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Wir unterstützen Sie kompetent und persönlich!



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089 4208 - 2020

Core Edge Designs with VMware Cloud Foundation and Dell EMC SD-WAN

Christian Stein

Adv. Systems Engineer

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INCRAM MICRO[®]

DELLTechnologies

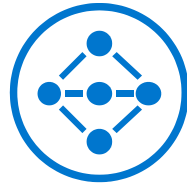
IT Trends in 2019 – continue 2020

Data center modernization



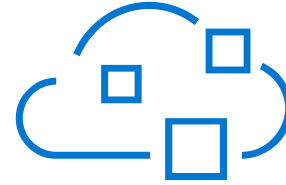
Continues to simplify and transform IT operations

Edge computing growth



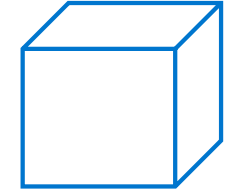
More AI, ML and IOT driving compute at edge locations

Hybrid cloud acceleration



Delivers consistent infrastructure and operations

Cloud-native adoption driver



CI/HCI will power cloud native and container adoption

CONTINUED INNOVATION

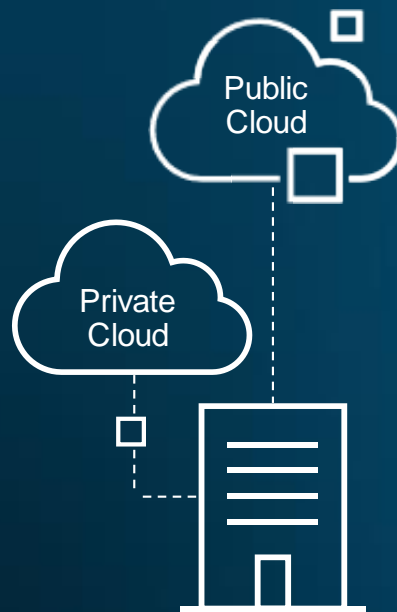
New consumption models | New data services | AI / ML for self-diagnosis
Next-gen processors | NVMe | 5G | 100GbE | Enhanced serviceability

Customers Want Multiple Clouds

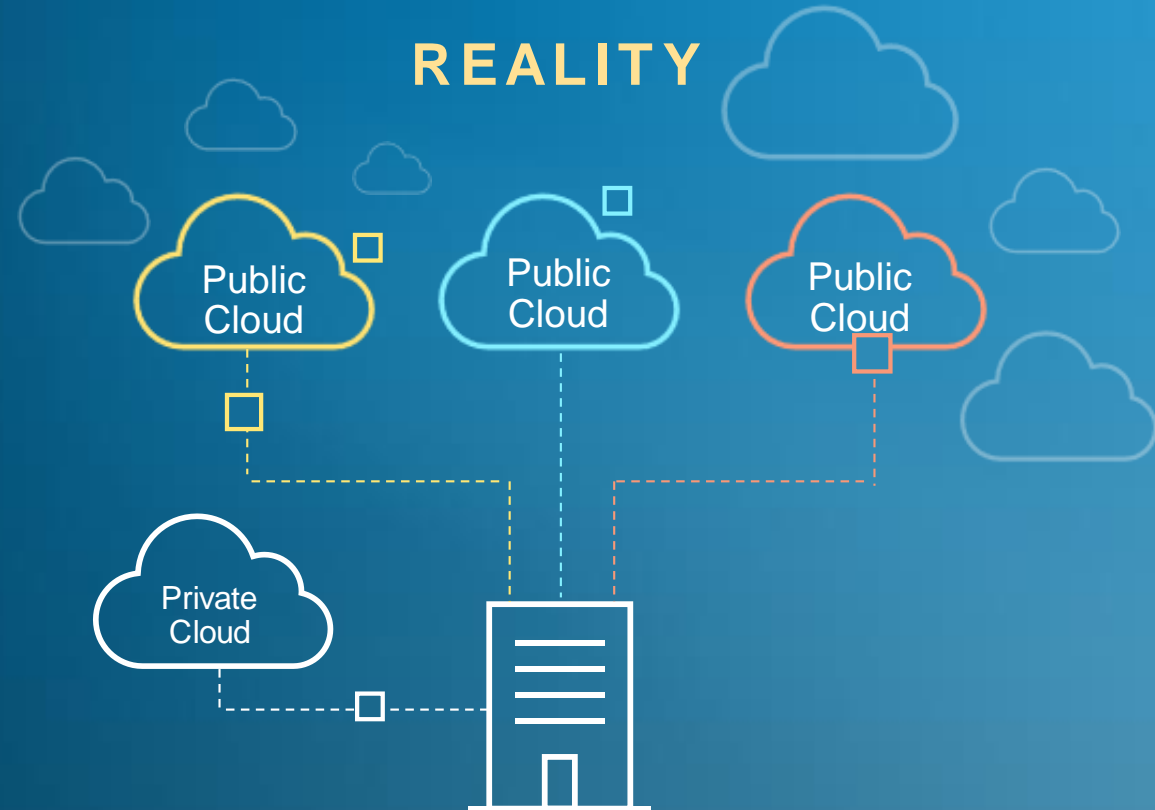
93%¹

of customers will deploy workloads across two or more clouds¹

EXPECTATION



REALITY



Leading to Operational Silos without the possibility of moving workloads between these silos

¹ IDC White Paper, sponsored by Cisco, Adopting Multicloud — A Fact-Based Blueprint for Reducing Enterprise Business Risks, June 2018.

Multi-Cloud with VMware Cloud Foundation



92%

Include on-prem

Consistent Monitor

93%

2 or more clouds

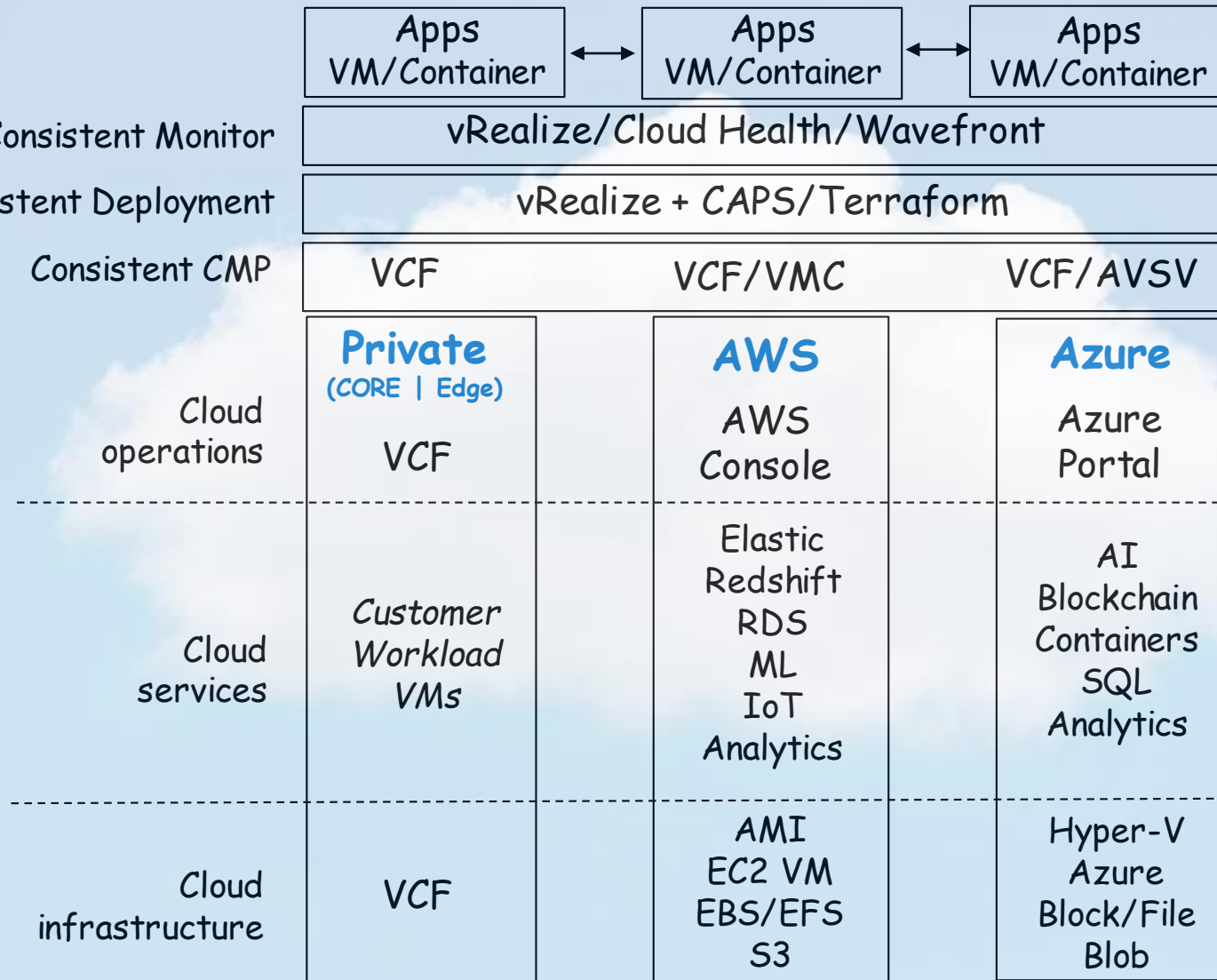
Consistent Deployment

Consistent CMP

83%

Value consistency

47% TCO



✓ App placement agility

✓ 4300 CSP partners

✓ Flexibility and choice

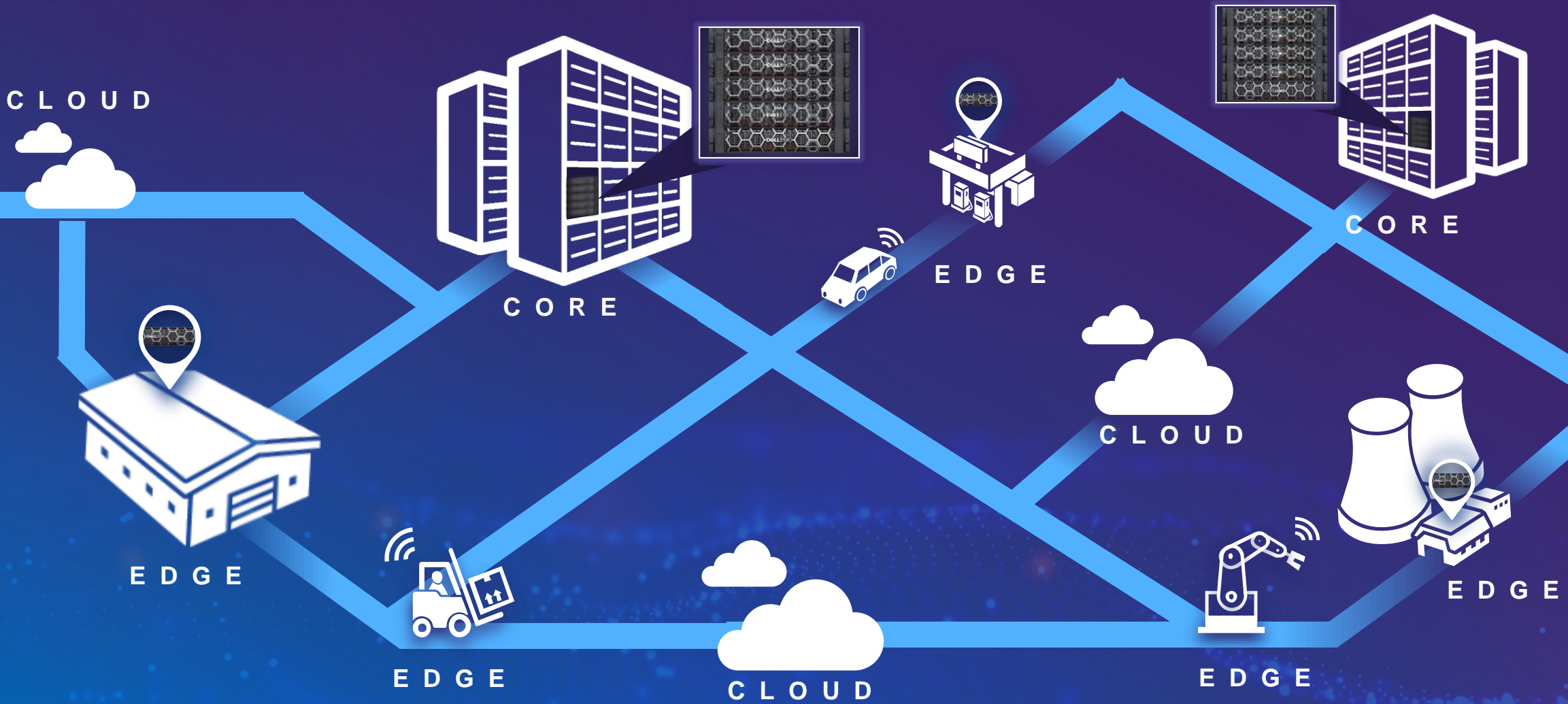
✓ Cloud Data Services

Dell Tech

Amazon

Microsoft

EDGE ↔ CORE ↔ CLOUD



Operational consistency with  Cloud Foundation

Business Edge



Small footprint,
easy to deploy

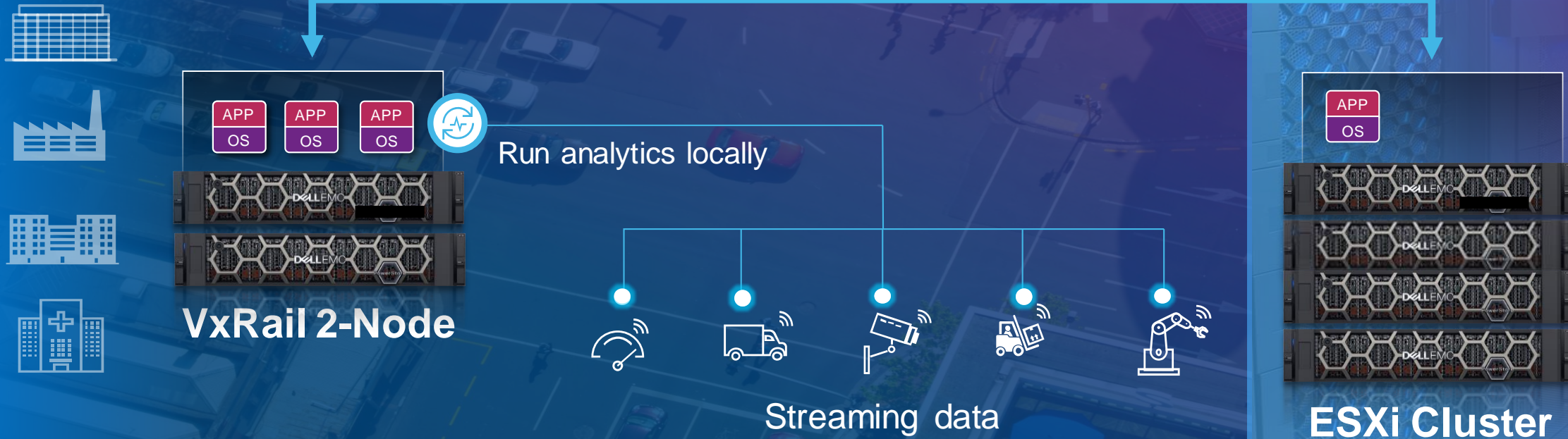
Optimized for data
retention and flexibility

Data can be replicated
to core data center

Business Edge

Edge Apps

Data Replication over SD-WAN



Small footprint,
easy to deploy

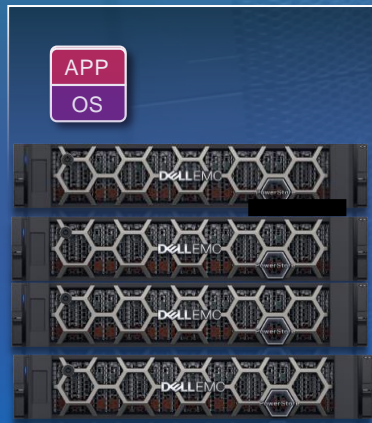
Optimized for data
retention and flexibility

Data can be replicated
to core data center

Data center modernization

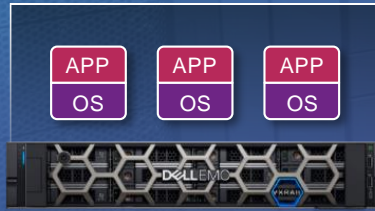


Move VMs with vMotion



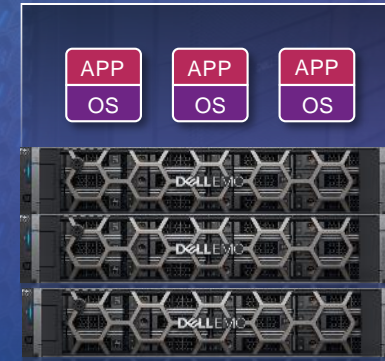
VxRail

VCF-Management Domain



PowerStore X

Workload Domain 2



ESXi Cluster

Workload Domain 3

Utilizes existing infrastructure investments

Complements existing VMware ESXi Deployments

Landing zone for VCF workloads

EDGE

CORE

CLOUD

Multi-cloud access

Cloud Validated Designs



vmware
Cloud Foundation



VxRail

Operational consistency



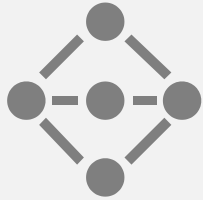
Application and data migration

Seamless application mobility with VCF

Multi-cloud for workload migration, analytics, test/dev

Scalable, resilient cloud-attached storage

Challenges with Today's Networks



EDGE

Complex & expensive



CORE

Complex & outdated



CLOUD

Inconsistent platforms

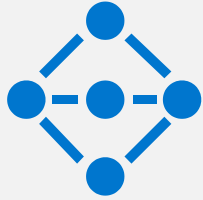
The networking stack defined at the beginning of the client/server era underwent little change for 20+ years.

That stack is **NOT READY** for the cloud era.

Modernize your network with VMware & Dell EMC

vmware

DELL EMC



EDGE

✓ Simplify & Lower Cost



CORE

✓ Build Smarter Fabrics



CLOUD

✓ Consistent Cloud

vmware®

DELL EMC

INGRAM MICRO®

- ✓ Leader in Virtualization Technology
- ✓ Leader in Software-defined Networking Agility
- ✓ Leader in IT Infrastructure
- ✓ Highly-Integrated Open Networking Appliances
- ✓ Leader as Global Distributor
- ✓ VeloCloud Service Provider

DELL EMC

VMware named as a Leader in the Gartner Magic Quadrant for WAN Edge Infrastructure



VMware SD-WAN by VeloCloud

- ✓ Positioned Furthest on Completeness of Vision
- ✓ Leader in the Ability to Execute

Magic Quadrant

Figure 1. Magic Quadrant for WAN Edge Infrastructure



Source: Gartner, Inc., MagicQuadrant for Enterprise Mobility Management Suites, October 10, 2018.

This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from VMware.

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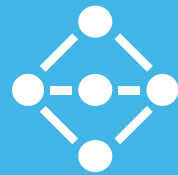
From Edge to Core to Cloud: We've got you covered!

vmware®

Leader in Software-Defined
Networking Agility

DELL EMC

Leader in Open Networking
Hardware Technology



EDGE

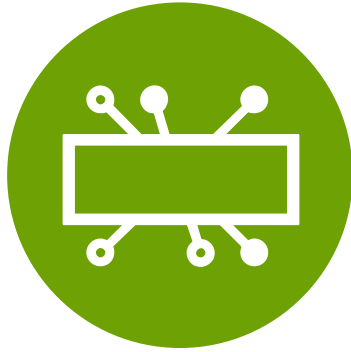


CORE



CLOUD

Three Components Delivering One Solution



Dell EMC SD-WAN Edge

Appliances + Software, All-in-One



Dell EMC Dedicated Orchestrator

Dedicated Centralized Management from VMware, fully-managed by Dell EMC



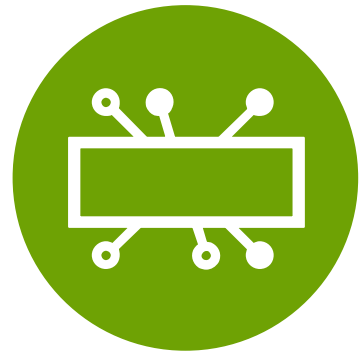
VMware Virtual Cloud Gateways

A global network of secure access gateways from VMware

All three components work together in unison for one simple solution

Dell EMC SD-WAN Edge

All-In-One Appliance Powered by VMware

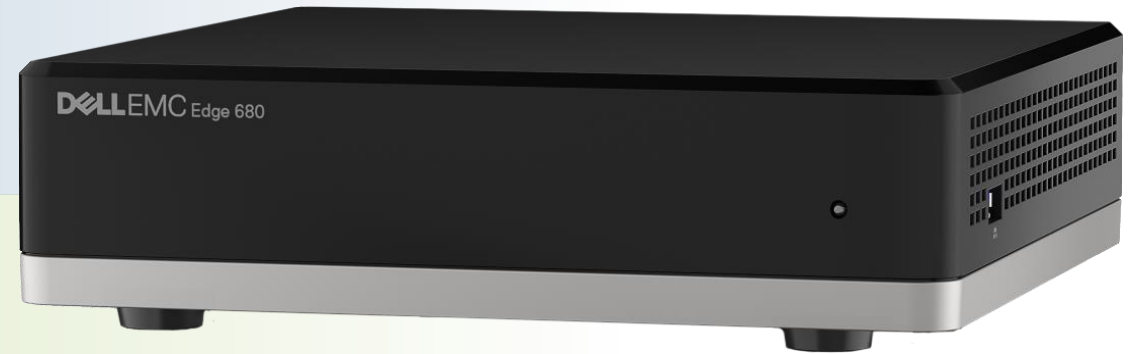


Dell EMC

- ✓ Branch and Data Center Appliances
- ✓ Full Support & Management

VMware

- ✓ SD-WAN Software
- ✓ Global Gateways





All-in-One Solution

Dell EMC SD-WAN Edge Models

Flexible choices for branch and data center use cases



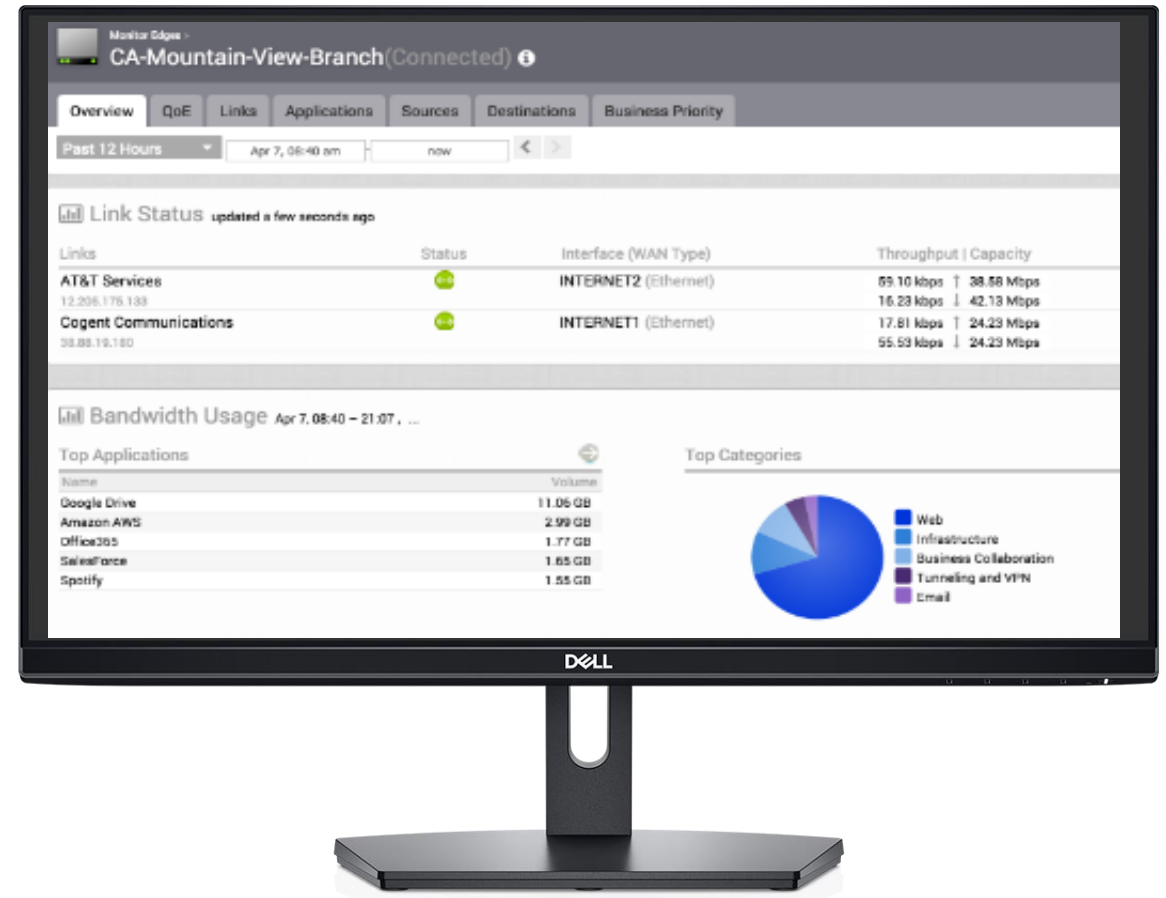
Dell EMC SD-WAN Edge 600 Series	Dell EMC SD-WAN Edge 3000 Series
	
Branch	Data Center
Intel Processors	Intel Processors
4GB RAM, 16GB eMMC	32GB RAM, 256GB SSD
Powered by VMware SD-WAN Software	Powered by VMware SD-WAN Software
Backed by One-Call 24x7 Dell EMC ProSupport	Backed by One-Call 24x7 Dell EMC ProSupport

Dell EMC Dedicated Orchestrator

Manage WAN resources via a cloud-based portal

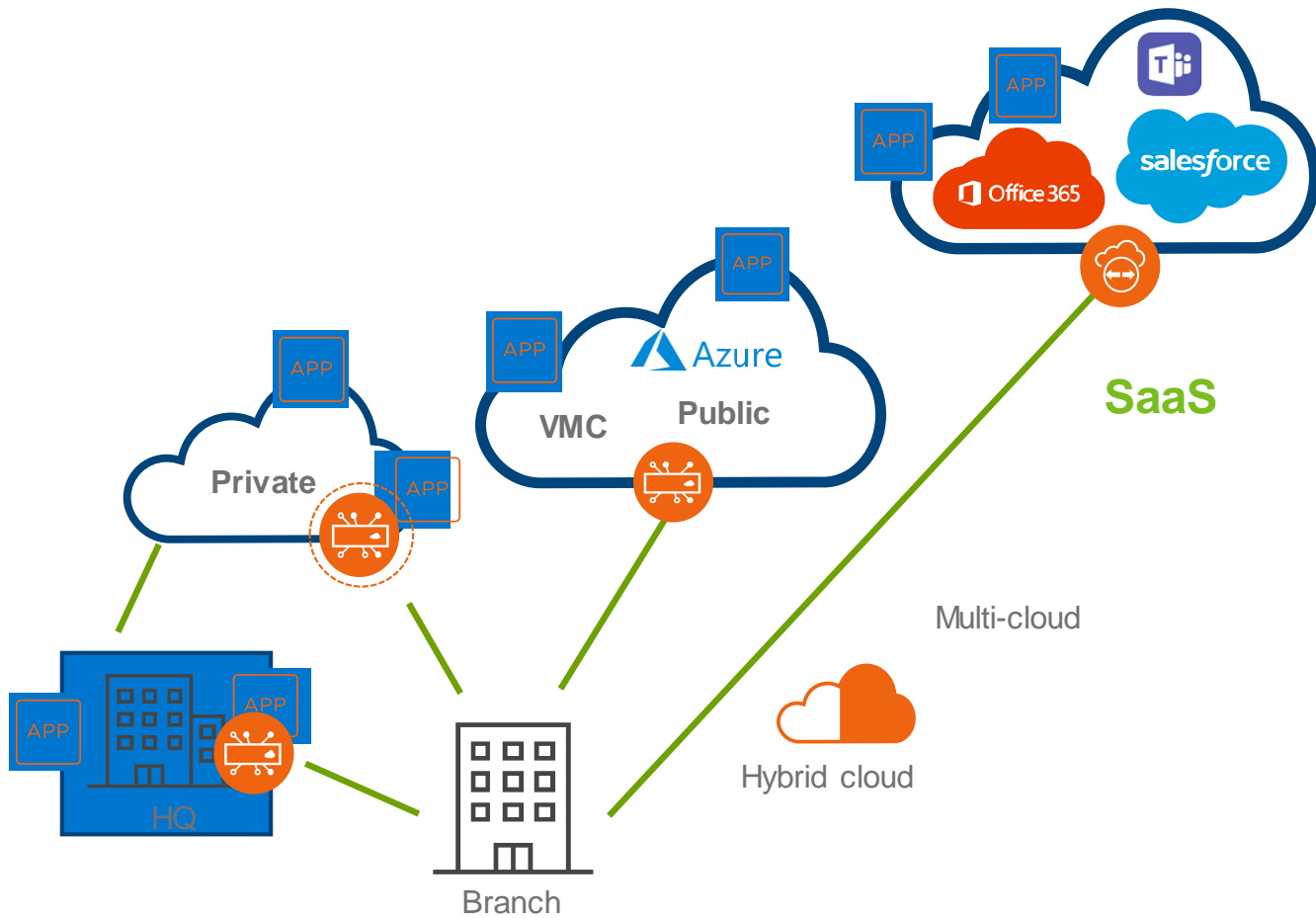


- ✓ Centralized management
- ✓ Cloud-based portal
- ✓ VMware software
- ✓ Fully-managed by Dell EMC
- ✓ Unique orchestrator dedicated exclusively for Dell EMC SD-WAN Solution customers
- ✓ Zero-touch provisioning
- ✓ Group policies
- ✓ Automatic link profiling

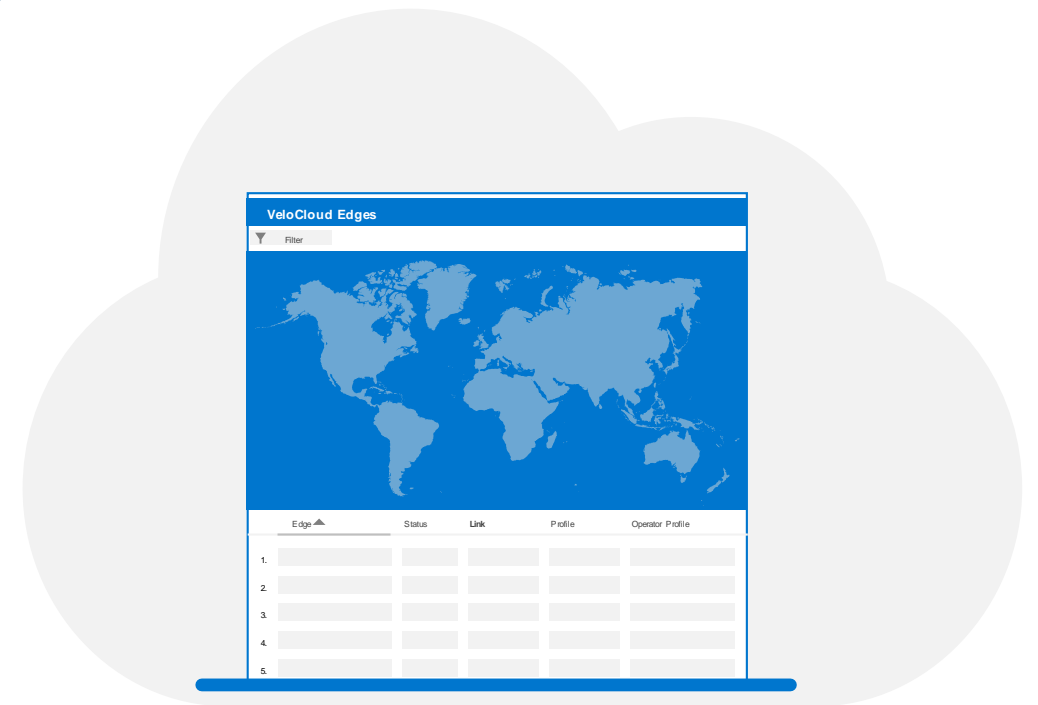


VMware Virtual Cloud Gateways

Cloud access gateways for optimized application performance



Ensure application performance no matter the location or Cloud platform

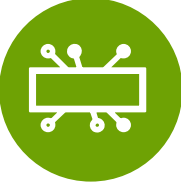



A Global Network for Your Applications




Complete SD-WAN Transformation

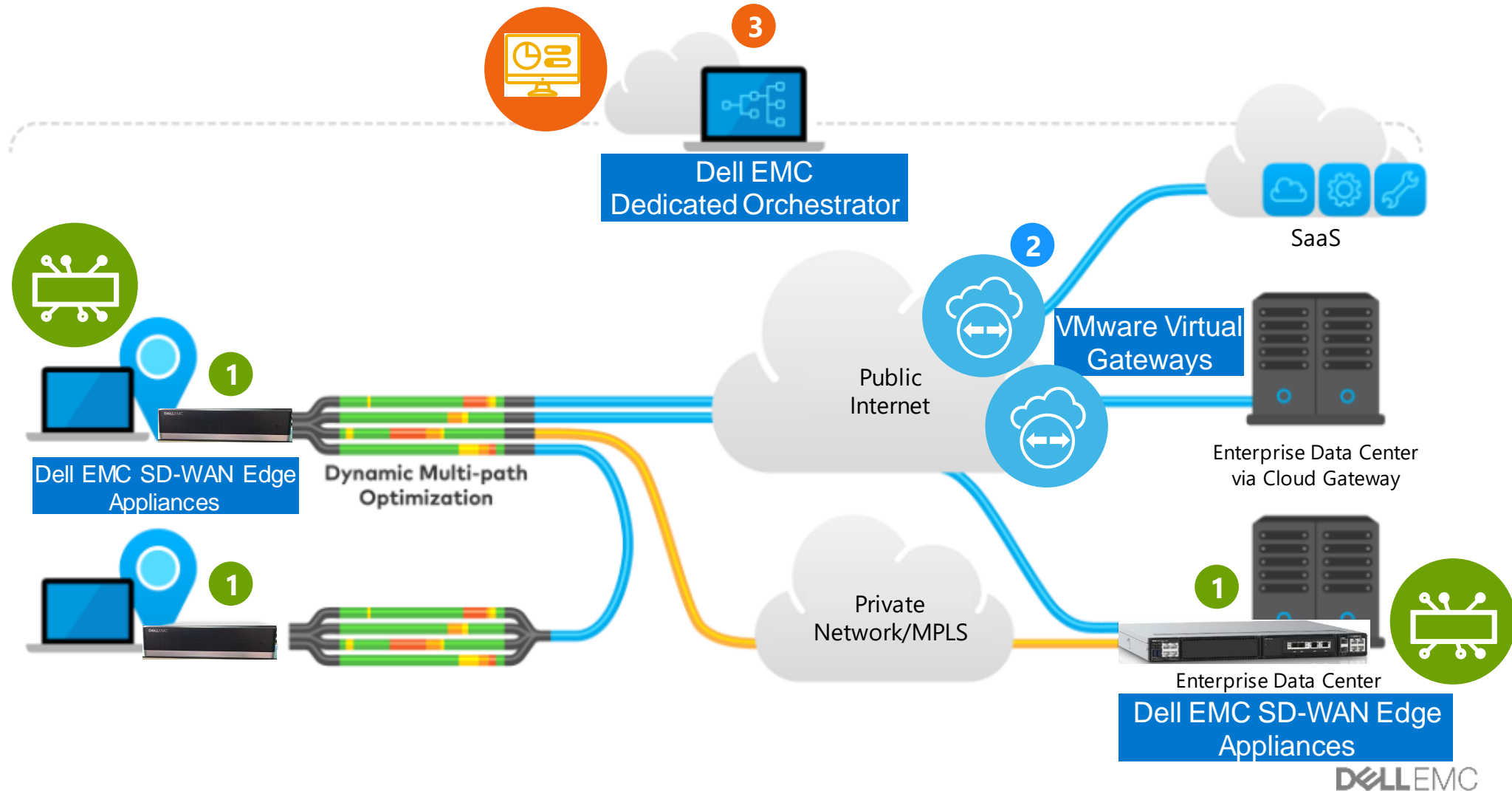
All-in-one SD-WAN simplicity from Dell EMC and VMware

- 

1
Dell EMC SD-WAN Edge Appliances
- 

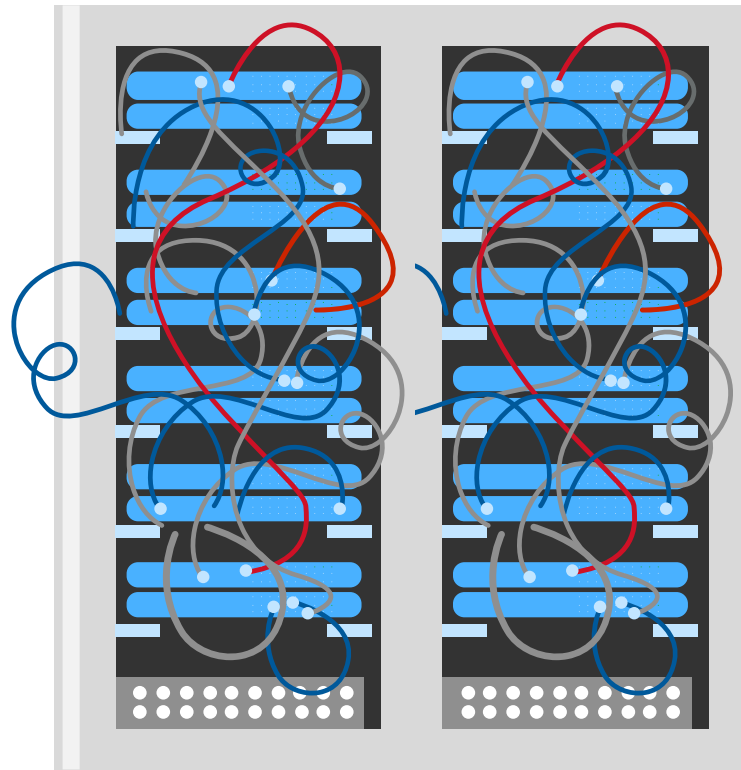
2
VMware Virtual Gateways
- 

3
Dell EMC Dedicated Orchestrator

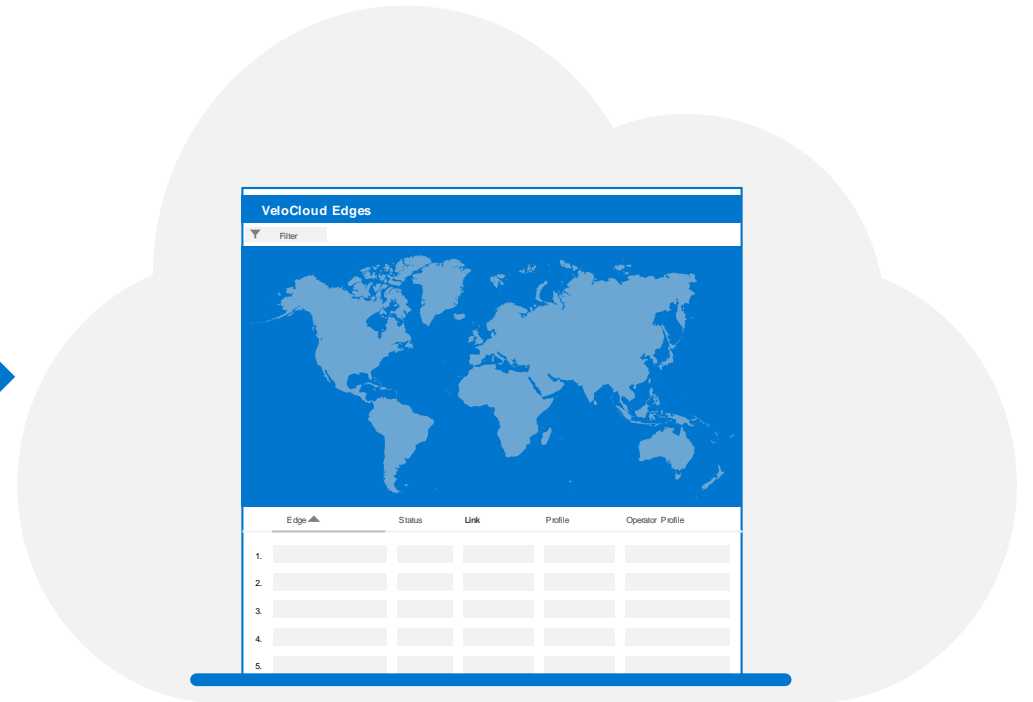
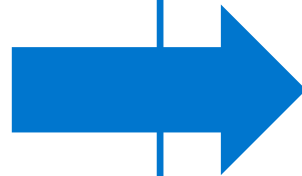


SD-WAN Before and After

Dell EMC SD-WAN Edge powered by VMware



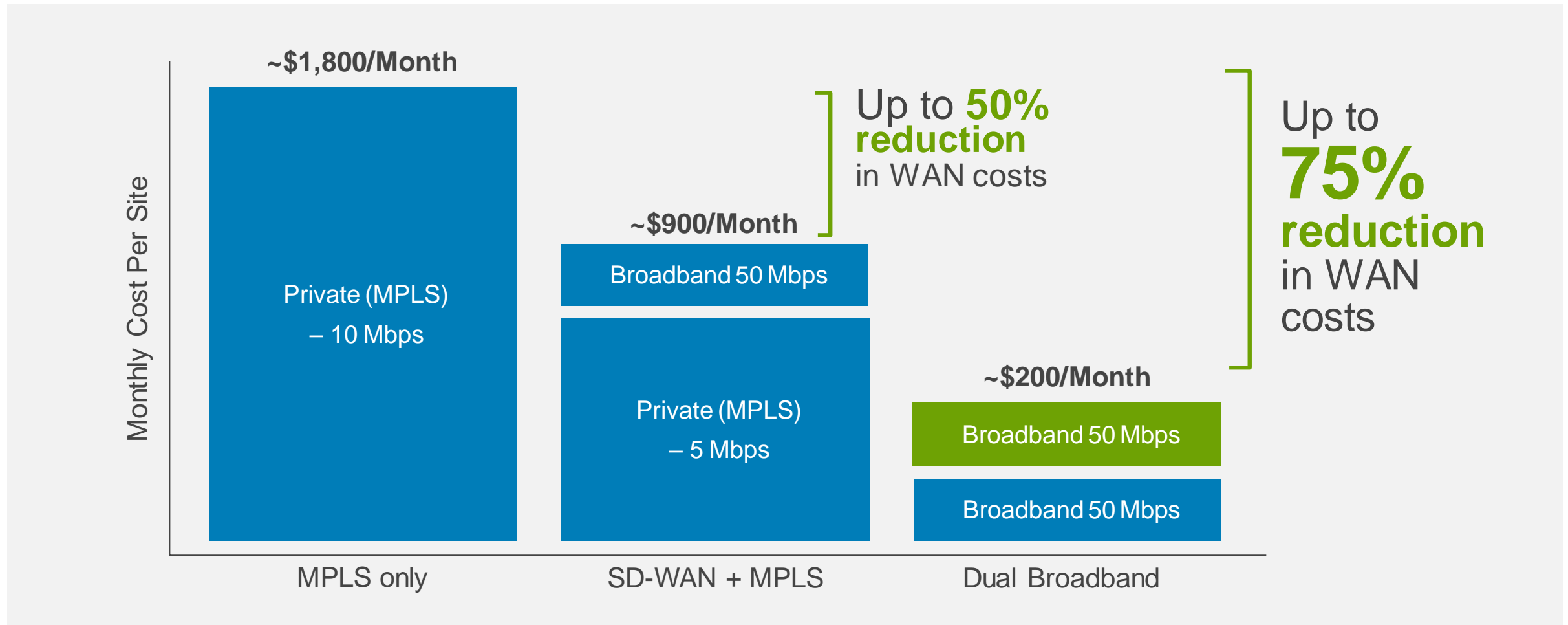
Legacy Status Quo



Modernized SD-WAN

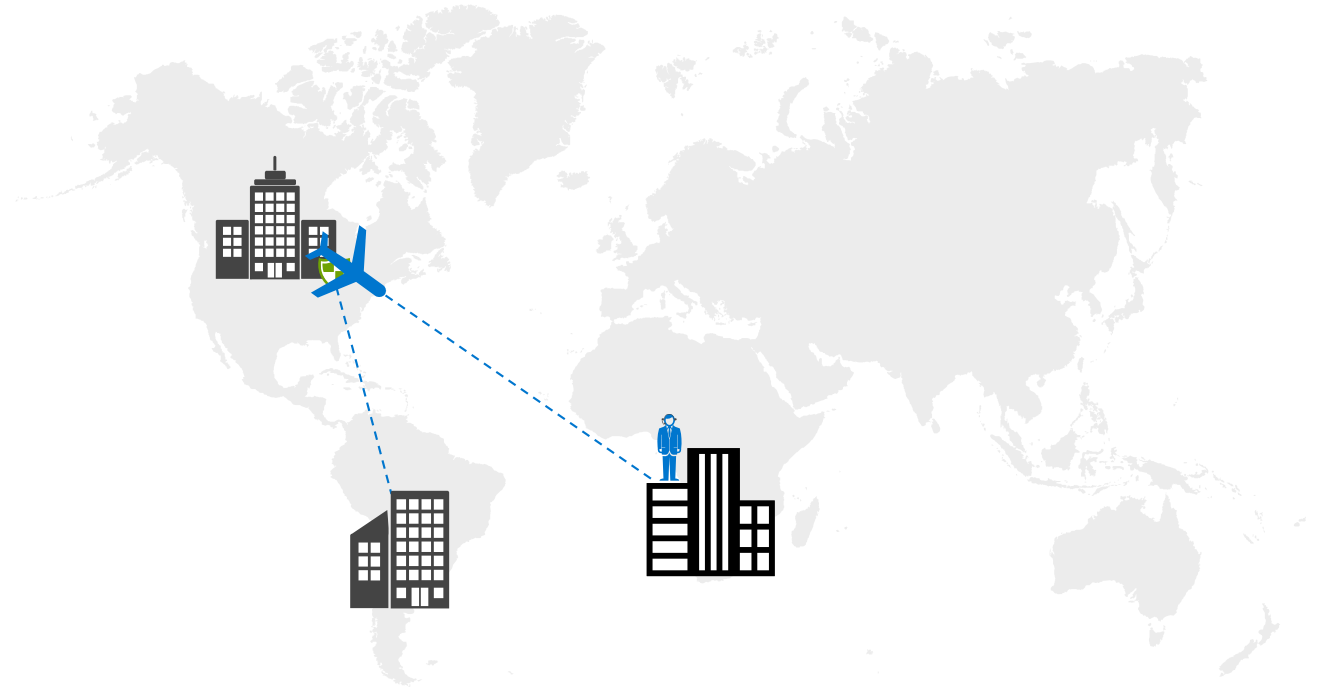
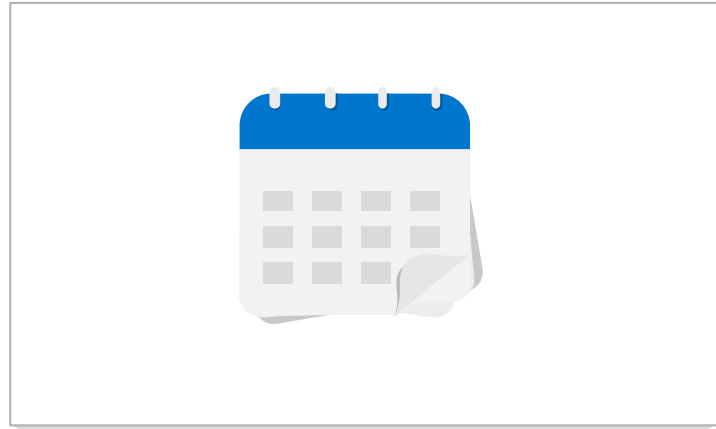
The Software-defined Wide Area Network

Why SD-WAN is the lead vehicle to replace legacy routers



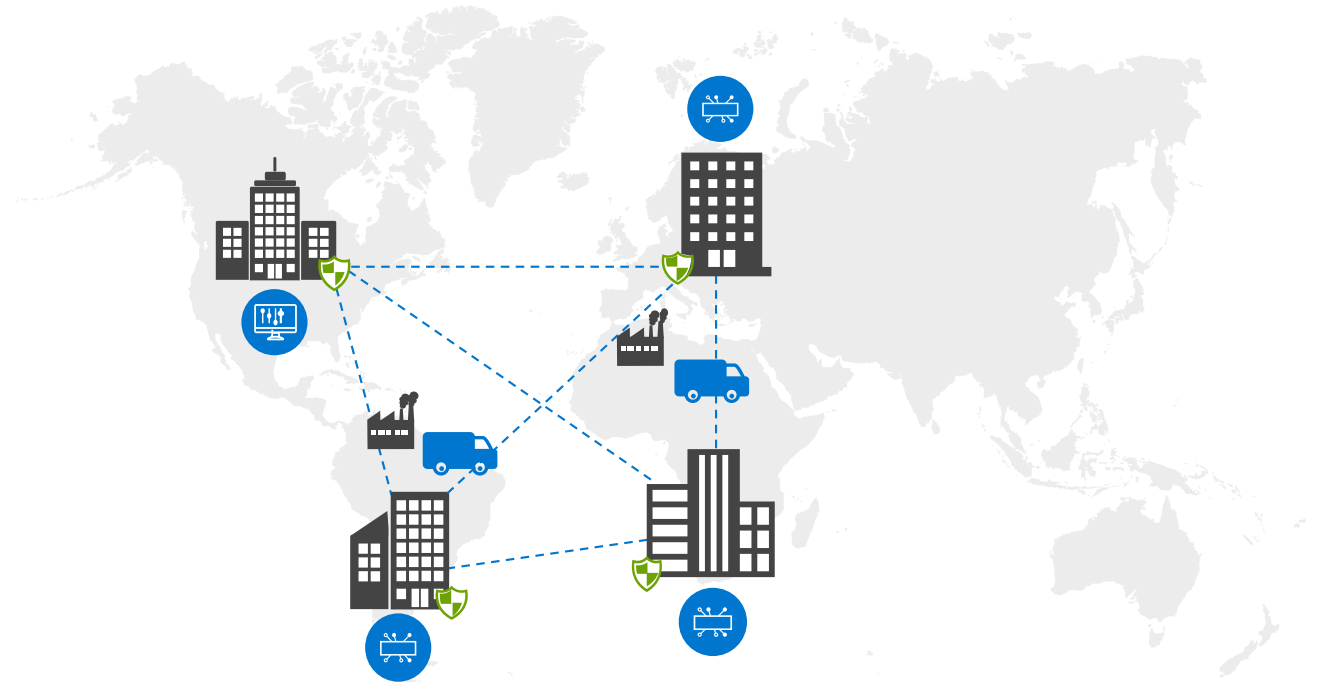
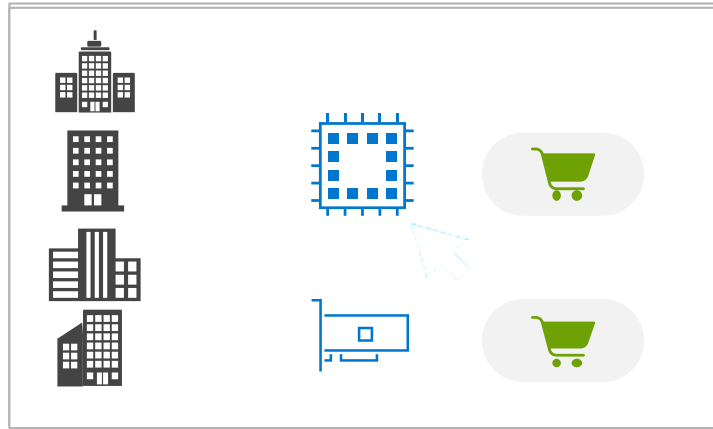
Source: TeleGeography

Before SD WAN



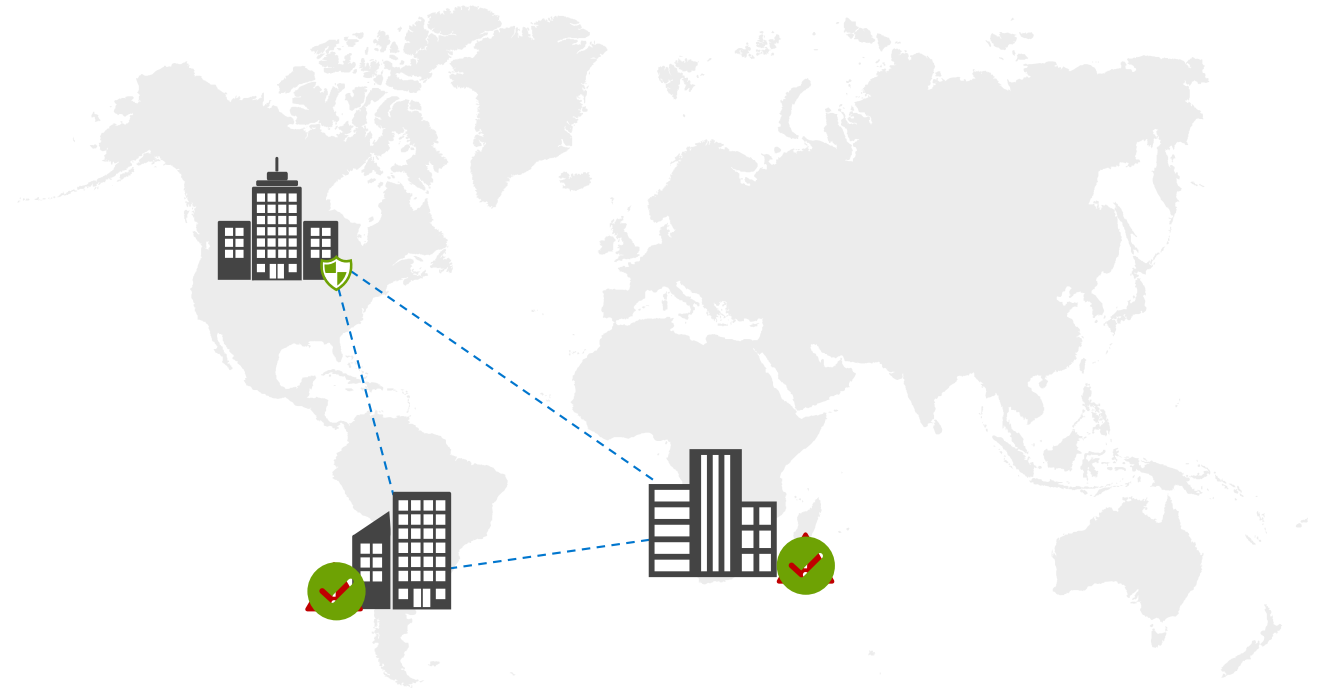
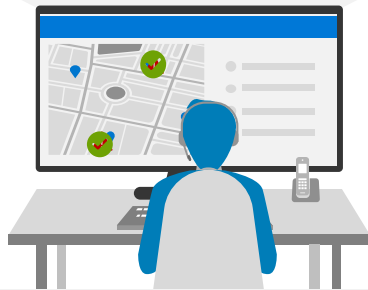
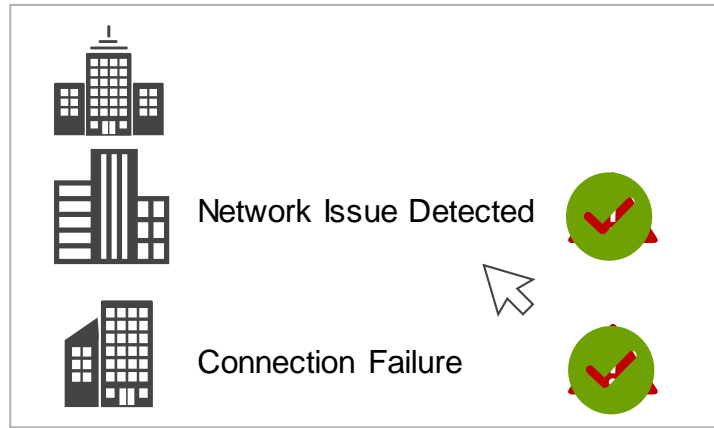
Engineers needed to be dispatched to set up new branch locations, plus new MPLS and connectivity routing overhead needed

After SD-WAN: Adapt to Change



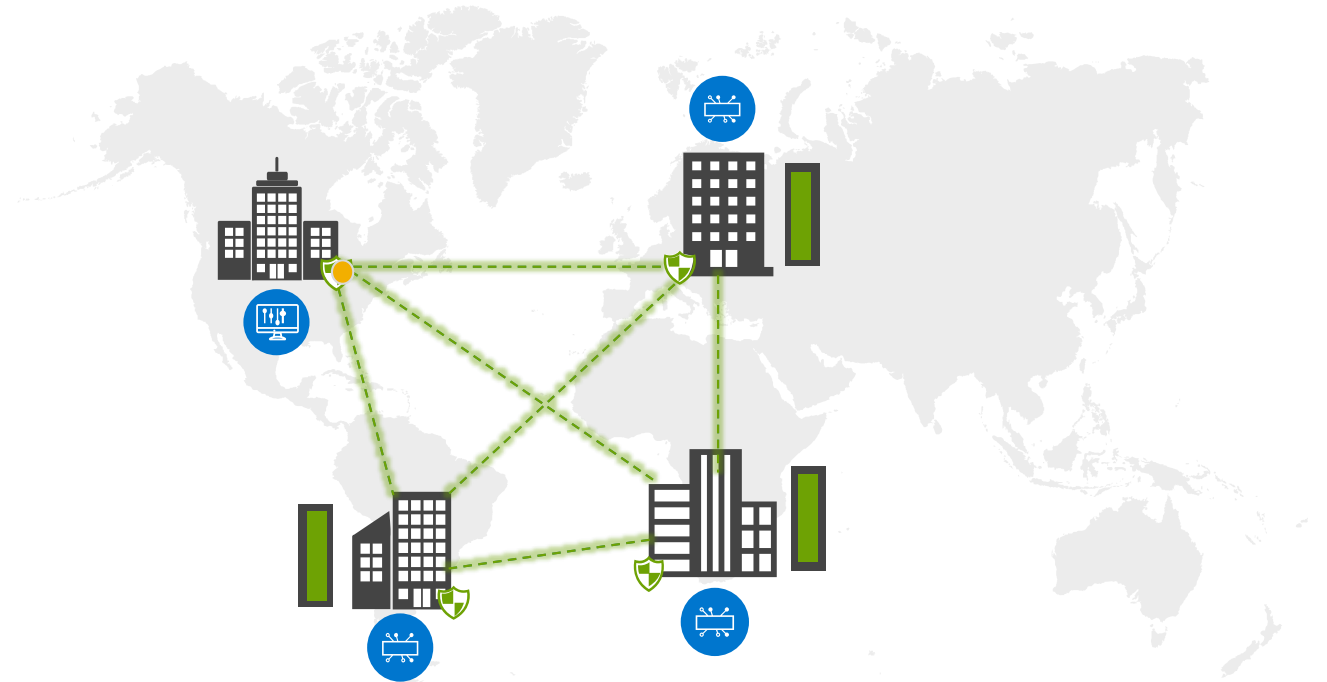
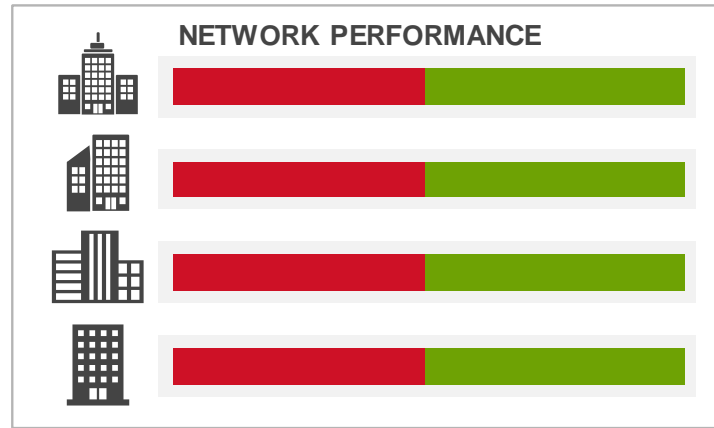
Rely on a world-class supply chain from Dell EMC that can meet your dynamic networking needs, rapidly provide new hardware at scale, and deliver to sites around the world

After SD-WAN: Improve Availability



Centralize monitoring and management to quickly identify and troubleshoot security and network issues

After SD-WAN: Save Money



Transform inexpensive broadband internet into a secure enterprise-grade connection to improve performance

Simple and Quick Deployment

1. Create Config & Send Key



IT Admin adds a new VeloCloud Edge in the customer account.



IT Admin generates an activation key and emails it to the Installer.

2. Device Ships



Dell EMC SD-WAN Edge appliance with pre-loaded config is shipped to site



Office Admin powers up the device and connects it to the Internet.

3. Install, Authenticate & Pull Config



Office Admin plugs in the device and connects to the Internet through VeloCloud Edge WLAN/LAN



Office admin clicks on activation link in the email. Edge is activated.

✓ No IT visit required

✓ No pre-staging, nor security risk if device lost

✓ No site by site link knowledge required

✓ No tracking by S/N required



SD-WAN Solution Advantage

Flexible Appliances for Simple SD-WAN Modernization

BENEFITS

Dynamic Multi-Path Optimization (DMPO)

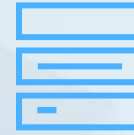
Assured application performance over any type of link

Simple and Quick Deployment

Configure, ship, and deploy quickly with the backing of Dell EMC

The Right Support for Your Needs

A flexible range of support solutions to meet the needs of your organization



SD-WAN Solution Technology Features

- ✓ Intel Processors
- ✓ DDR4 Memory
- ✓ Flash-Storage
- ✓ GE, SFP, SFP+ ports
- ✓ Support for DPDK Package Processing and QAT Encryption Protocols
- ✓ Fully-integrated VMware SD-WAN software

Take the Next Step with Dell EMC SD-WAN Solution

Learn more

DellEMC.com/Networking

VMware.com/Solutions/sd-wan.html

vmware®

DELL EMC

All-in-One SD-WAN
Solution from Dell EMC
and VMware



D~~E~~LL EMC



INGRAM MICRO[®]

▶ *More as a Service*[™]

Webcast mit DELL am 18.05.2020

Service Provider Business



Service Provider Business mit Ingram Micro

VMware VCPP, Veeam VCSP, MS SPLA und Trend Micro MSP

- Wer unterstützt Sie wie
- Initiativen

Ihre Ansprechpartner



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Veeam VCSP



Diana Betz

Senior Sales Consultant

VMware VCPP



**Bastian
Rahnenführer**

Senior Sales Consultant

Microsoft SPLA



Marina Bohne

Senior Sales Consultant

Trend Micro MSP

Portfolio



▶ VMware VCPP



Portfolio/Produkte

▪ Produktportfolio gemäß VCPP

Product Usage Guide:

- VCPP (License rental)
- MSP (Managed Services Provider)
- VeloCloud



Pricing

- Je nach Commit Punkte-Level :



Wie funktioniert die Abrechnung?

- Anlage Neuvertrag in VMware Commerce Portal nach Zeichnung des Ingram Micro Reseller Addendums durch Reseller
- Monatlicher Eintrag der Usage Meter Daten in das VMware Commerce Portal (manuell oder Autoreporting) durch Reseller
- Rechnungsstellung durch Ingram nach erfolgter Buchung der Monatswerte bei VMware



Unsere Mehrwerte

- Value Add VMware Aggregator
- Global agierend mit langjähriger Erfahrung und großen Enterprise Partnern unter Vertrag
- Dedizierte Ansprechpartner
- Technische Ressourcen im europäischen IM Netzwerk
- Eigene Service- und Trainingsorganisation
- Ingram Micro Solution Center (Demo-Lab)



Ihr Ansprechpartner

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► Microsoft SPLA



Portfolio/Produkte

- Komplettes Microsoft SPLA Portfolio



Wie funktioniert die Abrechnung?

- Die genutzten Produkte des Vormonats müssen in unserem Ingram Micro Reporting Tool gemeldet werden (manuell)
- Nach der Buchung der Bestellung beim Hersteller, wird eine Rechnung an den Service Provider generiert.



Unsere Mehrwerte

- Langjährige Kompetenz im SPLA Bereich (über 350 aktive Partner)
- Hohe Expertise bei der Lizenzierung der unterschiedlichen Microsoft Programme.



Pricing

Rabattsatz von x% - Abzug vom Listenpreis



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► Veeam VCSP



Portfolio/Produkte

- Komplettes Veeam VCSP Portfolio



Pricing

No Commit Modell (EUR/Punkt)

Je nach Vertragsart



Wie funktioniert die Abrechnung?

- Die genutzten Produkte des Vormonats müssen im Ingram Micro Reporting Tool gemeldet werden (manuell)
- Nach der Buchung der Bestellung beim Hersteller, wird eine Rechnung an den Service Provider generiert.
- Voraussichtlich ab Juni 2020 wird die Meldung über das neue Business Portal von Veeam *Pulse* abgewickelt. Service Provider werden pro Aggregator “onboarded”.



Unsere Mehrwerte

- Langjährige Kompetenz im VCSP Bereich (über 300 aktive Partner)
- Sowohl kaufmännische als auch technische Kompetenz
- Pro-aktive Unterstützung der Partner
- Direkter Draht zum Hersteller
- Dedizierte Ansprechpartner
- Größter Veeam Aggregator in Deutschland
- Voller Veeam Vertrag (VCSP & Reseller)



Ihr Ansprechpartner

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► Trend Micro MSP



Portfolio/Produkte

- Komplettes Trend Micro xSP/MSP Produktportfolio



Pricing

Pro Produkt werden alle Endkunden in eine Preisstaffel zusammengefasst.



Wie funktioniert die Abrechnung?

- Die genutzten Seats des Vormonats müssen über die Trend Micro License Management Plattform (LMP) Tool gemeldet werden. Die Übermittlung des Fakturierungsberichtes kann manuell erfolgen oder automatisch (nach 10 Tagen)
- Nach der Übermittlung des Berichtes durch LMP wird ein Auftrag und eine Rechnung generiert.



Unsere Mehrwerte

- Langjährige Kompetenz im Trend Micro MSP Bereich (knapp 300 aktive Partner)
- Sowohl kaufmännische als auch technische Kompetenz
- Pro-aktive Unterstützung der Partner
- Direkter Draht zum Hersteller
- Dedizierte Ansprechpartner
- Größter Trend Micro Aggregator in Deutschland



Ihr Ansprechpartner

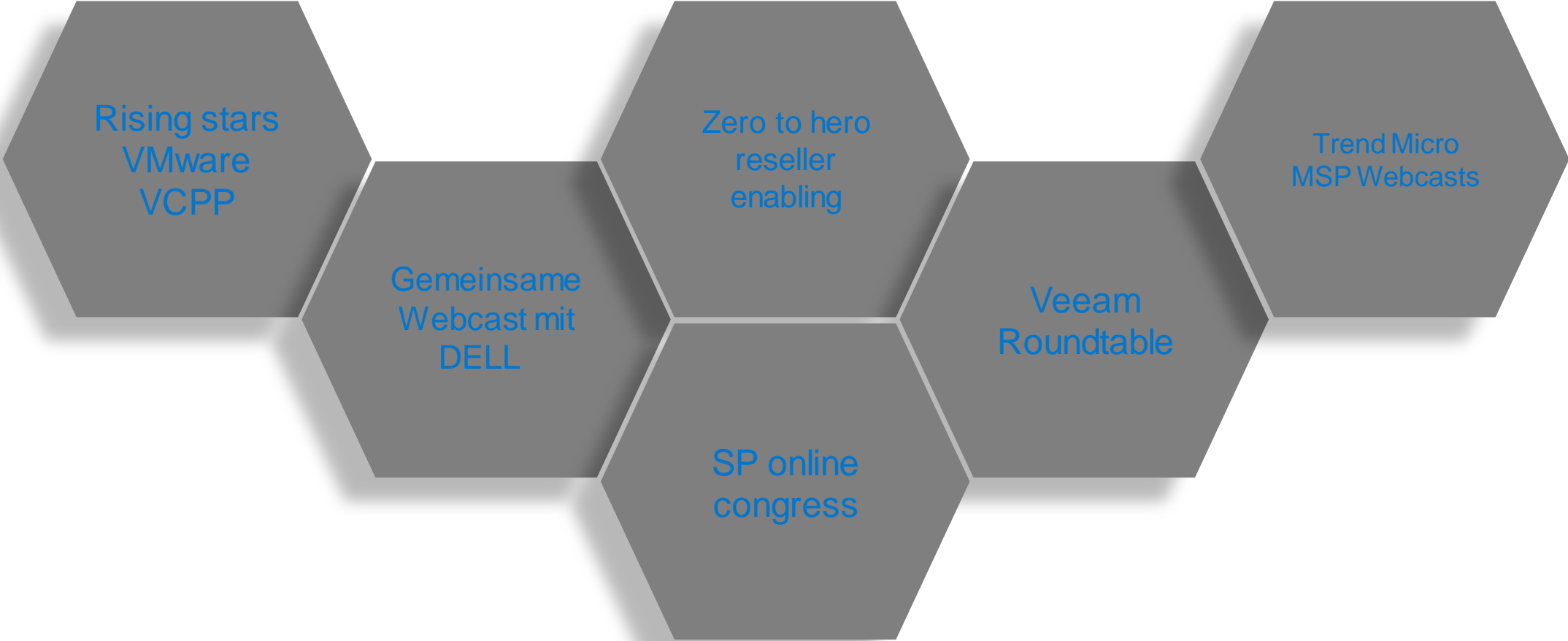
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Initiativen aus dem Service Provider Business





▶ *More as a Service™*

Danke!



Ralf Frieß

Business Development Manager

Task-Force Service Provider Business



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