

Für Einsteiger und Aufsteiger:

Hyperconverged Infrastructure von Fujitsu & VMware

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Business Development Manager

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Senior Business Development Manager

24.01.2024

Agenda

Was ist HCI (Hyper Converged Infrastructure) ?

Was sagt der IT-Markt zu HCI?

Gartner® Magic Quadrant (Distributed Hybrid Infrastructure)

Welche Applikationen sind für HCI geeignet?

Was ist eine Engineered HCI Lösung mit PRIMEFLEX

Flexibilität mit PRIMEFLEX

HCI Kundenanwendungen

What is HCI the Hyper Converged Infrastructure?

The evolution of HCI and where it comes from.

HCI Start

- Why ?
 - Operational inefficiencies managing across silos
 - Expensive tech refresh
 - Complex to operate and maintain
 - Difficult capacity planning.
- HCI Idea
 - Commodity x86 Servers
 - All intelligence in SW
 - Scale-Out Architecture
 - Self Healing System
 - High Automation



HCI Evolution

HCI Value Proposition

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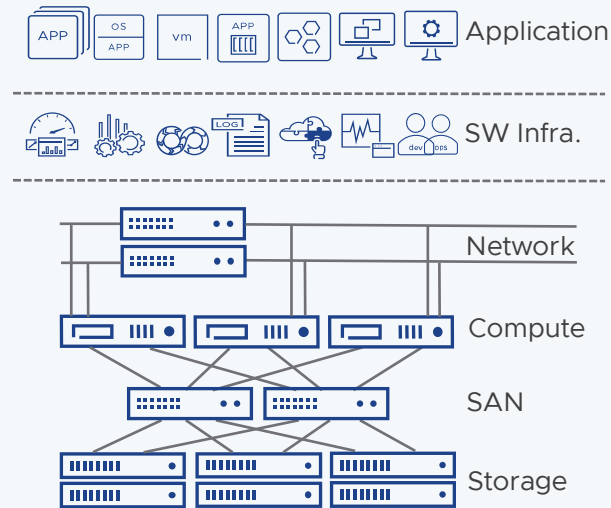
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HCI Evolution

- 3 Tier Architecture



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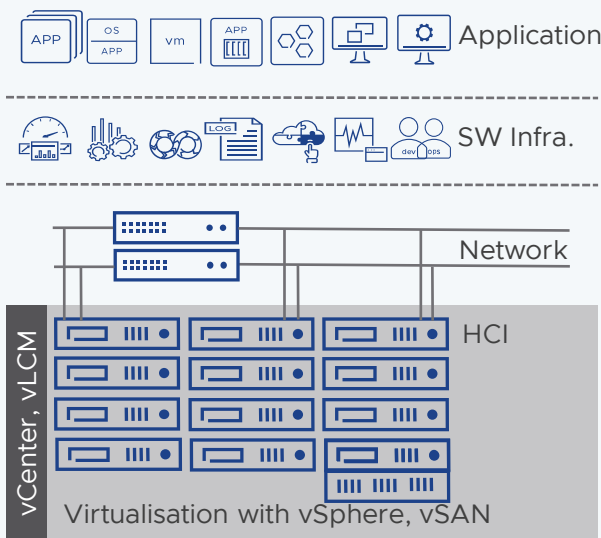
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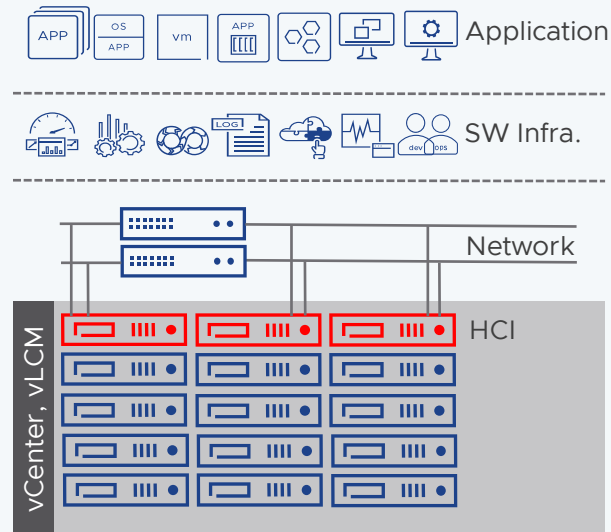
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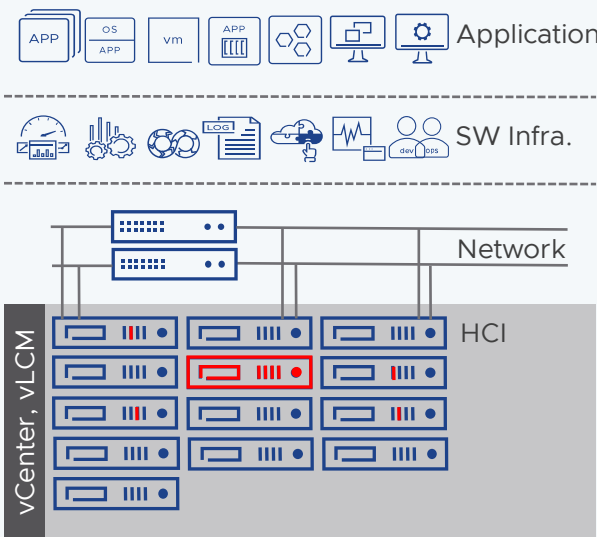
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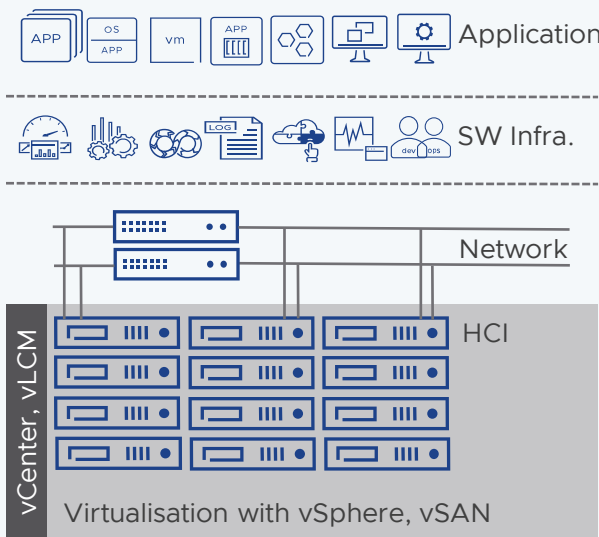
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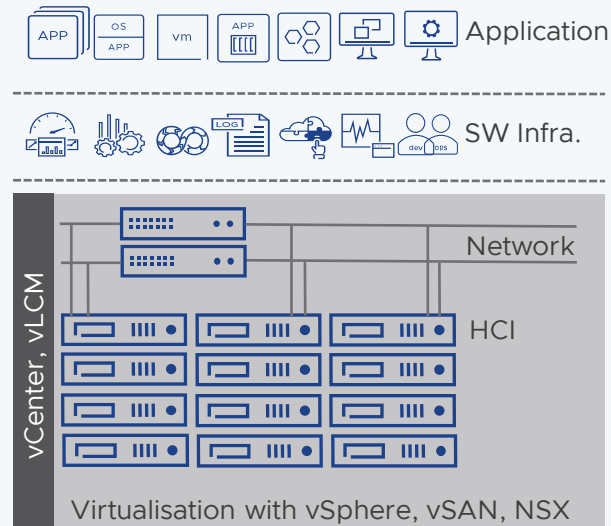
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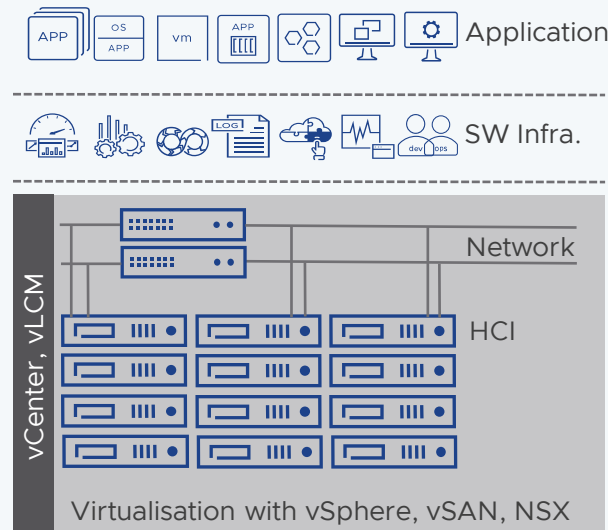
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- Scalability, scale up and scale out
- High Automation, function and features in software
- Lower OPEX based on the Day0 Day 1 and Day 2 operations benefits.
- Single vendor for many DC infrastructure layers
- Much higher service availability through a hidden error handling and consistent life cycle management
- The foundation of the SDDC and hybrid/multi cloud model

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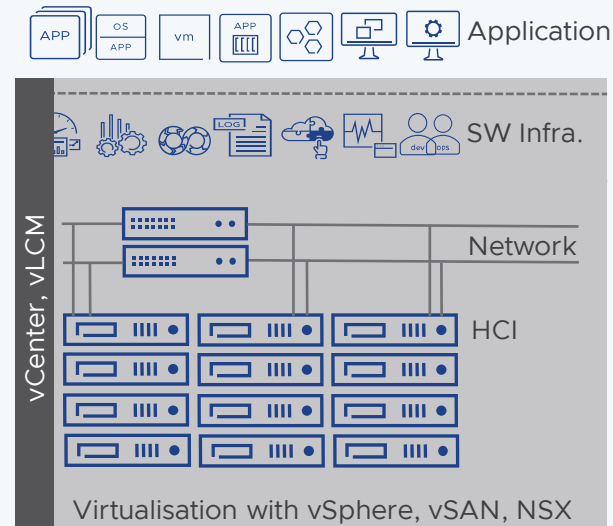
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VCF Value Proposition

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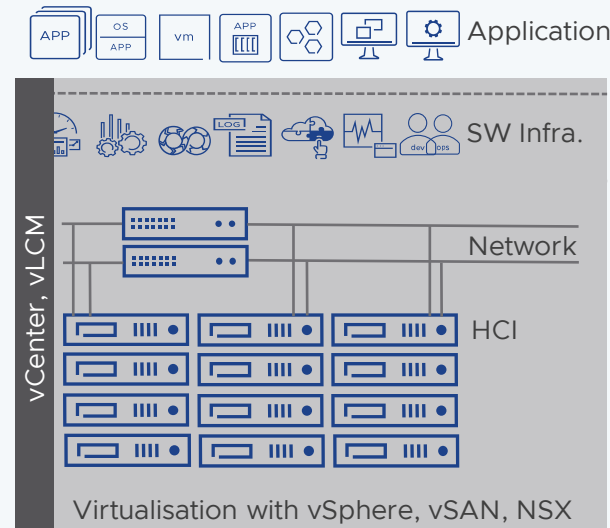
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HCI Addresses Top Needs of Modern IT Organizations

Leading benefits identified by vSAN customers



High Performance

Access data at full speed and low latency



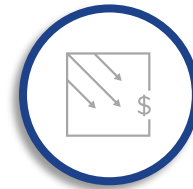
Hybrid Cloud

Ability to extend vSAN between on-premises and public cloud



High Scalability

Easy to add services for more storage



Lower Cost

No networked storage appliances



Reliable Security

Native encryption



Unified Management

No storage silos versus server silo demarcation problem

HCI Enabling Digital Transformation

Investing for New Growth Projects



HCI will continue to drive growth of **private** & **hybrid clouds**

Expected **11%** CAGR through 2026¹

35% budget increase for HCI in 2022²

VMware is a Leader in the 2023 Gartner® Magic Quadrant™ for Distributed Hybrid Infrastructure

Gartner has named VMware a leader in the Distributed Hybrid Infrastructure category

Magic Quadrant report issued on 27.Sep.2023.

VMware Has Secured MQ Reprint Rights

Registration Page Live (leads):

https://www.vmware.com/learn/2303352_REG.html

Direct Link:

<https://www.gartner.com/reprints/?id=1-2F4PB8M3&ct=230927&st=sb>

VMware is also a leader in the Gartner Critical Capabilities for Distributed Hybrid Infrastructure

VMware Has Secured CC Reprint Rights

Registration Page Live (leads):

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Direct Link: <https://www.gartner.com/doc/reprints?id=1-2FBV8OGO&ct=231016&st=sb>

Figure 1: Magic Quadrant for Distributed Hybrid Infrastructure



Source: Gartner

VMware HCI Powers Any Application

Block and File Interface from vSAN and Vols; Object Interface with Partners

Business-Critical

Cloud-Native / Next-Gen

Development Platforms

Persistent Storage Partners

Nehmen Sie den schnellen Weg mit PRIMEFLEX Integrierte Systeme



Vorintegrierte und
zertifizierte
Technologiestacks



Standardisierte
Implementation
Services durch
Experten

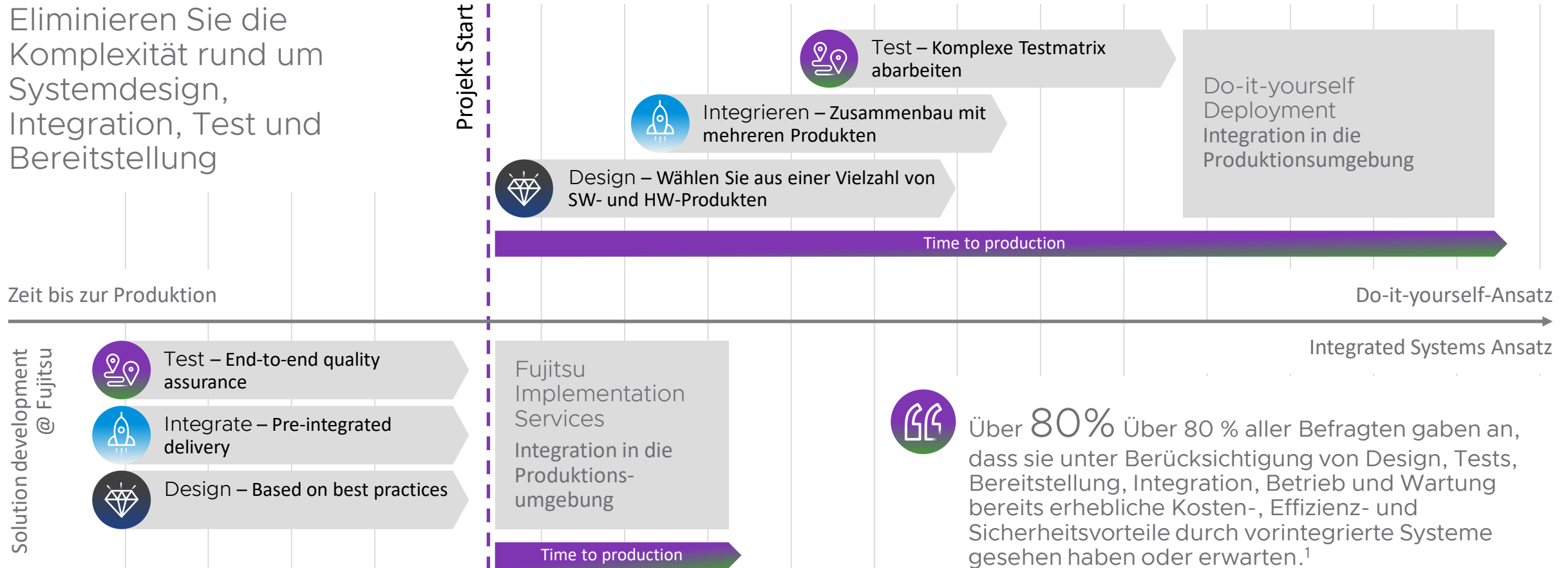


Standardisierte
Infrastruktur Support
mit SPoC

Führt zu einer deutlich besseren Betriebserfahrung Ihrer
neuen privaten Cloud

Mit PRIMEFLEX schneller startklar

Eliminieren Sie die Komplexität rund um Systemdesign, Integration, Test und Bereitstellung



Schneller Weg zu Ihrer datengesteuerten Architektur über Edge, Core und Cloud hinweg

¹ Quelle: Benutzerumfrage zu Hybrid-IT-Plattformen, FreeForm Dynamics, 2020

Fujitsu Infrastructure Support

- > Single Point of Contact (SPoC)
Deckt das gesamte Integrated System ab (Fujitsu und 3rd-party Komponenten)
- > Technical Solution Support (TSS)
Schneller Zugriff auf Experten, die Probleme analysieren und identifizieren und die Fehlerbehebung koordinieren
- > Reactive Services
Hardware- und Software-Support für alle freigegebenen Komponenten des jeweiligen Fujitsu Integrated Systems
- > Optional Proactive Services
Technischer Accountmanager, System Health Checks und Patch Information Mgmt.

Fujitsu Infrastructure Support (FIS)

Proactive Services (optional)

Reactive Services

Hardware and Software Support

Remote Services

Technical Solution Support

Single Point of Contact

Entwickelt, um optimierte Unterstützung für Fujitsu Integrated Systems zu bieten

Auswahl an PRIMEFLEX Lieferoptionen

PRIMEFLEX - Standardlieferoption

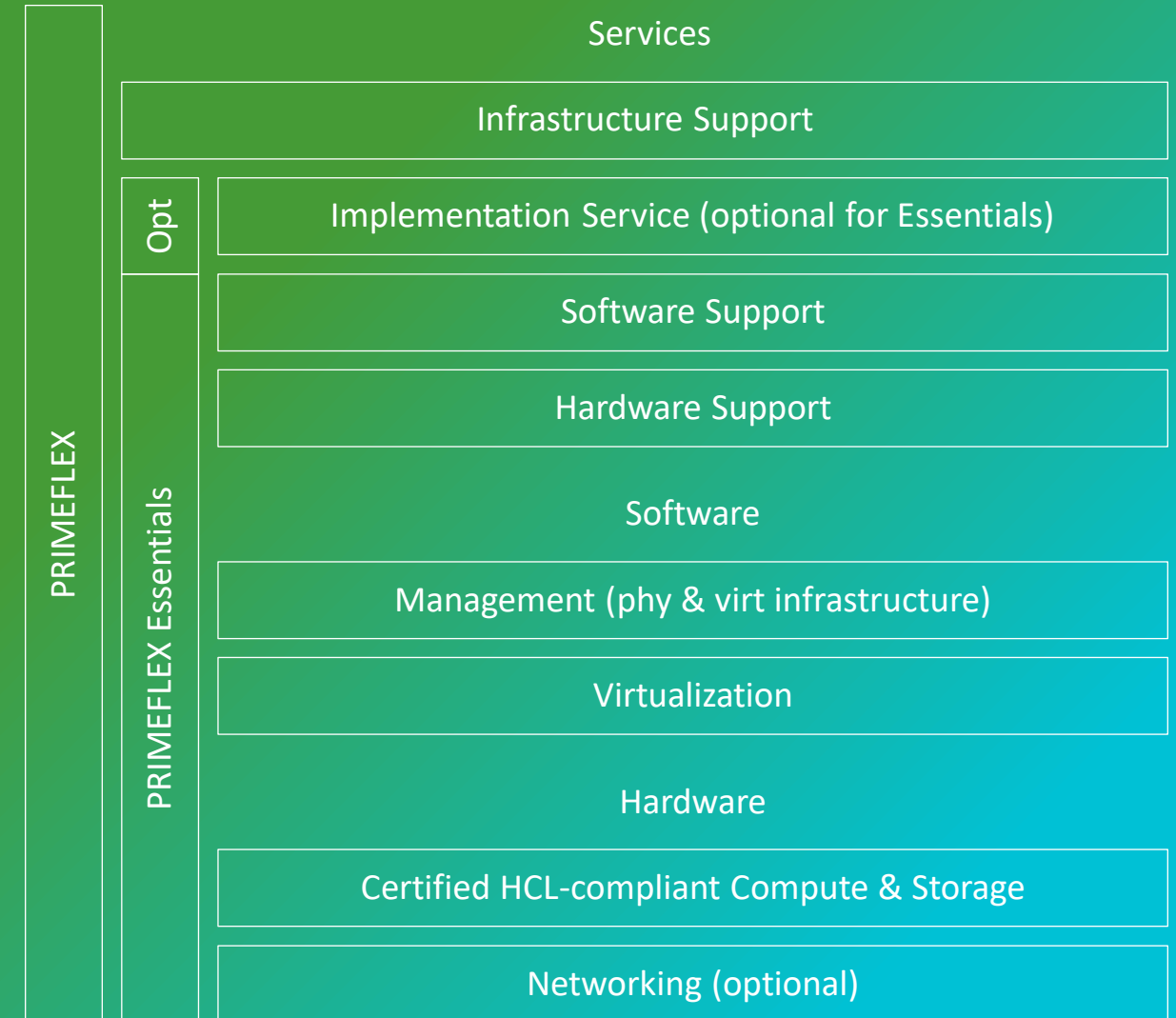
- Inklusive Implementation Service und Infrastructure Support (TSS mit SPoC)

PRIMEFLEX Essentials

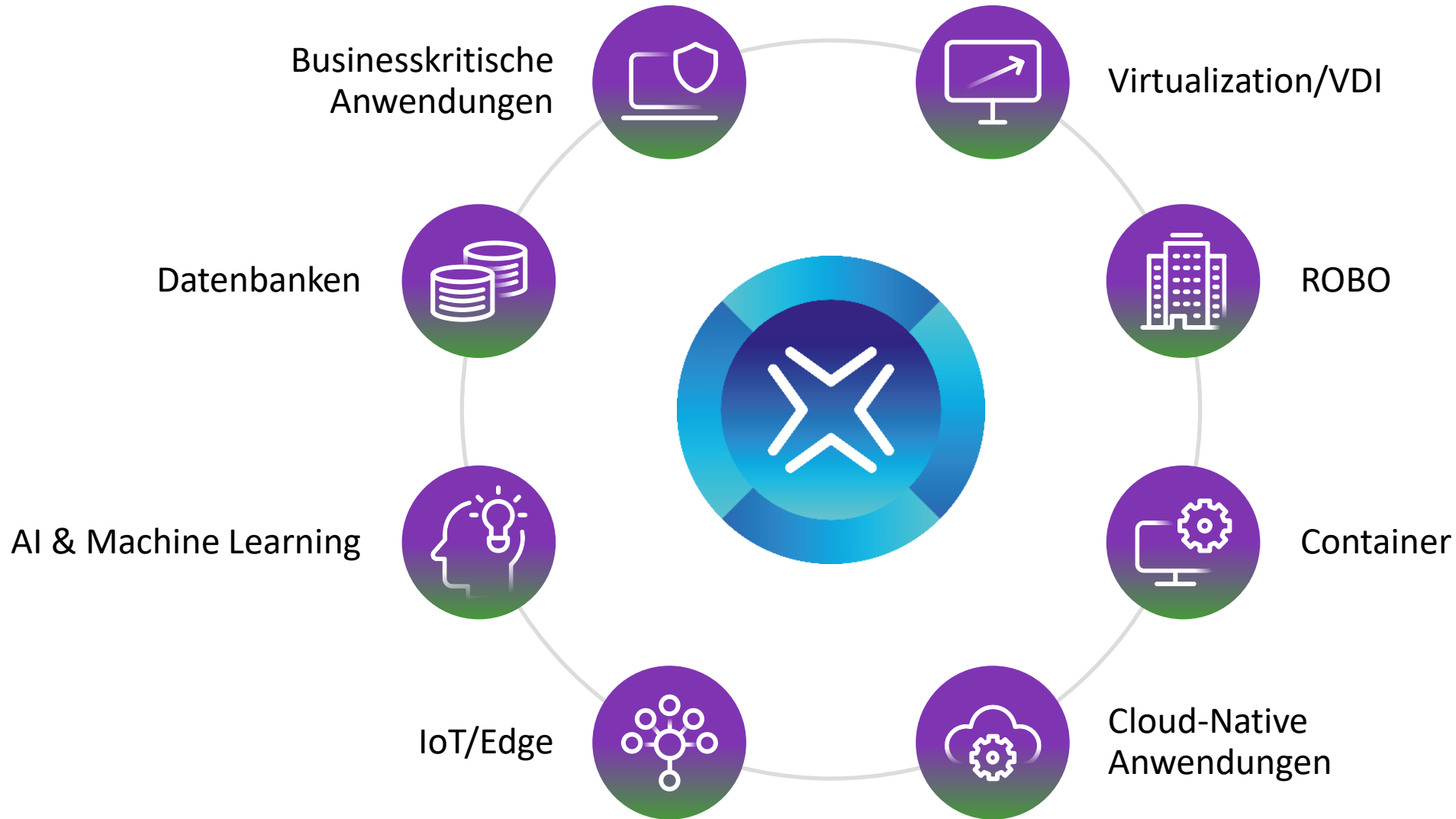
- Kein Infrastructure Support (Technical Solution Support mit SPoC) möglich
- Optional Implementation Service

Gemeinsames Fundament

- Vorintegrierter und zertifizierter Hardware- und Software-Stack
- Unterstützung einzelner Komponenten



Jeder workload in jeder Umgebung



Allgemeine Kundenanwendungen



Bierbrauerei

Skalierbarkeit, Agilität
und hohe Automation.

Homogene Infrastruktur,
alle Arten von
Applikationen, die eine
Plattform



Krankenhaus / Klinikum

Data Center
Konsolidierung

Eine Plattform die alle
Applikationen betreiben
kann

Konsolidierte
Infrastruktur,
Reduzierung von Kosten
und Aufwand, einfache
Handhabung



Wasseramt für Schifffahrt

Flexibilität in Bezug auf
Applikationen

Einfache Handhabung
Wartung
Verfügbarkeit





Q&A



Thank You

Make the Move to HCI

Discover the top 5 reasons to move to HCI

VMware

Make the Move to HCI

[Download here:](#)



Contacts



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