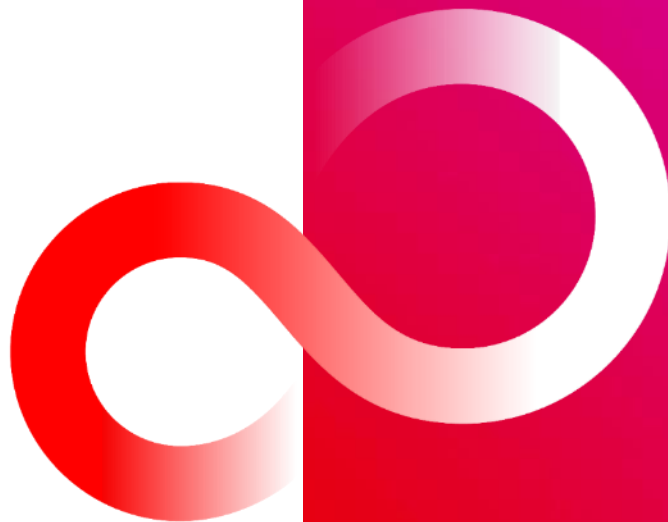


Legyünk jó helyen a megfelelő időben! (hybrid cloud)

Sebestyén Péter
Pre-sales architect
Fujitsu



Today

Cloud has become
ubiquitous



driving **digital
transformation**

Great expectations



**Rapid Time to Market
& accelerating
innovation**



**Fractional IT
Consumption**



One-Click Simplicity



**Governance
& compliance**

“We launched a new business revenue stream & going live was a matter of minutes.

“I use and pay for just what I need only when I need it.

“No more of my staff spends time on low-level infrastructure management.

“Ensuring data governance has become critical to our business.

“Cloud is an experience and not the destination.

Get the optimum ...

... with the hybrid solution as these businesses already have

Previously



Moved all cloud by 2016

Relied on all cloud to scale

Ran all cloud to scale

Dedicates their success to the scalability & portability of cloud

Suffered major service outages over the impacting customer experience

Required infrastructure expansion at global level

Netflix

Dropbox

Uber

Airbnb

RBS

Sephora

Now



Runs hybrid. The personalized user interface runs on cloud, **actual video runs on-premises**

Runs hybrid with **data on-premises in the U.S.** while cloud still reigns in Europe

Runs hybrid to manage increasing IT load, range of service & ensure **GDPR and data sovereignty**

Runs hybrid, as cloud isn't cost-effective if workloads are **not rapidly scaling up and down**

Moved to hybrid in 2017 for **uninterrupted services**

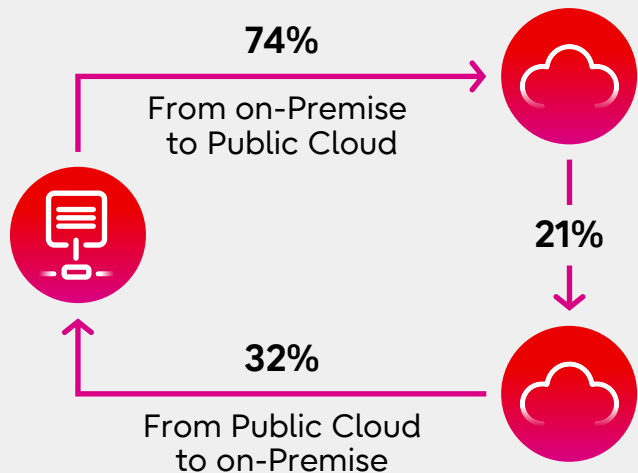
Runs **hybrid for maximum availability**

All the major players are going hybrid

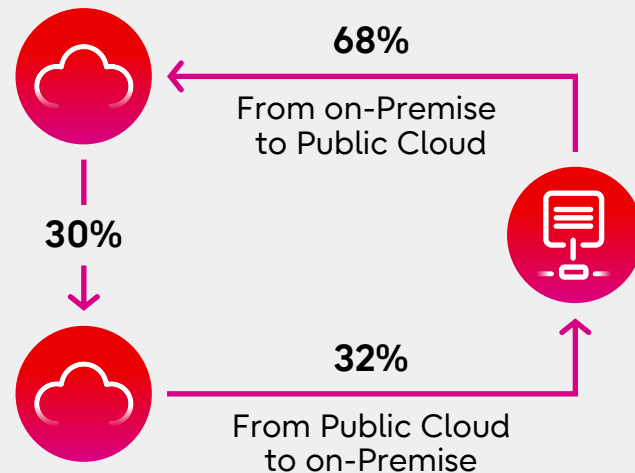
So should you

Survey of 800 executives shows **migration all across cloud** to on-premises and back and to multi-cloud

Types of migration over the past 2 years?

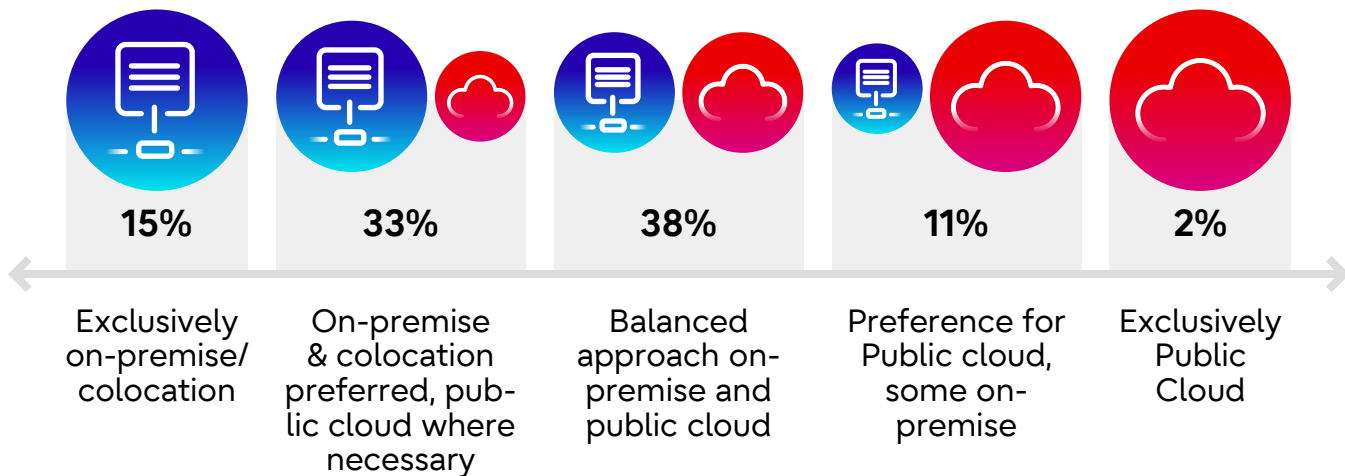


Migrations expected over the coming 2 years



What is the cloud mix today? | IDC

Hybrid cloud has emerged as the preferred cloud operating model – enabling organizations to have the most optimal cost model for their IT infrastructure while driving innovation.



 Public Cloud

Source: IDC InfoBrief, sponsored by Fujitsu and Nutanix, Getting the Cloud Balance Right, January 2021



83%
of European
organizations
are running
hybrid cloud.

What is the right approach to cloud?



The Misunderstandings

01

Cost reduction as the main driver for “cloud adoption”

02

Shared responsibilities of cloud provider and organization

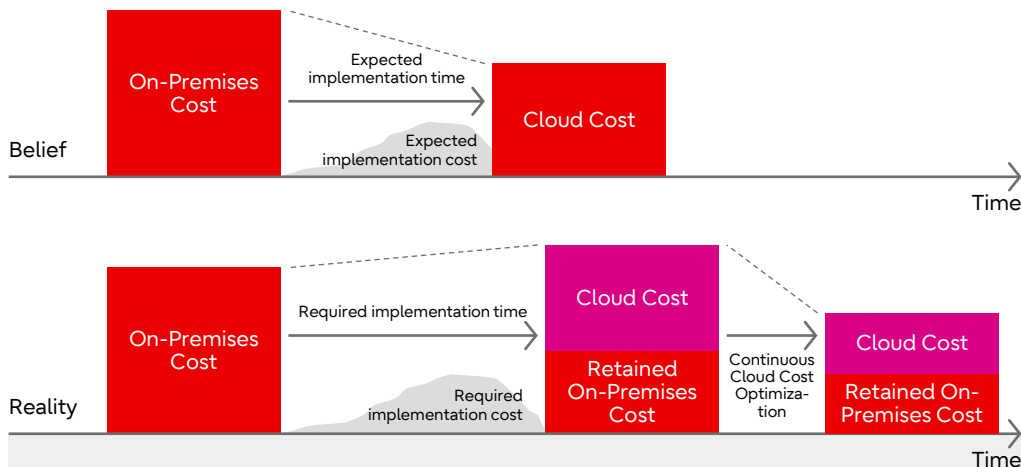
03

Onus of data governance

The actual reality is more complexity, time investment and an individual approach



The Reality

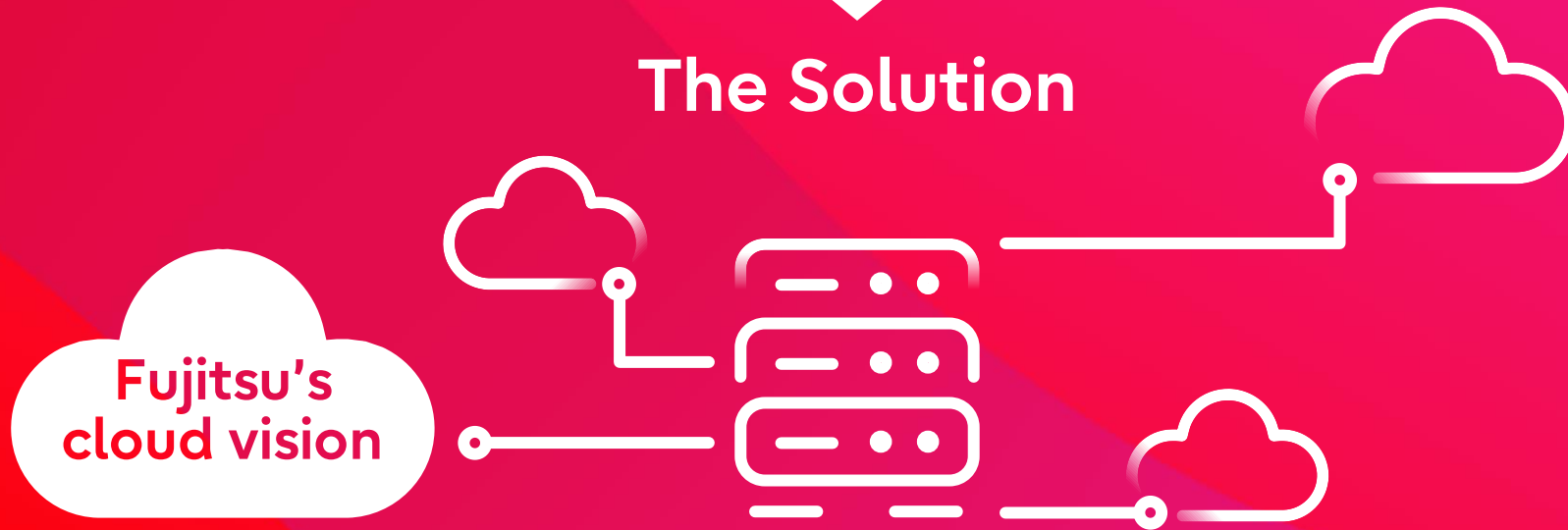


“Is the cloud really cheaper?”

Source: 7 Elements for Creating a Pragmatic Enterprise Cloud Strategy, by [Gregor Petri](#) VP Analyst, Gartner Oct 2020

What is the right approach to cloud?

The Solution



The **right cloud** for the **right workload**

Best fit to achieve your hybrid cloud vision



Cloud suitability and assessment Service¹

Tailored assessment & advisory services

CloudHealth

Native Portal

Native Portal

& more ...



Self-service management and automation Across Private and Public-cloud



Edge



Core



Cloud



Hybrid Cloud Ext VCF

Microsoft HCI-OS/WAC

Nutanix Clusters

OpenShift

Cloud Volumes ONTAP

Microsoft Azure Google Cloud

Microsoft Azure

Microsoft Azure Google Cloud

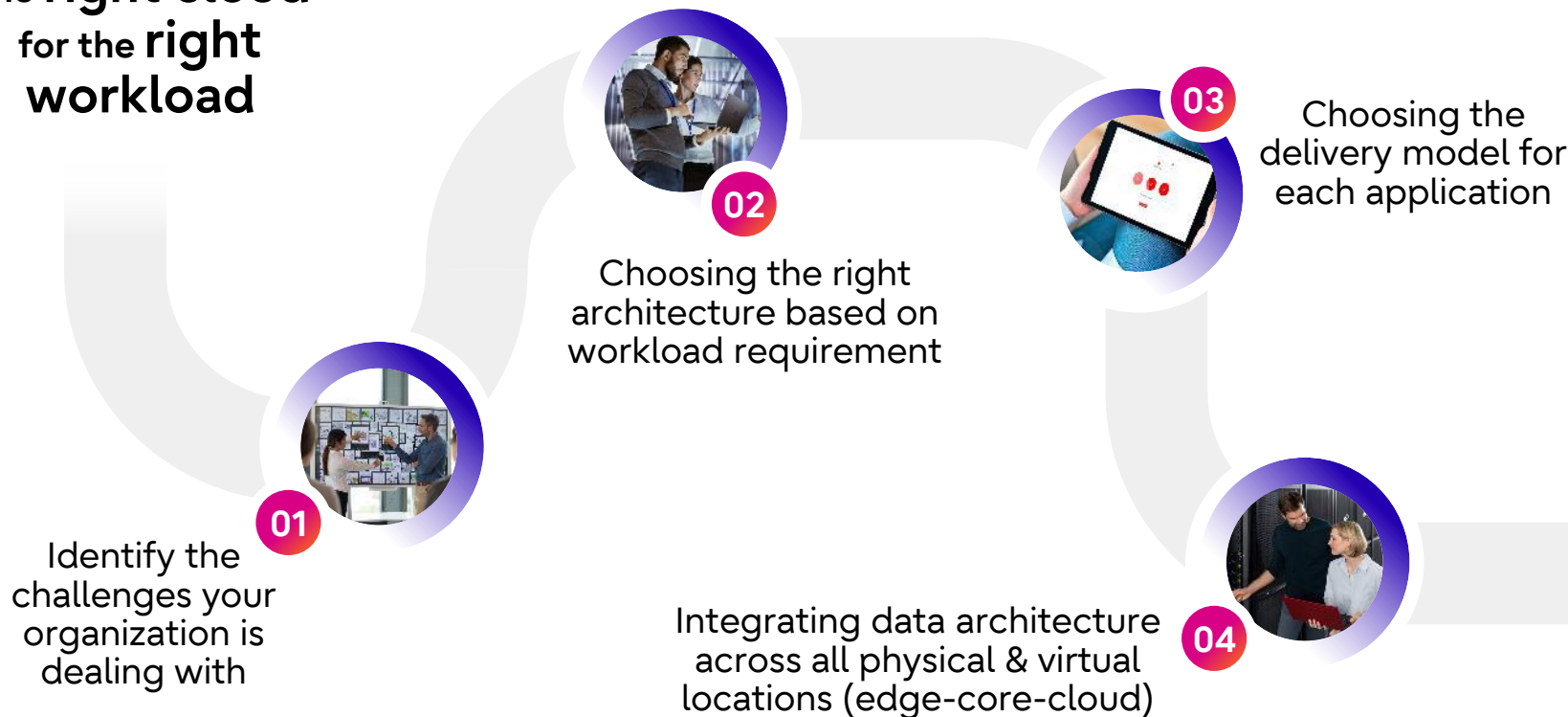
Microsoft Azure Google Cloud

Microsoft Azure Google Cloud

¹ Services would be available as part of PoC

The roadmap to achieve your cloud vision

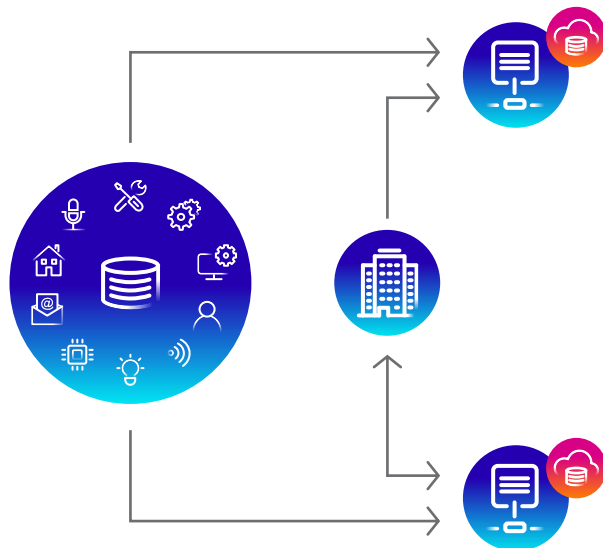
The right cloud for the right workload





Identify the application needs

Start by categorizing and devising the right plans for your applications



Which application can be **retained** on existing platform?

Applications that can be **re-hosted** to cloud?

Applications that can be **refactored** to PaaS?

Apps requiring **re-build**, re-architecture based on scale or technology requirement?

Apps which may be re-purchased or **replaced**?

Cost-time-performance factors

Data integration challenge?

Cost-effectiveness?

Lock-in?

Time consuming?

Data accessibility?



Choosing the right architecture



Answer the questions below to choose the most suitable architecture for your enterprise

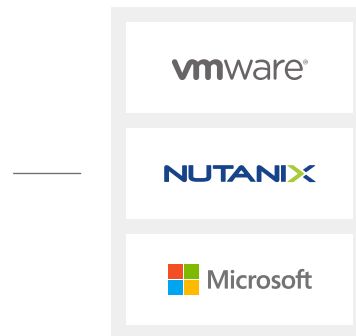
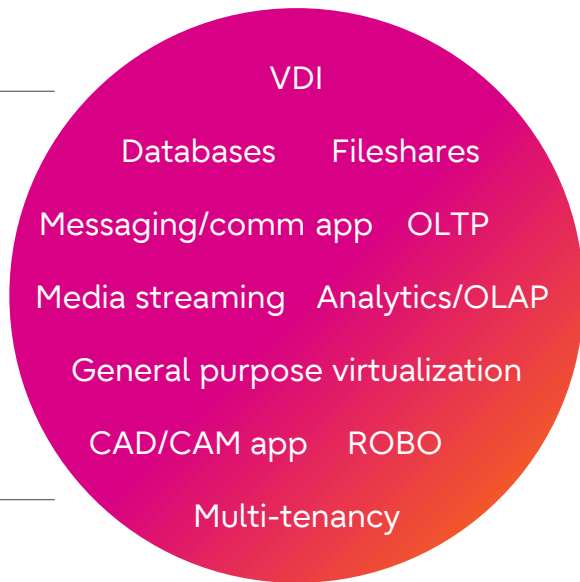
How will you scale
your compute and storage?

What workloads do you run?

Which virtualization software
vendors you are dealing with?

Workload scale & size (GB)?

What is your budget?



**Converged
Infrastructure**



**Hyper-
Converged
Infrastructure**

A closer look at your benefits



Flexible

- Architecture (CI, HCI)
- Virtualization SW
- Storage, Sizing
- Licensing & Financing

Simplified operations

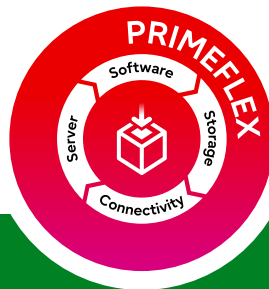
- Converged Life Cycle Management
- End-to-end services
- Solution pack
- Hybrid enabled solution

Industry leading top performing platforms

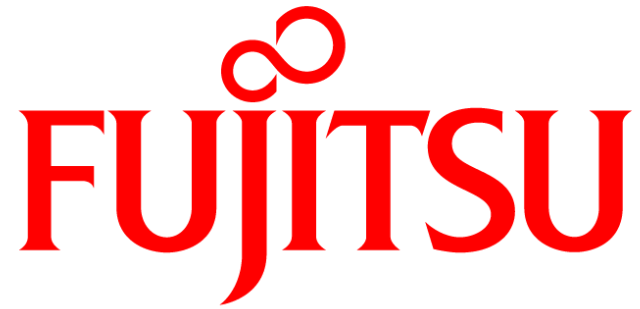
- World Record on SAP BW for SAP HANA Benchmark
- Reliability & Efficiency
- Optimal resource utilization by design

Experience

- 1st ever shipped integrated system & well established ecosystem
- Extensive experience in tech & end to end solution



A fast track to data-driven foundation for your cloud vision
deployable across edge-core-cloud.



shaping tomorrow with you