IBM Cloud for VMware Solutions

Working together with Northdoor plc to seamlessly modernise VMware workloads and applications

Platinum
Business
Partner

IBM

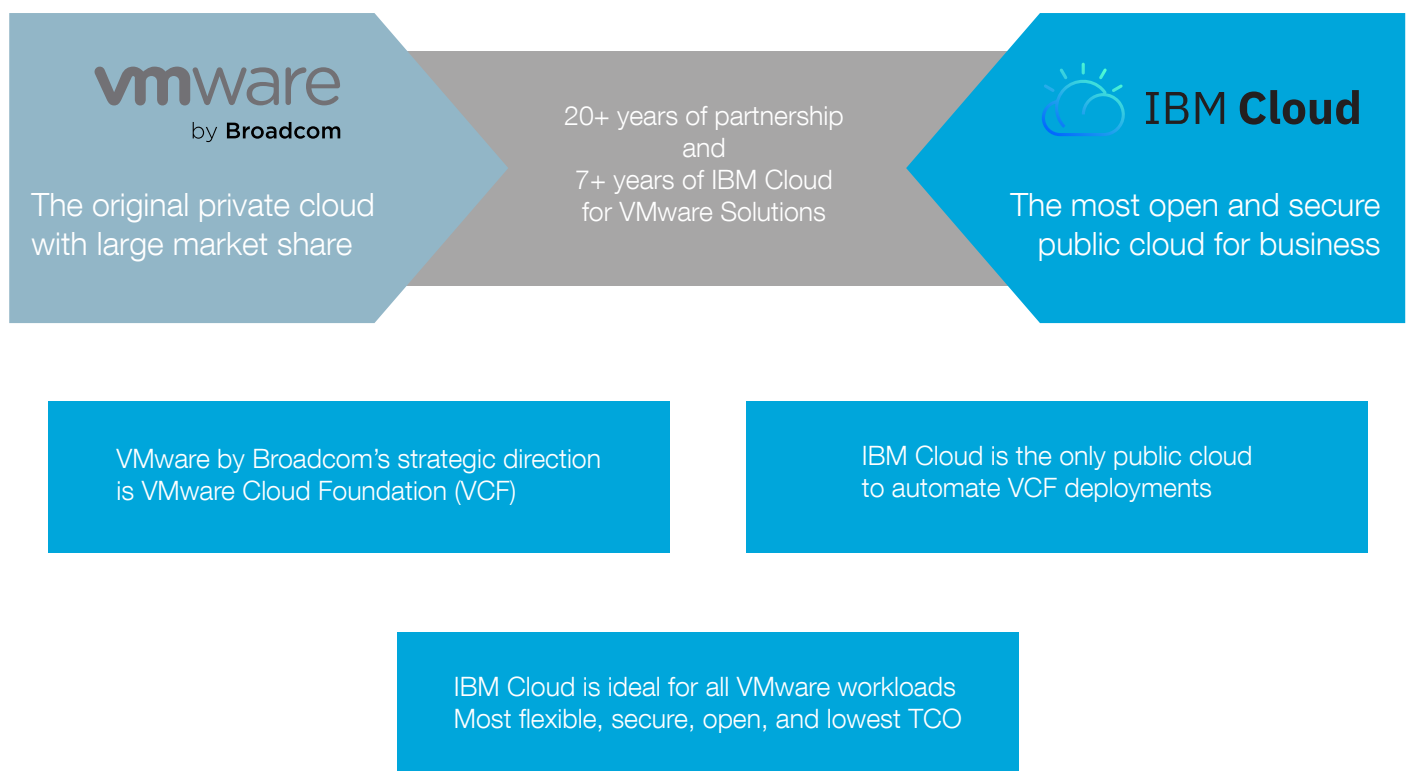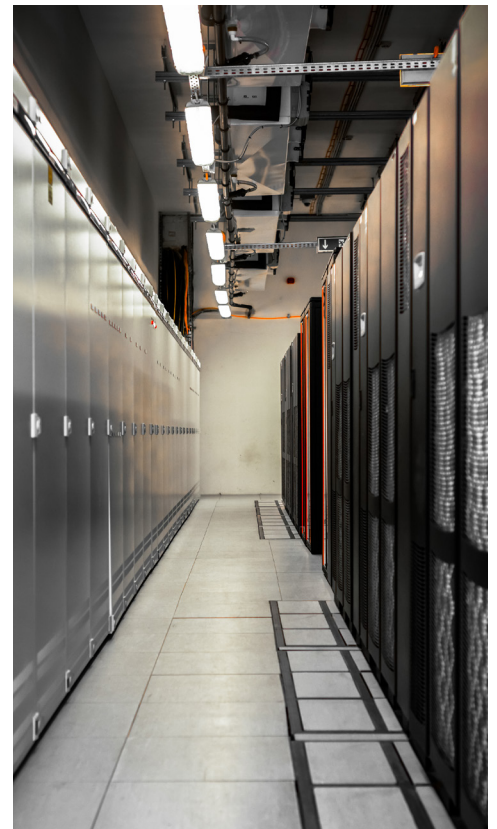# VMware by Broadcom + IBM & Northdoor Cloud Partnership

The IBM, VMware and Northdoor partnership is grounded in delivering jointly engineered, enterprise-ready, end-to-end offerings.

Together, we deliver...

- **Choice** – Largest portfolio of validated VMware solutions

- **Modernisation** – Unified approaches for VMware and Red Hat OpenShift

- **SAP Certified** – The only SAP-certified VMware SDDC environment on cloud

- **Flexibility** – More flexible consumption models compared to other hyperscalers

Customer Benefits

- Jointly engineered and validated solutions

- End-to-end advisory, service, and product delivery

- Improve financial efficiency with comprehensive and flexible terms

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vmware by **Broadcom**

The original private cloud with large market share

20+ years of partnership and
7+ years of IBM Cloud for VMware Solutions

IBM Cloud

The most open and secure public cloud for business

VMware by Broadcom's strategic direction is VMware Cloud Foundation (VCF)

IBM Cloud is the only public cloud to automate VCF deployments

IBM Cloud is ideal for all VMware workloads
Most flexible, secure, open, and lowest TCO

History of IBM's Partnership

2016

Strategic partnership to accelerate hybrid cloud adoption by easily and securely extending workloads from on-premises to cloud.

Mission

Enable clients to extend or migrate to cloud without requiring any changes and while managing their cloud environment exactly as on-premises.

Market-leading portfolio enhancements to address the needs of the most discerning customers and workloads

Expansion

Addressing client needs by enhancing dedicated, introducing shared, managed solutions, and expanding the portfolio by working with key industry-leading technology and services partners.

Strong continued partnership with innovation lab to develop solutions aligned with a combined strategic direction

Evolution

Introducing cloud managed services, prioritizing flexible cloud journeys around key use cases, simplifying the portfolio and emphasizing key market drivers like VCF, SAP, ransomware protection, and Data & AI.

Present

Why IBM Cloud with Northdoor

IBM Cloud is the most open and secure public cloud for businesses

Highest level of encryption

FIPS 140-2 Level 4

Isolation for cloud native

VMware, OpenShift, and Kubernetes on bare metal servers

Enhanced availability SLAs

HA: 99.99%, Non-HA: 99.9%

No-cost bandwidth between regions

Significantly lower Total Cost of Ownership (TCO)

Audit transparency to bare metal

Traceable serial number compliance

Full control to the bare metal level

Full admin control of compute

"IBM Cloud improved the reliability of our environment immensely and allowed us to increase application deployments.

We are now able to innovate faster than ever before in a more secure and compliant environment."

Technology Officer, Financial Services

Open Innovation

Cloud Services delivered with Native Open application programming interfaces

Kubernetes on IBM Cloud: 1,000+ clients, 19,000+ clusters in production

Major contributor to cloud-native open-source work: Istio, Knative, Razee, and more

Security Leadership

Highest compliance for data encryption

Configurable so that even IBM cannot see the data

Extensive platform of single-tenant solutions

Edge-to-cloud threat management with security integration from IBM

Enterprise Grade

#1 VMware public cloud, with 2,000 clients

Cloud migration for IBM Power, AIX, IBM i, IBM Z, SAP, and mission critical applications

Broadest portfolio of compute instances, including IBM Power and x86

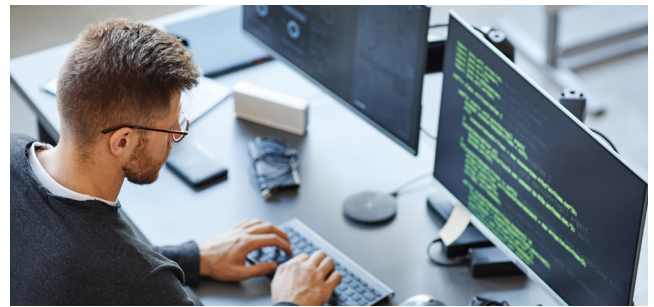# IBM Cloud for VMware Solutions: Platform Comparison

	Client Managed		IBM Managed	
Product	VMware Cloud Foundation (VCF) on Classic VLAN	VMware Cloud Foundation (VCF) on VPC	VMware Cloud Foundation as a Service (VCFaaS) Single tenant	Multi-tenant
Infrastructure	Bare Metal Classic VLAN Starts at 3 hosts	Bare Metal VPC Starts at 4 hosts	Managed Cloud Platform Starts at 2 hosts	Managed Cloud Platform Starts at 1 VM
Deployment	Self-Build	Automated	Automated	Automated
Configurations	100k+ deploy & scale shapes	6 server profiles starting at 16 cores (Q2)	13 standardized profiles (including SAP certified)	by CPU, RAM, and storage
Expansion	6-8 Hours	20 Mins	4-8 Hours	Minutes
Billing	Monthly	On-demand hourly or 1-/3-year committed use	By host profile (monthly) or 1-/3-year committed use	On-demand (hourly), reserved (monthly), or 1-/3-year committed use
Ideal for...	Large-scale Enterprise or SAP applications High security / regulated Full hypervisor access	Full standardized SDDC High bandwidth Hourly consumption	Dedicated infrastructure for compliance and performance reasons Client-managed infrastructure capacity	Hourly usage (ephemeral use) Cloud-bursting Larger workloads where IBM manages capacity

IBM Cloud for VMware: Solutions Comparison

The right fit based on customer Day-2 management needs

IBM Cloud offers multiple deployment options that provide the desired balance between flexibility and simplicity.

Options range from fully customer-managed to IBM managed with only the workload layer being the responsibility of the customer.
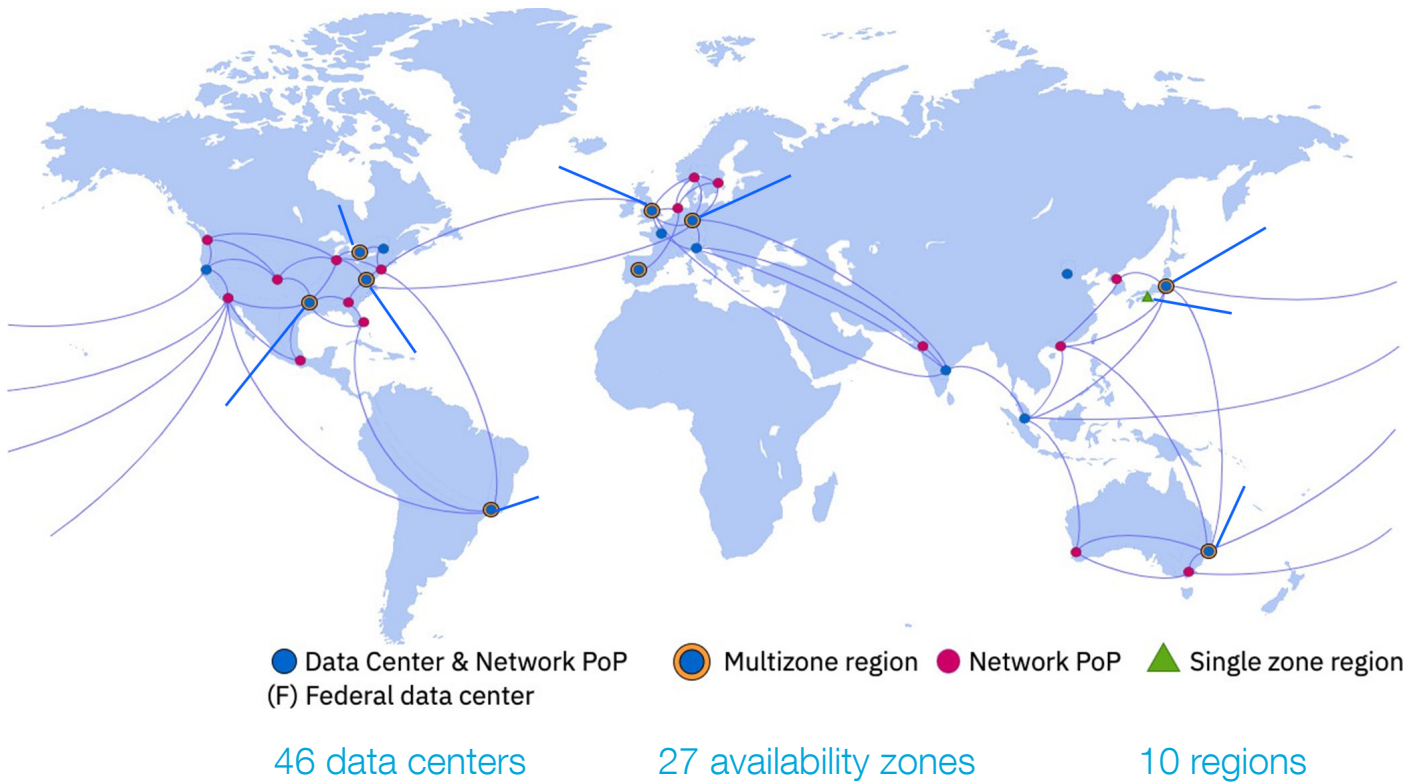

Flexibility   Simplicity

	VCF for Classic Flexible	VCF for Classic Automated	VCF for VPC	VCF as a Service Single-tenant	VCF as a Service Multi-tenant
Configure & deploy software	Customer	IBM	IBM	IBM	IBM
Manage Infrastructure architecture	Customer	Customer	IBM	IBM	IBM
Deploy & operate management plane	Customer	Customer	Customer	IBM	IBM
Manage workload infrastructure capacity	Customer	Customer	Customer	Customer	IBM
Manage workloads	Customer	Customer	Customer	Customer	Customer

IBM Cloud for VMware Cloud Foundation (VCF)

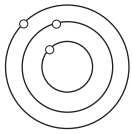## Hybrid Cloud benefits of deploying full-stack VCF on IBM Cloud

Simplicity
Operational Simplicity

- Client managed
- Automated rapid deployment of a full stack SDDC

Consistency
Consistent experience across platforms

- Control
- Security
- Performance
- Management

Flexibility
Flexible billing from IBM

- Hourly on-demand
- 1, 3-year licensing
- Single Node to fully automated SDDC
- Self-managed or Fully managed IaaS

Agility
Rapid expansion and migration services

- Operational agility with rapid bare metal server provisioning
- HCX included for seamless migration

Innovation
Innovation & transformation

- AI/ML Ready
- Only SAP- certified VMware Public Cloud
- Highest FIPS security available 140-2
- Level 4

IBM Cloud regions and zones

Data Center & Network PoP
(F) Federal data center
Multizone region
Network PoP
Single zone region

46 data centers   27 availability zones   10 regions

Total economic impact of IBM Cloud for VMware Solutions

From customer interviews and data aggregation, Forrester concluded that IBM Cloud for VMware has delivered:
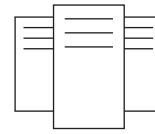
Operational efficiency ROI up 201%

Operations staff now 2 times more efficient by streamlining operations tasks, including procurement, provisioning, maintenance and disaster recovery.

Developer productivity up 40%

40% productivity lift for developers who now use IBM Cloud to modernize heritage applications and innovate on new services.
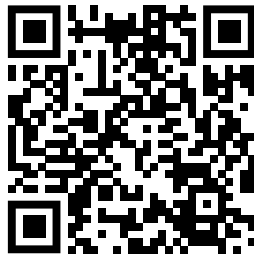
Data Center costs down 40%

USD 1.5 million saved on average, including disaster recovery and data center cost savings, improved density and reduced overprovisioning.

The Total Economic ImpactTM of IBM Cloud for VMware Solutions Cost Savings And Business Benefits Enabled By IBM Cloud for VMware February 2024

Read the full report:

IBM Cloud with Northdoor for VMware Solutions: Special Programs, Promotions & Discounts

Discounts for new workloads

For any new workload you bring to IBM Cloud, we offer:

VMware Cloud Foundation as a service

50% off for a limited time only

VMware Cloud Foundation for Classic or for VPC

30% off for 1-year commitments

38% off for 3-year commitments

Free Try & Buy Promotion

Enjoy a **$1,000 credit** when provisioning VMware Cloud Foundation as a Service to try this unique and flexible fully IBM-managed low-cost solution for up to 45 days*

* $1,000 or 45 days, whichever comes first

Free Proof of Concept

Contact Northdoor to inquire about a **free PoC** for any of our IBM Cloud for VMware solutions offerings.

Migration Acceleration Program

Sign up for a 1-, or 3-year commitment to IBM Cloud for VMware solutions and we offer a cloud credit that covers parts or all your migration services. Receive:

10% credit for your total contract value*

20% credit for the first $1M contract value* (for a limited time only)

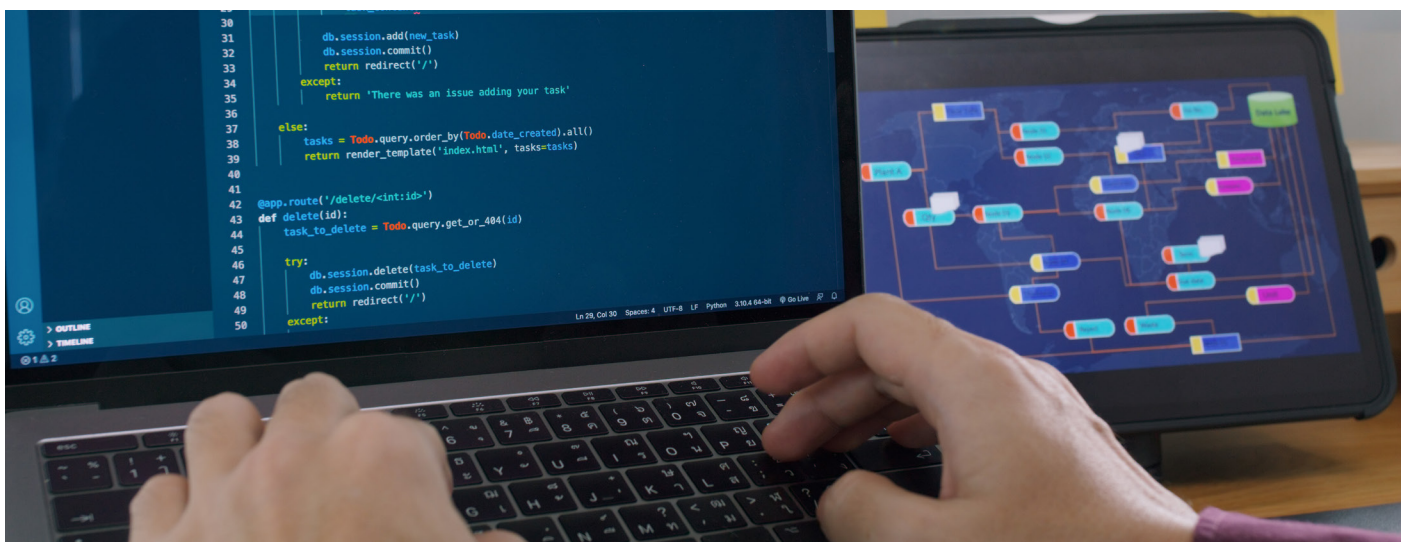* based on signed contract of 1 or 3 years

Bridge Licensing Program*

Sign a 1-year commitment to IBM Cloud for VMware solutions and migrate your workloads to IBM Cloud within 6 months of signing, and we will include your **on-premises license cost and support** in the deal to allow for a smooth and low-risk transition.

License Portability*

If you have signed or plan to sign a license contract with Broadcom directly, Broadcom and IBM Cloud are partnering to **bring your licenses** for all or parts of your workloads to IBM Cloud.

* Only customers that are not "strategic accounts" for Broadcom are eligible for bridge licensing. Broadcom strategic accounts (Top 2000) can benefit from license portability to IBM Cloud.

northdoor
◦ Store IT ◦ Protect IT ◦ Use IT ◦

For more information, contact us

www.northdoor.co.uk

info@northdoor.co.uk

0207 448 8500