![IBM | vmware]

What Does IBM Cloud for VMware Offer You?

IBM has a deep, global partnership with VMware, providing the ability to move workloads to the cloud seamlessly, with a common platform for management, networking and security. IBM's partnership with VMware offers you capabilities that no one else can.

- IBM and VMware established a strategic global cloud partnership a year ago, focused on joint development, sales, and marketing for hybrid cloud deployments, including seamless workload migrations, disaster recovery, capacity expansion and data center consolidation.
- IBM provided the first offering for VMware Cloud Foundation as a fully automated service.
- IBM and VMware are already providing solutions that can accelerate hybrid cloud adoption from VMware Cloud Foundation, VCenter and NSX.
- IBM and VMware are in the market today -- delivering a complete suite and "stack" for VMware users now.
- VMware is tapping into IBM's global data centers to help their clients extend their VMware apps to the cloud in a matter of minutes.
- We've mobilized and trained 4,000 global service consultants with the expertise required to help VMware enterprise customers move to the Cloud.

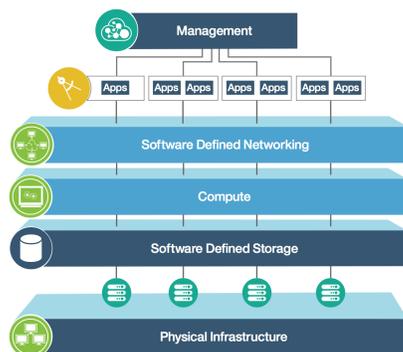**IBM Cloud for VMware Solutions Reference Architecture**

Figure 1: Elements of VMware stack running on the IBM Cloud

How Does This Differ from the VMware Partnership with Amazon?

Recently, Amazon Web Services also announced a partnership with VMware, but there are important distinctions that you should make.

This offering is being sold as a managed service, with VMware on AWS bare metal being offered as an option "eventually". The reality is that AWS is late to the game: IBM Cloud (SoftLayer) didn't need to do one-off custom development to support VMware on bare metal. Bare metal isn't a special variant, it's SoftLayer's specialty.

Amazon's hybrid story has been about storage appliance, identity federation and direct connect. But they are now realizing that as enterprises move to the cloud, they don't want to have to make the binary decision between running on-premise or off-premise. In short, they've realized clients want a hybrid cloud environment. Sound familiar? **This has been the IBM Cloud strategy from Day 1.**

IBM Cloud addresses the non-VMware IaaS & PaaS solutions that run on-premise.
IBM offers the same choice for VMware users that AWS is offering, BUT IBM Cloud (PaaS and IaaS) can exist within the enterprise with IBM Bluebox Local for VMware workloads, as well as providing you with the option of using IBM Bluemix Local for those workloads that don't need to be on VMware. Amazon does NOT have this. With AWS It comes down to being a one-way relationship: you can move your VMware workloads off to AWS, but AWS cannot move into the enterprise.

Solution Benefits

Consistent Management
Provision, access, manage, and monitor your hybrid environment while leveraging familiar VMware tools and the skills you already have

Unique Pricing
Cost-effective CPU-based pricing of VMware software provide simple and predictable billing

Global Infrastructure
With 48 cloud data centers across North America, Europe, and Asia, customers can provision cloud resources where (and when) they need them

Network Architecture
Built from best-in-class networking infra- structure and software with exceptional bandwidth and connectivity for the highest speed and reliability.

The leader in Hybrid Cloud
IBM is the hybrid cloud market leader, and our hybrid cloud strategy goes well beyond the aspects of this news, we deliver superior hybrid integration; integration that enables the client to create new value by managing and integrating your on-premise workloads and infrastructure with public cloud workloads.

Unlike many competitors, IBM Cloud provides full access to the native VMware stack to manage resources as you would on premises, and allows you to consume VMware software based on flexible, simple and predictable per CPU pricing.