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- Public cloud
- Hybrid cloud
- Hybrid IT
- How Vistara can help
- Demo
- Q&A

- CapEx transformed to OpEx
- Effectively infinite scalability
- Greater enterprise agility
- Potentially higher uptime
 - Greater distribution
 - Faster disaster recovery

- Does it meet **my** requirements for:
 - security?
 - compliance?
 - availability?
- Can it integrate with **my** management solutions?

Chris Howard et al, Gartner Inc., “Hybrid IT: How Internal and External Cloud Services Are Transforming IT,” 8 Feb 2012

- Patch and configuration management¹
 - OS
 - Application
- Application management
- Software licensing¹
- Inventory & lifecycle management
- License compliance¹
- Monitoring solution

Most personnel cost is related to the OS layer and above!¹

1. Lydia Leong, Gartner Inc., "What Managers Need to Know About Amazon Web Services," 26 Mar 2013.

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What is the Hybrid Cloud?

“Hybrid cloud computing is the coordinated use of cloud services across isolation and provider boundaries between internal and external cloud services.”



Thomas Bittman and David Cearley, Gartner Inc., “Get Past the Confusion Surrounding Hybrid Cloud Computing,” 22 Oct 2012.

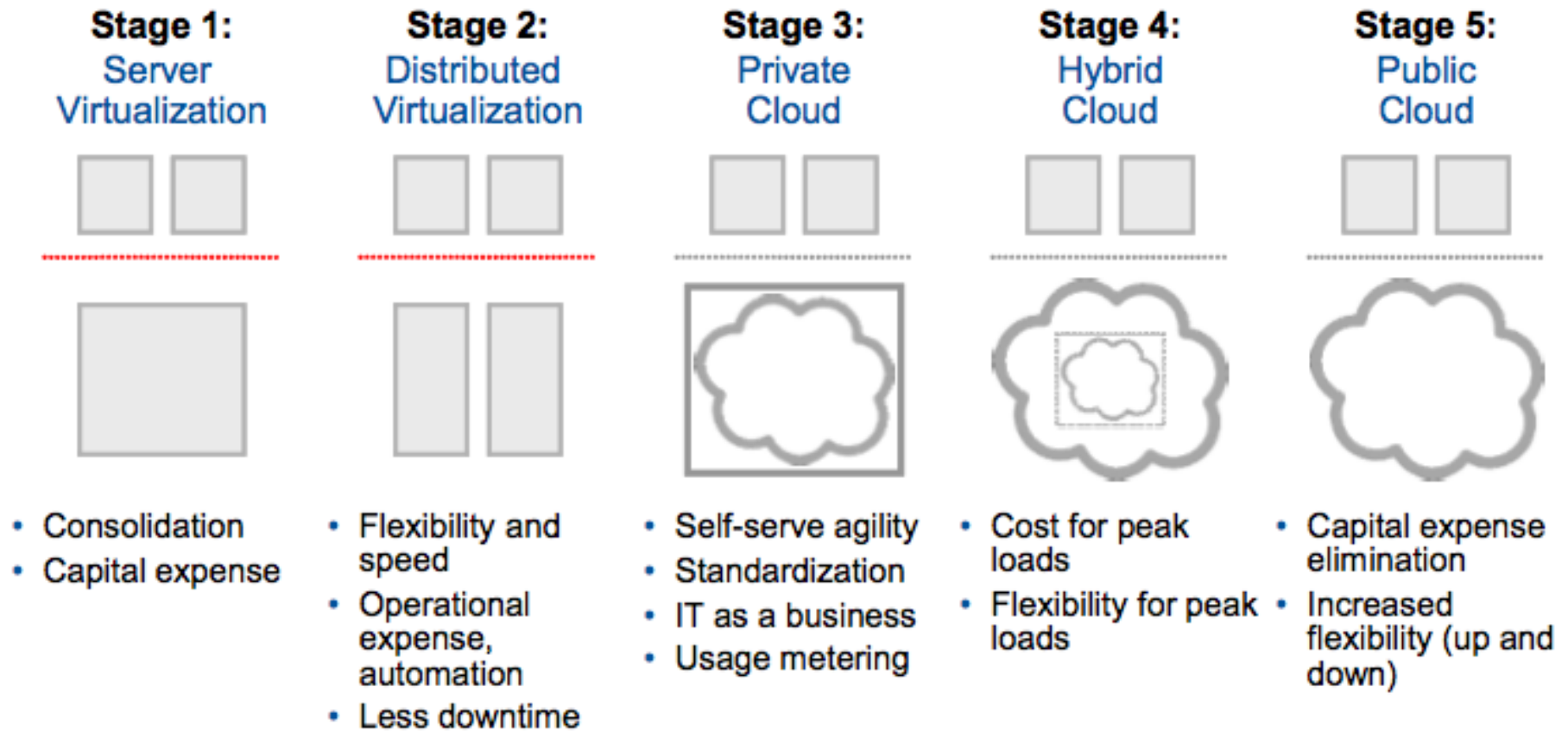
- Lack of clarity about security
- Lack of clarity about compliance
- Multicloud integration
- Hybrid cloud monitoring and management

Typical Path to the Cloud



Sooner	Later
Non-core support activities	Core business activities
Less confidential data	More confidential data
Services with spiky loads	Services with smooth loads
Static allocation policy	Dynamic allocation policy

Virtualization Road Map



Thomas Bittman, Gartner Inc., "Design Your Private Cloud With Hybrid in Mind," 24 Feb 2012

- Enable ready migration of applications between OpenStack-compliant cloud providers
- Prevent cloud service lock-in

- Manage public and private cloud-hosted elements
- Map virtual to physical infrastructure
- Map services to supporting elements
- Unified monitoring and management interface
- Unified alert management across
Public and Private Cloud

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“Hybrid IT is the result of combining internal and external services, usually from a combination of internal and public clouds, in support of various business outcomes.”

- Chris Howard et al, Gartner Inc., “Hybrid IT: How Internal and External Cloud Services Are Transforming IT,” 8 Feb 2012

“IT organizations are becoming the broker for a set of IT services that is hosted partially internally and partially externally – a hybrid IT architecture. By being the intermediary for IT services, IT organizations can offer internal customers the price, capacity, and speed of provisioning of the external cloud, while maintaining the security and governance the company requires and reducing IT service costs.”

- Chris Howard et al, Gartner Inc., “Hybrid IT: How Internal and External Cloud Services Are Transforming IT,” 8 Feb 2012

- Trusted evaluator and approver of services
- Managing internal services
- Governing all services
 - SLA definition
 - SLA monitoring and management
- Identity management
- Data management policy

- Hybrid cloud management solution requirements, plus ...
- Service monitoring
- Self-service service catalog
- Self-service provisioning
- Transparency about costs

- Cost comparisons with public cloud services: apples to apples?
 - Security
 - Availability
 - Compliance
- Service quality comparisons with best-of-breed consumer IT services

- Cloud gives organizations a choice between internal and cloud-based services
- Self-service IT empowers line of business to make the choice
- Therefore embedding clear, understandable cost and QoS information in IT service catalog is critical to enable rational, optimal choices

- Agility: Can IT service respond in real-time to changes in demand & business needs?
- Elasticity: How much can service's capacity scale upward and downward to match demand?
- Continuity: Maximum time between interruptions
- Consistency: Can variations in service levels be reduced?

Source: Tapati Bandopadhyay, Gartner Inc., "Business-Aligned Metrics for IT Services in Cloud: Returns on Agility, Elasticity, Continuity and Consistency," 10 January 2012

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Unify the entire enterprise: physical, virtual, and public and private cloud

Physical Devices

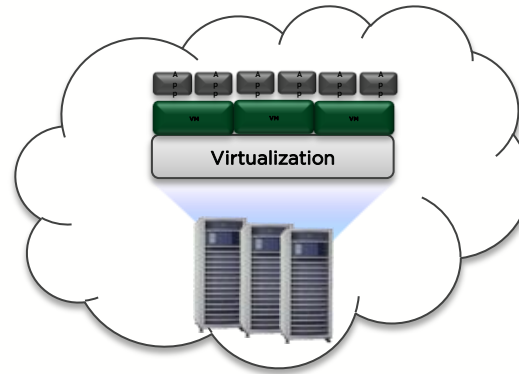


Bring Your Own Device

Virtualized Servers



Private Cloud



Public Cloud



Unify IT Operations Management

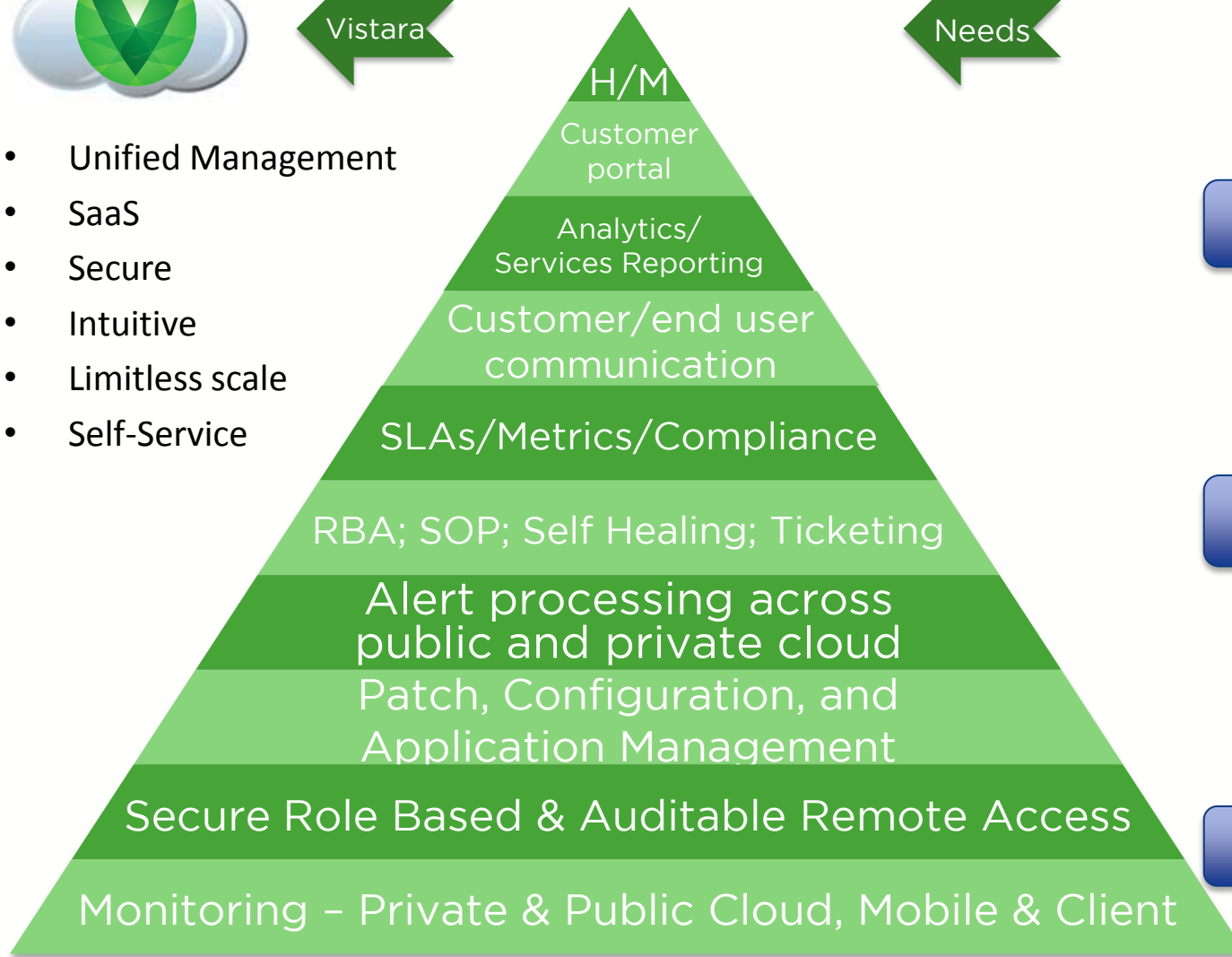
- Monitor and manage
- Bottom to top of the stack
- On-premise and cloud
- Physical and virtual
- Many platforms, vendors, clouds
- Service delivery

Modern IT Operations Platform



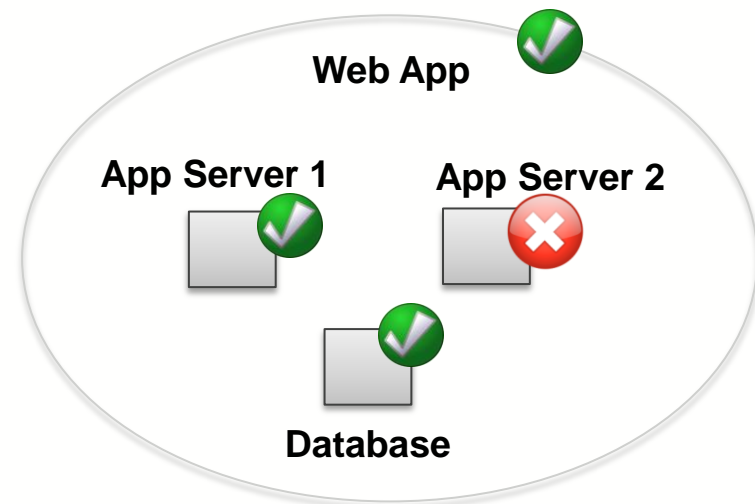
CUSTOMER INFRASTRUCTURE

- Unified Management
- SaaS
- Secure
- Intuitive
- Limitless scale
- Self-Service








Considerations

- Element level availability vs. availability of an entire service
 - Do you track availability of individual elements or an entire service composed of multiple elements?
- Is availability a binary quantity (up / down) or more fine-grained?
 - How do you account services that are available, but running with degraded redundancy/performance?
- Planned downtime vs. unplanned downtime
 - Do you count downtime due to planned activities (e.g. patching)?
- Service to element mapping



- Service catalog
 - Internal and external services
 - Embedded cost guidance to drive rational choices by IT and IOD

	Add Storage capacity to VSphere Environment Add NFS Data store to VMware. It create a NFS export for a given Storage Volume and then creates NAS Data store using the NFS mount.	Order
	Create Network	Order
	Managed Windows Instance in your secure Cloud Running Microsoft Windows Server® 2012 is a fast and dependable environment for deploying applications using the Microsoft Web Platform, including ASP.NET, ASP.NET AJAX, Silverlight™, and Internet Information Server (IIS). You can run any compatible Windows-based solution on this high-performance, reliable, cost-effective, virtual	Order
	On Demand and Managed Cloud Instance - Pay as You Go Get it going in minutes, by requesting to provision a server with these specifications. Offered with decent customization on the configuration, the created server is allowed for root access. The server is automatically added as a managed instance for monitoring KPI (Key Performance Indicators) (or)health of the server and also enabled	Order
	Pay Per Use - LAMP Server - Gold Profile Pay for your server usage on a rounded up hour-by-hour basis. The server comes with a private IP address and gets bundled with the Service Level as per the Profile associated . (View the Gold Profile specifications inside). vCPU 4 3Ghz, Memory 8 GB, NIC 1	Order

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