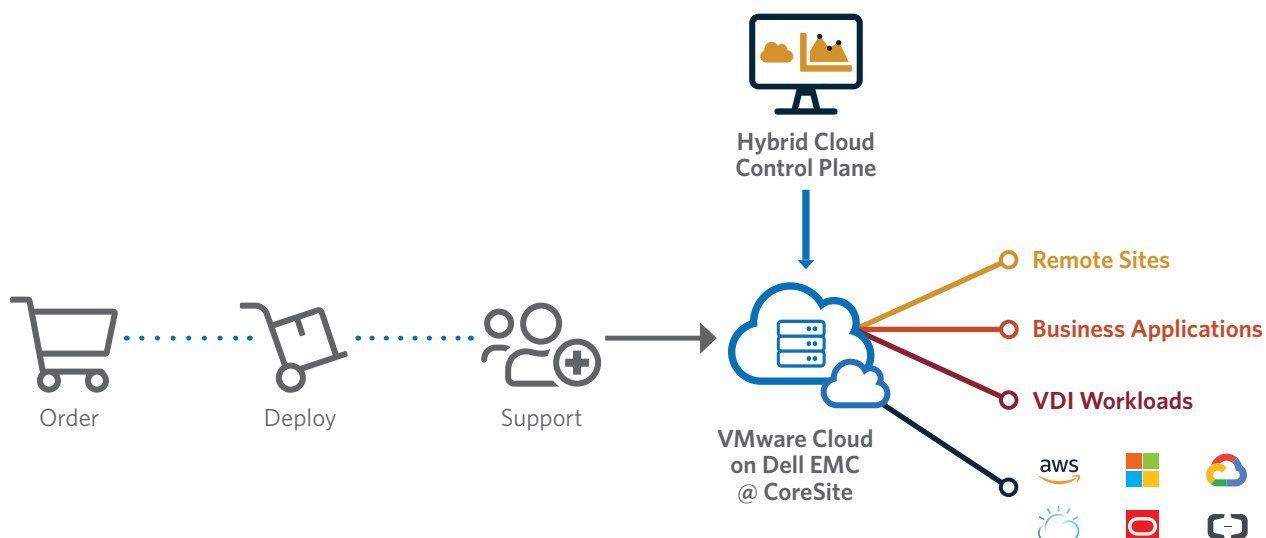# The VMware Cloud on Dell EMC

CORESITE SOLUTION

Many enterprises struggle when attempting to upgrade or configure hybrid IT architectures that address performance, capacity and reliability issues. This puts stress on IT managers as they look to implement their digital strategy plans for business continuity, increasing compute needs and support for remote workers and offices.

VMware Cloud on Dell EMC (VMC on Dell) at CoreSite is a VMware managed hybrid cloud solution that simplifies an enterprises digital transformation by providing unparalleled operational consistency between on-premises, colocation and public cloud environments — while addressing common challenges for the enterprise to support an increasing remote workforce, unpredictable data growth, security and regulatory requirements, along with inconsistent performance of shared infrastructure solutions.

VMC ON DELL AND CORESITE: IT INFASTRUCTURE WHEN AND WHERE YOU NEED IT

VMware's industry-leading compute, storage and networking software built on enterprise-class Dell EMC hardware and tightly integrated with CoreSite's high-performance interconnection platform. VMware operates the entire infrastructure end-to-end inside of CoreSite's secure and compliant, scalable cloud-adjacent data centers.

Hybrid Cloud
Control Plane

Order

Deploy

Support

VMware Cloud
on Dell EMC
@ CoreSite

Remote Sites

Business Applications

VDI Workloads

High Performance and Reliability

- Fully managed cloud service and scalable infrastructure that allows the customer to focus on the business instead of hardware and facility management

- CoreSite's guarantees 100% uptime service-level agreement (SLA) with an industry record of eight-9s uptime in 2019 across the portfolio

- Direct integration to leading public cloud providers via high-speed fiber and virtual interconnects of the CoreSite Open Cloud Exchange® delivering low latency, enhanced security and optimal network performance

Flexibility and Optionality

- Broker access to 775+ networks, clouds and IT services

- Proof-of-Concept labs where a company can test and see how their network performs with VMware Cloud on Dell EMC

- Flexible payment models that allow a company to spread cost over time and all under one contract

Secure and Compliant

- CoreSite-employed security personnel are on-site 24x7x365, along with other measures including: mantraps, biometric scanners, IP-DVR cameras and more

- High-performance fiber interconnections between network, cloud and SaaS providers which bypass the public internet

Simplifying Hybrid IT and **Accelerating Business Innovation**

The VMware Cloud on Dell EMC @ CoreSite solution helps enterprises address several operational, performance, security and compliance challenges:

- **On-premises Facility Readiness**
- **Compliance and Data Security**
- **Connectivity**
- **Operational Efficiency**

On-premises Facility Readiness

Compliance and Data Security

Operational Efficiency

Connectivity

On-premises facility readiness. As companies continue to consolidate their in-house data center/IT infrastructure, reduce overall facilities footprint and look for ways to optimize human capital, it is important that their deployment is kept at a 3rd-party colocation/data center provider who can assist them throughout the lifecycle of their hardware. CoreSite offers support for all VMware Cloud rack configurations. CoreSite also provides Move-in and Remote Hands Assistance from well-trained project managers and technicians to handle the coordination, implementation, operation and management of every deployment and installation at our facilities.

Compliance and data security. As security breaches continue to rise, companies need assurance that their VMware Cloud on Dell EMC hardware is secure and that they meet compliance standards for their industries. To address a company's need for physical security, CoreSite-employed security personnel are on-site 24x7x365, along with other measures including: mantraps, biometric scanners and IP-DVR cameras. With CoreSite, your VMware Cloud on Dell EMC hardware will be placed in facilities that meet a number of compliance standards. CoreSite also offers high-speed, direct data exchange between customers, partners and clouds.

Connectivity. A company's IT infrastructure is only as good as their connections to private and public clouds, network providers and customers. To help companies get the most out of their VMware Cloud on Dell EMC solution, CoreSite enables companies to connect to over 775 clouds, IT services and network providers via physical fiber cross connections or the CoreSite Open Cloud Exchange®, a platform enabling virtual cloud connections.

CONNECTIVITY SOLUTIONS THAT MEET YOUR HYBRID CLOUD NEEDS.

Are you ready to take advantage of CoreSite's network and cloud dense, hyper-connected platform?

CoreSite OPEN CLOUD EXCHANGE®	Inter-Site Connectivity	CoreSite Interconnect Gateway℠	Peering Exchanges	Ecosystem

Operational Efficiency. Since VMware Cloud on Dell EMC at CoreSite is a fully managed service with access to onsite CoreSite technicians via Remote Hands, IT resources can go towards supporting strategic business initiatives and revenue generating activities.

Use Cases for **VMware Cloud on Dell EMC at CoreSite**

VMware Cloud on Dell EMC at CoreSite enables business transformation that may be stifled by budgetary or management challenges:

- **Data Center Consolidation**
- **IT Operations and Management**

Data Center Consolidation. According to Gartner, 80% of Enterprises moving to 3rd Party Data Centers by 2023. It is important to have the right combination of hardware, cloud and data center provider(s) to streamline your IT operations

- Relocation of data center(s) to CoreSite, an industry leading colocation provider with eight-9s of uptime, utilizing modernized infrastructure which is fully managed by VMware and offers monthly billing

  - *Physical infrastructure is managed by VMware*
  - *Existing VMware skills investment is preserved*

- Infrastructure expense shifts from cyclical CapEx spend to 'Cloud Like' monthly OpEx spend

- Applications/workloads remain close to their end users in the top edge markets

CORESITE

Market Inter-site Connectivity
International Connectivity *subsea cables*

SV9 and LA3 are under construction

- The CoreSite Open Cloud Exchange®
- AWS Direct Connect
- Google Cloud Interconnect
- Microsoft Azure ExpressRoute
- IBM Cloud Direct Link
- Alibaba Cloud
- Oracle FastConnect

IT Operations and Management. VMware Cloud on Dell EMC at CoreSite is fully managed infrastructure as a service paired with industry-leading colocation that brings edge computing power to any business or organization, including brick and mortar retail, manufacturing, healthcare and more.

- Provides edge compute power for relevant apps such as IoT, supply chain control and retail digitalization

RETAIL

Fully managed service from VMware for your infrastructure and Remote Hands allows CoreSite technicians to function as an extension of IT staff

MANUFACTURING

Ability to run next generation industrial automation

HEALTHCARE

VMware provides the compute power for patient record processing, imaging storage, instrument telemetry and IoT for facility asset tracking and maintenance. VMware Cloud on Dell EMC at CoreSite offers healthcare providers access to infrastructure and IT facilities compliant with healthcare regulations

FINANCIAL

VMware provides the compute power for transaction processing, banking, trading and IoT for facility asset tracking and maintenance. VMware Cloud on Dell EMC at CoreSite offers financial providers access to infrastructure and IT facilities compliant with financial regulations

ONE DATA CENTER PROVIDER. **EVERYTHING YOU NEED.**

CoreSite

Choosing the Right Size

The VMware Cloud on Dell EMC at CoreSite is a complete solution for data center infrastructure that offers industry-leading virtualization software technology from VMware, proven hyperconverged hardware from Dell EMC and industry leading connectivity and data center uptime from CoreSite.

Contact us at info@CoreSite.com to find out more about the solution and determine what configuration will be beneficial for your enterprise.

CORESITE

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