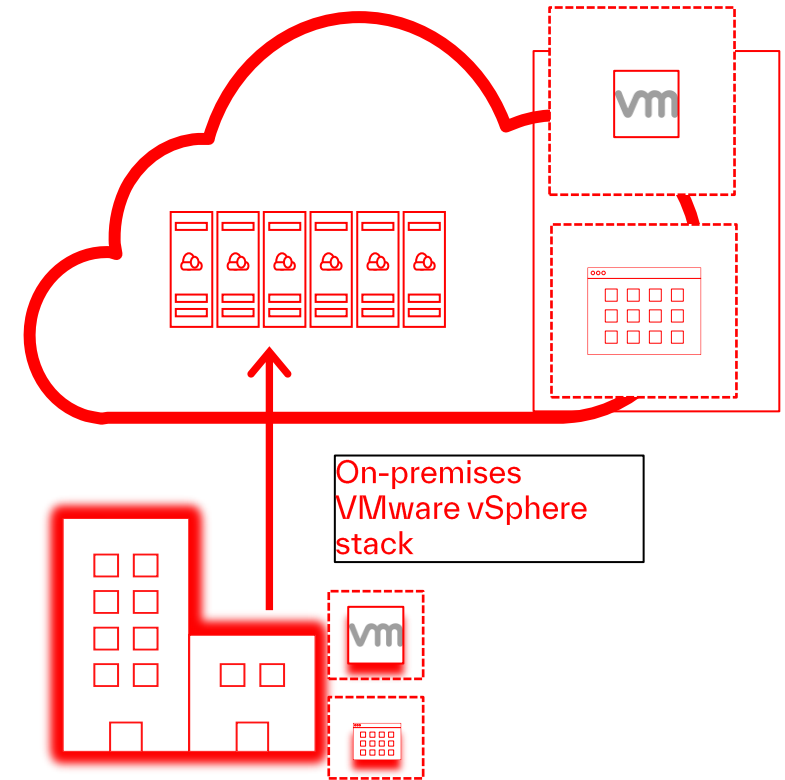
Source: [McAfee 2019 Report](#)

Why AVS?

Azure VMware Solution addresses those challenges associated with migrating on-premise VMware workloads to Azure

What is Azure VMware Solutions

- A comprehensive VMware environment on Azure infrastructure.
- Run VMware workloads natively as an Azure service.
- Manage and secure applications across VMware environments and Microsoft Azure.



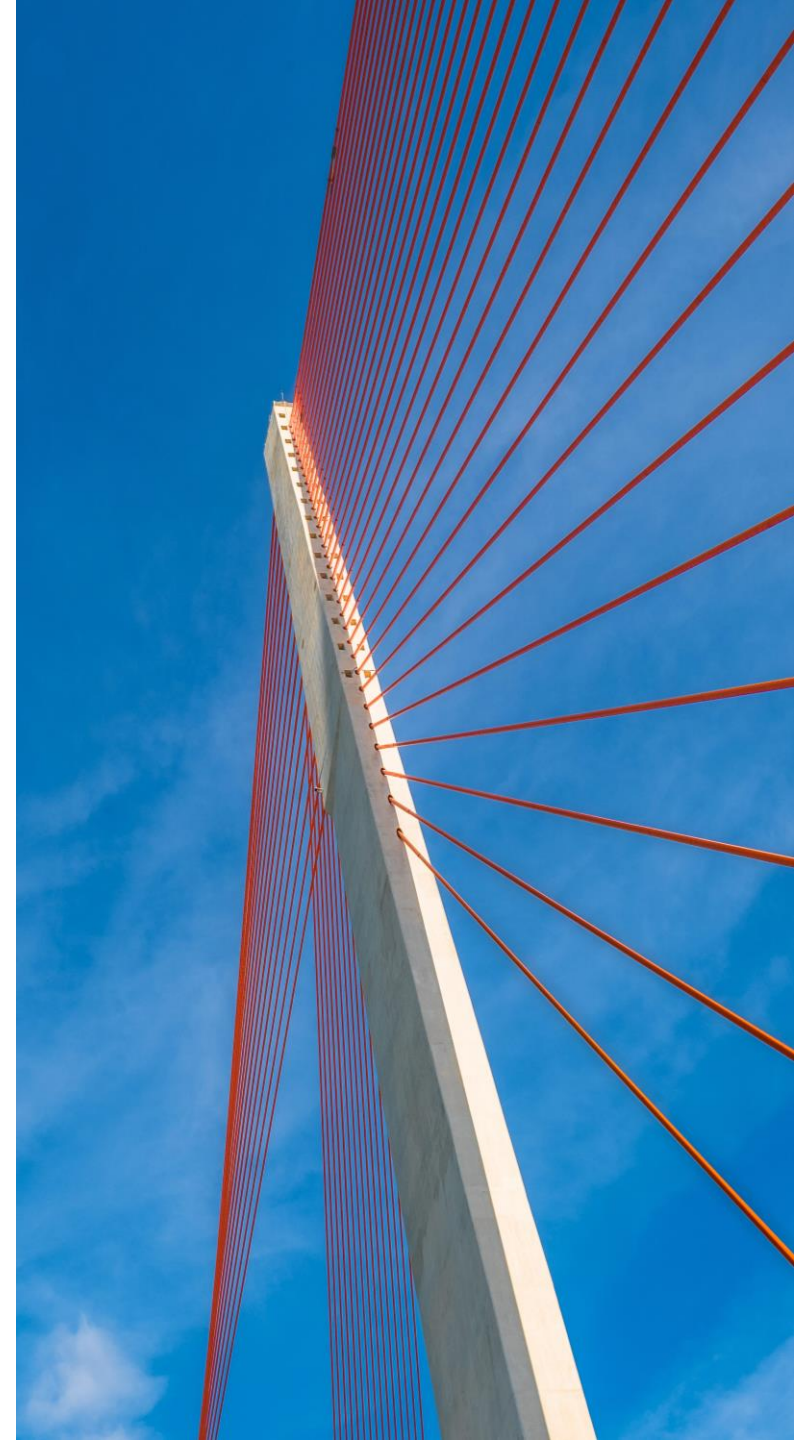
Kyndryl helps clients design, deploy and migrate on prem VMware workloads to AVS, and manage them on an ongoing basis with **minimal disruption to application availability and businesses**

Potential Customer Financial Benefits

A 2021 Forrester Consulting study commissioned by Microsoft, found potential financial benefits to a composite organization deploying the Azure VMware Solution over three years:

- Retain personnel skills on VMware investments by redeploying and extending VMware workloads
- Nearly \$400,000 in avoided work effort in maintaining infrastructure
- Nearly \$2 million in avoided overprovisioning, refreshes, and decommissioned infrastructure spend
- Over 75% of application downtime reclaimed by deploying key VMware workloads on Microsoft Azure

Summarized from [New Technology: The Projected Total Economic Impact™ Of Microsoft Azure VMware Solution](#), Commissioned study conducted by Forrester Consulting on behalf of Microsoft, October 2021

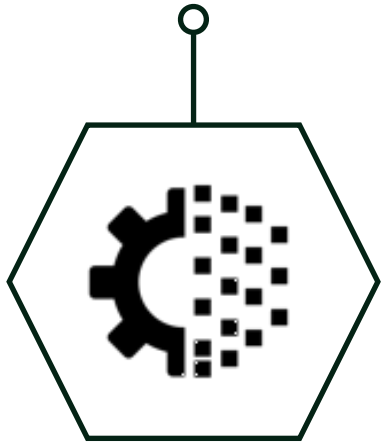


How Kyndryl can help accelerate AVS adoption?

Kyndryl provides end to end services to help you move on prem VMware environments to the Azure VMware Solution

Discovery and Assess

Discover, Assess the on prem workloads and identify the use cases for AVS for those workloads



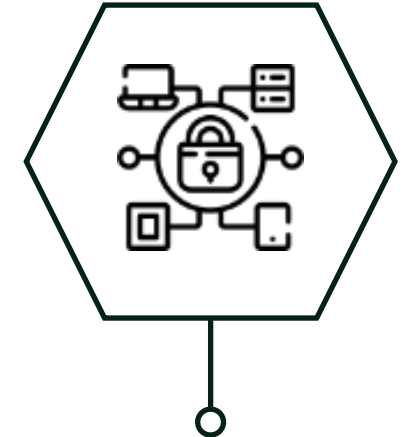
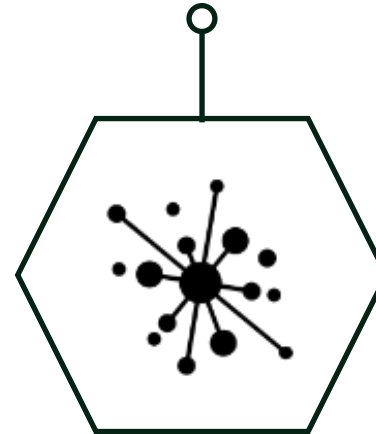
Migrate and Deploy

Provision and Migrate workloads from on-premise to AVS leveraging azure native migration tools



Design and Implementation

Design and build the AVS environment based on the identified use cases



Manage and Govern

Monitor, operate and govern the AVS environment and the workloads running on them through a combination of VMWare and Azure native tools

Why AVS?

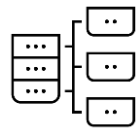
Benefits for adopting Azure VMware solution



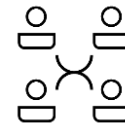
Avoid **CAPEX for Disaster Recovery** for existing VMware environments



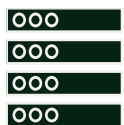
Modernize application ecosystem by adopting native Azure cloud services as well as containers on AVS



Avoid **Legacy infrastructure refreshes and capacity expansion** on prem to meet application scalability requirements



Maximize existing investments on VMware skills for driving cloud adoption



Drive **data center consolidation**, **Reduce** datacenter footprint and **accelerate Datacenter exit** plans



Realize extended support benefits for EoS Win OS and SQL by running them on AVS

Use AVS as either an

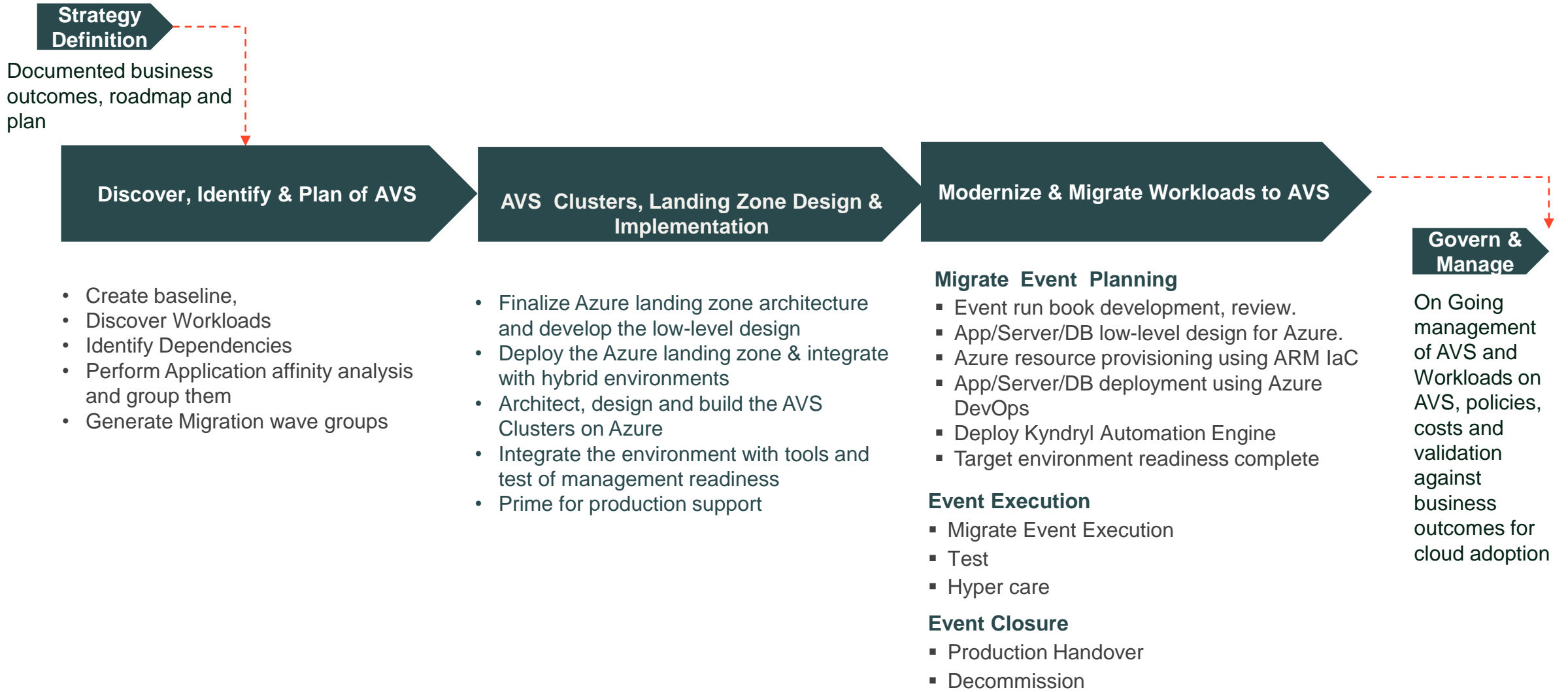
✓ *Interim solution to run existing workloads during the application modernization initiatives*

(or)

✓ *as a permanent solution to run workloads to support cost reduction initiatives*

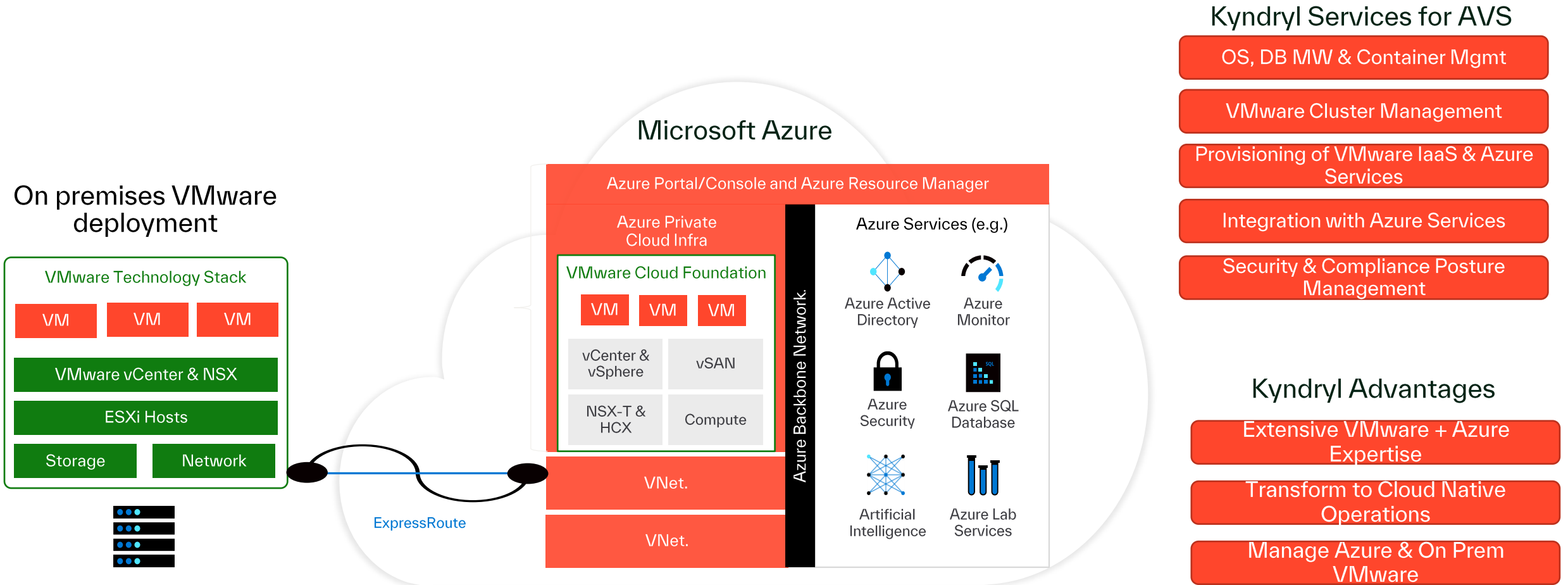
Kyndryl engagement model for AVS

Solution built with composable blocks that help migrate applications rapidly without transformations



Kyndryl Managed Services for AVS

Simplify operations across VMware environments both on prem as well as on Azure as you transform to cloud native architectures



Kyndryl Services for AVS

OS, DB MW & Container Mgmt

VMware Cluster Management

Provisioning of VMware IaaS & Azure Services

Integration with Azure Services

Security & Compliance Posture Management

Kyndryl Advantages

Extensive VMware + Azure Expertise

Transform to Cloud Native Operations

Manage Azure & On Prem VMware

Leverage VMware + Azure Tools

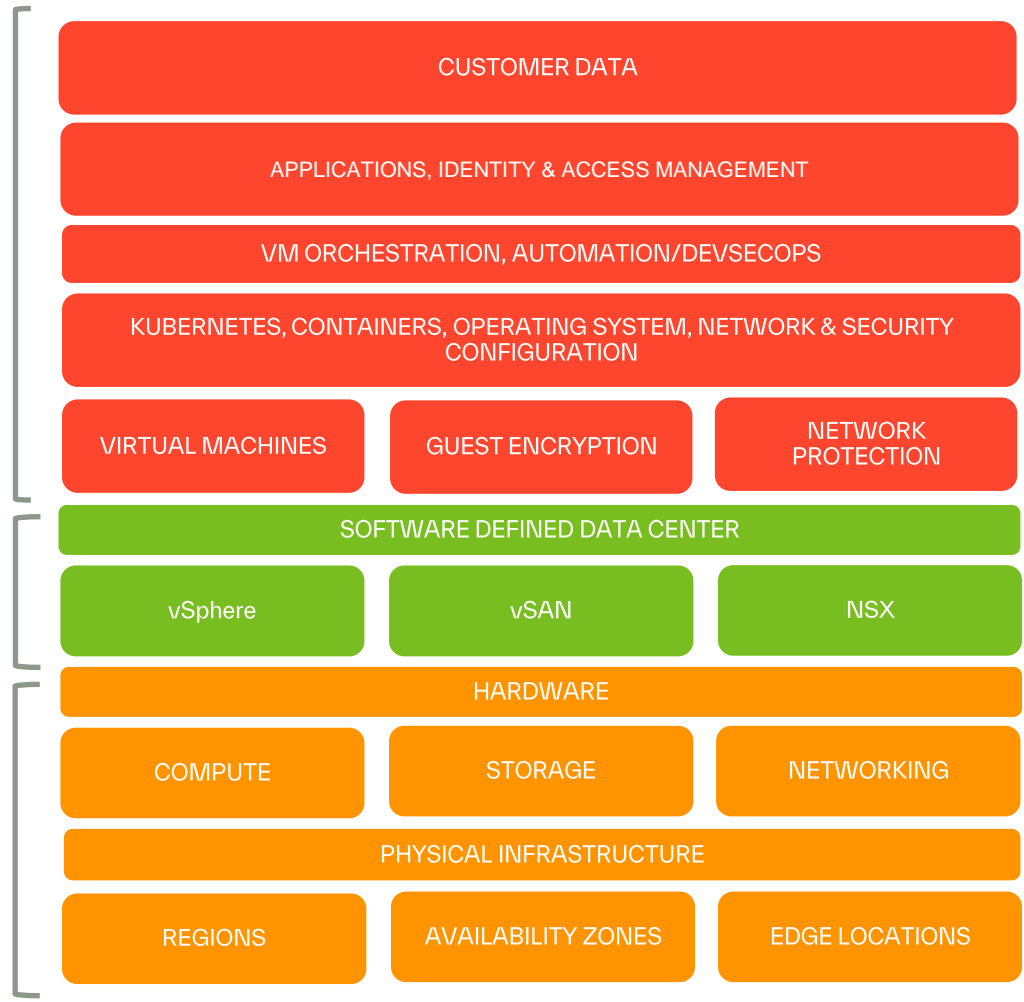
Kyndryl Services of VMs in Azure Environment

Kyndryl Services

- Design, build, deploy and manage Software-defined data centers (SDDC)
- Configuring SDDC network & security
- Design, build, manage virtual machines (VM) and containers
- Security compliance and management services to provide additional controls beyond standard AVS (VMware Cloud)
- Application migration and modernization to modern architecture / container-based solutions
- Design, deploy, integrate and manage Azure cloud native services with AVS
- DevSecOps driven automated Day1 and Day2 services

Value to Client

- End-to-end management of the entire client environment
- Guaranteed SLAs (service level agreements)
- Focus on business processes and value adding services vs infrastructure
- Defined security profiles removes much of the work around environmental attestation
- End to end SLAs for customer and internal applications
- Industry standard design simplifies migration and ongoing operations



Kyndryl Managed Services on Microsoft Azure Platform

Kyndryl Services for AVS - Fast move to Azure & no application transformation

Sector - Healthcare

Country - France

Customer - French company that manages nursing homes (EHPAD), specialized clinics (SMR), serviced residences, care and hospitalization at home

Offerings - Build landing zone, move to Azure, Manage on Azure, Network, Healthcare security compliance, Disaster Recovery Plan

Challenges / Business Objectives

Existing IT supplier announced the cessation of their outsourcing activities at end of March 2022.

The customer had to urgently:

- Relocate 4 very critical applications (200 VMs) before the end of August 2021 on Kyndryl IaaS
- Migrate 500 VMs on Azure before March 2022

AVS Highlights

- VMware native solutions
- Network third parties
- Landing zone compliant with HDS

Results

- Agile DevOps implementation now possible with Azure
- 500 VM migrated in 3 months without any customer Application transformation
- Kyndryl implemented the landing zone and migration on time, and managed the workloads on Azure

Next Steps

2022: Application modernization. Migrate from AVS to Azure native and Azure services

2023: scope extension of the other countries migration on Azure

Why Kyndryl?

Strong partnership and deep expertise with both Microsoft and VMware, Kyndryl is the right partner of choice for your AVS implementations

On-premises, in the cloud, and at the edge – hybrid the way you want it

Mission-critical expertise

- 146+ Azure Certifications
- One of the largest VMware Managed Services Provider
- Expertise in essential enterprise systems and technology
- Standardized delivery models – 19 Customer Innovation Centers
- Proven in complex, highly regulated industries
- 1200+ certified practitioners in new technology disciplines
- Predictability with pre-tested solution designs, configurations, workflows and blueprints.
- Standard or customized accelerators to meet industry needs
- Joint Innovation labs for co-creation with Microsoft and VMware

Applied data and IP

- 100,000 builds and onboarding a year deployed in a factory based, process led model supported by 2500 reusable assets
- 3,000+ patents in cloud management, orchestration, integrated monitoring, issue triage and resolution
- 6 million automated actions per month
- Data lake of operational IT patterns
- Automation and operational AI for predictive insights at scale

Take the Next Step

- ❑ Get details on the Kyndryl Discovery Assessment for AVS
- ❑ Visit kyndryl.com/alliances/microsoft

About Kyndryl

30+ Years of Designing, Building and Managing Mission-critical IT Environments for our Customers



Recognized Industry Leader



Leader: MarketScape: Worldwide Datacenter Transformation Consulting and Integration Services for Applications and Infrastructure Vendor Assessment

2Q 2020



Winner: Top 10: Hyperscaler Cloud Service Providers

Q1 2021



Leader: 2021 Aware (Intelligent) IT Infrastructure Services Automation PEAK Matrix Assessment

Q4 2020



Our Services



Cloud

Delivering seamless, integrated, multicloud management in a hybrid model



Core Enterprise & zCloud

Providing secure, unified and fault-tolerant mainframe services for our customers' core infrastructure



Digital Workplace

Enhances user experience and work location flexibility by providing a consumer experience to employees



Application, Data & AI

Providing full application platform hosting and expert assistance for application modernization



Network & Edge

Provides unified Network Services for cloud and data center connectivity



Security & Resiliency

Providing full application platform hosting and expert assistance for application modernization



Our Customers

We work in partnership with thousands of customers, dedicated to ensuring that each achieves its peak digital performance

>4,000
global
customers

Including

of the Fortune 100;
more than half of
the Fortune 500

~75%

We manage vital environments in critical industries



45%

of passenger cars made by our customers



61%

of assets under management at top 50 banks managed by our customers



50%

of the total industry's hypermarket sales



49%

of mobile connections managed by our customers

Kyndryl advances the vital systems that power progress

Thank you