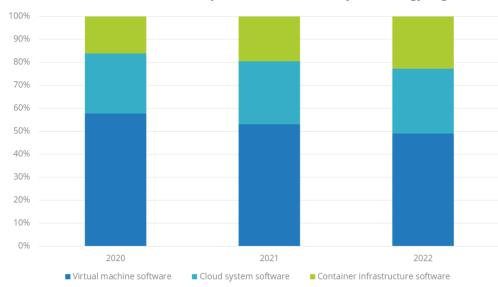


Virtualization is the architecture of choice

Software Defined Compute share by technology

Worldwide Software Defined Compute Software share by technology segment



- Total 2022 market size of \$8.6 billion, a 12.8% growth from 2021
- revenue continues to shift away from VMS and into CSS as customers embrace cloud operating models
- Container growth is not currently coming at the expense of VMS or CSS, but is a net add to the SDC market and the fastest growing segment.

Virtual machine software and cloud system software dominate the software defined compute market

Most cloud system software deployments use virtualization technologies inside

Use of containers is growing fast, but it remains primarily platform-centric (e.g. DevOps).



@ IDC | 7

Moment of Change



MAY 2022
Announcement

VMware to be acquired



November 2023

Acquisition completed by Broadcom

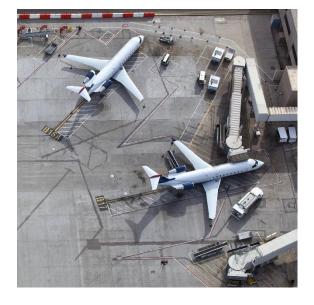




Major Pitfalls of shifting to Alternative Stack









No long-term design of enterprise IT

Increase of service down time

Disruption of current operation service level

Increase of financial burden



Platform Virtualization Considerations

Cost

Does the cost of products change? Is it term-based, subscription, etc.?

Upgrade Roadmap

Does the platform offer LTS versions? Is the roadmap consistent and well publicized, or an unknown?

Technology

Does the platform include or support your needed features? Such as VMs, Containers, SD Storage, SD Networking, and Disaster Recovery. Can all of it be automated to meet your business objectives appropriately?

Cloud & Hybrid

Is Cloud or a Hybrid environment necessary? Does your platform have the tools to manage both environments and consistent access to your data?

Security

Does the chosen platform support your regional compliance requirements? Does it have built-in enterprise-wide management and policy capabilities? Is it integrated with the SD Networking for layer control?

Services & Support

Who delivers your platform support (the ISV or the HW vendor)? Do they offer lifecycle management (patching/updates) and managed services?

Staff Skill Set

Does your staff have the needed skills to manage and maintain your chosen platform? Can your chosen vendor enhance your own capabilities and possibly help to address many of these other categories and skill gaps?

Steps to an Alternative Stack



Analysis & Roadmap Design

- people, process, technology assessment for stack
- Business requirement definition
- Technical requirement definition through **infrastructure assessment**
- Pre-requisite validation
- **Identify** applications benefiting the shift through infrastructure discovery as a part of **right mix advisor**
- Design infrastructure & workload migration strategy



Landing Zone Design & Build

- Design landing zone based on the pre-defined strategy
- Integrate infrastructure with **existing service management ecosystem** (data protection, service management, operation, etc.)



Workload Migration

- **Design a migration plan**based on migration strategy
 (required resource, priority,
 downtime scheduling, etc.)
- Execute migration of workloads
- Migration of data
- Validate workload and data migration through functional testing



- Integration of workloads onto integrated service management ecosystem
- Validate the integration result through functional testing
- Maintain and expand operation capability and capacity

Landing Zone Selection Options



Operate on KVM or opensource

More use of Microsoft Workloads Minimum Changes with virtualization

Move to Cloud Native Journey Continuous transition with rebalance

Other alternatives



Landing Zone Selection Options





HPE GreenLake is an open, scale ecosystem that supports 3rd parties and HPE IP

















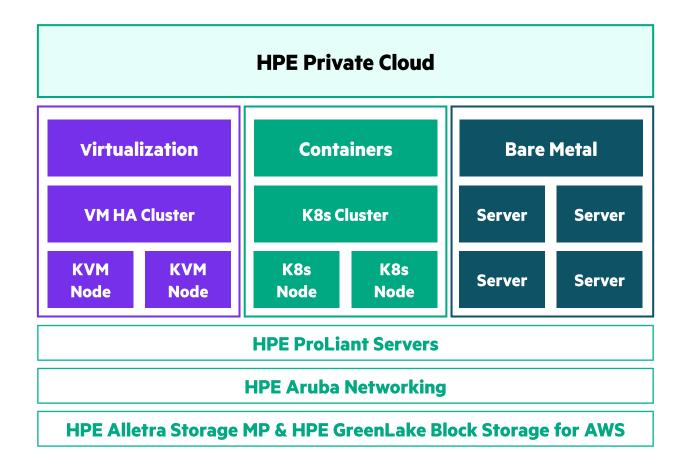


Most popular choices

	Hypervisor	K8s	Storage	Data LCM & Cyber Resiliency	Network	Infra. Mgmt	IT Ops Mgmt.	Cloud Mgmt	Hardware infra	Open Hybrid Cloud Platform	E2E Enterprise services
NUTANIX	AHV	Nutanix Kubernetes Engine	AOS	DP & DR	Flow	Prism	Epoch, Prism Pro, NCM	NCM Self- Service			
Microsoft	Hyper-V	Azure Kubernetes Service	Storage Spaces Direct	Azure Site Recovery	Windows Server SDN	Azure Portal	Azure Monitor	Azure Arc	Hewlett Packard Enterprise		
vm ware°	ESXi	Tanzu Kubernetes Grid	vSAN	Live Recovery	NSX Networking	SDDC Manager	Aria Operations	Aria Automation			
Hewlett Packard Enterprise	HPE virtualization	HPE Kubernetes Service	HPE Alletra	Zerto	HPE Aruba	HPE Private Cloud	OpsRamp	HPE Private Cloud	Compute Storage Networking	HPE GreenLake Cloud	A&PS Managed Operational Financial



HPE's virtualization capability is part of HPE Private Cloud, providing a future-proof platform that supports legacy, cloud-native and AI workloads



- Open-source KVM with HPE cluster management for high availability and load balancing
- Offered alongside containers and bare metal as part of a future-proof Private Cloud platform
- Native integration with HPE Alletra Storage MP
 - Performance for data-intensive workloads
 - High availability
 - Highly efficient data reduction
 - Integrated data protection
- Cloud-based management plane frees up more resources for applications

