

Empowering Digital Business

Success in the New Economy

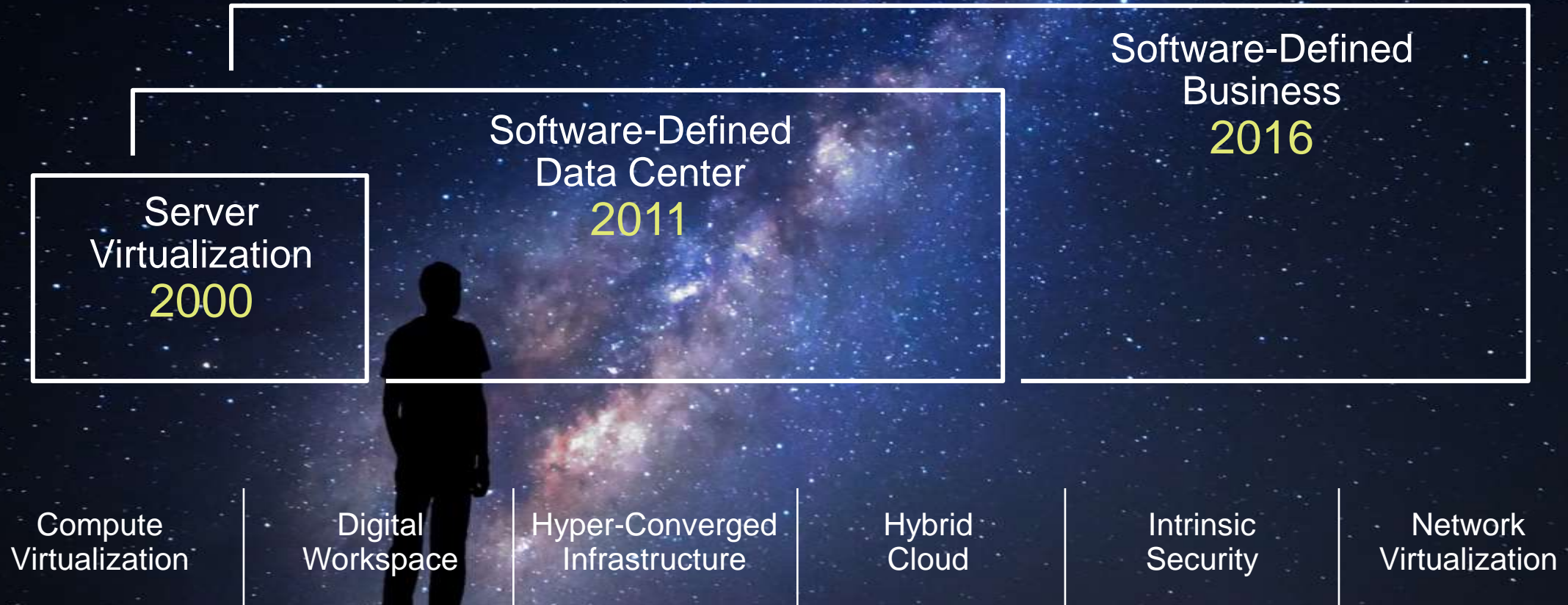


Gianmarco Pizzuti
Enterprise manager

vmware®

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VMware: Fearless Innovator of “Software-Defined”



4 Business Priorities IT Imperatives For Digital Enterprise

Create Exceptional Experiences
Mobilize Everything

Differentiate with Data and Apps
Modernize Applications

Respond Instantly to Opportunities
Future-Proof Your (Hybrid) Cloud

Safeguard Brand and Customer Trust
Rethink Cybersecurity

1

Mobilize Everything

Here's How VMware Helps

Manage Any Device on Any OS

Enable all mobile devices, applications, and content while accelerating your mobile strategy with VMware AirWatch.®

Access Any Application, Anywhere

Deliver desktops and apps, including desktop, SaaS, and mobile apps, through a single platform with VMware Workspace™ ONE.™

Ensure Security and Reliability

Enable secure and highly available mobile experiences with AirWatch and VMware NSX® network virtualization.



Consumer Simple. Enterprise Secure.



Apps, Devices, Identity, Collaboration, IoT

Only VMware delivers an integrated experience for any application, on mobile and desktop.

2 Deliver New Apps, Modernize Existing Apps

Here's How VMware Helps

Deliver Agile, API-Driven Infrastructure

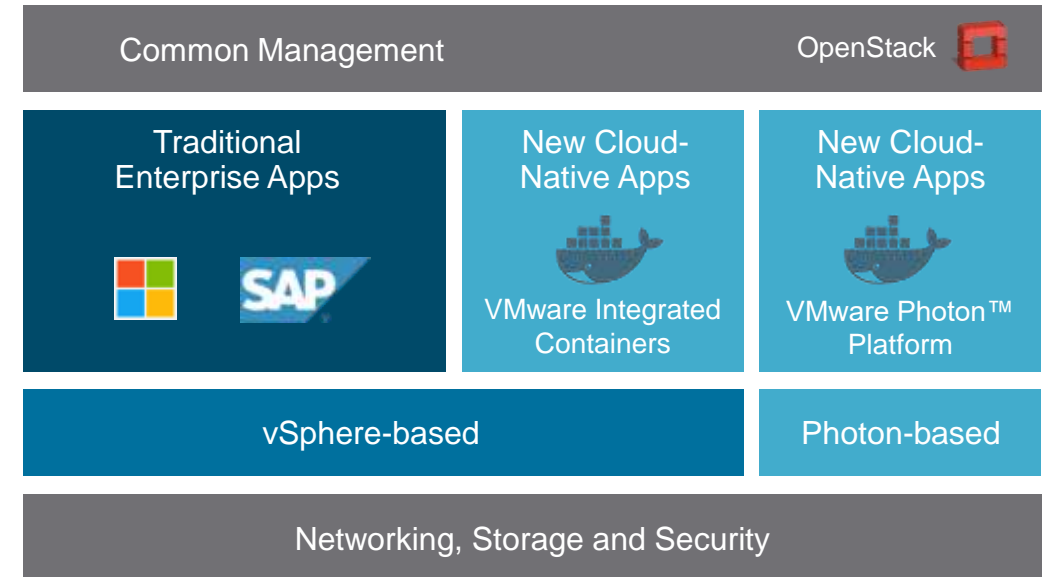
Support cloud-native apps and development methods with integrated containers and VMware® Integrated OpenStack.

Manage Containerized Apps

Extend current processes, people, and tools to support all apps. With Photon Platform, easily and securely manage container-based apps.

Deploy to Any Cloud

Deploy traditional and cloud-native apps on a wide range of public and managed clouds.



Only VMware lets you provision, manage and secure traditional apps. With Photon Platform, you can provision and manage cloud-native apps as well.

3 Future-Proof Your Cloud

Here's How VMware Helps

Manage Multiple Clouds As One

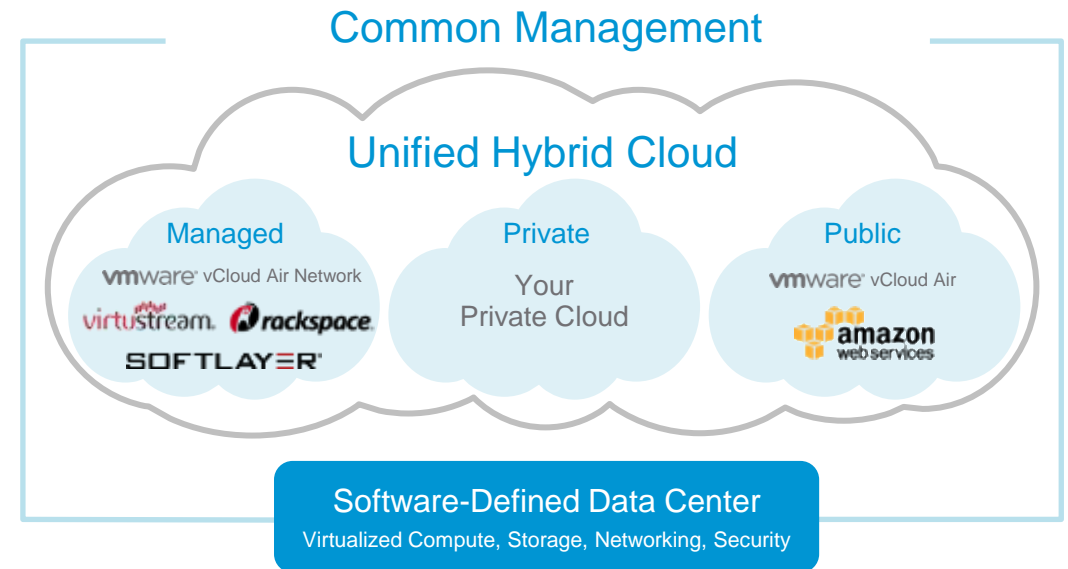
Unify and automate processes with VMware vRealize® Suite, the most complete IT operations and management system for hybrid cloud environments.

Web-Scale Private Clouds

Use our Software-Defined Data Center solutions to Web-scale the flexibility and economics of your private clouds. Scale out easily with VMware hyper-converged infrastructure.

Extend Data Center Networking and Security to the Cloud

With NSX network virtualization, preserve on-premises network rules and deploy secure network architectures.



VMware enables you to run your private, public, and managed clouds as one.

4 Rethink Cybersecurity

Here's How VMware Helps

Manage End-User and Device Security

Manage all devices and user access with AirWatch and the VMware Identity Manager™ solution. Centralize security controls with the VMware Horizon VDI platform.

Secure Data and Application Access

Set profile-based access to apps and data. Use micro-segmentation to individually secure apps and VMs with VMware NSX. Secure container-based apps in the VMware Photon™ OS secure runtime environment.

Dynamically Improve Security

Dynamically add advanced security from an established ecosystem of antivirus, malware, intrusion-prevention, and next-gen firewall vendors.

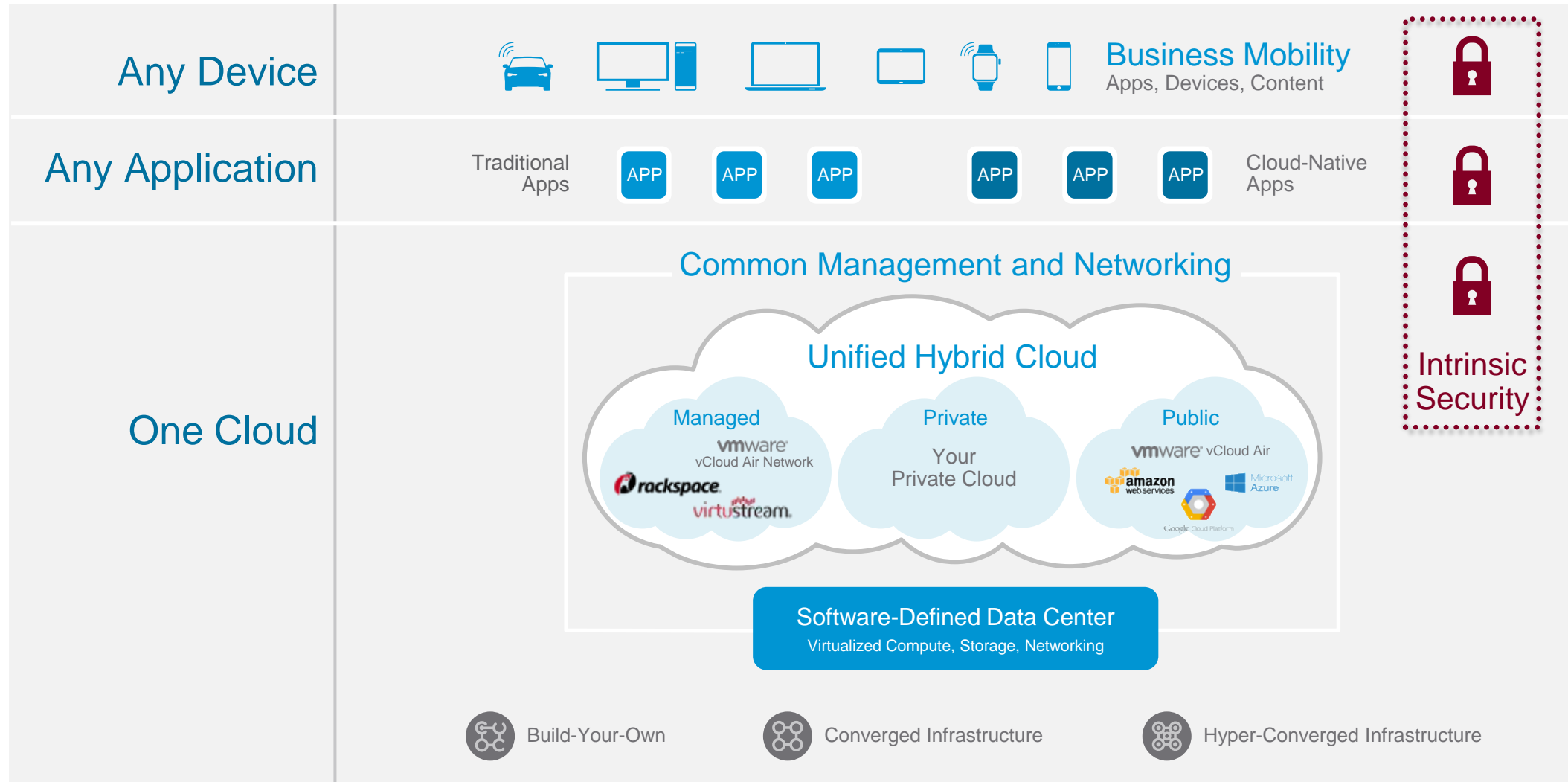


Users, Devices, Apps, Networks, Clouds



Only VMware enables intrinsic security, from data center to devices to end users.

Four IT Imperatives Delivered by One Integrated Architecture



How this is possible ?

Software

Hardware

Data Center Virtualization Layer

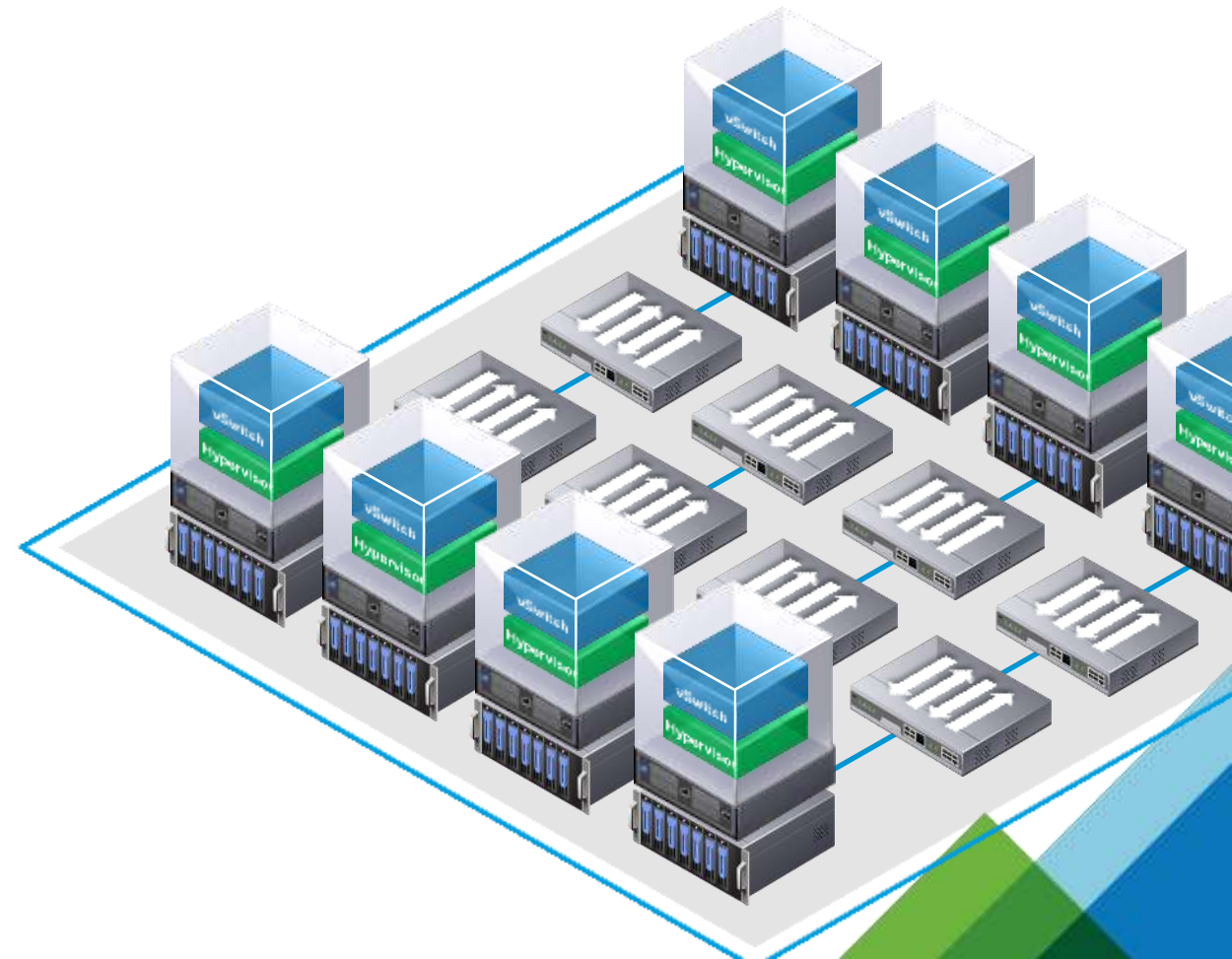


Intelligence in Software
Dedicated, VM-based Specific Data Center
Multiple Configuration & Management
Storage Capacity
Performance Infrastructure

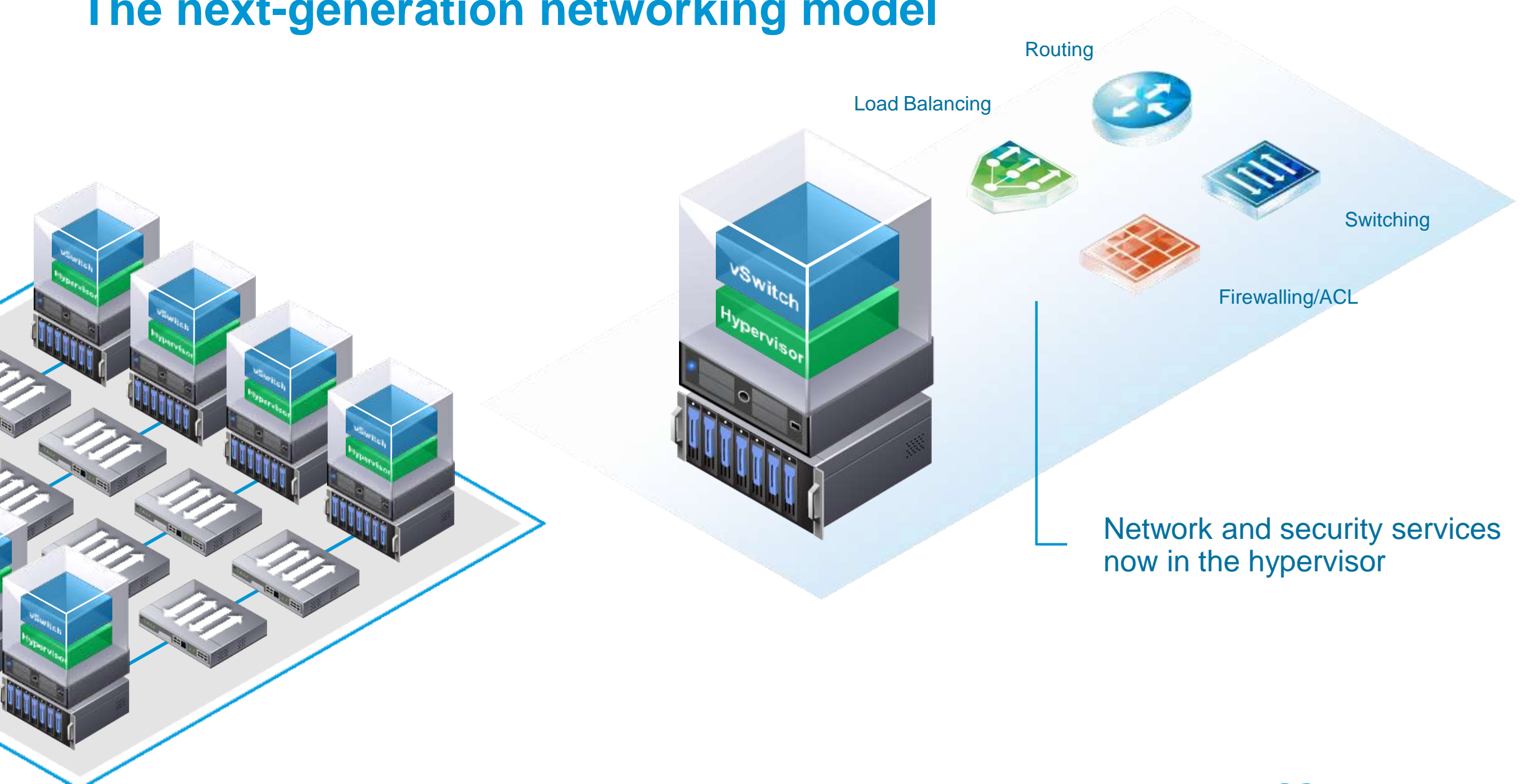
NSX value proposition

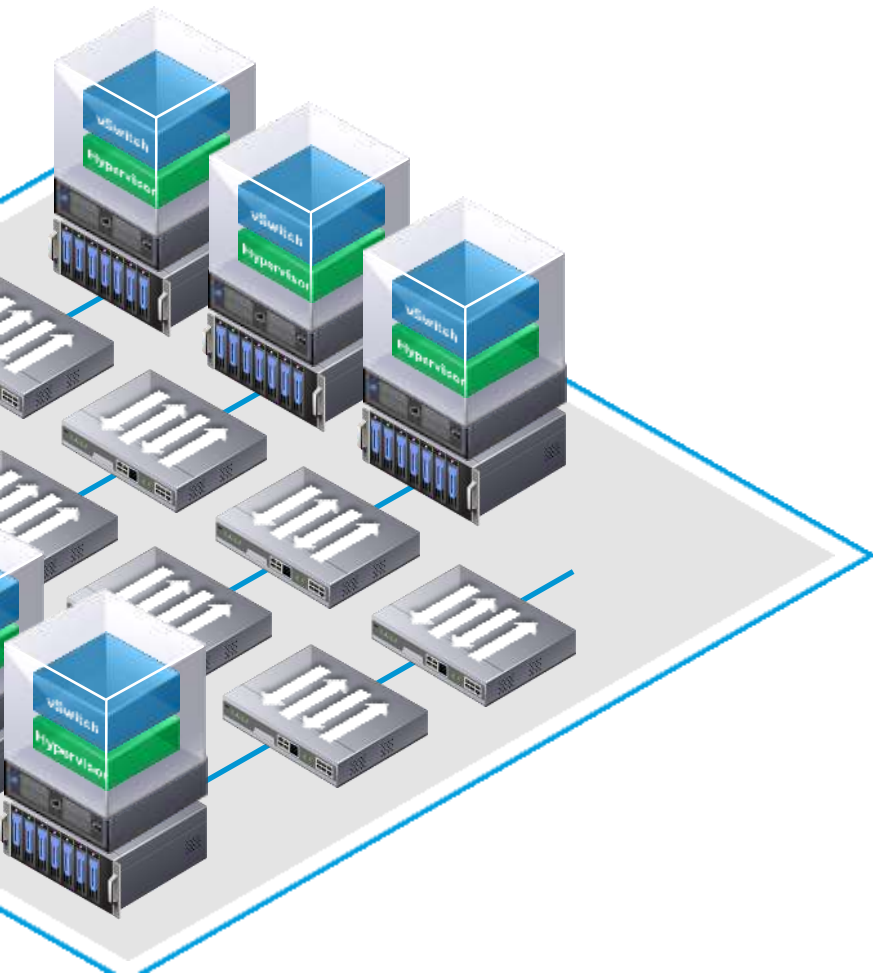
Network Virtualization is
at the core of an SDDC
approach

- Virtualization layer
- Network, storage, compute



The next-generation networking model



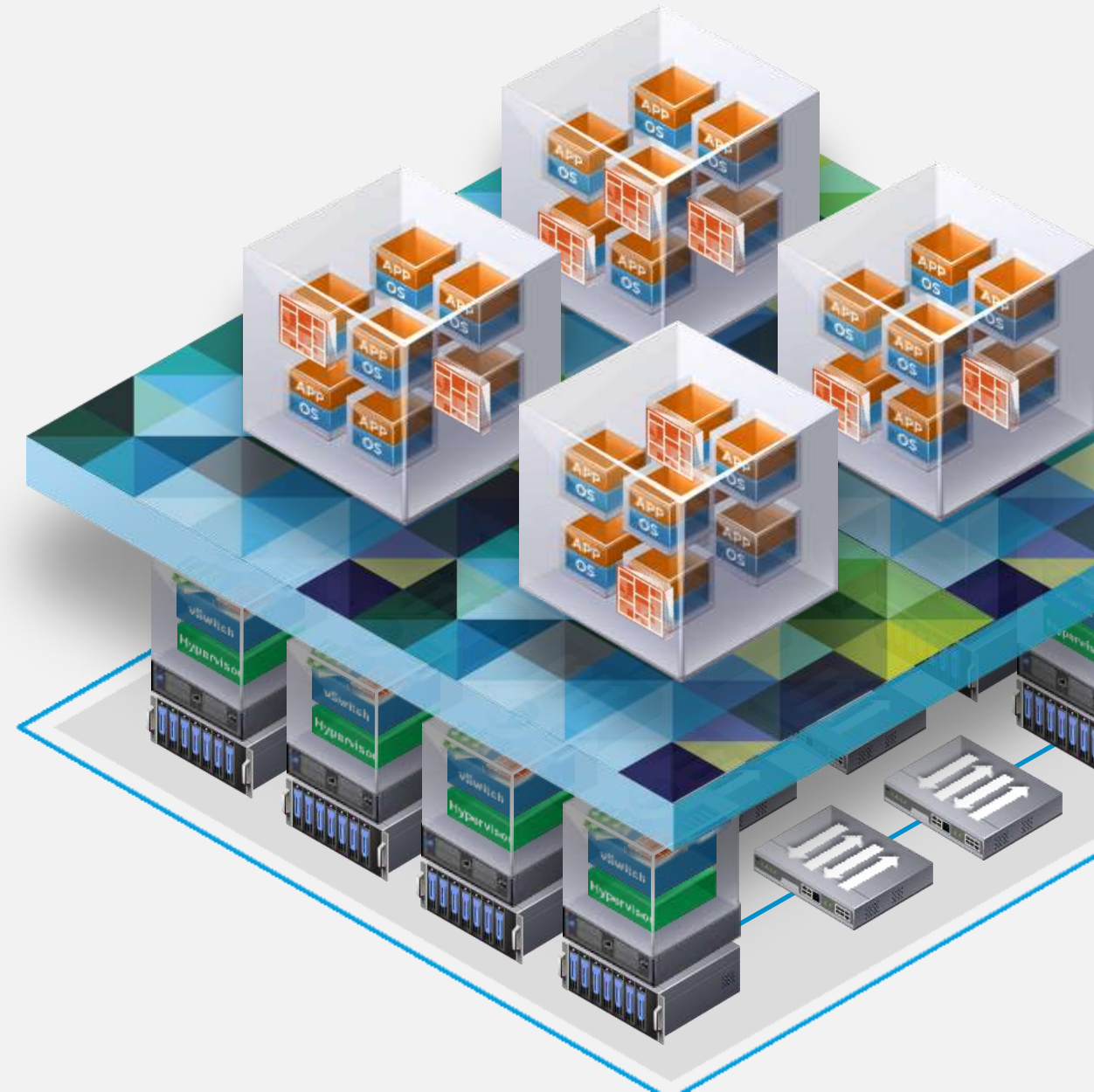


- High throughput rates
- East-west firewalling
- Native platform capability

NSX value proposition

Network Virtualization is
at the core of an SDDC
approach

- Virtual networks
- “Network hypervisor”
- Virtualization layer
- Network, storage, compute



Why are organizations choosing NSX?

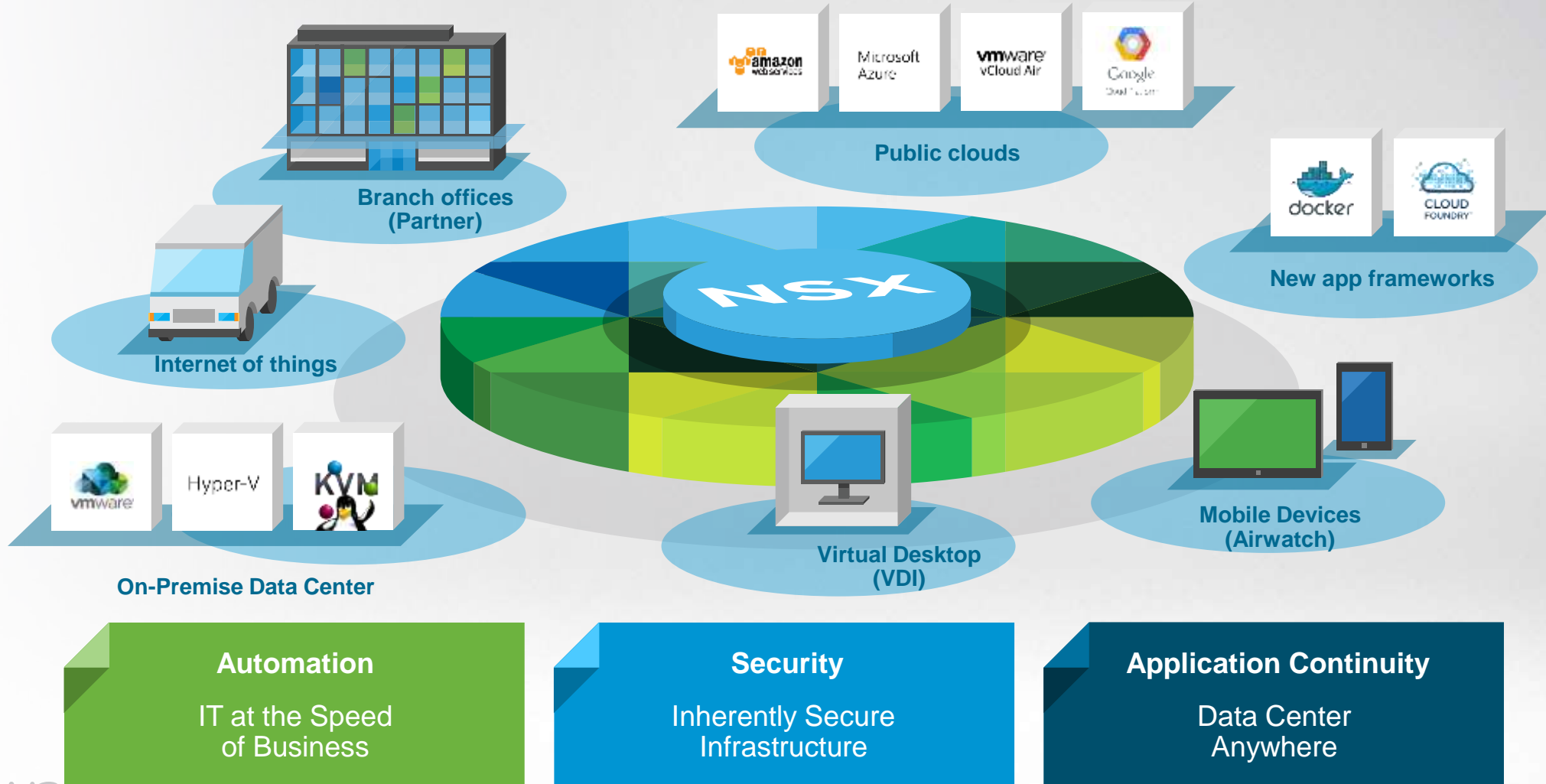
- ⊕ Because it's an app-driven world.
- ⊕ Today's apps are the network.
- ⊕ A new approach is required.

The furious pace of technological adoption and innovation is shortening the life cycle of companies and forcing executives to make decisions and commit resources much more quickly.

McKinsey, "Four Global Forces Breaking all Trends", April 2015

NSX Vision: Driving NSX Everywhere

Managing Security and Connectivity for many Heterogeneous End Points



Thank you.