

The background of the slide is a vibrant, abstract graphic. It features a series of overlapping, wavy bands of color in shades of red, orange, yellow, green, and blue, creating a sense of movement and energy. On the right side, there is a bright, multi-colored sunburst or starburst effect that radiates outwards, adding to the dynamic feel of the design.

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The bridge to possible

Get a Handle on Your Hybrid Cloud using Cisco Intersight Workload Optimizer - IWO

Miguel A. Figueroa – Product Management Architect – Distinguished Speaker
@_M_Figueroa

BRKXAR-2009

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Agenda

- Introduction
- Market Situation
- IWO Overview
- Demo
- Coming Attractions
- Conclusion

Introduction

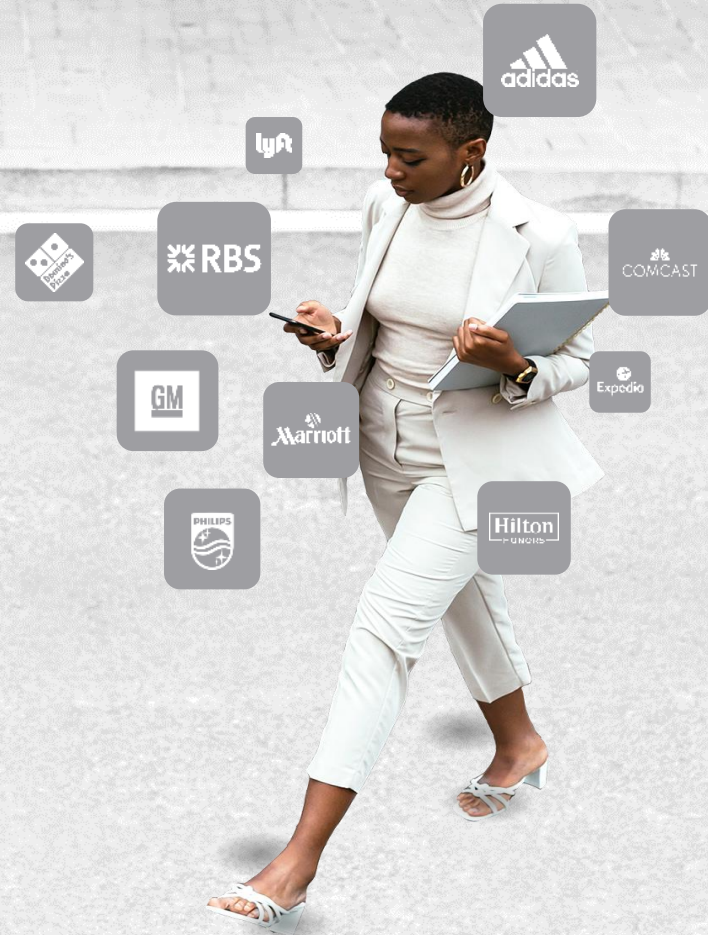
The digital experience is the brand

Applications are the gateway to the customer...

...and need to stack up against the new user expectation bar



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Market Situation

...managing application resources is beyond human scale!

How can your teams balance app performance and cost when teams are:

- **Siloed** with different tools for different layers of the app stack
- **Flying blind** with no unified view of the complex infra and app dependencies across on-prem and public clouds
- **Struggling to separate signal from noise** and prioritize the constant flow of alerts coming from separate tools
- **Challenged to make real-time decisions** based on dynamic application demand and capacity on-prem or in public clouds



Today's independent solutions cannot assure performance...



Siloed teams

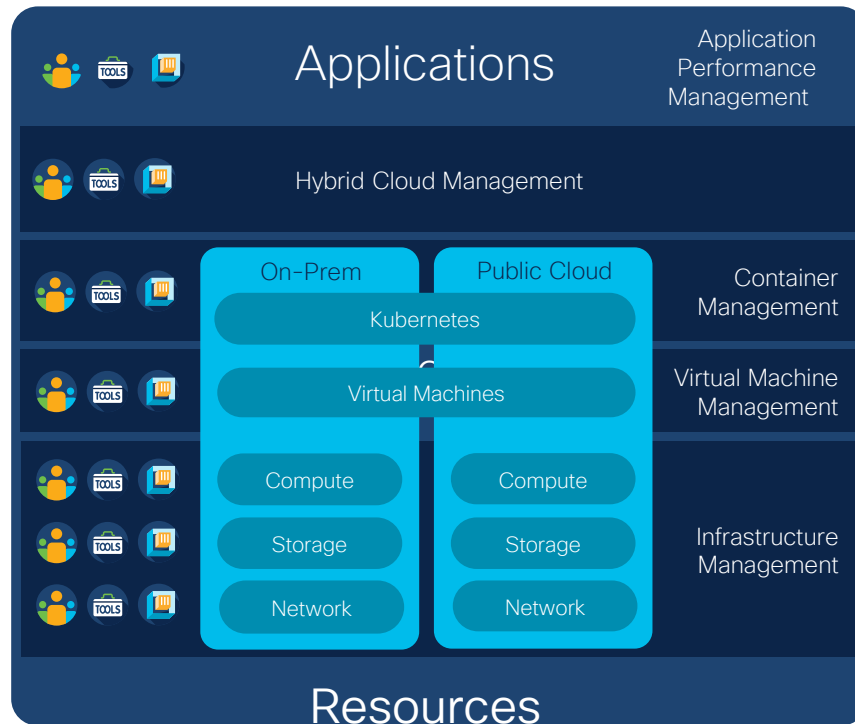


Disparate data



Fragmented tools

Disconnected and reactive operating model



...and doing nothing comes at a cost



War rooms resulting from
lack of visibility across
apps and infrastructure



Unnecessary time and cost
wasted with multiple
platform-specific tools



Increasing costs from
overprovisioning on
premises and in the cloud



App performance issues
impacting user experience
and business



Keeping track of and
adhering to compliance rules



Under utilized
infrastructure
resources

Application Resource Management

Continuous Full Stack Control from Apps to Infrastructure



InterSight Workload
Optimizer (IWO)



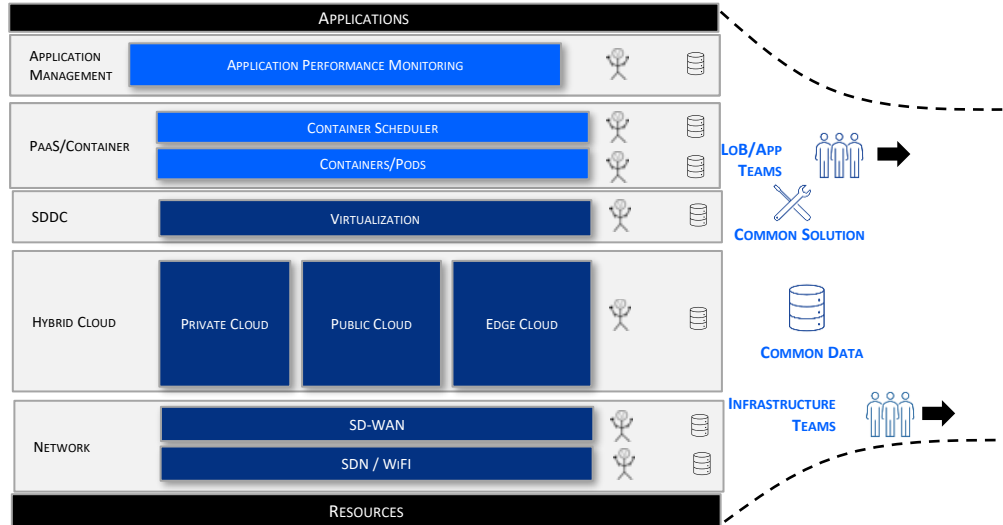
Siloed teams



Unique tools

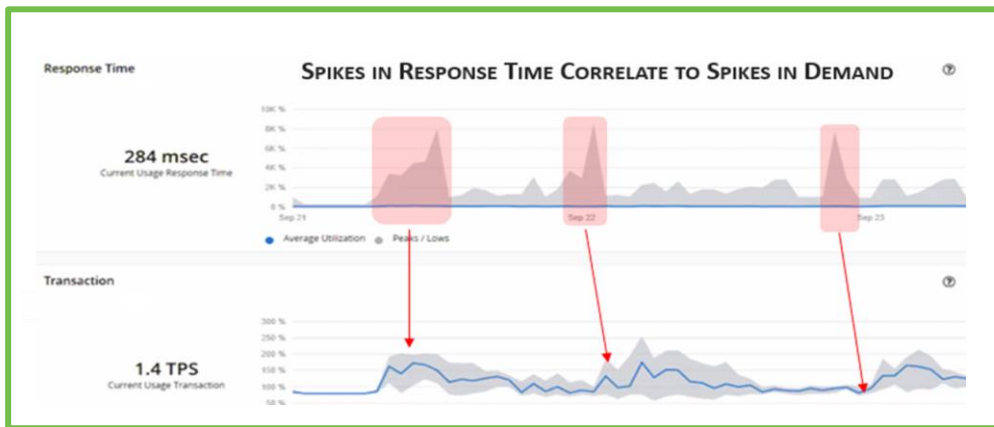
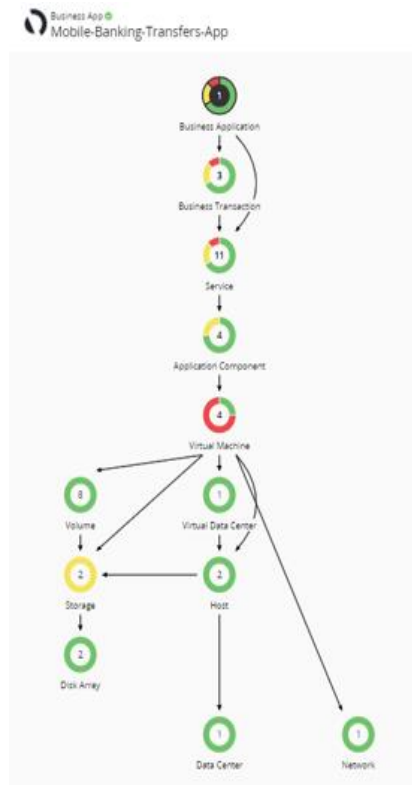


Different Data



IWO Overview

Application Supply Chain



<input type="checkbox"/>	Scale down Heap for Application Server AppDynamics Application Server...K2] from 8 GB to 6.34 GB Underutilized Heap in Application Server AppDynamics Application Server[172.27.38.36/DC01LMSWEB0V1-CS-FlareUM]	EFFICIENCY
<input type="checkbox"/>	Scale down Heap for Application Server AppDynamics Application Serve...J5] from 8 GB to 6.34 GB Underutilized Heap in Application Server AppDynamics Application Server[172.23.26.184/DC01EOMCPV01-HEX02]	EFFICIENCY
<input type="checkbox"/>	Move Virtual Machine DC01CXAPSPV99 from dc01vb6pf1iesxp16... to dc01vb6pf11...mhc Mem congestion	PERFORMANCE
<input type="checkbox"/>	Move Virtual Machine DC01ALTNSPV01 from dc01vb6pf0iesxp06... to dc01vb6pf09e...mhc Mem congestion	PERFORMANCE
<input type="checkbox"/>	Suspend Host vb202f01iesxp04... Idle or non-productive	EFFICIENCY
<input type="checkbox"/>	Scale up VCPU for Virtual Machine DC01LMSWEB0V01 from 2 to 3 VCPU congestion in Virtual Machine DC01LMSWEB0V01	PERFORMANCE
<input type="checkbox"/>	Scale up VMem for Virtual Machine NTN0-145M66380024-A-CVM from 32 GB to 36 GB VMem congestion in Virtual Machine NTN0-145M66380024-A-CVM	PERFORMANCE
<input type="checkbox"/>	Scale VM Tenable-Scanner-Hub in Hub-Gateway from Standard_A3 to Standard_DS2_v2_Promo Matching virtual Machine needs: CPU 2 Cores, Virtual Memory 7 GB	EST. SAVINGS: \$5,113 / HR EFFICIENCY
<input type="checkbox"/>	Scale VM DC10DUP8E00L03 in Hub-Gateway from Standard_DS14_v2 to Standard_E16s_v3 Matching virtual Machine needs: CPU 11 Cores, Virtual Memory 112 GB	EST. SAVINGS: \$5,164 / HR EFFICIENCY
<input type="checkbox"/>	Provision Storage DC01NTNXDFLU02-NF501 StorageAccess congestion	PERFORMANCE
<input type="checkbox"/>	Provision Host vb202pf01iesxp09... Mem congestion	PERFORMANCE

Cisco Intersight

Cloud operations platform



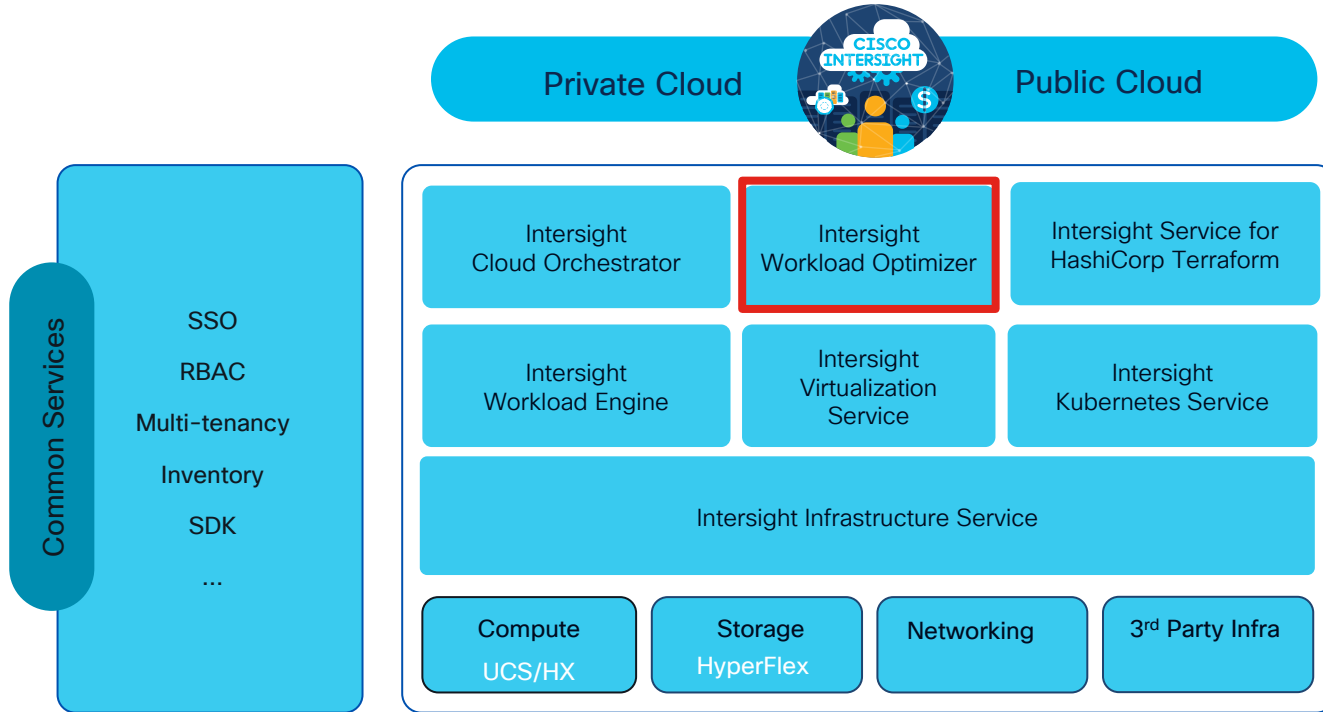
A SaaS-delivered, common platform for intelligent
for applications and infrastructure across hybrid cloud.

Faster Delivery

Simplified Operations

Continuous Optimization

Intersight services





Discovery Questions & Conversation Starters

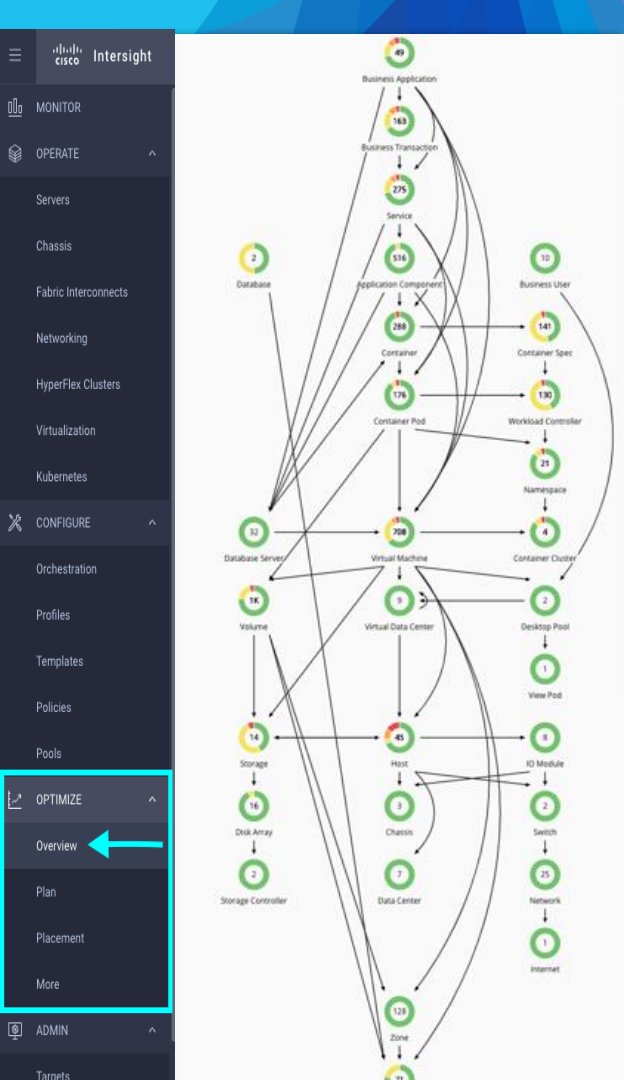
- 1 How important is it to continuously assure the performance of your applications?
- 2 How do you do this today?
- 3 When do you use these tools?
- 4 Do you sometimes buy a little extra? Pad your infrastructure, double the size of your cloud instances?



What if software could watch everything in real-time and make decisions and take actions to assure that all applications get the resources they need when they need them?

THEN YOU COULD:

- 1 Never have slow applications because of resources (\$\$\$\$)
- 2 Stop wasting time having people fix what shouldn't have been broken (\$\$\$\$)
- 3 Stop overspending on resources as an insurance policy (\$\$\$\$)



AI-DRIVEN ANALYTICS

AUTOMATES REAL-TIME APPLICATION RESOURCING ON ANY PLATFORM ON ANY CLOUD

Apps and App Performance Management

APPDYNAMICS

Microsoft SQL Server

ORACLE

IBM WebSphere

Apache Tomcat

Java

dynatrace

servicenow

New Relic

MySQL

DATADOG

AppInsights

ORACLE WEBLOGIC SERVER

Screenshot

Public Cloud and Cloud Native

aws

Microsoft Azure

Google Cloud

Microsoft System Center Virtual Machine Manager

Compute and Container Platforms

CISCO UCS and HyperFlex

vmware

kubernetes

HPE OneView

RED HAT ENTERPRISE VIRTUALIZATION

VMware Horizon

Storage Arrays and Hyperconverged (HCI)

CISCO HyperFlex Data Platform

NUTANIX NetApp

DELL EMC PURE STORAGE

HPE 3PAR Compellent

HITACHI

Please refer to the [Intersight Workload Optimizer Target Configuration Guide](#) for the latest list of supported targets.

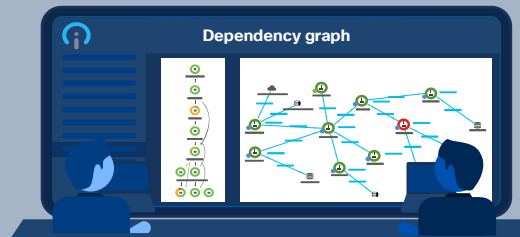
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Coming soon

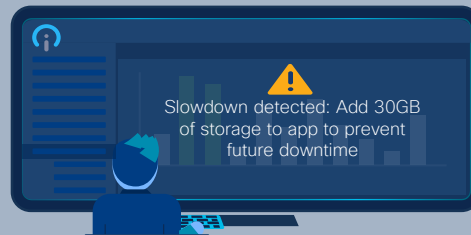
Transform data into insights for end-to-end optimization



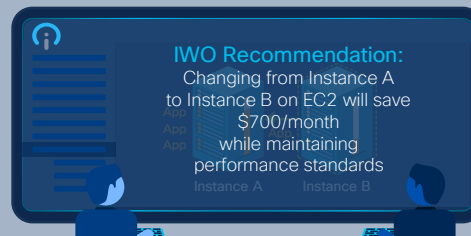
Improve situational awareness with dynamic visualization of workload and infra interdependencies



Get in front of problems before they happen



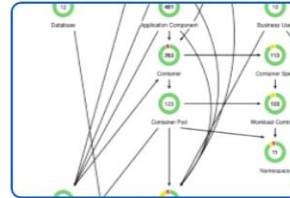
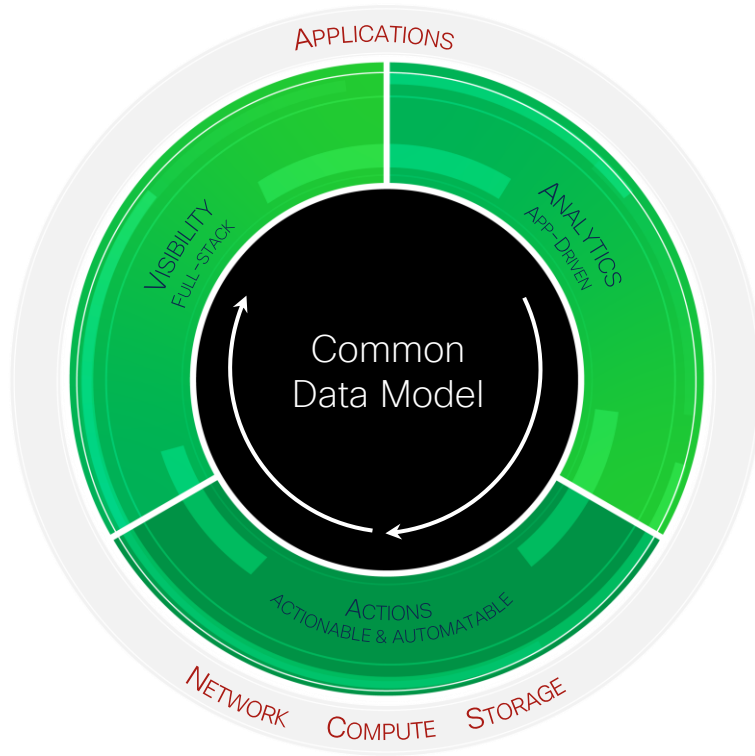
Optimize for performance and cost



Assuring the Performance of Any Application on Any Infrastructure



What we will Deliver



Collect in a common data model

Collect application, cloud, infrastructure and network data & manage in a common data model



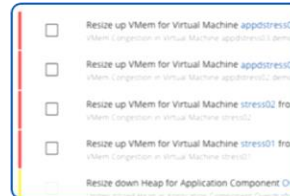
Visualize data with app-centric lens

Understand how applications consume resources from the infrastructure, from logical to physical.



Analyze data in real time & over time

Software makes the right resourcing decisions at the right time. Keep all the data to analyze, rewind, & replay for common perspective across teams.



Actions with automatable decisions

Safely execute actions as it suits your processes—in real time, manually with a click, or scheduled.

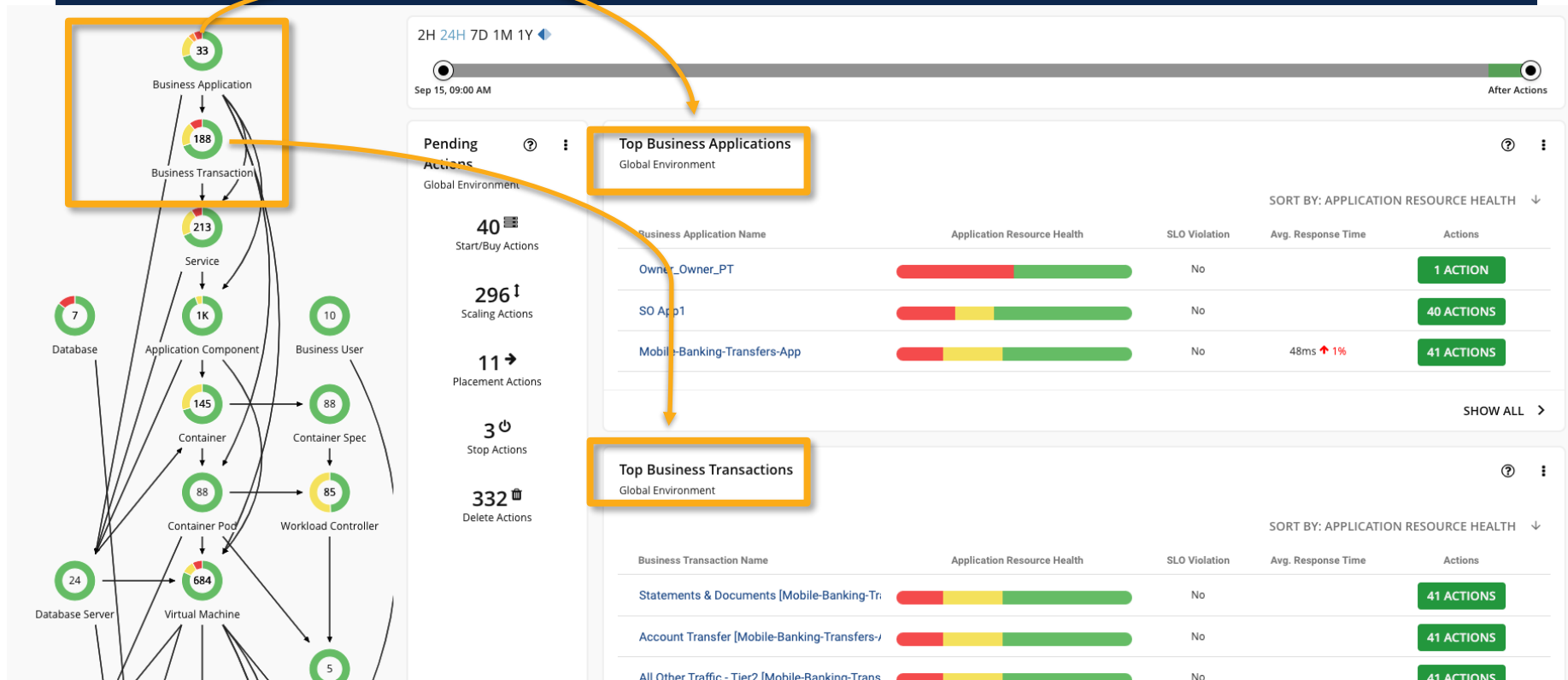
The IWO Value Chain

- Solves technology's greatest challenge – *assuring applications performance*
- Without IWO, customers guess application resource allocation, in response to changes in dynamic IWO knows precisely the resourcing required for every application down through all tiers (both logical and physical) across any cloud platform.
- IWO harnessing the logic and power of changes in application demand to know exactly what resources are required.
- IWO's supply chain understands the exact order that applications consume their resources based on a structured data model.
- IWO executes these actions utilizing customers' existing workflows, schedulers, and orchestrators allowing them to work together to enhance their value for customers.

IWO Actions = Value

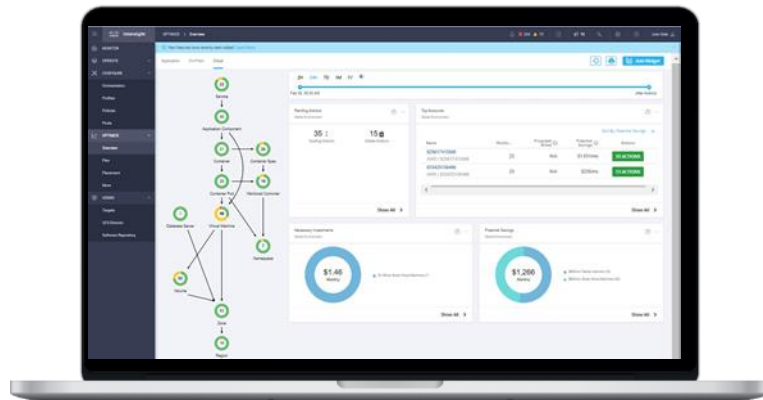
Intersight Workload Optimizer

Application-Driven Prioritization



Intersight Workload Optimizer

Ensure application performance and reduce cost



Simplify application resource management

Collects, analyzes and stitches together infrastructure resource telemetry data to generate and automate actions that ensure app performance

Reduce OPEX and preserve capital

Continuously optimize IT app resources for more efficient use of existing infrastructure and lower operational costs

Adapt to change and reduce risk

Take the guesswork out of planning for the future with what-if scenario modeling with accurate capacity forecasting to avoid overprovisioning

What can you do with Intersight Workload Optimizer?



Safely increase infrastructure utilization

Eliminate infrastructure as the cause of application performance degradation, without overprovisioning



Accelerate consolidation and refresh projects

Accelerate and de-risk IT transformation projects across heterogeneous estates



Improve IT staff productivity

Simplify complex tasks, automate decision-making, and gain time to innovate



Accelerate and de-risk multicloud projects

Safely and efficiently migrate workloads between premises and the public cloud to reduce cost and increase efficiency



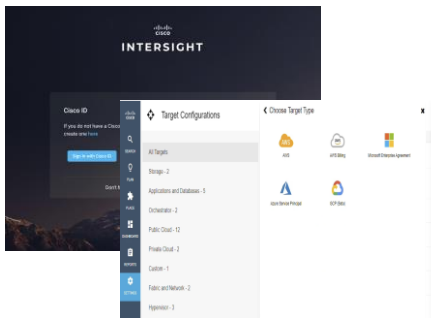
Optimize public cloud spend

Consume and pay only for what the business really needs, while assuring application performance

Three easy steps to Workload Optimization

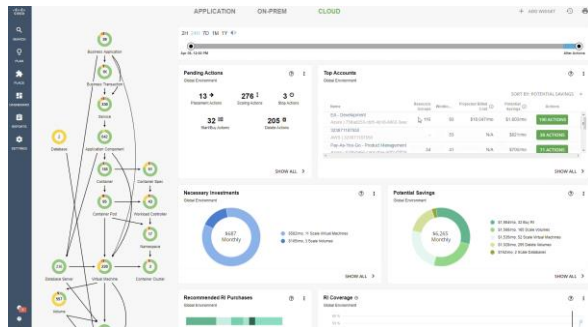


1



1. Create a Free [Intersight Account](#)
2. Enable your free IWO trial.
3. Add your Cloud Targets

2



1. Visualize the entire hybrid cloud stack
2. Find the balance between performance and efficiency
3. See the Value IWO can bring

3

Item	Account	Resource	Current Cost	Current CPU	Current Mem	Current Storage	Current Network	Current Config	Current Status	Current Action
VMware ESX-01	VMware ESX-01	VMware ESX-01	1.75	100	100	100	100	100	100	100
VMware ESX-02	VMware ESX-02	VMware ESX-02	1.75	100	100	100	100	100	100	100
VMware ESX-03	VMware ESX-03	VMware ESX-03	1.75	100	100	100	100	100	100	100
VMware ESX-04	VMware ESX-04	VMware ESX-04	1.75	100	100	100	100	100	100	100
VMware ESX-05	VMware ESX-05	VMware ESX-05	1.75	100	100	100	100	100	100	100
VMware ESX-06	VMware ESX-06	VMware ESX-06	1.75	100	100	100	100	100	100	100
VMware ESX-07	VMware ESX-07	VMware ESX-07	1.75	100	100	100	100	100	100	100
VMware ESX-08	VMware ESX-08	VMware ESX-08	1.75	100	100	100	100	100	100	100
VMware ESX-09	VMware ESX-09	VMware ESX-09	1.75	100	100	100	100	100	100	100
VMware ESX-10	VMware ESX-10	VMware ESX-10	1.75	100	100	100	100	100	100	100

1. See the recommendations
2. Click or Automate your actions
3. Reduce your spend and increase your application performance!



Opening Questions to ask:

1. When a user calls down and says my application is slow/down, what happens next?
2. How many alerts do you/your team ignore on a daily/monthly basis?
3. How do you make sure that every application, virtual machine or container gets the resources it needs when it needs them?
4. Next time management says they want to reduce cloud costs and be more efficient in the cloud ask them why not simply size all your cloud workloads to t3.micro (AWS) or A0 (Azure)? Wait for their response.....



Demo

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Cisco's foundation for Full-Stack Observability

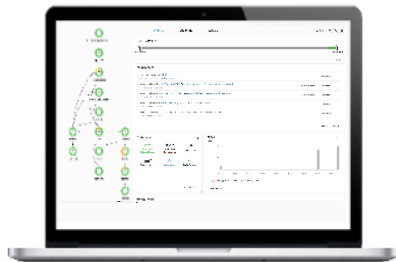


A powerful combination

Intersight Workload Optimizer and AppDynamics

Application Resource Management

Intersight Workload Optimizer



Visualize application resource dependencies (Infrastructure)

Automate application resourcing decisions (Infrastructure)

Continuously optimize application resources on-demand



Application Performance Management

AppDynamics



Visualize application component dependencies

Automates anomaly detection down to line of code

Continuously drive business and application performance

Simplified tooling brings app/dev and infra ops teams together with a full-stack common view

Conclusion

CX Startup Services for Intersight

Intersight Application Onboarding

Intersight Planning and Onboarding

Intersight Application Quick Starts

IKS

IST

IWE

IWO

+1, +2
+3

Availability & Roadmap

- All offers are available today as AS-Transactional (SoW) services.
- Mid April 2022 – offers available as AS Predefined Templates (easier quoting process)

CX Services Summary



Intersight Planning and Onboarding

Intersight planning, onboarding, and managing of Cisco UCS, HyperFlex, and 3rd party endpoints across the lifecycle. Deliverables:

- Customer Environment Review
- Solution Design Workshop
- Server Onboarding
- Server Policy and Profile Creation
- Workshop Summary Document
- Knowledge Transfer Session



Intersight Application Quick Start (IKS, IST, IWE or IWO)

This design and deployment service includes prerequisite validation, deployment, and configuration of tenant cluster for one (1) Datacenter. Validation and knowledge transfer. Deliverables:

- Deploy Intersight Assist
- Configure Intersight RBAC
- Deploy and Validate Clusters
- Configure any Add-ons
- Document Deliverables
- Knowledge Transfer



Intersight Application Onboarding

Intersight Application Onboarding (IKS, IST, IWO, IWE), and managing of Cisco UCS, HyperFlex, and 3rd party endpoints across the lifecycle. Deliverables:

- Customer Environment Review
- Solution Design Workshop
- Server Onboarding
- Server Policy and Profile Creation
- Application (IKS, IST or IWO) Onboarding and Configuration
- Workshop Summary Document
- Knowledge Transfer Session

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The bridge to possible

Thank you

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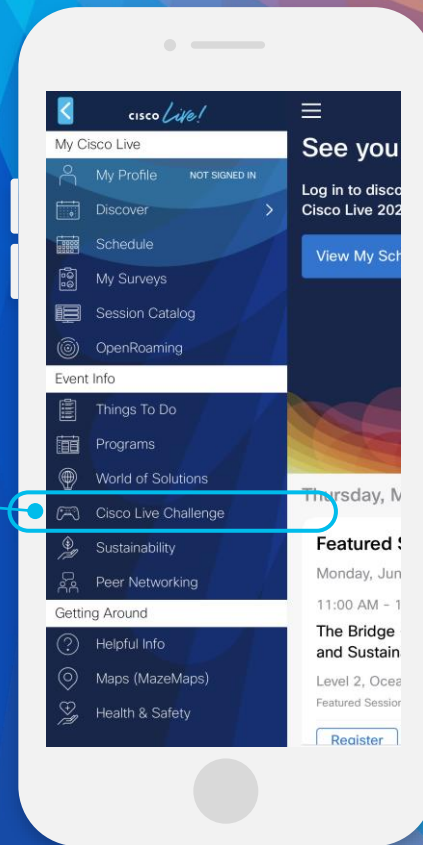
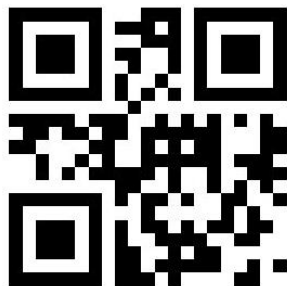
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