



Unlocking the Cloud Operating Model



HashiCorp Overview

Provision, Secure, Connect, and Run any infrastructure for any application

85M+ open source
downloads in 2019

Commercial partner to

- 8 of the Fortune 10
- 125 of the Fortune 500



Nomad



Consul



Terraform



Vault



Packer



Vagrant



Multi-cloud is
the new platform

The transition to multi-cloud



Traditional Datacenter
“Static”



Modern Datacenter
“Dynamic”



Dedicated infrastructure

Private cloud

Public multi-cloud

Cloud brings new compute primitives



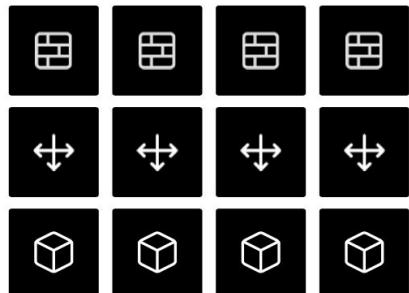
Traditional Datacenter
“Static”



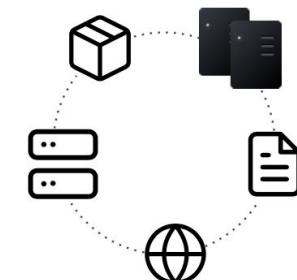
Modern Datacenter
“Dynamic”



FROM FIXED ASSETS...



...TO A POOL OF SERVICES

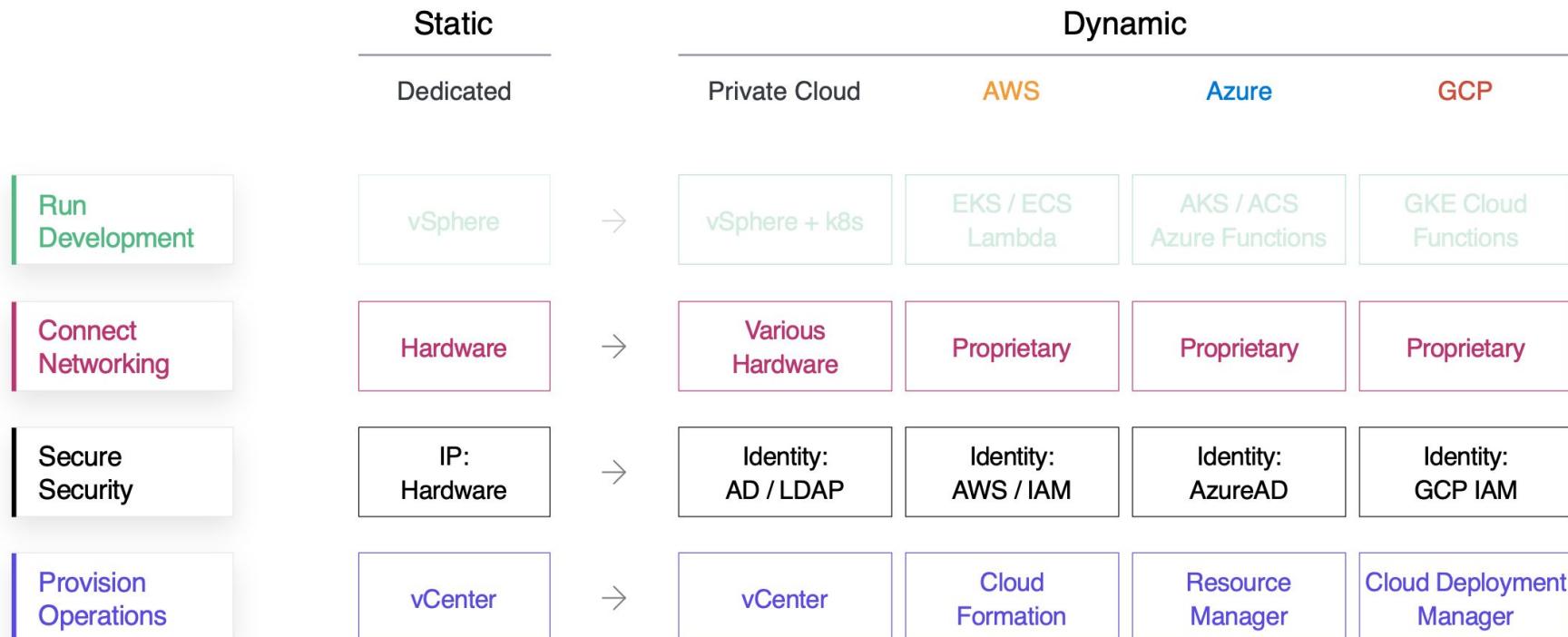


Implications of the Cloud Operating Model

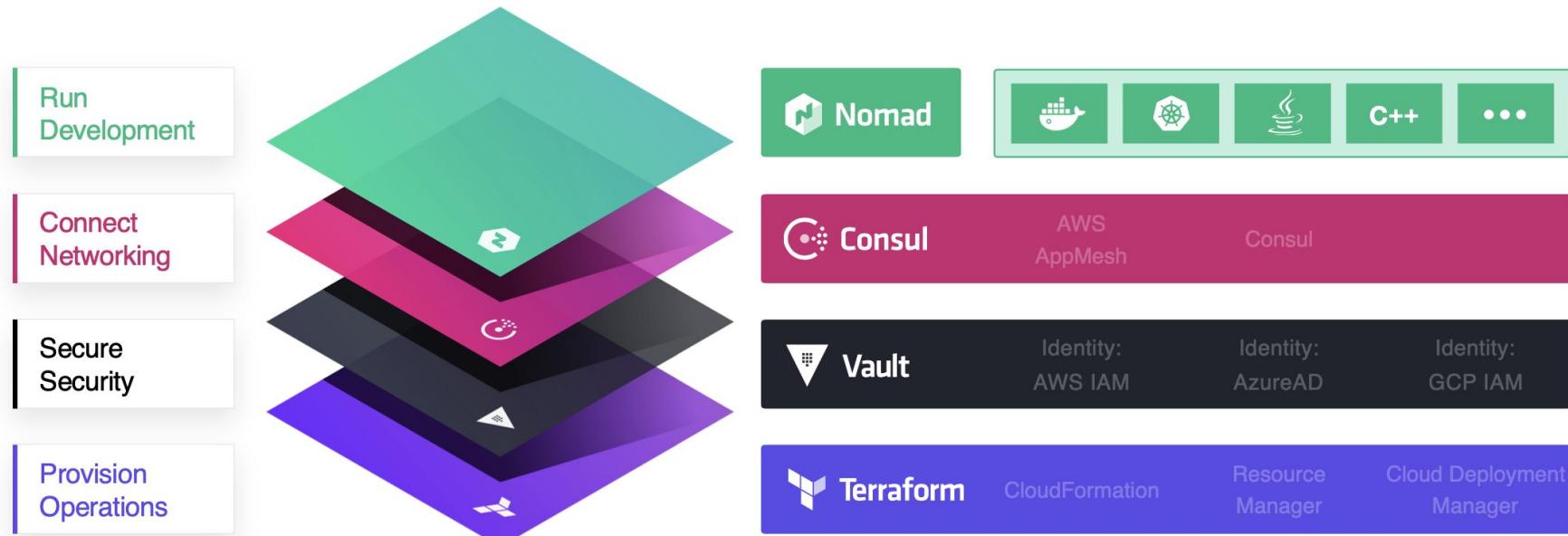


	Static	Dynamic
Run	Dedicated infrastructure	→ Scheduled across the fleet
Connect	Host-based Static IP	→ Immutable config Service-based dynamic
Secure	High-trust IP-based, clear network perimeter	→ Low-trust Identity-based, no clear perimeter
Provision	Dedicated servers Physical and Virtual Machines	→ Capacity on-demand Mixed: VM, Container, Serverless

The multi-cloud landscape



A Common Operating Model with the HashiCorp Suite





Terraform

Cloud Infrastructure Automation

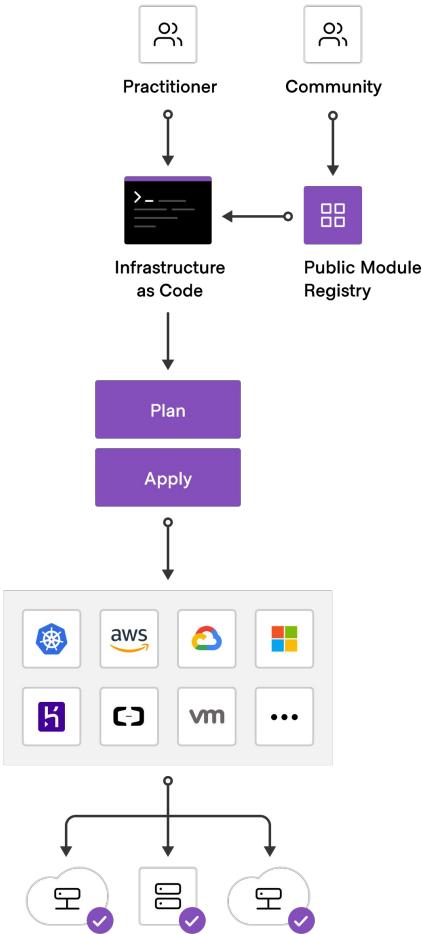
March 2021



Guiding Principle

Infrastructure as Code

- Using version control and automation to reduce human error and failed builds
- Terraform infrastructure as code and policy as code to automate everything.
- Open source providers allow rapid creation and support for any infrastructure

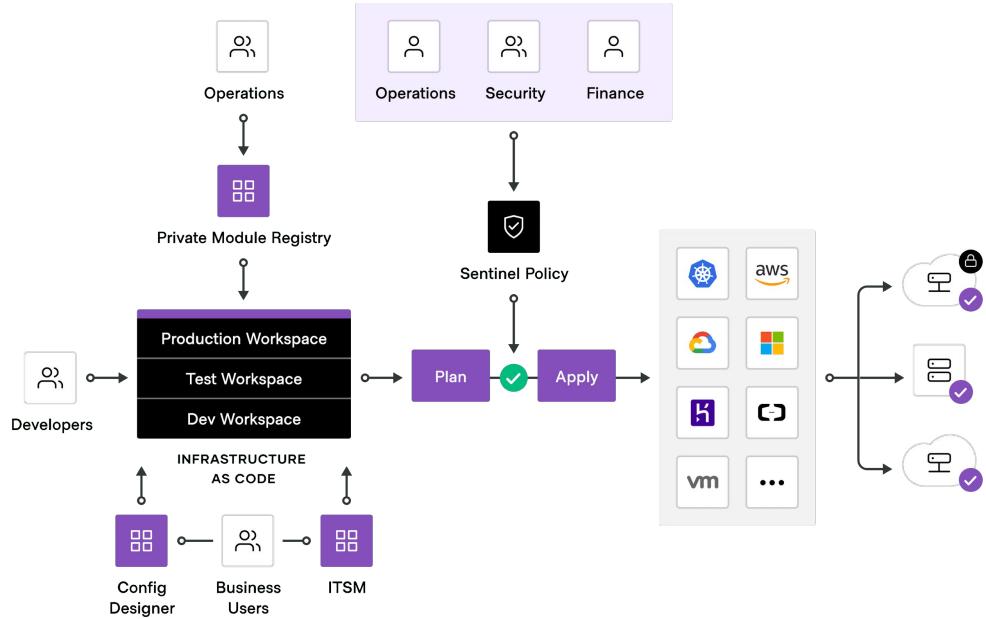




Use Case

Multi-Cloud Compliance and Management

- **Reduce risk** with a central point for compliance & management.
- **Reduce costs** by eliminating overspending on idle, orphaned, and over-sized resources.
- **Increase productivity** with a single workflow with 200+ unique infrastructure providers.





Manage secrets and protect sensitive data

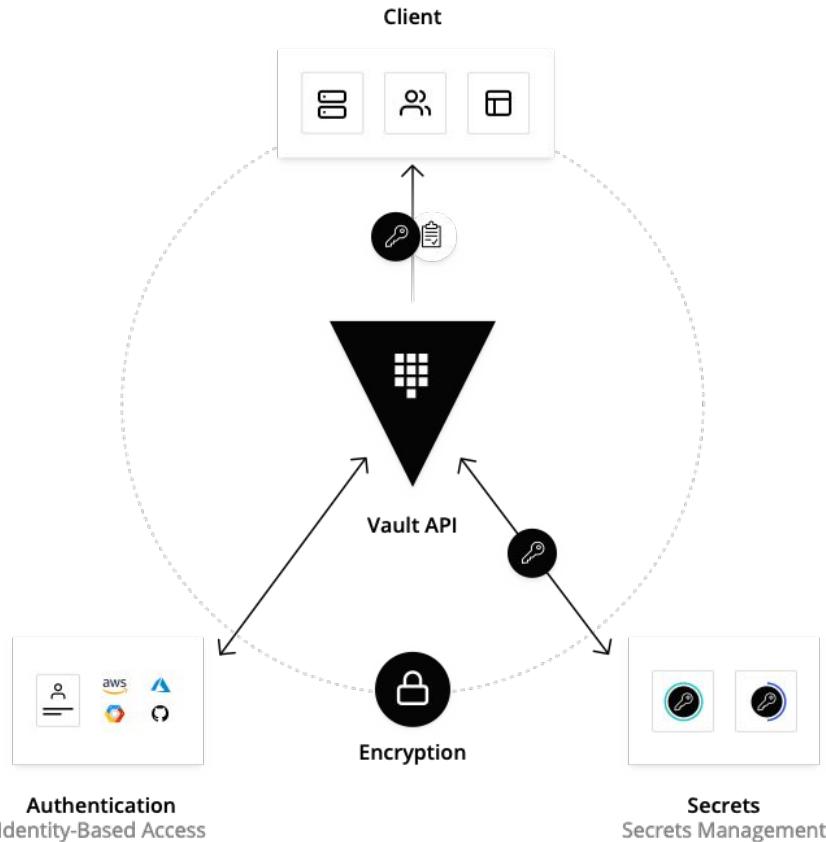
Secure, store, and tightly control access to tokens, passwords, certificates, encryption keys for protecting sensitive data, and other secrets in dynamic infrastructure.

March 2021



How Vault works

Vault tightly controls access to secrets and encryption keys by authenticating against trusted sources of identity such as Active Directory, LDAP, and cloud identity platforms. Vault enables fine grained authorization of which users and applications are permitted access to secrets and keys.





Vault use cases

Leverage any trusted source of identity to enforce access to systems, secrets, and applications.



Secrets management

Centrally store, access, and distribute dynamic secrets.



Encrypting application data

Keep application data secure with centralized key management and simple APIs for data encryption.



Identity-based access

Authenticate and access different clouds, systems, and endpoints using trusted identities.



Consul

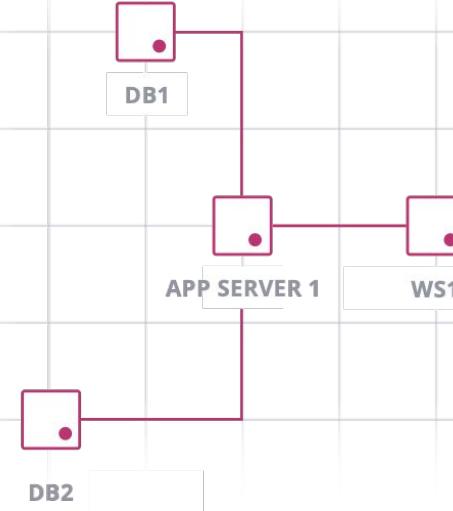
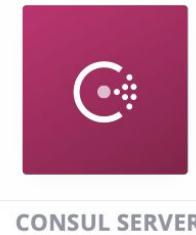
Cloud Networking Automation



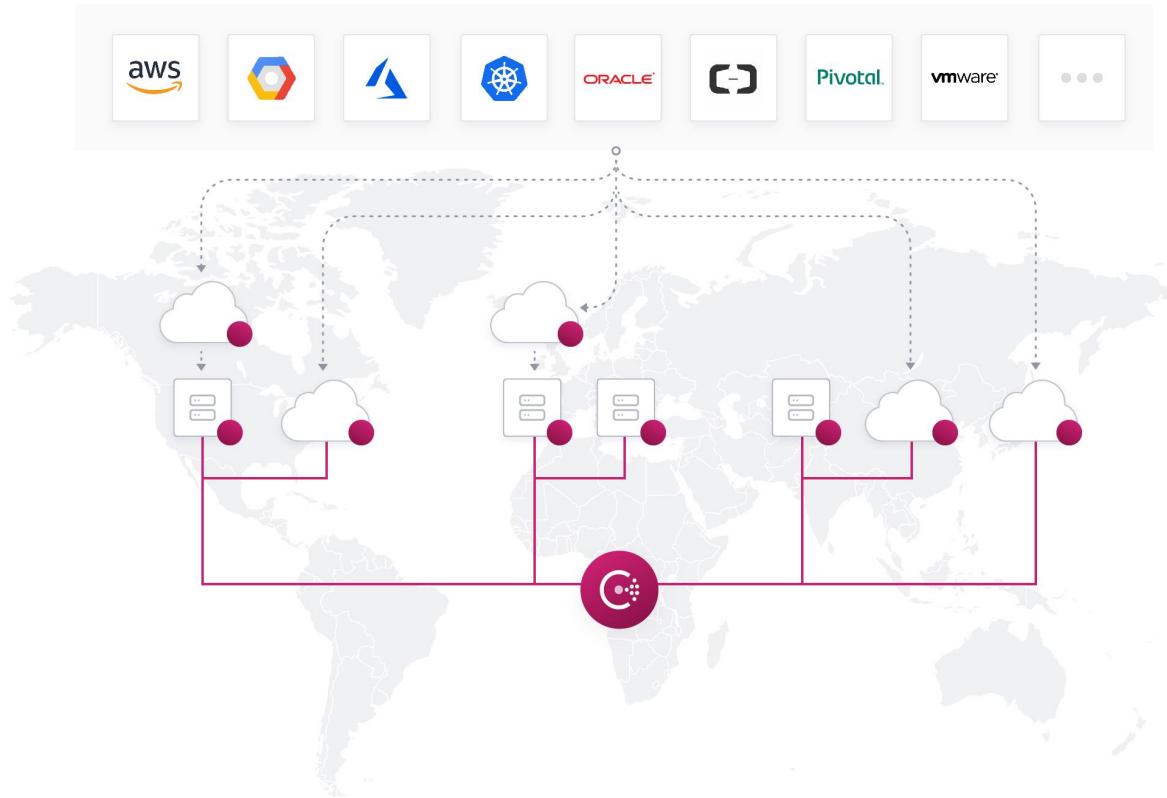
Guiding Principle

Shared Registry

- Allow networking operations to decouple from IP addresses
- Automated networking and security based on logical services
- Services can be discovered, connected and secured with service name as identity.



A Unified Networking Solution for Multi-Cloud





Nomad

Cloud Application Automation

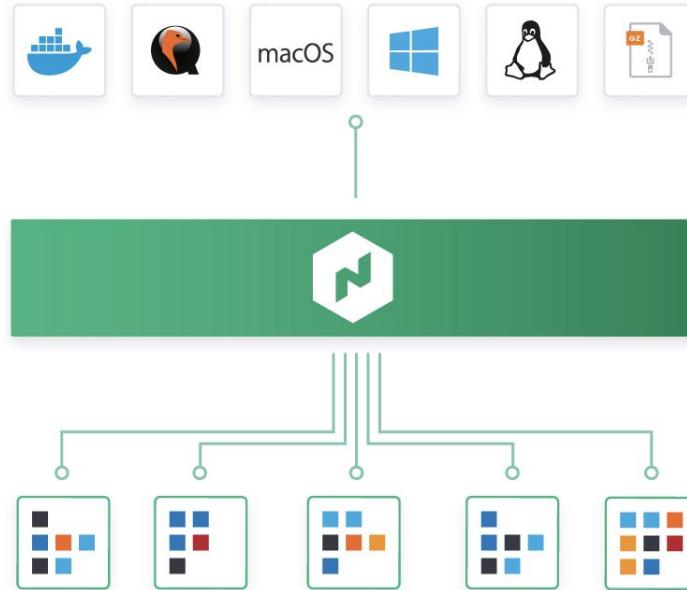




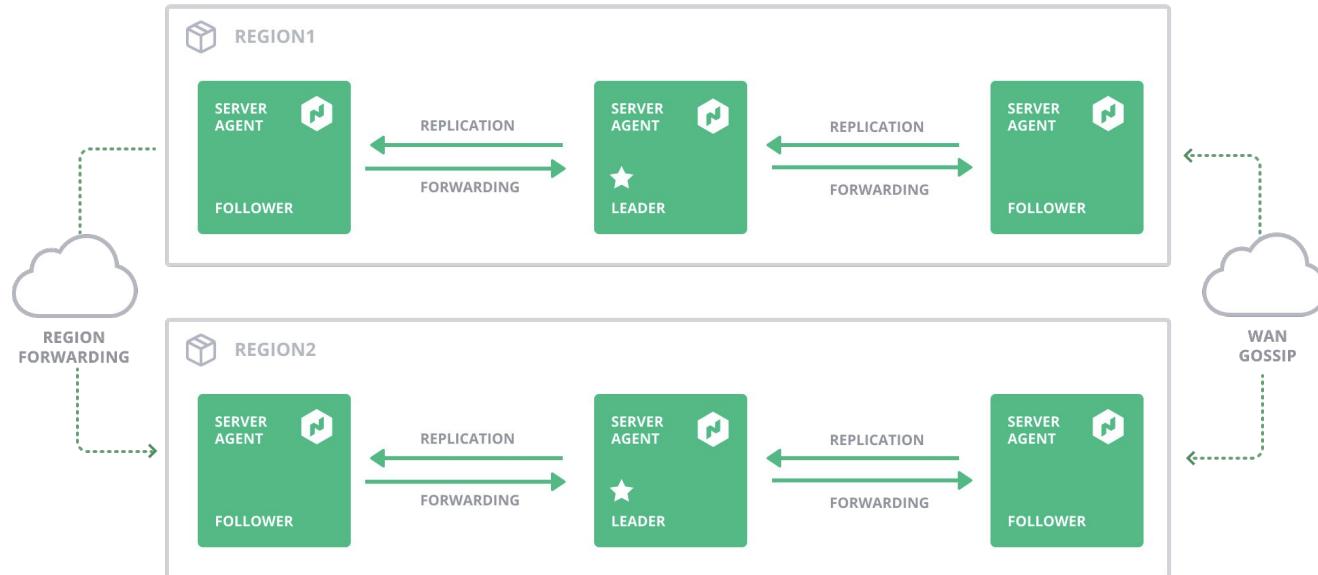
Guiding Principle

Orchestrate Any Application

- Bringing modern orchestration benefits to all - containerized, non-containerized and batch applications
- A simple, lightweight layer that can be integrated with any existing infrastructure
- A single, unified workflow to accelerate incremental application modernization



Nomad Architecture - Multi-Region



Traditional Multi-step App Delivery

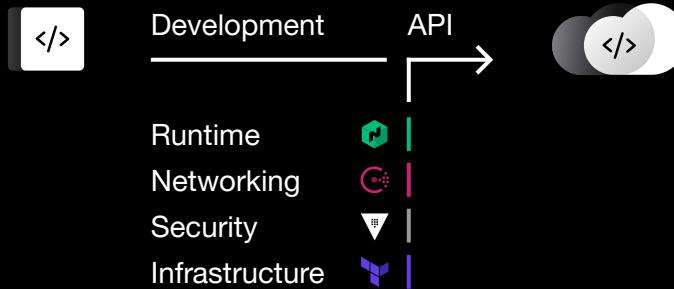
22+ weeks



Source: a telcom company case study

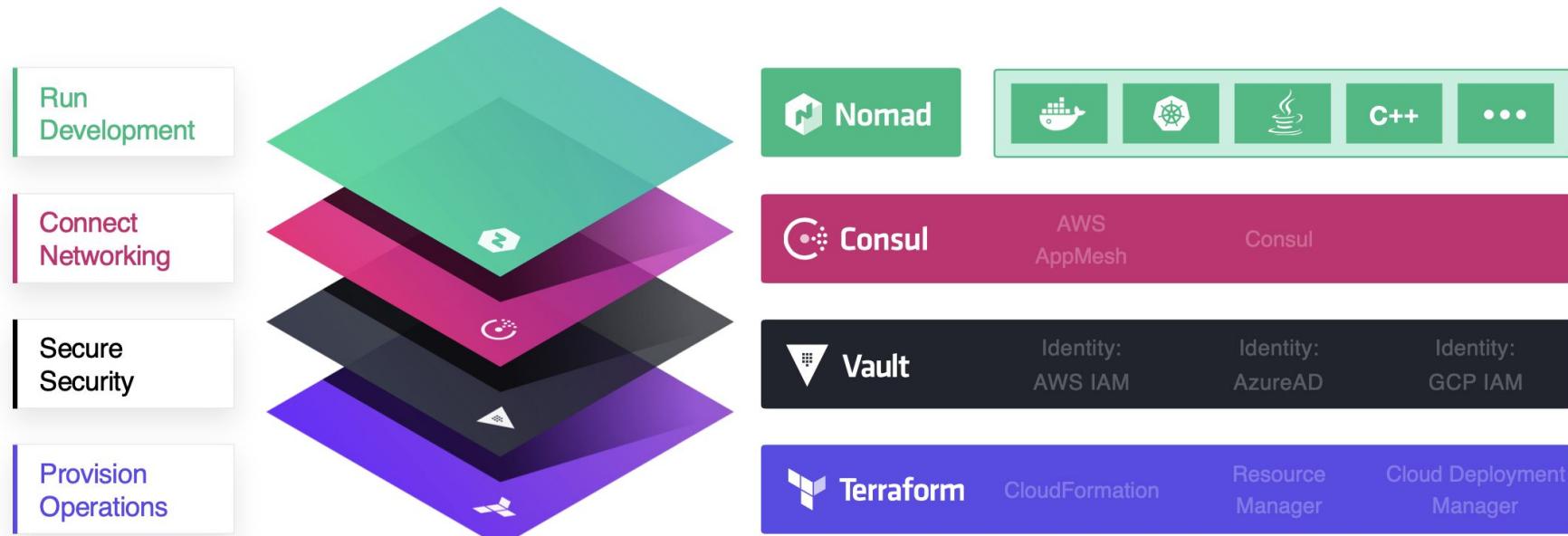
Single Step App Delivery with Consistent Workflows

5 minutes



Source: a telcom company case study

A Common Operating Model with the HashiCorp Suite





Anthem



splunk



JPMorganChase

TURNER

jet

healthAlliance



cruise



EQUIFAX

Singtel

KOHL'S

gsk

AppDirect

IBM

airbnb



Discovery

Q&A

box



Uber



TD Ameritrade

DY

pandora



eBay



BNY MELLON

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Royal Bank of Scotland

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