Welcome
Welcome
<table>
<thead>
<tr>
<th>Time</th>
<th>Topic</th>
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<tbody>
<tr>
<td>8:30am</td>
<td>Welcome&lt;br&gt;Budd Ilic, Vmware Canberra</td>
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<tr>
<td>8:35am – 9:00am</td>
<td>What’s New - &quot;The New Computing Platform“&lt;br&gt;Paul Harapin, Vice President, Vmware South Pacific</td>
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<tr>
<td>9:00am – 9:25am</td>
<td>Customer’s Perspective of Virtualization&lt;br&gt;Ross Smith, ICT Strategy and Architecture, ATO</td>
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<td>9:25am – 10:20am</td>
<td>Management &amp; Automation of the Virtual Data Centre&lt;br&gt;Paul Harapin, Vice President, Vmware South Pacific</td>
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<td>10:20am – 10:45am</td>
<td>Morning tea break in Solution Pavilion</td>
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<td>10:45am – 11:30am</td>
<td>Automated Disaster Recovery&lt;br&gt;Simon Caruso, Senior Systems Engineer, Vmware</td>
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<td>11:30am – 12:15pm</td>
<td>Virtual Desktop Infrastructure&lt;br&gt;David Wakeman, Product Manager Virtual Desktop, VMware</td>
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<td>12:15pm – 1:00pm</td>
<td>Lunch in Sponsor Pavilion and Prize Draws</td>
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Partner Recognition
House Keeping

Please switch off mobile phones or turn them to silent mode.

Presentations will be made available in softcopy. An email will be sent with download instructions within 5 days.

Please submit your completed feedback forms to be in the chance to win the lucky prize draw.

Note your closest exit in case of emergency.
VMware Infrastructure – “The 3 layers of virtualization”

Presented by: Paul Harapin
Vice President, VMware South Pacific
VMware: Who We Are

World’s leading provider of virtualization solutions

Founded 1998, IPO August 2007

100,000+ customers worldwide—All sizes and industries; 100% of Fortune 100, 86% of ASX 100

Vision: Transform computing through virtualization

Products: reliable, award-winning, most-deployed

Headquarters in Palo Alto, CA, with 8 offices across ANZ

Partner coverage exceeds 600 across ANZ
VMware = No 1 in Reliability = Product Excellence

- Most Reliable: VMware ESX (#2: IBM Mainframe)
- Best Breakout Technology: VMware
- Easiest to Use/Manage: VMware Workstation
- Biggest "Wow" in an IT Product: VMware Fusion
The New Computing Platform

One Platform to Solve a Range of Pressing Challenges Across a Range of Environments and Users

- Server Consolidation
- Business Continuity
- Green IT
- Simplified Management

VMware Infrastructure

Server | Storage | Network
Evolution of The Virtual Datacenter

- **Separate**
  - Test and Development

- **Consolidate**
  - Server Consolidation

- **Aggregate**
  - Capacity On Demand

- **Automate**
  - Self-Managing Datacenter

- **Liberate**
  - Computing Clouds On and Off Premise
Evolution of the Virtual Datacenter

- Separate
- Consolidate
- Aggregate
- Automate
- Liberate

Hypervisor
Test and Development

Server Consolidation
Capacity On Demand
Self-Managing Datacenter
Computing Clouds and Off Premise

Virtualization Seminar Series
ESXi: Thin, Hardware-Integrated Hypervisor

32MB footprint:
Increased security and reliability

No installation:
From server boot to running VMs in minutes
Evolution of the Virtual Datacenter

Separate

Consolidate

Aggregate

Automate

Liberate

Hypervisor

Test and Development

Server Consolidation

Management

Capacity On Demand

Self-Managing Datacenter

Computing Clouds and Off Premise

Virtualization Seminar Series
Centralized Management

VMware VirtualCenter

[Diagram showing a centralized management system with virtual machines and shared storage]
Server Consolidation Results with VMware

**BEFORE VMware**

- Servers: 1,000
- Storage: Direct attach
- Network: 3000 cables/ports
- Facilities: 200 racks, 400 power whips

**AFTER VMware**

- Servers: 80
- Storage: Tiered SAN and NAS
- Network: 400 cables/ports
- Facilities: 10 racks, 20 power whips
For Every Application in A VM, You Save…

7000 kWh
700 $
4t CO_2
1.5
55
VMware: From Consolidation to Strategic Computing Platform

- Resource Management
- Business Continuity
- Application Availability
- Service Level Management
- Security

VMware Infrastructure
Best place to Run your Applications

- Guarantee application QoS
- Fast recovery from hardware or software failure
- Security threats detected and eliminated
- Application delivery is automated

Transforms infrastructure into pools of shared resources
Automate the Failover of an Entire Datacenter

Site Recovery Manager transforms disaster recovery
Record Capacity for Exchange 2007

VMware Sets Capacity Record Running Microsoft Exchange on IBM System x3850 M2 Servers

Microsoft Exchange Virtualized by VMware More than Doubles Native Capacity of Mailboxes Running on 16-core Physical Servers

CANNES, France, February 26, 2008 — VMware, Inc. (NYSE: VMW), the global leader in virtualization solutions from

Native

8K Mailboxes

VMware ESX

16K Mailboxes
Security—Host or Network Based

- Application
- Protection Engine
- Operating System

Protection Engine
VMware VMsafe

Protection Engine
Isolation
Introspection
Interposition

VMware Infrastructure
## Evolution of the Virtual Datacenter

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<tr>
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<td>Server Consolidation</td>
<td>Capacity On Demand</td>
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<td>Computing Clouds</td>
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<td>and Off Premise</td>
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### Key Concepts
- **Automate**: Self-Managing Datacenter
- **Liberate**: Computing Clouds On and Off Premise
- **Hypervisor Management**: Capacity On Demand
- **Virtual Infrastructure**: Automation

### Diagram Details
- **EVOLUTION OF THE VIRTUAL DATACENTER**
- **Separate**: Minimal infrastructure
- **Consolidate**: Increased efficiency through server consolidation
- **Aggregate**: Further optimization with hypervisor management
- **Automate**: Self-management and automation
- **Liberate**: Cloud computing on and off-premise
Application Delivery is Automated

VMware Infrastructure

- CPU Pool
- Memory Pool
- Storage Pool
- Interconnect Pool

VMware Products
- Lifecycle Manager
- Lab Manager
- Stage Manager
Instant Provisioning

**Before**

From 20–40 hrs to build a server and re-load application...

- Build and configure hardware
- Load operating system
- Load configuration tools (Backup, Resource Kit, Monitoring, etc...)
- Assign 2 IP addresses
- Build 3 network connections, copper or fiber
- Turn over to applications team to re-load and re-configure software
- Test applications
- Coordinate outage/data migration

**After**

...To 15–30 min to copy a virtual machine and restart

- 333 servers replaced per year = ~ 10,000 man/hrs saved
VMware Customer Breakthroughs

Number of Workloads per Infrastructure Admin

- Without VMware: 30
- With VMware: 90, 200, 300, 350, 600

*Source: IDC; average server-to-admin ratio is between 20:1 and 30:1 for non-virtualized infrastructure; VMware TAM program for the after-virtualization ratios*
Evolution of the Virtual Datacenter

**Separate**
- Hypervisor
  - Test and Development

**Consolidate**
- Hypervisor
  - Server Consolidation
- Management

**Aggregate**
- Hypervisor
  - Capacity On Demand
- Management

**Automate**
- Hypervisor
  - Self-Managing Datacenter
- Automation

**Liberate**

Computing Clouds On and Off Premise
The New Computing Platform

One Platform to Solve a Range of Pressing Challenges Across a Range of Environments and Users

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- Business Continuity
- Green IT
- Simplified Management

VMware Infrastructure

- Server
- Storage
- Network
Redefine the Desktop

Transform the Desktop

OS and apps are decoupled from the physical device

Desktops run as virtual machines in secure data center

Transform static desktop to a stateless virtual desktop

Connect to virtual desktop from thick or thin clients
How Customers Use VMware VDI

**Desktop PC Replacement**
Replace traditional PCs with centralized virtual desktops for better control and efficient management. End users have flexibility.

**Disaster Recovery & Business Continuity**
Provide continuous availability of desktops to end users by making high availability and disaster recovery solutions more cost-effective, simpler, and more reliable.

**Alternative Access**
Centralize corporate data while enabling employees to work from home and branch offices. Enable partners/customers access to corporate desktops while protecting information.