Why a VMware Cloud Verified partner is the right choice



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Agenda

Introduction

Cloud Verified and Cloud Verified Partners

Cloud Provider Platform

Demo

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Introduction



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CLOUD PROVIDER™ PROGRAM



70M+
Total Workloads

10M+
Workloads in the Cloud

128
Cloud Data Centers

10K+
Countries

4.3K+
Cloud Provider Partners

68
VMware Cloud Verified Partners

Partner Data Centers

Hyper-Scale Clouds

Poll Question 4

Do you consume any partner services? (multiple Answer)
1.Infrastructure services
2.Managed services
3.Professional services
4.Developer Services
5.None

Local Cloud

Delivering a localized cloud experience with customer intimacy



- Local Data Centers
- Local Expertise & Support
- Local Language
- Local Contracts
- Local Billing
- Local Currency
- Local Relationships
- Flexible T&Cs
- Easy to do business with

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Poll Question 5

Is keeping your data and infrastructure local in country important to you? (single Answer)

1. Yes
2. No
3. Maybe

Cloud Verified & Cloud Verified Partners



The Cloud Verified badge signals

to your partners, customers and prospects that your foundational cloud technologies and services are based on the most complete VMware-based cloud operating system possible.



Africa Cloud Exchange

WHO IS VMWARE?

VMware software powers the world's complex digital infrastructure. The company's cloud, app modernization, networking, security, and digital workspace offerings help customers deliver any application on any cloud across any device. Headquartered in Palo Alto, California, VMware is committed to being a force for good, from its breakthrough technology innovations to its global impact.

Always Ask For VMware Cloud Verified.











VMware Cloud Verified Partners in SSA

vmware CLOUD VERIFIED

SOUTH AFRICA

iOCO

ROUTED

SILICONSKY make IT happen

tarsus on demand

NETWORK PLATFORMS

NIGERIA

COMERCiO Your indigenous cloud company

CYBER CLOUD ...Agility everywhere!

LAYER3CLOUD

ANGOLA

PARATUS Always Prepared

PENDING

BCX

RACS® Information Technology Specialist

Cloud Provider Platform



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Provide your cloud services & onboard customers to a VMware Cloud Verified Provider

Migration to a Hyperscale Cloud

$1M
Migrate 1,000 VMs

Years
Refactor Apps

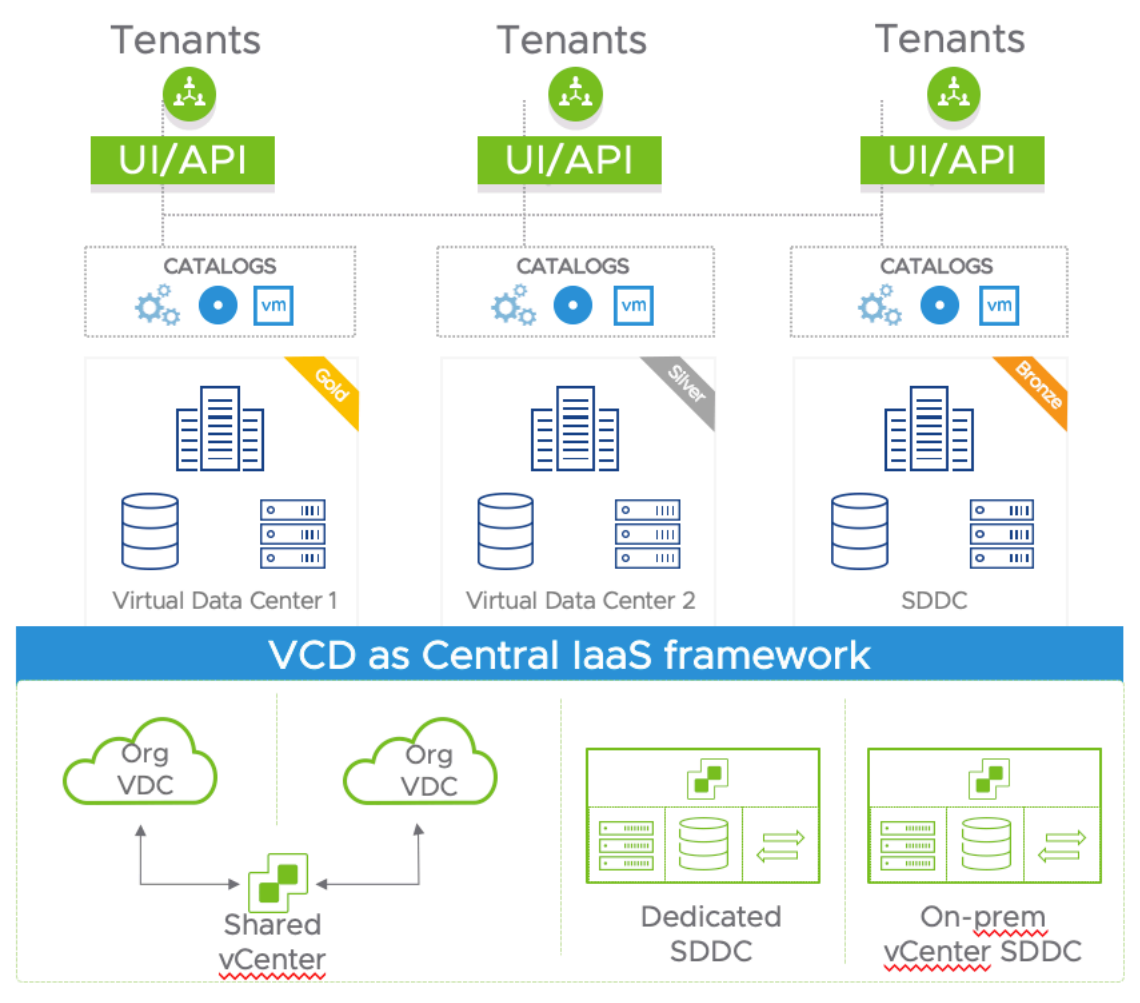
Migration to a Cloud Verified Partner

71%
Less Staff Time

- Migration without the cost, complexity or risk of refactoring
- Minimal downtime
- Extend proven tools, skills, policies
- Eliminate need and cost of reskilling

Simple	Fast	Economical
Migration experience	Cloud-to -Cloud capabilities	Proven cost savings

VMware Cloud Provider Platform



Features

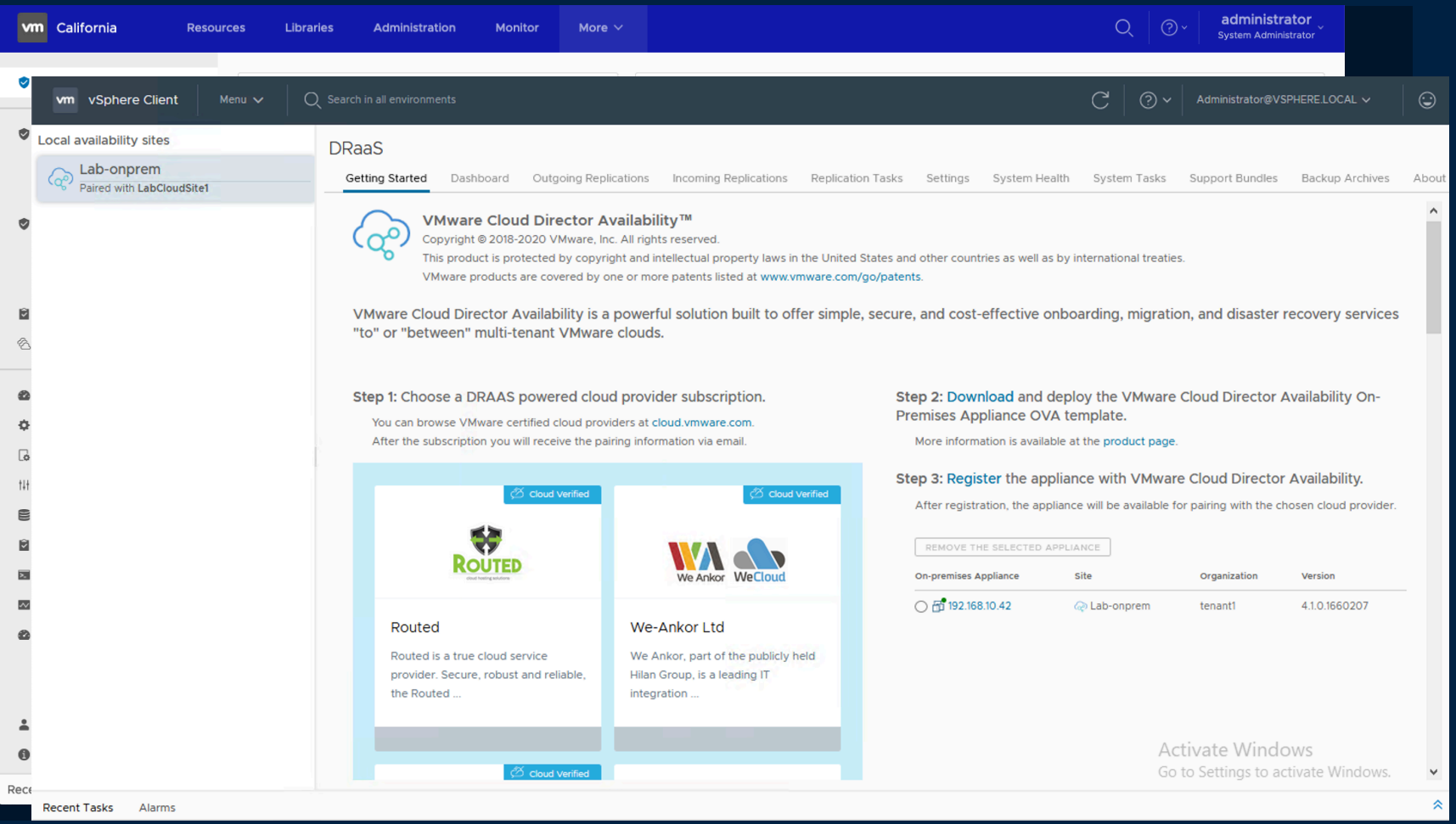
- Self service UI & API for tenant consumption, including:
  - Create & Manage VM's
  - Create and Manage Networks
  - Manage third party ISV services

Benefits

- Scale Compute & Storage Up and down easily
- Consistent self-service through UI
- Flexible Private Cloud Sizing
- Discounted compute for DRaaS
- Extensibility to expand service consumed

Cloud Director Availability

Migration Simplicity



Migration & DRaaS from on-prem VCF to Cloud Provider

Built into Cloud Provider platform and vSphere Client

Common and intuitive user workflows that can be rapidly operationalized

Demo





Questions

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