# HYPERCONVERGED INFRASTRUCTURE (HCI)

Accelerate the path to hybrid cloud with
Computacenter & VMware

LET'S GO

# WHAT IS HCI?

**Hyperconverged Infrastructure HCI is a software-defined IT infrastructure that virtualises all of the elements of a conventional 'hardware-defined' system. HCI integrates virtualised computing, storage and networking and typically runs on commercial off-the-shelf servers.**

To remain competitive in today's dynamic markets, customers must modernise legacy IT and applications. They need to develop new skills and processes; adopt public cloud services; and take control of more complex and dispersed multi-cloud environments.

HCI is fast becoming one of the most deployed technologies in the data center. Together, Computacenter and VMware are helping customers to overcome the challenges and complexity of operational inconsistencies, disparate management tools and security controls, to achieve simplification and agility.

Nearly two-thirds of cloud buyers are seeking a hybrid strategy that spans the data center and cloud.

The number of customers considering HCI for any and every workload, including their mission-critical applications, has reached a tipping point, with more and more businesses looking to realise the benefits.

Forecasts show that by 2020 the market for HCI solutions will reach over $11 billion.

IDC Converged Systems Tracker Forecast – April 2019.

# COMPUTACENTER AND VMWARE
## THE PERFECT PARTNERSHIP FOR HCI

Computacenter and VMware offer the most successful fully integrated solution that customers need to stay ahead in their own challenging markets. We give customers the ability to deliver flexibility, agility, scalability, cost-efficiency, ease and speed of deployment.

### COMPUTACENTER: DATA CENTER EXPERTS

Computacenter helps customers to modernise expensive legacy IT and design the next generation data center at scale. At the same time, we are **helping customers to plan and scale enterprise public cloud adoption** and to apply management, security and governance to their complex multi-cloud environments.

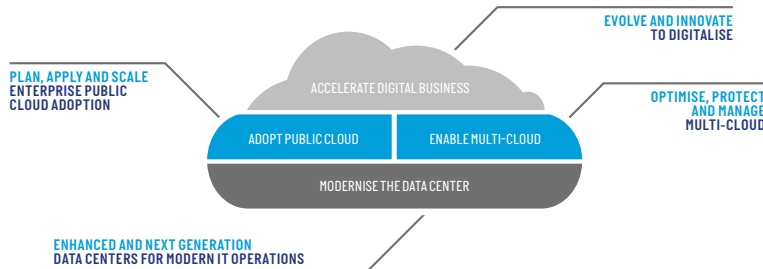- 1,000-strong consultancy practice in Europe.
- Delivering over 250 customer projects every year.
- Over 10,000 vendor technical certifications.

### VMWARE: MARKET LEADERS

VMware holds a **41% share of the global hyperconverged infrastructure market** and is growing at twice the speed of its closest competitor.

## COMPUTACENTER HELPS CUSTOMERS IN 4 KEY AREAS:



PLAN, APPLY AND SCALE ENTERPRISE PUBLIC CLOUD ADOPTION

EVOLVE AND INNOVATE TO DIGITALISE

ACCELERATE DIGITAL BUSINESS

ADOPT PUBLIC CLOUD

ENABLE MULTI-CLOUD

OPTIMISE, PROTECT AND MANAGE MULTI-CLOUD

MODERNISE THE DATA CENTER

ENHANCED AND NEXT GENERATION DATA CENTERS FOR MODERN IT OPERATIONS

# HCI: THE BENEFITS

- Transforms the enterprise and speeds-up the pace of change

- Reduces CAPEX and Total Cost of Ownership (TCO) on infrastructure

- Optimises choice, flexibility and empowers customers to choose the most appropriate hardware platforms

- Provides complete simplicity with one system, toolset and vendor, reducing risk

- Future-proofs infrastructure by completely scaling to change

- Delivers intrinsic and intelligent security

# VMWARE CLOUD FOUNDATION (VCF)
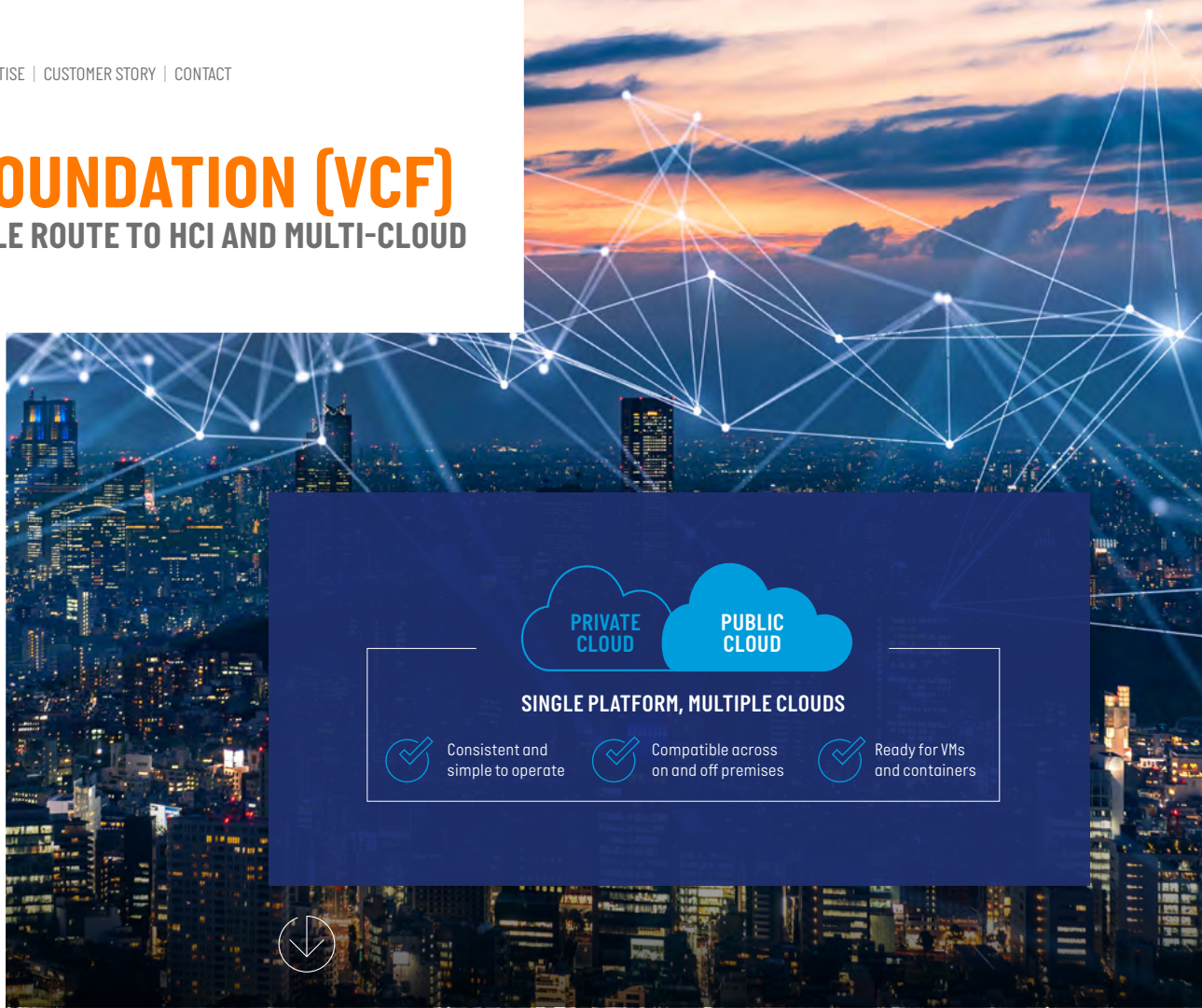## THE FAST, SIMPLE, SECURE AND AGILE ROUTE TO HCI AND MULTI-CLOUD

### WHAT IS VCF?

VMware Cloud Foundation (VCF) is an integrated software stack that uses SDDC Manager – an automated lifecycle management tool – to bundle compute (vSphere), storage (VMware vSAN) and network virtualisation (NSX) into a single platform. This can be deployed on-premise as a private cloud or run as-a-service within a public cloud. VCF is a true hybrid cloud solution delivering consistent infrastructure and operations system to all users.

### WHY DO CUSTOMERS NEED IT?

As always, the only constant is change. The digital revolution has led to a significant shift in the way IT delivers software business applications.

Customers' IT infrastructures need to evolve and be made available as dynamically as software. They face significant challenges as they move towards more agile, service-orientated IT models, hybrid cloud and software-defined data centers.

PRIVATE CLOUD

PUBLIC CLOUD

SINGLE PLATFORM, MULTIPLE CLOUDS

Consistent and simple to operate

Compatible across on and off premises

Ready for VMs and containers

# A TRUE HYBRID CLOUD INFRASTRUCTURE

VCF gives customers a simple, secure and agile solution with edge, private and native public cloud workload deployment options. It delivers:

**CONSISTENCY** – as it spans both private and public cloud as well as on-premise deployment
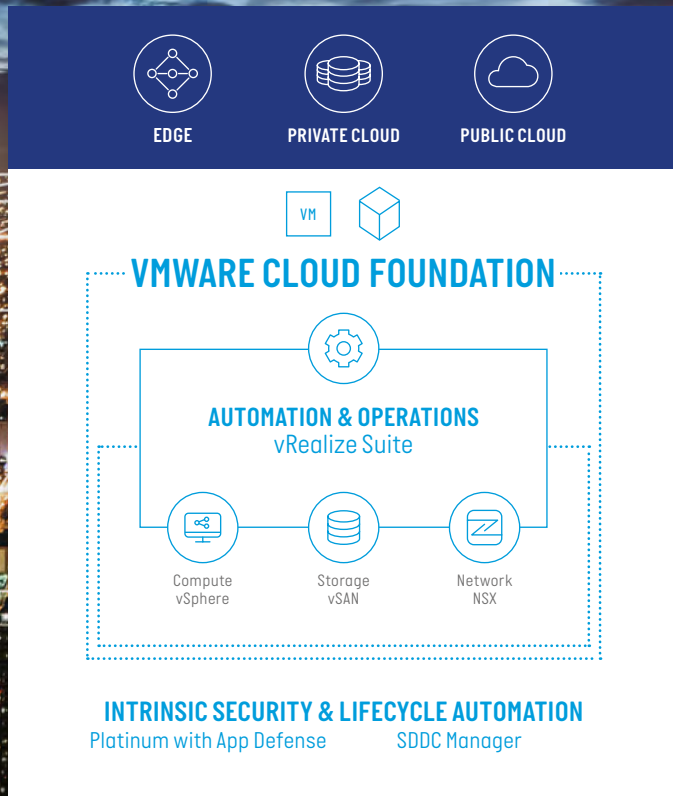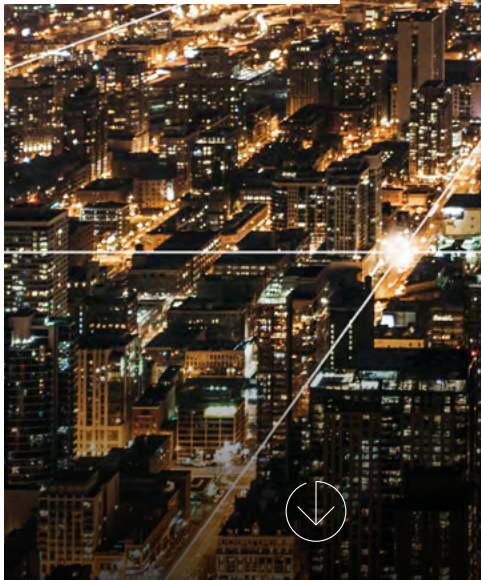
**SIMPLICITY** – through an operational model based on proven and well-known vSphere tools and processes

**EFFICIENCY** – with speeds of up to 15x faster time to stand up a cloud by eliminating complex processes while enabling up to 20x faster app provisioning by end-users through self-service automation

**SECURITY** – that's intrinsic and intelligent for apps and infrastructure as well as for quick, repeatable deployments

**AGILITY** – with flexibility and freedom to run apps anywhere without the complexity of re-writing

**COST SAVINGS** – as the overall TCO of private cloud deployments can be reduced by up to 30%-40%



EDGE    PRIVATE CLOUD    PUBLIC CLOUD

VM

**VMWARE CLOUD FOUNDATION**

**AUTOMATION & OPERATIONS**
vRealize Suite

Compute vSphere    Storage vSAN    Network NSX

**INTRINSIC SECURITY & LIFECYCLE AUTOMATION**
Platinum with App Defense          SDDC Manager

# COMPUTACENTER'S SERVICES EXPERTISE

**Computacenter can help customers plan, configure and manage even the most complex integrations effectively.**

With our 30-year expertise in enterprise-scale data center modernisation and optimisation, along with our deep public and multi-cloud consultancy, migration and management experience, we can power our customers' IT operations, their people and their competitive edge.

Whether with next generation, software-defined data centers, optimised public and multi-cloud or the co-creation of digital platforms, we enable customers to respond faster and more effectively to digital business change and get to market quicker. We help our customers make the right choices, to unlock the value within their data and applications and drive business success.

We minimise disruption allowing our customers to focus on their business priorities. They are able to leverage Computacenters knowledge, insights and proven best practices, processes and procedures to benefit their own IT staff.

As a single point of contact, Computacenter provides a clear, simple and easy communication and project management approach which will help customers to accelerate their digital transformation and reduce the time cost and complexities involved.

# 4 CUSTOMER CHOICES:

**Build infrastructure with vSAN ReadyNodes**

For private cloud deployments, there's over 500 certified x86 systems that are ready to run vSAN out of the box.

**Buy with turnkey HCI Appliance Dell EMC VxRail**

VxRail is the only fully integrated, preconfigured and pre-tested VMware hyperconverged infrastructure appliance family on the market, delivering fast implementation; simplified management and scalability.

**Expand with VM Cloud Foundation (VCF)**

The world's most deployed and trusted cloud infrastructure, the next generation hybrid cloud platform ensures consistent infrastructure and operations for private cloud, public cloud and edge scenarios.

**Extend with HCI-as-a-Service**

For fast, simple deployment in, or extension to, public cloud providers such AWS, IBM and Microsoft.

# PUTTING AGILITY IN THE FAST LANE

**A major retailer increases time to market and decreases costs with private cloud environment from Computacenter and VMware**

Our retail customer has over 6,800 shops across the globe, with consumers making around 80 million shopping trips every week. To stay competitive, it needs to keep enriching the customer experience, which means it must be able to deliver seamless services and develop new apps. The customer's production and development teams need a choice of delivery platforms to stay agile and productive. Usage of public cloud platforms had become expensive; the customer wanted to establish a more cost-effective internal resource for hosting production and development workloads.

Computacenter and VMware partnered to design, source and implement a private cloud environment within just 12 months. The private cloud is formed of two platforms that enable technologists and developers to quickly and easily provision workloads with supporting network, storage, and security resources. VMware Cloud Foundation is at the core of the new private cloud providing full automation of lifecycle operations and scalable capacity. The customer's loyalty card was one of the first production workloads to be migrated to the private cloud. Computacenter and VMware worked together to ensure the right resources – from technical architects to project managers – were available at the right time throughout the project.

By combining the new private cloud with public resources, the customer can embrace a multi-cloud strategy that delivers greater agility at a lower cost. A new virtual machine can now be provisioned within 11 minutes instead of three weeks via the private cloud, which is substantially cheaper when compared to equivalent public cloud consumption costs. With a choice between private and public cloud platforms, the customer can deliver new services to the business and new offerings to customers in a shorter timeframe, which will help to boost competitive advantage in the dynamic retail sector.

**Business Impact**

- Boosted competitive advantage by reducing time to stand up new services

- Reduced costs and complexity by introducing an agile consumption model and a simple self service capability to deploy workloads

- Increased agility and speed-to-market by offering development teams a choice of infrastructure platforms within a secure network

"The private cloud was a high-profile and challenging project for our retail customer. Computacenter and VMware worked hand in hand to ensure it was delivered on time and on budget."

**Account Director, Computacenter**

# GET IN TOUCH

To discover how Computacenter and VMware can help accelerate your path to hybrid cloud through hyper converged infrastructure, contact your Computacenter Account Manager: Call **01707 631 000** or email **enquiries@computacenter.com**

**www.computacenter.com**

VMware Cloud Partner of the Year 2019

VMware Cloud on AWS Partner of the Year 2018

VMware Partner Innovation Award 2018 Regional Winner

VMware EMEA Public Cloud Integration Award 2018

VMware UK&I Partner of the Year 2018

Computacenter