



## Scenario 1: Financial Services (Large European Bank)

Ask	The customer wants to migrate their current virtualized environment to a new platform due to financial pressures from the current vendor.				
Current Environment Specifications	Software & Data Center Config	<ul style="list-style-type: none"><li>• VMware vSphere Foundation (from versions 6.5 to 8.0)</li><li>• 2 physical data centers<ul style="list-style-type: none"><li>◦ Main production data center (Naboo)</li><li>◦ DR / Dev data center (Coruscant)</li></ul></li><li>• 1 main vSphere vCenter</li></ul>	Workloads	<ul style="list-style-type: none"><li>• 18k workloads</li><li>• Mix of Operating Systems<ul style="list-style-type: none"><li>◦ 70% windows<ul style="list-style-type: none"><li>■ Windows Server 2003 - 10 %</li><li>■ Windows 2016 - 50 %</li><li>■ Windows Server 2019 - 30 %</li><li>■ Windows Server 2022 - 10 %</li></ul></li><li>◦ 25% Linux<ul style="list-style-type: none"><li>■ RHEL 7 - 45%</li><li>■ Ubuntu Server - 25 %</li><li>■ RHEL 8 - 30%</li></ul></li><li>◦ 5% Other<ul style="list-style-type: none"><li>■ Solaris various (80%)</li><li>■ OpenServer (20%)</li></ul></li></ul></li></ul>	
	Hardware	<ul style="list-style-type: none"><li>• Total of 254 hypervisors<ul style="list-style-type: none"><li>◦ 55% of hypervisors in Naboo</li><li>◦ 45% of hypervisors in Coruscant</li></ul></li><li>• Dell Technologies is the preferred server vendor</li></ul>			
	Connectivity	<ul style="list-style-type: none"><li>• Cisco is the preferred network vendor<ul style="list-style-type: none"><li>◦ Cisco Nexus are in use</li><li>◦ CLOS Leaf-Spine topology deployed</li></ul></li><li>• Server Network Interface Controllers:</li><li>• 4x 10 gbps<ul style="list-style-type: none"><li>◦ 2x management/oob network</li><li>◦ 2x data plane network</li></ul></li><li>• 1x FC HBA connected to MDS Switches</li></ul>			
	Storage	<ul style="list-style-type: none"><li>• Dell Technologies is the preferred Storage vendor</li><li>• Storages in use:<ul style="list-style-type: none"><li>◦ Dell PowerMax (tier 1) - 400TB</li><li>◦ Dell PowerFlex (tier 2) - 800TB</li><li>◦ Local Storage [raid 5 sas] (tier 3) - 900TB</li></ul></li></ul>			
Other Considerations	<ul style="list-style-type: none"><li>• Other things to consider:<ul style="list-style-type: none"><li>◦ No NSX in use</li><li>◦ There is no new hardware for migrating virtual machines; re-use is necessary!</li><li>◦ The customer wants OpenShift Virtualization exclusively on bare metal, with no container workloads.</li><li>◦ Security compliance needs to be taken into account for the design.</li><li>◦ Some apps in scope:<ul style="list-style-type: none"><li>■ Oracle RAC</li><li>■ Red Hat OpenShift AI</li><li>■ ActiveDirectory Server</li></ul></li></ul></li></ul>				

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## Scenario 2: Tier 1 Telco

Ask	The customer wants to migrate 1440 hypervisors to a new platform due to financial pressures from the current vendor and to have an opportunity to modernize.				
Current Environment Specifications	Software & Data Center Config	<ul style="list-style-type: none"><li>• VMware vSphere Foundation</li><li>• 12 physical data centers (3 per network zones)</li><li>• 4 vSphere vCenter</li><li>• Divided into network zones:<ul style="list-style-type: none"><li>◦ Hogwarts</li><li>◦ Mahoutokoro</li><li>◦ Castelobruxo</li><li>◦ Ilvermorny</li></ul></li></ul>	Workloads	<ul style="list-style-type: none"><li>• ~40K workloads</li><li>• Mix of Operating Systems<ul style="list-style-type: none"><li>◦ 70% windows<ul style="list-style-type: none"><li>■ Windows Vista - 2%</li><li>■ Windows XP - 3%</li><li>■ Windows Server 2003 - 10 %</li><li>■ Windows 2016 - 45 %</li><li>■ Windows Server 2019 - 20 %</li><li>■ Windows Server 2022 - 20 %</li></ul></li><li>◦ 25% Linux<ul style="list-style-type: none"><li>■ RHEL 7 - 35%</li><li>■ Ubuntu Server - 25 %</li><li>■ RHEL 8 - 30 %</li><li>■ RHEL 9 - 10%</li></ul></li><li>◦ 5% Other<ul style="list-style-type: none"><li>■ Solaris various (30%)</li><li>■ Other Unix (80%)</li></ul></li></ul></li></ul>	
	Hardware	<ul style="list-style-type: none"><li>• Total of 1440 hypervisors<ul style="list-style-type: none"><li>◦ Equally distributed between all data centers</li></ul></li><li>• Various hardware technologies being used</li></ul>			
	Connectivity	<ul style="list-style-type: none"><li>• Juniper Fabric<ul style="list-style-type: none"><li>◦ CLOS Leaf-Spine topology deployed</li></ul></li><li>• Servers:<ul style="list-style-type: none"><li>◦ 2x 1gbps NIC<ul style="list-style-type: none"><li>■ management/oob network</li></ul></li><li>◦ 2x 10 gbps NIC<ul style="list-style-type: none"><li>■ 1 - data</li></ul></li><li>◦ 1 FC HBA to Brocade Switch</li></ul></li></ul>			
	Storage	<ul style="list-style-type: none"><li>• Various types of storage, including:<ul style="list-style-type: none"><li>◦ EMC Symmetric</li><li>◦ Oracle FS1</li><li>◦ Dell EqualLogic</li><li>◦ Pure FlashArrayX</li><li>◦ VMware VSAN</li></ul></li></ul>			
Other Considerations	<ul style="list-style-type: none"><li>• Other things to consider:<ul style="list-style-type: none"><li>◦ No NSX in use</li><li>◦ New hardware can be procured with a refresh cycle; reusing will be good</li><li>◦ The customer wants OpenShift for virtualization and container workloads</li><li>◦ The customer wants to use new container &amp; application management technologies to manage virtual machines (gitops, etc.)</li><li>◦ 20% of the workloads are telco network workloads:<ul style="list-style-type: none"><li>■ vEPC</li><li>■ vRAN</li></ul></li><li>◦ 80% of the workloads are IT workloads, including:<ul style="list-style-type: none"><li>■ JBOSS servers , Databases (Microsoft SQL Server) , .NET 8.x applications</li></ul></li></ul></li></ul>				

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### Scenario 3: Government Agency

Ask	The customer wants to migrate their current virtualized environment to a new platform due to financial pressures from the current vendor.			
Current Environment Specifications	Software & Data Center Config	<ul style="list-style-type: none"><li>• VMware Cloud Foundation</li><li>• 4 Physical data centers</li><li>• 3 main DCs<ul style="list-style-type: none"><li>◦ Westeros</li><li>◦ Pentos</li><li>◦ Dorne</li></ul></li><li>• 1 Disaster Recovery DC<ul style="list-style-type: none"><li>◦ Winterfell</li></ul></li></ul>	Workloads	<ul style="list-style-type: none"><li>• ~25K workloads</li><li>• Mix of Operating Systems<ul style="list-style-type: none"><li>◦ 50% windows<ul style="list-style-type: none"><li>■ Windows Server 2K - a few...</li><li>■ Windows Vista - 2%</li><li>■ Windows XP - 3%</li><li>■ Windows Server 2003 - 10 %</li><li>■ Windows 2016 - 45 %</li><li>■ Windows Server 2019 - 20 %</li><li>■ Windows Server 2022 - 20 %</li></ul></li><li>◦ 45% Linux<ul style="list-style-type: none"><li>■ RHEL 7 - 35%</li><li>■ Ubuntu Server - 15 %</li><li>■ RHEL 8 - 30 %</li><li>■ RHEL 9 - 10%</li><li>■ SLES - 5%</li><li>■ Other Linux - 5%</li></ul></li><li>◦ 5% Other<ul style="list-style-type: none"><li>■ Solaris various (30%)</li><li>■ Other Unix (80%)</li></ul></li></ul></li></ul>
	Hardware	<ul style="list-style-type: none"><li>• Total of 820 hypervisors</li><li>• Mix of Cisco Servers and HPE</li></ul>		
	Connectivity	<ul style="list-style-type: none"><li>• Mix: Cisco Nexus / Dell PowerSwitch</li><li>• CLOS leaf-spine topology</li><li>• Servers:<ul style="list-style-type: none"><li>◦ 2x 10gbps NIC<ul style="list-style-type: none"><li>■ managed</li></ul></li><li>◦ 4x 25 gbps N</li></ul></li></ul>		
	Storage	<ul style="list-style-type: none"><li>• Multiple</li><li>• Multiple</li></ul>		
	Other Considerations	<ul style="list-style-type: none"><li>• Other things to consider:<ul style="list-style-type: none"><li>◦ NSX is in use</li><li>◦ No hardware to be procured</li><li>◦ The customer wants OpenShift for virtualization and container workloads. Wants proposal for container workload virtualized and in bare metal.</li><li>◦ Microsegmentation is a must as part of the proposal</li><li>◦ High Availability is a must for all components of the design (no SPOF)</li><li>◦ Some specific workloads:<ul style="list-style-type: none"><li>■ SAP</li><li>■ Datagrid</li><li>■ MongoDB workloads</li><li>■ NodeJS</li></ul></li></ul></li></ul>		

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## Scenario 4: Large Automotive Manufacturer

Ask	The customer wants to migrate their current virtualized environment to a new platform due to financial pressures from the current vendor.				
Current Environment Specifications	Software & Data Center Config	<ul style="list-style-type: none"><li>• VMware Cloud Foundation</li><li>• 2 main DCs<ul style="list-style-type: none"><li>◦ motor-city</li><li>◦ wind-city</li></ul></li><li>• 16 in-factory Data Centers<ul style="list-style-type: none"><li>◦ Running all production workloads for the factory (including the assembly line)</li></ul></li></ul>	Workloads	<ul style="list-style-type: none"><li>• ~75K workloads</li><li>• Mix of Operating Systems<ul style="list-style-type: none"><li>◦ 40% windows<ul style="list-style-type: none"><li>■ Windows Server 2K - a few...</li><li>■ Windows Vista - 2%</li><li>■ Windows XP - 3%</li><li>■ Windows Server 2003 - 10 %</li><li>■ Windows 2016 - 45 %</li><li>■ Windows Server 2019 - 20 %</li><li>■ Windows Server 2022 - 20 %</li></ul></li><li>◦ 55% Linux<ul style="list-style-type: none"><li>■ RHEL 7 - 35%</li><li>■ Ubuntu Server - 15 %</li><li>■ RHEL 8 - 30 %</li><li>■ RHEL 9 - 10%</li><li>■ SLES - 5%</li><li>■ Other Linux - 5%</li></ul></li><li>◦ 5% Other<ul style="list-style-type: none"><li>■ Solaris various (30%)</li><li>■ Other Unix (80%)</li></ul></li></ul></li></ul>	
	Hardware	<ul style="list-style-type: none"><li>• Total of 1500 hypervisors</li><li>• Mix of Cisco Servers and HPE</li></ul>			
	Connectivity	<ul style="list-style-type: none"><li>• Mix: Cisco Nexus / Dell PowerSwitch</li><li>• CLOS leaf-spine topology</li><li>• Servers:<ul style="list-style-type: none"><li>◦ 2x 10gbps NIC<ul style="list-style-type: none"><li>■ management</li></ul></li><li>◦ 4x 25 gbps NIC<ul style="list-style-type: none"><li>■ data</li></ul></li></ul></li></ul>			
	Storage	<ul style="list-style-type: none"><li>• Multiple NetApp NAS</li><li>• Multiple Pure Storage SAN</li></ul>			
	Other Considerations	<ul style="list-style-type: none"><li>• Other things to consider:<ul style="list-style-type: none"><li>◦ NSX is in use</li><li>◦ No hardware to be procured</li><li>◦ The customer wants OpenShift for virtualization and container workloads. Wants proposal for container workload virtualized and in bare metal.</li><li>◦ Microsegmentation is a must as part of the proposal</li><li>◦ High Availability is a must for all components of the design (no SPOF)</li><li>◦ Some specific workloads:<ul style="list-style-type: none"><li>■ SAP</li><li>■ Datagrid</li></ul></li></ul></li></ul>			

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## Scenario 5: Healthcare Provider Company

Ask	The customer wants to migrate 4400 hypervisors to a new platform due to financial pressures from the current vendor and to have an opportunity to modernize.				
Current Environment Specifications	Software & Data Center Config	<ul style="list-style-type: none"><li>• VMware vSphere Foundation</li><li>• 8 physical data centers (2 per network zones)</li><li>• 4 vSphere vCenter</li><li>• Divided into network zones:<ul style="list-style-type: none"><li>◦ Malaga</li><li>◦ Madrid</li><li>◦ Barcelona</li><li>◦ Vigo</li></ul></li></ul>	Workloads	<ul style="list-style-type: none"><li>• ~80K workloads</li><li>• Mix of Operating Systems<ul style="list-style-type: none"><li>◦ 60% windows<ul style="list-style-type: none"><li>■ Windows Vista - 2%</li><li>■ Windows XP - 3%</li><li>■ Windows Server 2003 - 10 %</li><li>■ Windows 2016 - 45 %</li><li>■ Windows Server 2019 - 20 %</li><li>■ Windows Server 2022 - 20 %</li></ul></li><li>◦ 35% Linux<ul style="list-style-type: none"><li>■ RHEL 7 - 35%</li><li>■ Ubuntu Server - 25 %</li><li>■ RHEL 8 - 30 %</li><li>■ RHEL 9 - 10%</li></ul></li><li>◦ 5% Other<ul style="list-style-type: none"><li>◦ Solaris various (30%)</li><li>◦ Other Unix (80%)</li></ul></li></ul></li></ul>	
	Hardware	<ul style="list-style-type: none"><li>• Total of 4400 hypervisors<ul style="list-style-type: none"><li>◦ Equally distributed between all data centers</li></ul></li><li>• Various hardware technologies being used</li></ul>			
	Connectivity	<ul style="list-style-type: none"><li>• Juniper Fabric</li><li>• CLOS Leaf-Spine topology deployed</li><li>• Servers:<ul style="list-style-type: none"><li>◦ 2x 1gbps NIC<ul style="list-style-type: none"><li>■ management/oob network</li></ul></li><li>◦ 2x 10 gbps NIC<ul style="list-style-type: none"><li>■ 1 - data</li></ul></li></ul></li></ul>			
	Storage	<ul style="list-style-type: none"><li>• Various types of storage, including:<ul style="list-style-type: none"><li>◦ Pure FlashArrayX</li><li>◦ VMware VSAN</li></ul></li></ul>			
	Other Considerations	<ul style="list-style-type: none"><li>• Other things to consider:<ul style="list-style-type: none"><li>◦ New hardware can be procured with a refresh cycle; reusing will be good</li><li>◦ The customer wants OpenShift for virtualization and container workloads</li><li>◦ The customer wants to use new container &amp; application management technologies to manage virtual machines (gitops, etc.)</li></ul></li></ul>			

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