

# MODERNIZING THE DATA CENTER WITH VIRTUAL STORAGE

vmware  
**ZONES**

- ◆ Gives organizations a competitive edge
- ◆ Creates a more agile, secure, and reliable business
- ◆ Is the foundation for hyper-converged infrastructures and the cloud



"By 2019, approximately 30% of the global storage array capacity installed in enterprise data centers will be deployed with SDS or hyper-converged integrated system architectures based on x86 hardware systems, up from less than 5% today."

- Gartner

## What Is Hyper-Converged Infrastructure?

Hyper-converged infrastructure (HCI) collapses compute, management, and storage onto industry-standard x86 servers, enabling a building-block approach to the software-defined data center (SDDC). With HCI, all key data center functions run as software on the hypervisor in a tightly integrated software layer.

HCI makes it easy to transition from physical storage solutions into virtualized storage - and realize big improvements fast.

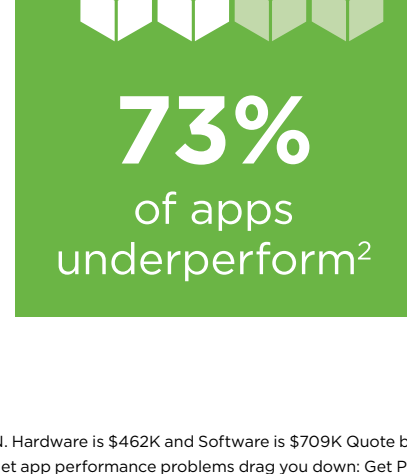
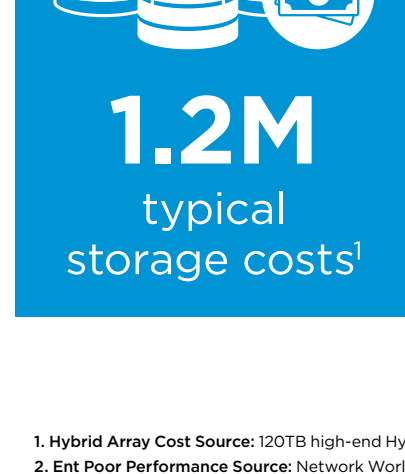
## Four Characteristics of Future-Ready HCI Solutions.

HCI can make your IT organization more agile and responsive, helping you succeed in the digital era. But not all HCI solutions are created equal. Look for these four characteristics:

- 1 A proven hypervisor.** The hypervisor is the "hyper" in hyper-converged, and it runs all key data center functions - compute, storage, storage networking, and management - as software. The result is more efficient operations, streamlined and speedy provisioning, and cost-effective growth.
- 2 Software-defined storage.** In a good hyper-converged solution, storage and storage networking are collapsed into the server and virtualized. This streamlines operations, costs, and the overall physical footprint.
- 3 A unified management platform.** A unified platform that allows you to manage the entire software stack from one interface and seamlessly integrates all your workflows is a key element of a good HCI solution.
- 4 Flexible deployment choices.** The ability to use low-cost industry-standard hardware is a huge advantage of HCI. With it, you no longer have to deploy expensive servers, storage networking, and external storage solutions. With an HCI platform that gives you a broad choice of hardware options, you can build an environment that matches your needs and preferences.

Contact your Zones account executive or call **800.408.ZONES** today.

At a time when IT is struggling with stretched labor resources and budget constraints, traditional approaches to storage are holding it back.

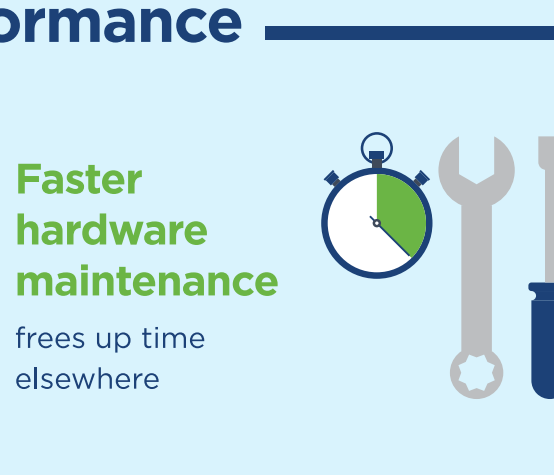
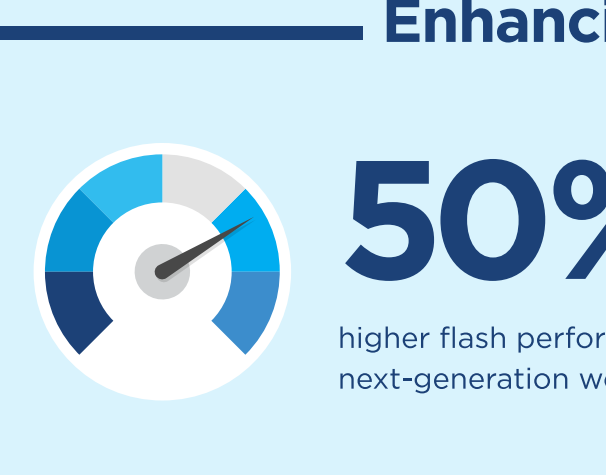


1. Hybrid Array Cost Source: 120TB high-end Hybrid SAN. Hardware is \$462K and Software is \$709K. Quote based on Gartner Competitive Profiles storage database.  
2. Ent Poor Performance Source: Network World. Don't let app performance problems drag you down: Get Proactive, August 2013.  
3. Storage Deployment Time Source: Richard L. Villars, Jed Scaramella, Randy Perry - IDC - Converging the Data Center Infrastructure: Why, How, and So What?, May 2012.

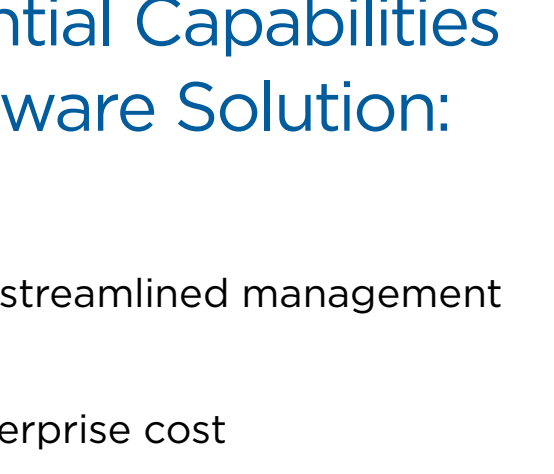
## Ensuring business continuity



## Increasing security



## Enhancing performance



## VMware Delivers 5 Essential Capabilities You Need in an HCI Software Solution:

- #1 Simplicity**  
One integrated software stack with streamlined management
- #2 Lower Total Cost of Ownership**  
Enterprise performance without enterprise cost
- #3 Ability to Evolve Without Risk**  
Run mission-critical apps with confidence
- #4 Scalability for Tomorrow**  
Prepare your data center for future applications
- #5 Deployment Flexibility**  
Respond quickly to changing business demands

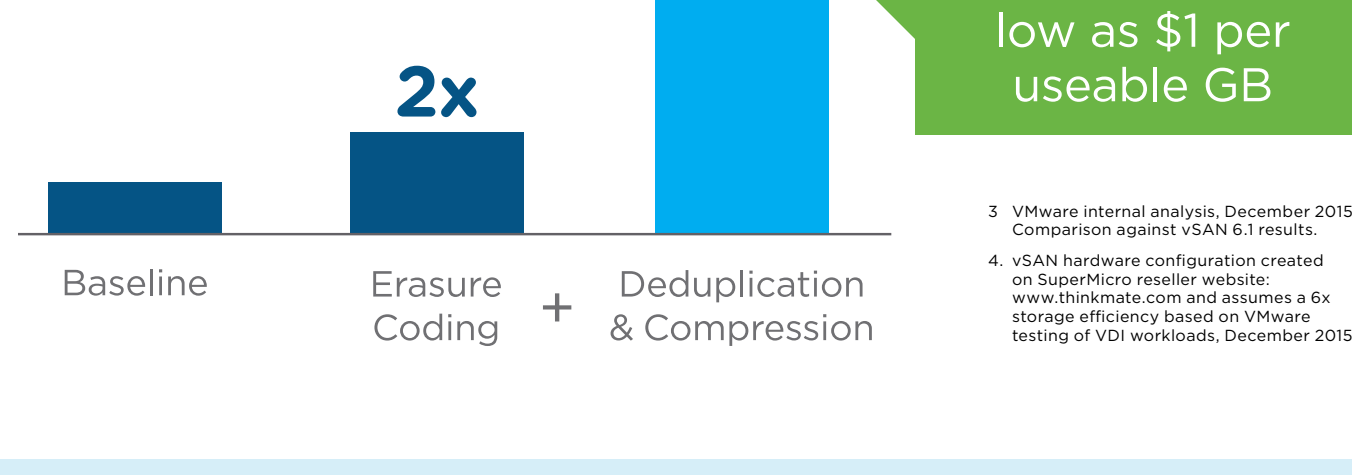


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## Seamlessly Integrate vSAN Within the VMware Stack

<p>vSphere vMotion/Storage vMotion vSphere HADR</p>	<p>Virtual Desktop VMware Horizon Instant Clones</p>	<p>Data Protection Snapshots vSphere Data Protection vSphere Replication Fault Tolerance</p>
<p>Cloud Ops &amp; Automation vRealize Operations vRealize Automation</p>	<p>Disaster Recovery Site Recovery Manager</p>	<p>Storage Policy-Based Management</p>

## vSAN Storage Utilization Improvement



## Tiered All-Flash and Hybrid Options

<p><b>All-Flash</b></p> <p>SSD, PCIe, NVMe</p> <p>Cache Tier</p> <p>Capacity Tier</p> <p><b>100k IOPS per Host + sub-millisecond latency</b></p>	<p><b>Caching</b></p> <p>SSD, PCIe, NVMe</p> <p>Cache Tier</p> <p>Capacity Tier</p> <p><b>Data Persistence</b></p>	<p><b>Hybrid</b></p> <p>SSD, PCIe, NVMe</p> <p>Cache Tier</p> <p>Capacity Tier</p> <p><b>40k IOPS per Host</b></p>
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## HCI Software Deployment Choices

<p>Certified HCI Software Solutions</p> <p>Customize a pre-certified vSAN ReadyNode</p> <p><b>FLEXIBILITY</b></p>	<p>Engineered HCI Software Appliance</p> <p>Choose a turnkey solution with VCE VxRail HCI Software Appliance</p> <p><b>DEPLOYMENT SPEED</b></p>
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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

## SO WHY vSAN?

<p>The industry-leading software powering hyper-converged infrastructure</p>	<p>A core building block for a fully software-defined data center</p>
<p>Adopted by over 7,000 customers across all industry verticals</p>	<p>Deployed for mission-critical applications by over 60% of vSAN customers</p>
	<p>Recently won 3 Product of the Year industry awards</p>

## Evolve Your Business with HCI Powered by vSAN

The VMware Virtual SAN<sup>®</sup> Assessment analyzes your vSphere storage environment to provide TCO analysis as well as sizing and hardware recommendations.

[LEARN MORE >>](#)

Visit the vSAN assessment page on [zones.com](http://zones.com)

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