

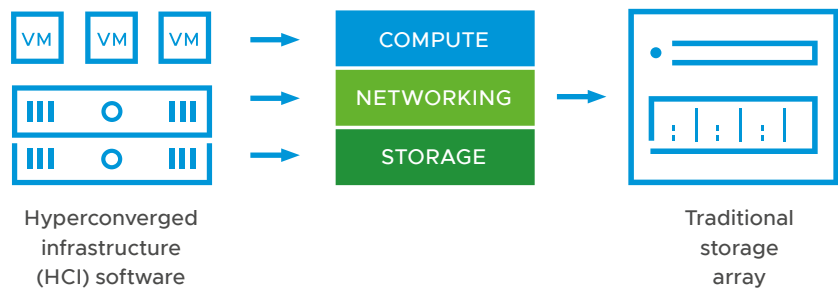


Five Reasons to Choose Hyperconverged Infrastructure Powered by VMware vSAN

The importance of choosing the right HCI software solution

To efficiently meet the ever-increasing demands of modern business, you need to evolve your IT infrastructure toward a model that saves money, simplifies operations, and increases agility.

Hyperconverged infrastructure (HCI) software allows the convergence of compute, networking, and storage onto industry-standard x86 servers, enabling a building-block approach with scale-out capabilities. In HCI software, all key data center functions run as software on the hypervisor in a tightly integrated layer.



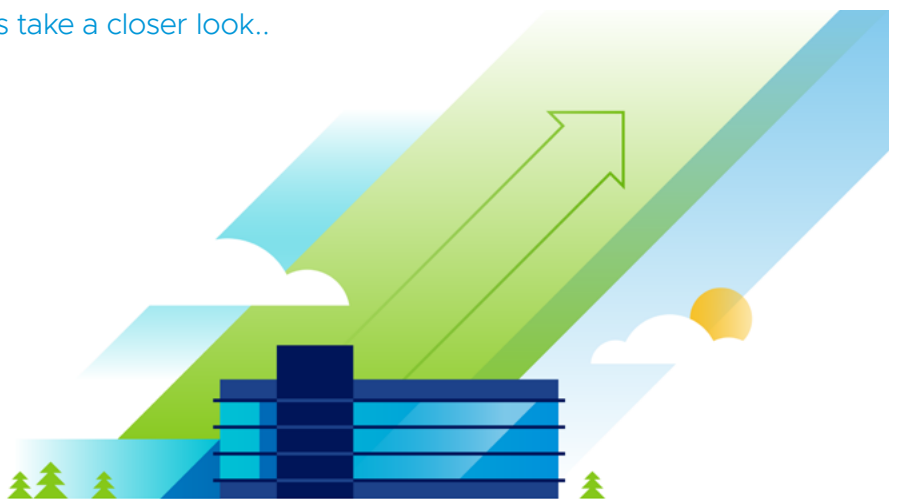
Why VMware vSAN?

Companies need to understand their own requirements before they can figure out what they need in an HCI software solution. VMware delivers exactly what companies are looking for on every front.

Built on VMware vSphere®, the industry-leading virtualization platform, HCI software powered by VMware vSAN™ delivers everything you need to implement enterprise-class HCI software.

vSAN provides a flexible, efficient solution for operating and managing your IT infrastructure.

Let's take a closer look..



“Based on the requirements of uptime, integration of all the different silos and essentially the seamlessness of the architecture, VMware is, as far as we’re concerned, the only choice—pretty much the most solid approach to hyperconvergence.”

MIKE FIELD
INTERIM CTO
BAYSTATE HEALTH



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VMware delivers five essential capabilities needed in an HCI software solution

1. Simplicity – One integrated software stack

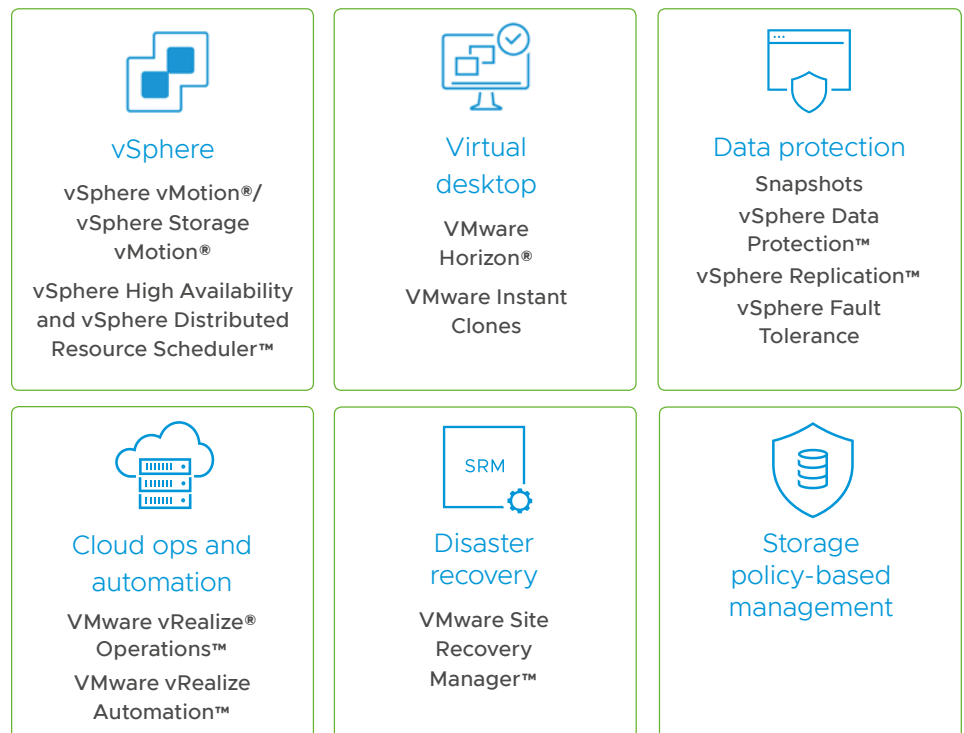
To achieve maximum efficiency and cost savings, you need an HCI software solution that is simple to deploy and operate, able to use without having to go through long, overcomplicated training cycles.

HCI software powered by vSAN delivers simplicity. It’s a powerful solution designed to eliminate infrastructure silos, automate provisioning, and provide support when you need it most. Free up IT hours and leave more time for innovation with its streamlined management, policy-driven controls, and single-pane-of-glass management.

There’s no need for specialized skill sets—you can leverage existing vSphere and VMware vCenter Server® expertise for maximum efficiency:

- Is built on vSphere, the industry-leading virtualization platform
- Integrates with vSAN, the only storage solution embedded with vSphere
- Monitors capacity and performance with the familiar, unified vCenter Server
- Automates routine tasks within your data center
- Eliminates software and management tool silos

Seamlessly integrate vSAN within the VMware stack



“Now we have one VMware solution as opposed to multiple systems from different vendors. Everything is right there inside the VMware console, so there were no new interfaces to install or learn. We no longer have to constantly watch our storage allocation, always asking if we still need this server, or if a LUN (logical unit number) is using too much disk space. We don’t have to worry about LUNs and provisioning anymore.”

CARL SHIVER
IT OPERATIONS MANAGER
WACHTER, INC.



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2. Lower TCO – Enterprise performance without enterprise cost

Business users are demanding more than their IT budgets can accommodate. HCI software powered by vSAN eliminates the need to buy purpose-built hardware, reduces human error through automation, and leverages existing resources to deliver huge savings that are felt throughout the entire company:

- Lower TCO by up to 50 percent compared to modern storage arrays.
- Deploy all-flash VMware HCI software solutions at almost half the cost of competing hybrid HCI software offerings.
- Increase total space efficiency by up to 10x with deduplication, compression, and erasure coding.
- Eliminate the need for purpose-built hardware with industry-standard servers.
- Pay only what you need. Tailor your solution without overprovisioning, making a bulk upfront purchase, or buying expensive expansions when you need additional performance or capacity.

vSAN storage utilization improvement

\$1/GB

All-flash for as low as \$1 per useable GB

“What used to take our users 30 to 45 minutes to accomplish in the old environment, now takes less than 5 minutes. This frees up valuable time for our teachers now available to better help students.”

KENNY WILDER
DIRECTOR OF NETWORK INFRASTRUCTURE
FULTON COUNTY SCHOOLS



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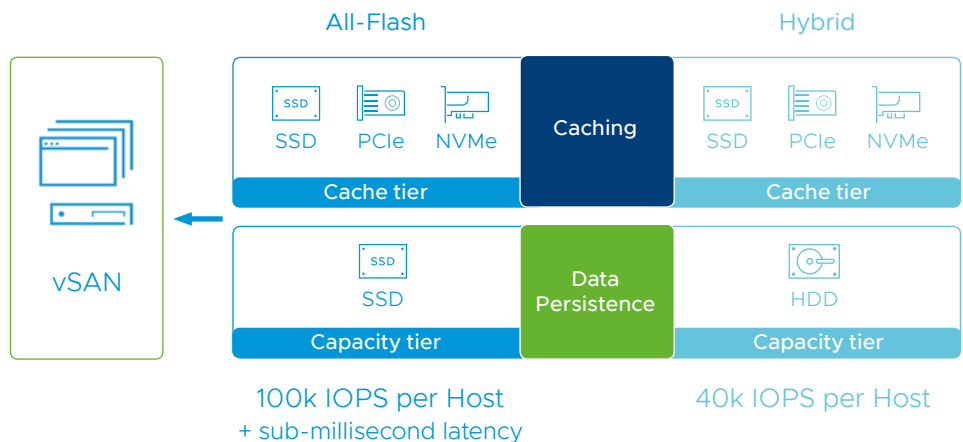
3. Ability to evolve without risk – Run mission-critical apps with confidence

The right HCI solution ensures your data center can handle any application with confidence, including high-performing business-critical apps, virtual desktop infrastructure, private clouds, remote IT, and container-based applications for cloud-native environments, without any gaps in performance as usage grows.

HCI software powered by vSAN is the only solution delivered directly from the hypervisor, resulting in performance you can count on for any virtualized application or desktop. With enterprise-class availability and built-in failure tolerance, you'll have absolute peace of mind—even when the unexpected occurs:

- Kernel-embedded for optimized I/O path
- Optimized for all-flash storage capacity
- Up to 100,000 IOPS per node with sub-millisecond latency
- Space efficiency enabled with minimal impact on CPU and memory overhead
- Five-nines (99.999%) availability with advanced data protection

Tiered all-flash and hybrid options



“Our customers are surprised by the speed and responsiveness of our applications. Cloud Carib now has the ability to host any demanding application a customer wants to run.”

STELIOS XEROUDAKIS
FOUNDER AND MANAGING DIRECTOR
CLOUD CARIB



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4. Scalability for tomorrow – Prepare your data center for future applications

Technology will continue to evolve, and your data center needs to evolve right alongside it. HCI software powered by vSAN provides maximum flexibility. That means it adapts to your business's changing demands—no matter what happens next.

VMware HCI software solutions are designed for both enterprise and new cloud-native apps, allowing you to keep pace with the latest and most powerful IT demands. It aligns with your DevOps initiatives, meaning you can bring apps to market faster. HCI software supports your choice of applications, backup solutions, hardware platforms, and operating systems, so you can make the right decisions for your business without being locked into a particular solution set.

With VMware, you're choosing a vendor with a proven track record and a robust ecosystem—one that will provide for the long term.

Choose the solution that prepares you for the future:

- Supports any app, at any scale
- Is designed for today's applications as well as future cloud-native applications
- Delivers granular scaling, and scale-up/scale-out capabilities, eliminating costly overprovisioning and large upfront capital expenses

Maximum Scalability per vSAN Cluster

**64
hosts**

**6,400
VMs**

**6M+ IOPS
for all-flash**

**8.8
petabytes**

“In the past, we couldn’t add storage or scale to meet our growing needs. Today with vSAN, I can add more disk space on the fly without even thinking about it, and memory upgrades have become a breeze.”

CALEB HOLMSTROM
NETWORK ADMINISTRATOR
AGROPUR INGREDIENTS



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5. Deployment flexibility – Respond quickly to changing business demands

Rather than locking you to a specific vendor, VMware lets you configure your HCI software solution any way you want or need to. The building-block approach means you have the ultimate flexibility to choose the tools that work best for you, eliminating the need for hardware silos:

- Provides a broad set of deployment options, ranging from a turnkey appliance to more than 100 pre-certified vSAN ReadyNodes™ from all major server vendors
- Enables a building-block approach with scale-out capabilities
- Provides a path to a complete software-defined data center (SDDC)

HCI software deployment choices

Certified HCI software solutions



Customize a pre-certified
vSAN ReadyNode

Engineered HCI software appliance



Choose a turnkey solution with the
VCE VxRail HCI software appliance

Flexibility

Deployment speed

GET STARTED TODAY

Try vSAN in a Hands-on Lab

[Learn More](#)

Learn more about HCI software powered by vSAN

and how it delivers all the essential capabilities needed for businesses to thrive in a digital landscape.

[Learn More](#)

Head into the digital future

An HCI software solution is crucial to achieving success in IT and across the entire business. In addition to lowering CapEx, OpEx, and TCO, HCI software enables faster app and infrastructure delivery, and doesn't require specialized skill sets to operate.

Not every HCI software solution is created equal. To get the very best results, you must invest in the best solution—one with demonstrated customer success and market leadership.

HCI software powered by vSAN stands out from the competition because it includes:

- vSphere - The market-leading hypervisor
- vSAN - Radically simple, enterprise-class storage
- vCenter Server - a unified and extensible management solution

Together, these components provide the simplest, most efficient, and highest-performing hyperconverged infrastructure software solution on the market. VMware's familiar interface means you can get up and running fast, and start seeing the benefits of HCI software.

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