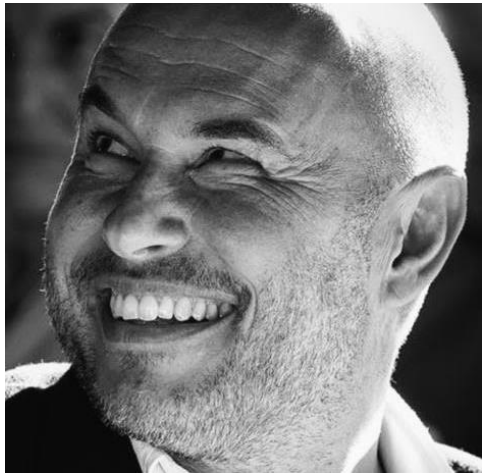
Webinar:
VMworld 2021 Highlights – Wrap Up, 16.11.2021.

Herzlich willkommen.

Marcel Baur
Business Development Manager

Bechtle Schweiz AG



Markus Halter
Senior Solution Architect

VMware

David Kernahan
Lead Solution Architect

VMware

Agenda

1. Vision & Innovation:
   Erfahren Sie mehr darüber, wie VMware und andere Technologiegiganten zukünftige, digitale Lösungen und Innovationen Wirklichkeit werden lassen.

2. Multi Cloud Strategy:
   Lernen Sie wie VMware Cross Cloud Services Ihre Multi Cloud Strategy nachhaltig unterstützen kann.

3. Modern Applications & Tanzu:
   Wir zeigen Ihnen, wie Sie Ihre Applikationen modernisieren und in einer Multi Cloud Umgebung betreiben können.

2021 Update Summary

https://www.vmware.com/vmworld/en/index.html

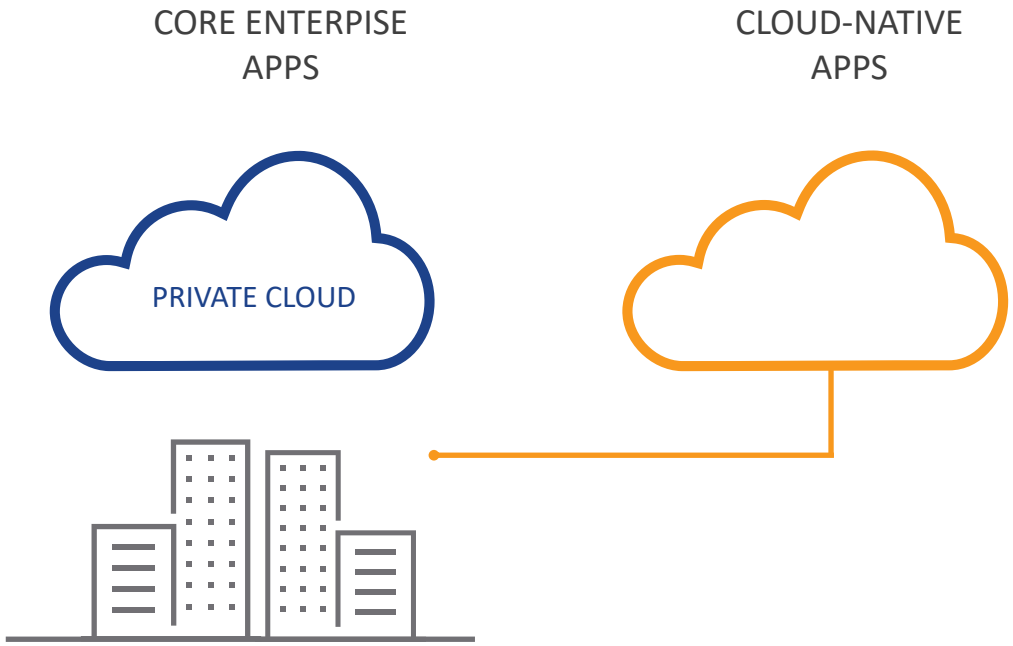
Forward-Looking Statements

This presentation contains forward-looking statements including, among other things, statements regarding VMware's strategic and growth opportunities; planned spin-off from its parent company, Dell Technologies Inc. (Dell); expansion of VMware's offerings; and potential benefits to VMware and its customers and partners of the same. These forward-looking statements are subject to applicable safe harbor provisions under federal securities laws, such as the Private Securities Litigation Reform Act of 1995. Actual results could differ materially from those projected in the forward-looking statements as a result of certain risk factors, including but not limited to: (1) the delay or failure to consummate the spin-off from Dell; (2) the impact of the COVID-19 pandemic on our operations, financial condition, our customers, the business environment and global and regional economies; (3) adverse changes in general economic or market conditions; (4) delays or reductions in consumer, government and information technology spending; (5) competitive factors, such as pricing pressures, industry consolidation, entry of new competitors into the industries in which we compete, as well as new product and marketing initiatives by VMware's competitors; (6) rapid technological changes in the virtualization software, cloud, end user, security and mobile computing industries; (7) VMware's ability to enter into, maintain and extend strategically effective partnerships, collaborations and alliances; (8) VMware's relationship with Dell, Dell's ability to control matters requiring VMware stockholder approval and matters relating to Dell's investment in VMware; and (9) changes in VMware's financial condition. These forward-looking statements are made as of the initial date of this presentation, are based on current expectations and are subject to uncertainties and changes in condition, significance, value and effect as well as other risks detailed in documents filed with the Securities and Exchange Commission, including VMware's most recent reports on Form 10-K and Form 10-Q and current reports on Form 8- K that we may file from time to time, which could cause actual results to vary from expectations. VMware assumes no obligation to, and does not currently intend to, update any such forward-looking statements after the initial date of this presentation.

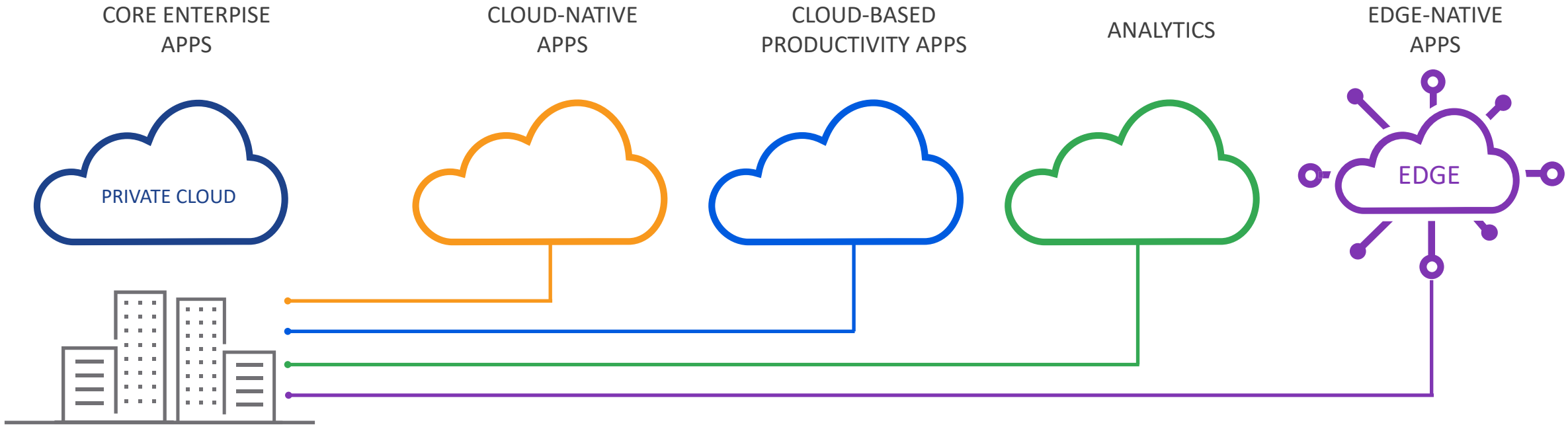
vmware ©2021 VMware, Inc.

The Journey to Multi-Cloud

Phase 1: Mono-Cloud



Phase 2: Mono-Cloud to Multi-Cloud



App velocity and innovation

Business agility and resilience

From Mono-Cloud to Multi-Cloud: Two Main Drivers

"I want to innovate using 'best of the best' services from different clouds."

"I want to avoid lock-in."

Multi-Cloud Is the Model for Digital Business for the Next 20 Years

464 Average # of apps a typical enterprise utilizes today*

75% of businesses now use **2 or more** public clouds**

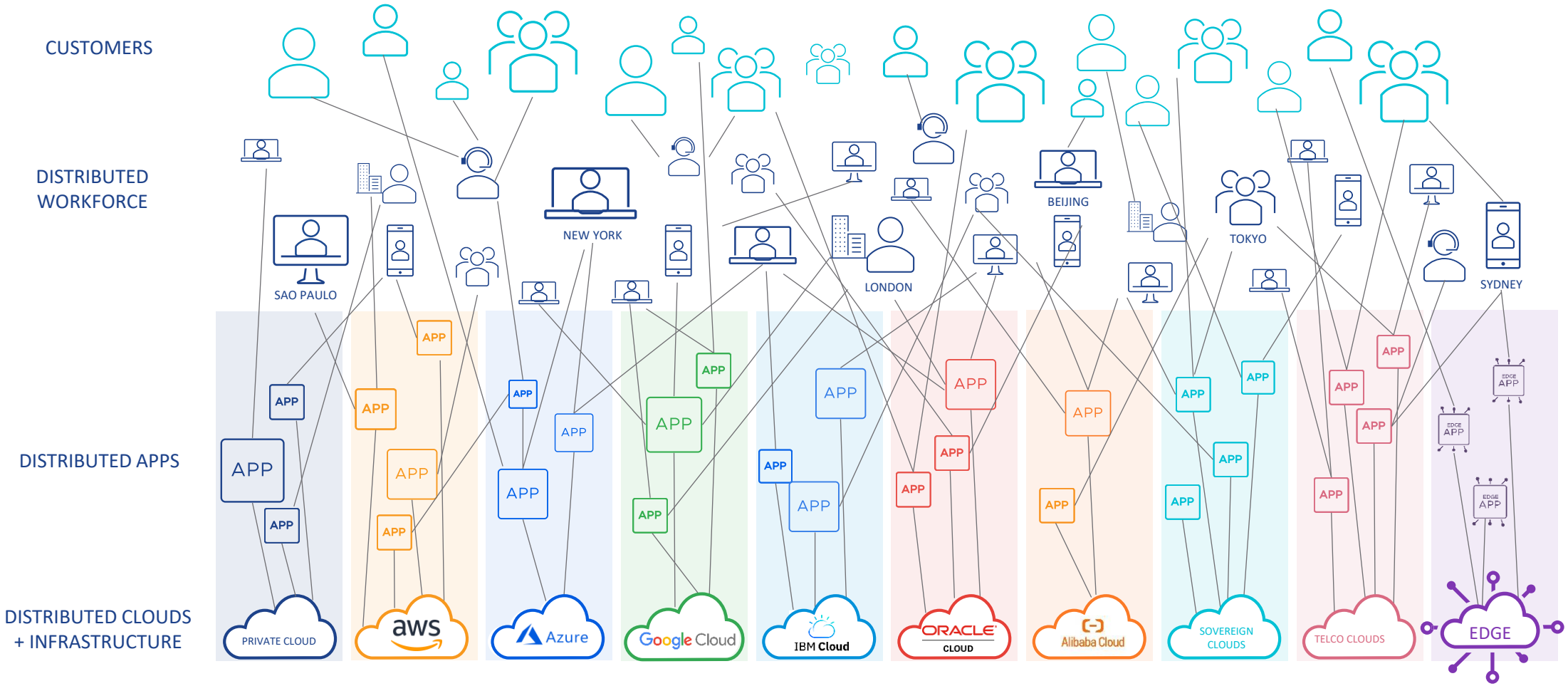
40% moving to **3 or more**[1]

** Custom Applications and IaaS Trends, Cloud Security Alliance*

*** Bain Survey of CIOs, Bain Capital Research, Aug 2021*

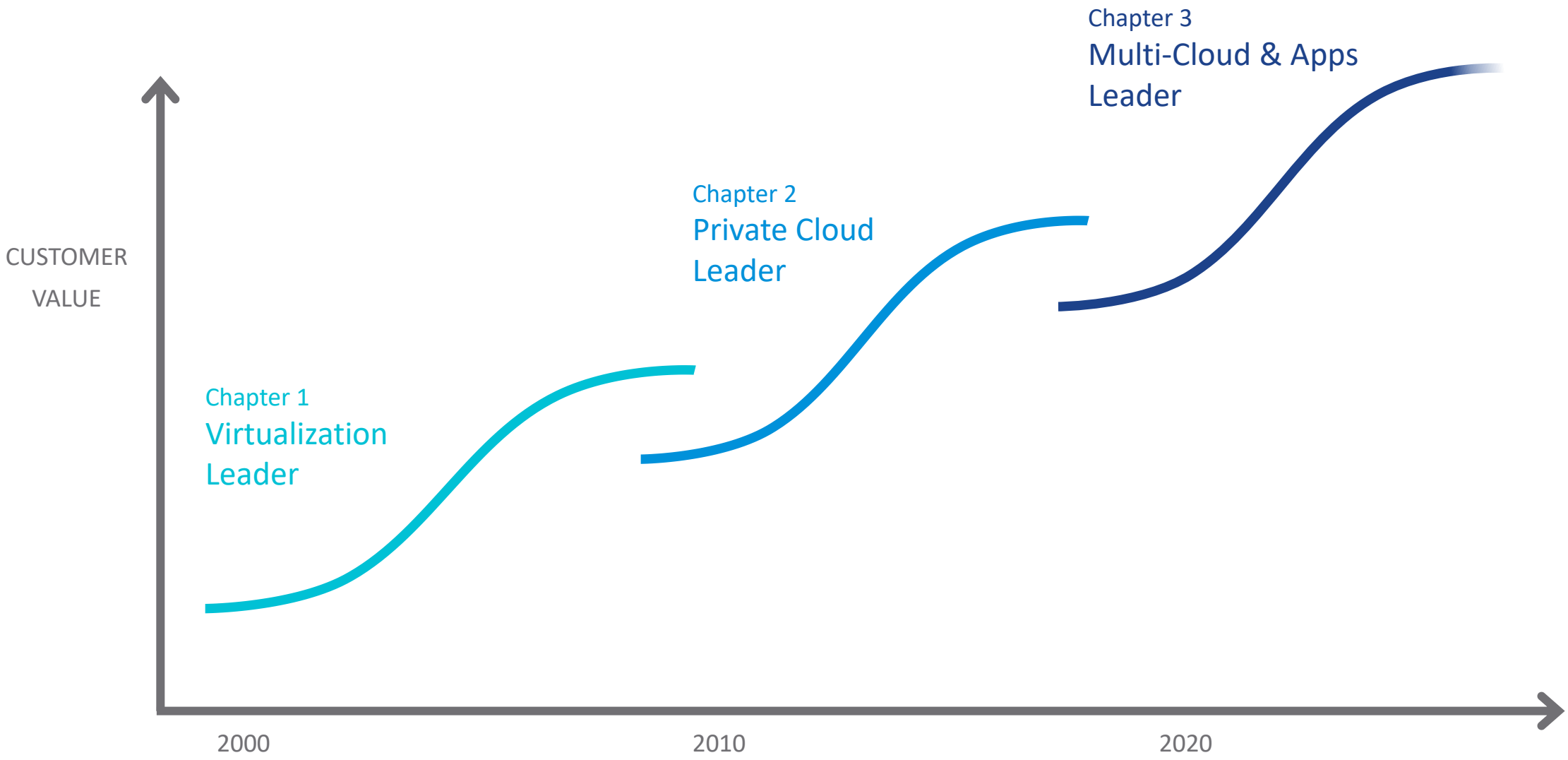
[1] IT/Developer Decision-maker Survey, July 2021; Bain & Co., VMware sponsor

With the Advantages of Multi-Cloud Come Challenges



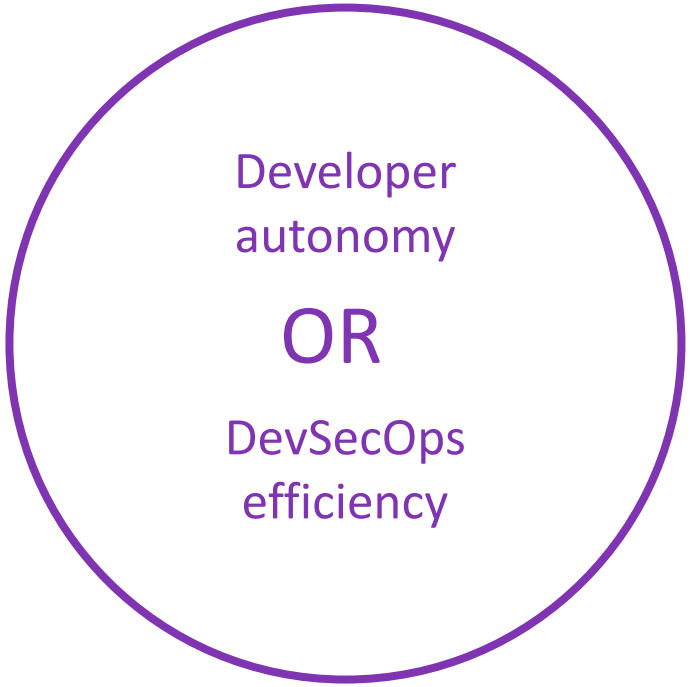
A diverse and siloed environment that's only growing more complex

The Next Chapter for VMware



The Conventional Wisdom on Multi-Cloud Today

An Either/Or Proposition:



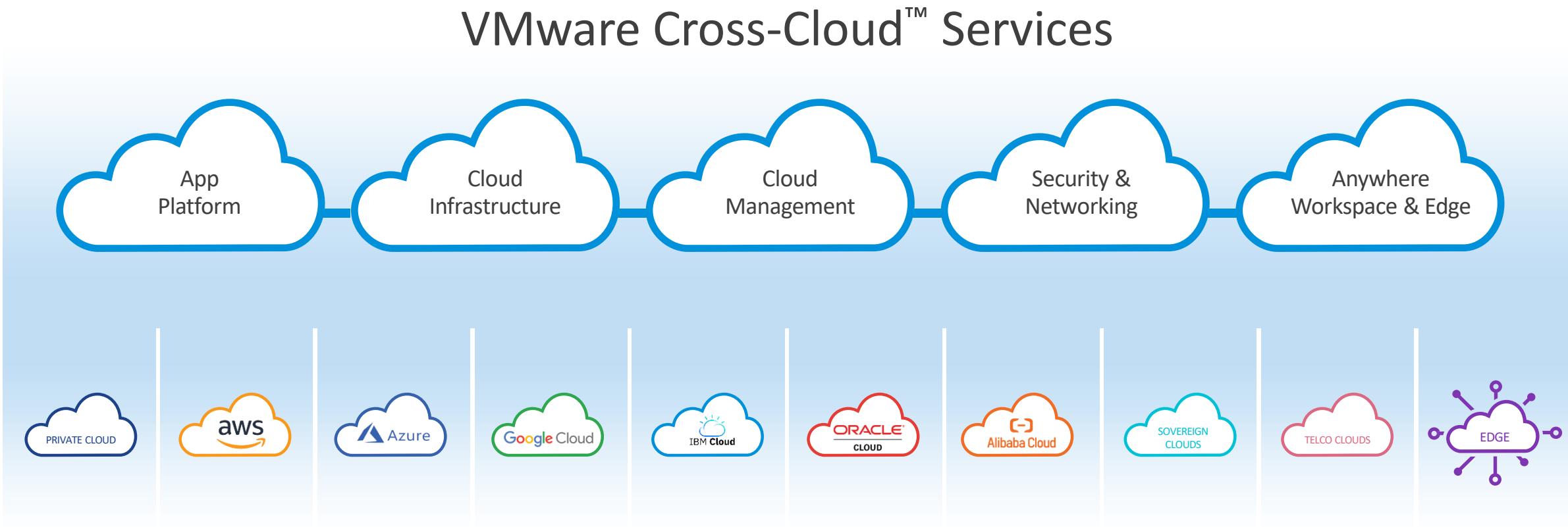
Our Approach at VMware:

Freedom AND Control in Your Multi-Cloud Business

VMware Cross-Cloud™ Services

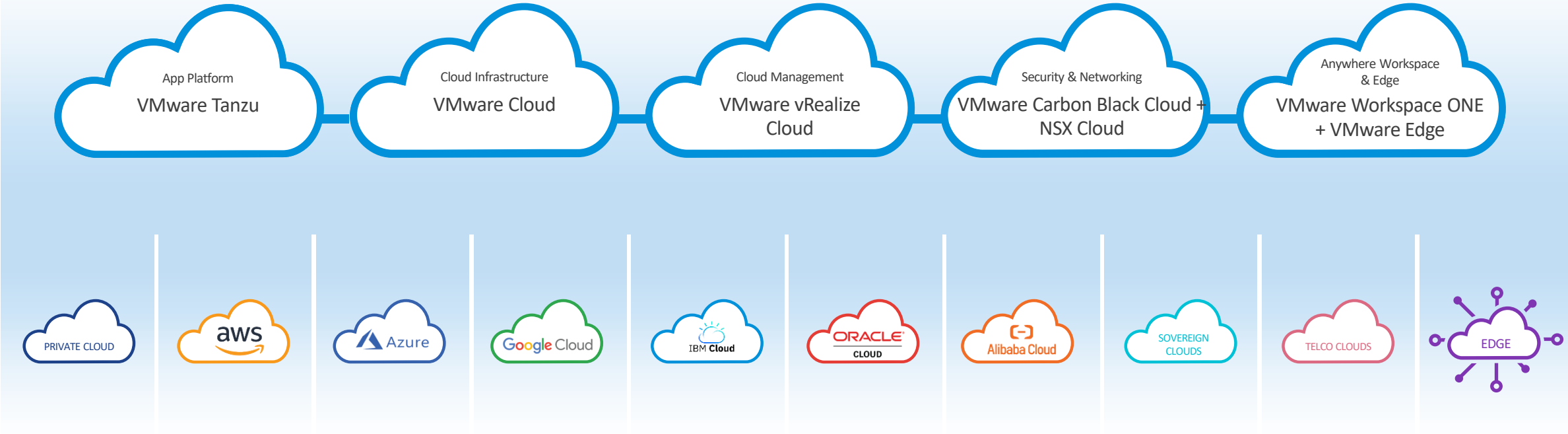
A family of services to build, run and secure applications across any cloud

VMware Cross-Cloud Services for All Apps



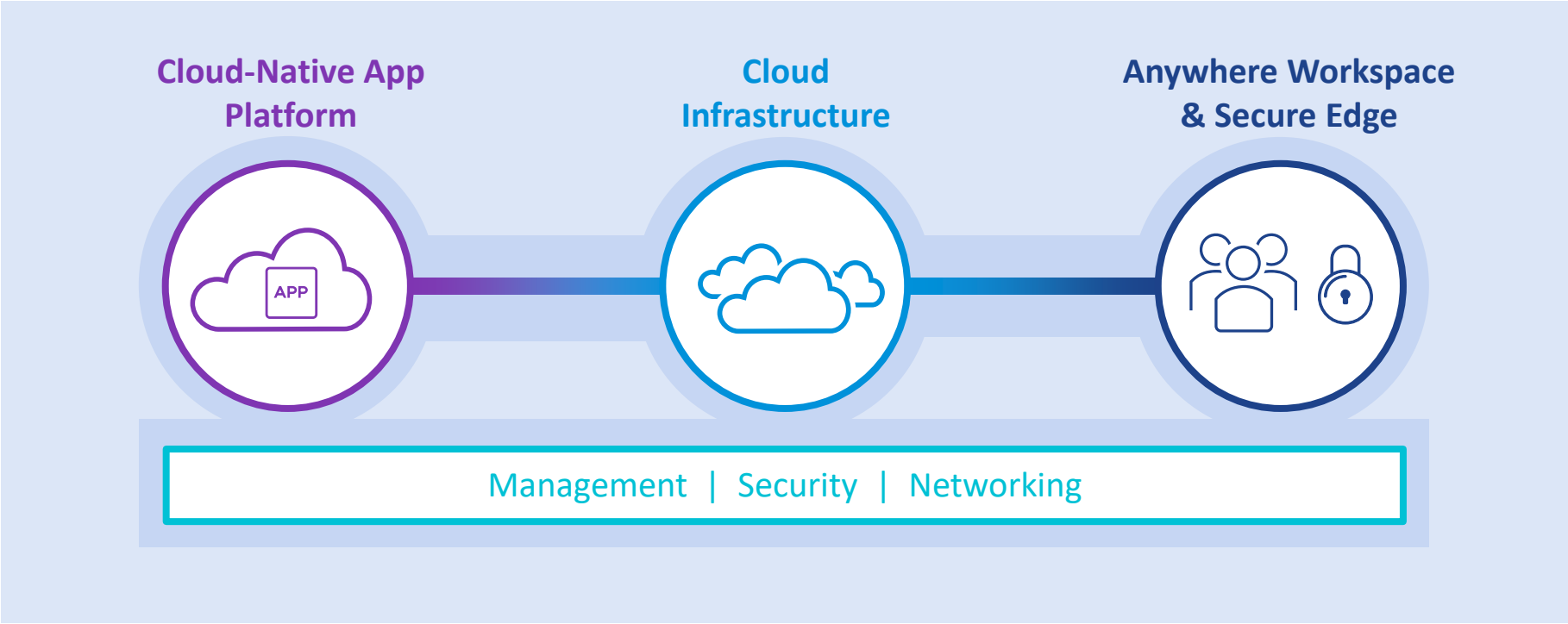
VMware Cross-Cloud Services for All Apps

VMware Cross-Cloud™ Services



Freedom **AND** Control in Your Multi-Cloud Business

Innovating for Our Customers in 3 Key Areas



Only VMware provides…

Multi-cloud autonomy for developers + consistent operations for DevSecOps

Smartest path to cloud, edge and app modernization

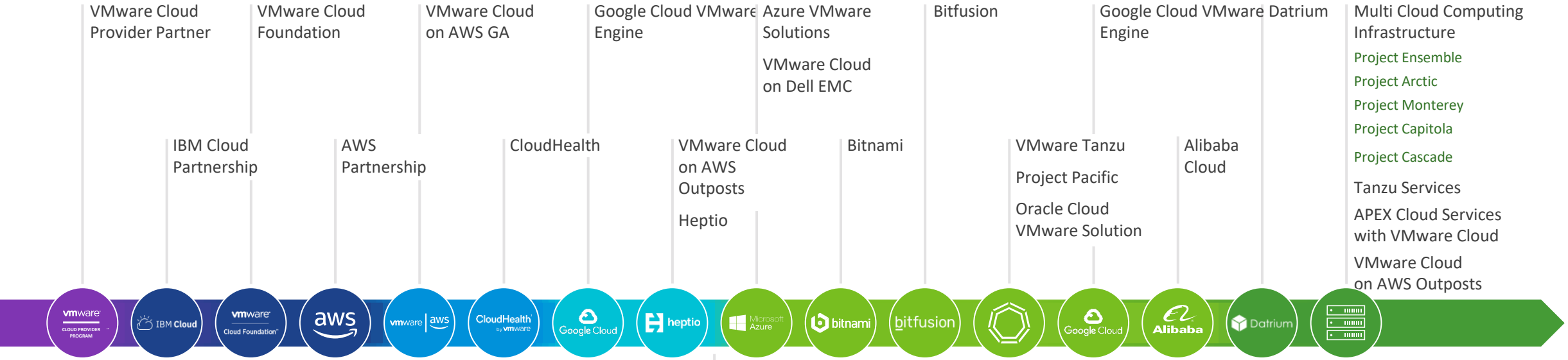
More secure, frictionless experience for your distributed workforce

Delivering the trusted foundation to accelerate innovation

Multi Cloud Computing Strategy

From Infrastructure to Operations

Executing Aggressively on Our Multi Cloud Strategy



Deliver Cloud Infrastructure and Operations

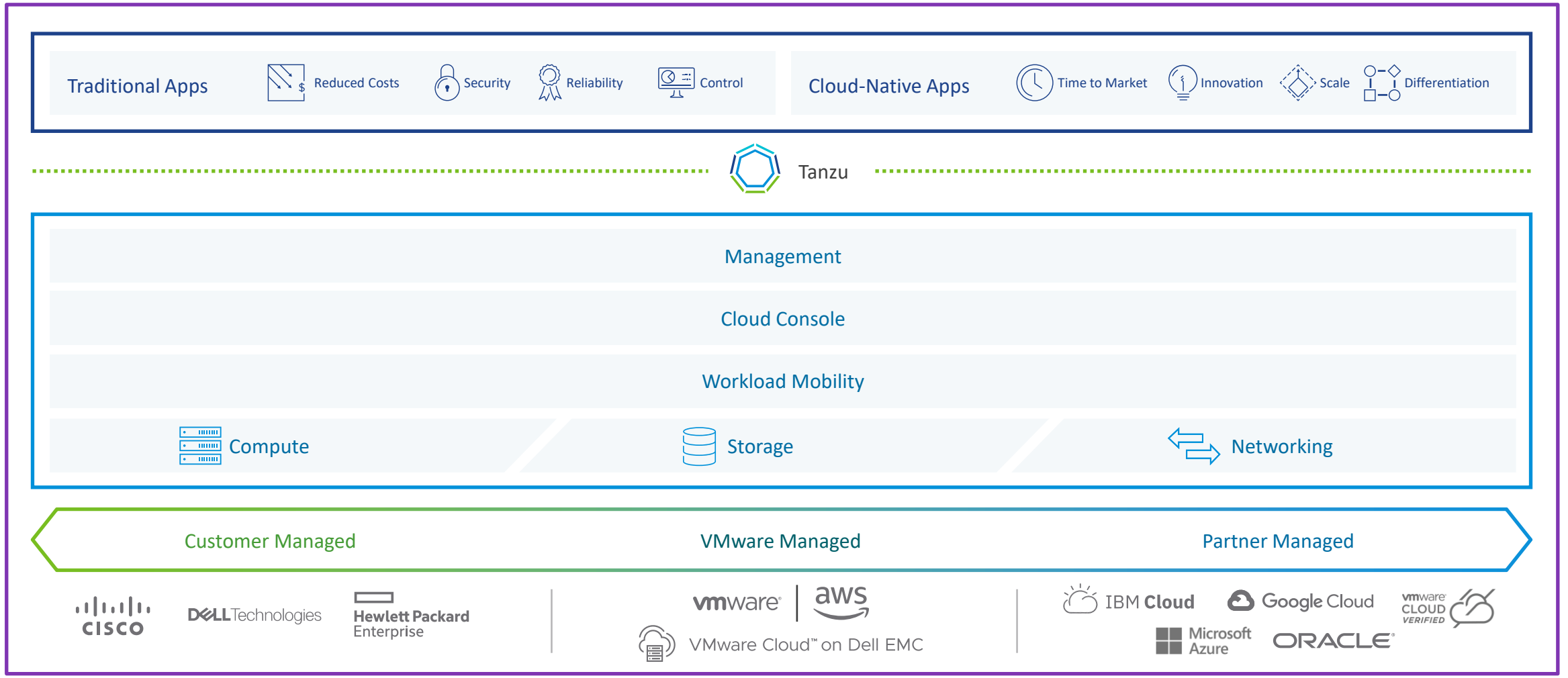
Extend to All Major Public Cloud Partners

Unify Multi-Cloud Operations

App Modernization

VMware Cloud

Multi Cloud computing infrastructure and management powering all workloads



NEW

NEW RELEASE

VMware Cloud Universal

Accelerating the path to the hybrid cloud

Credits can now be deployed for Tanzu Standard

Rich set of enterprise-class VMware compute, storage, networking, and management capabilities

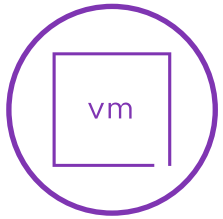
Easily convert infrastructure entitlements between on premises and public cloud

Subscription financials with cloud acceleration benefits for existing VMware customers

Extending vSphere

For Next Gen workloads and hardware innovations

NEW



Traditional Apps (VM)

Cloud-Native (Containers)

Bare-Metal (AI/ML, HPC)

vSphere with Tanzu

Project Monterey

Boost performance with the distributed nature of DPUs

Project Capitola

Software defined, scalable memory infrastructure

AI-Ready Enterprise Platform

Mainstream AI in the Enterprise

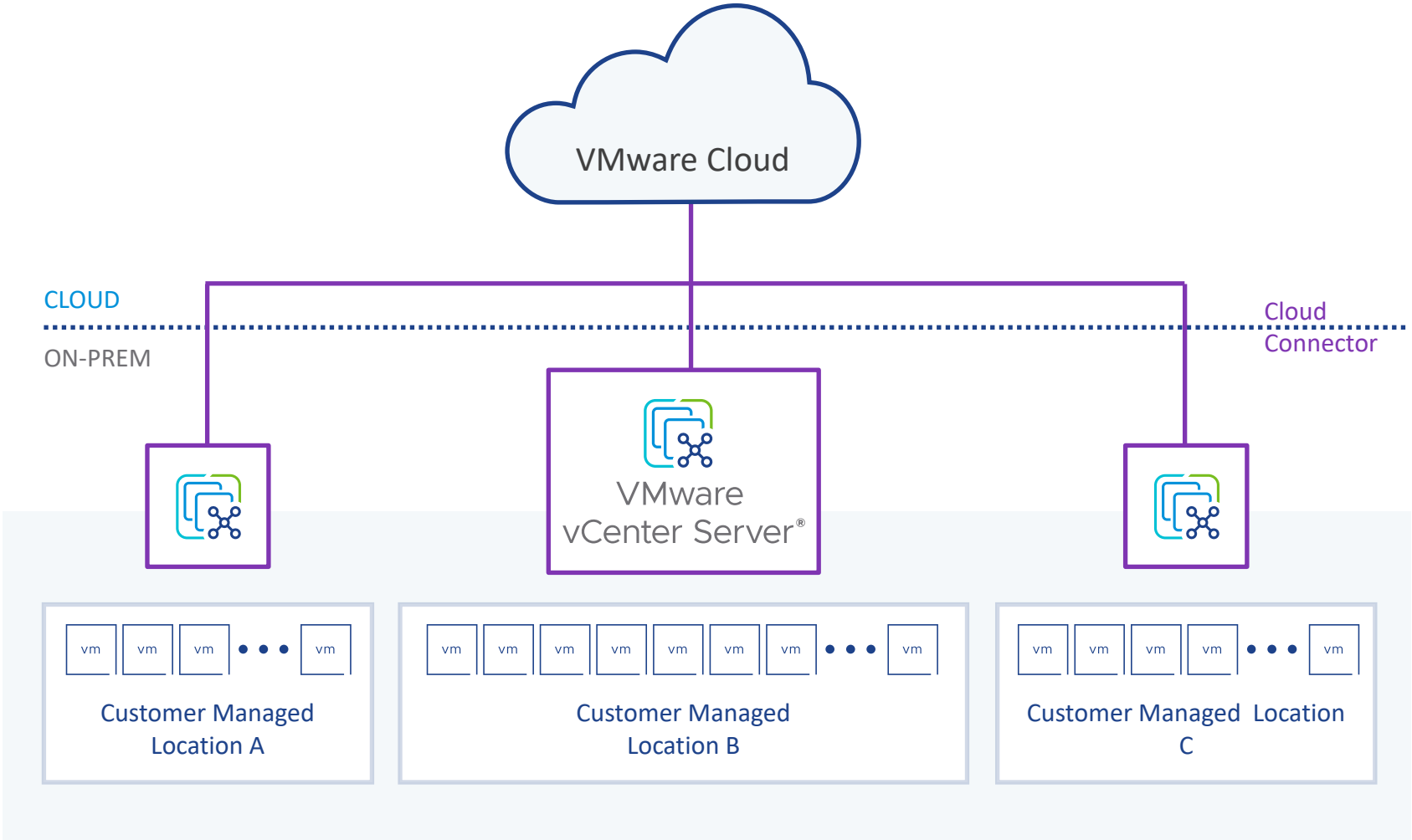
VMware vSphere

Introducing Project Arctic

A hybrid edition of vSphere

NEW

TECHNOLOGY PREVIEW

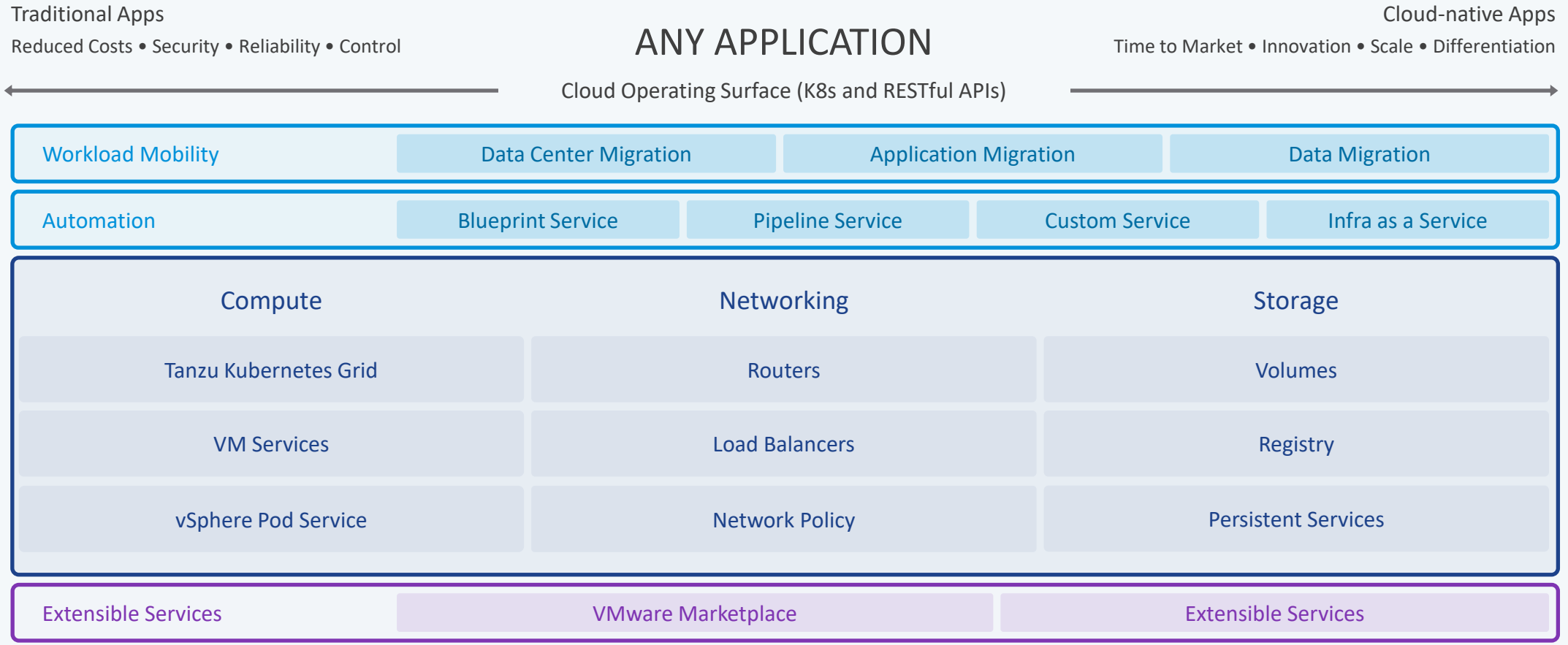


- Upgrade infrastructure to as-a-service
- Expand capacity on-demand
- Leverage VMware Cross-Cloud services

Project Cascade

PREVIEW

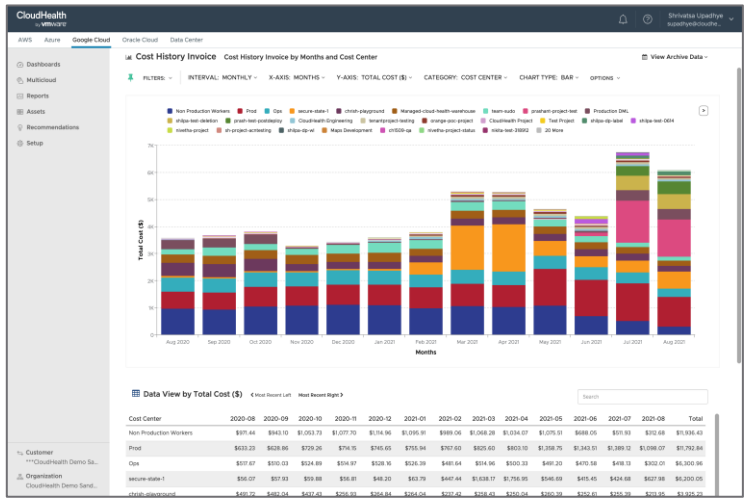
Extending the service layer for Multi Cloud

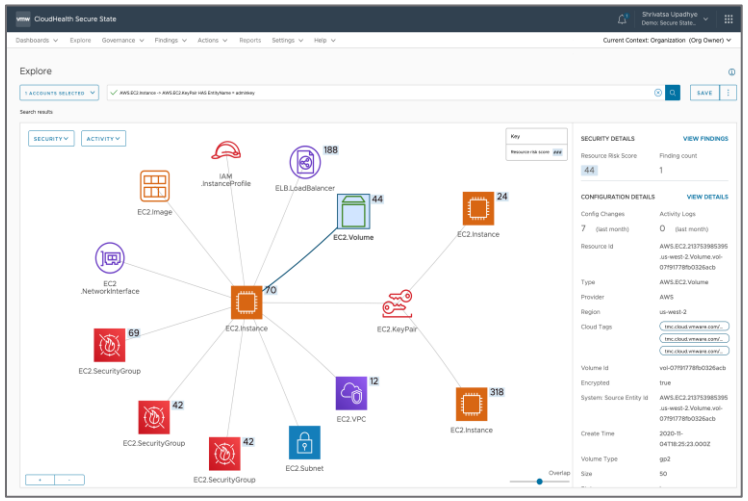


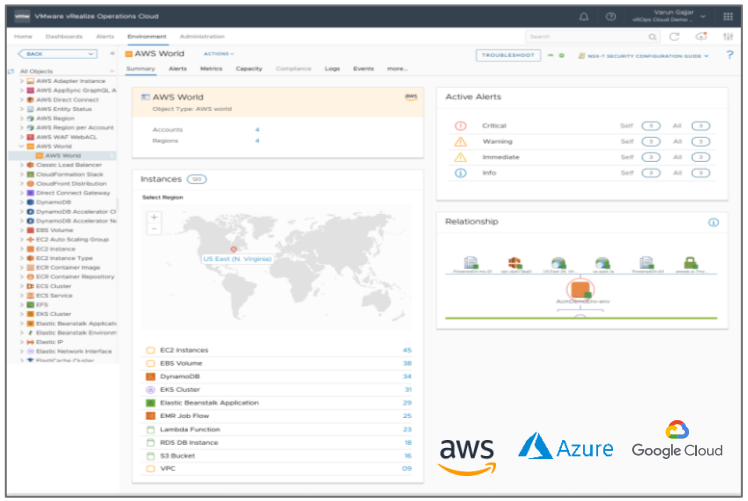
Cloud Management: Control Plane for All Clouds

NEW

CloudHealth by VMware and vRealize Cloud Management







CloudHealth by VMware

- FlexReports enhancements
- Custom Line Items
- GCP support

CloudHealth and vRealize integration

CloudHealth Secure State

- Multi-cloud search
- Contextual Kubernetes Security posture management

vRealize Cloud Management

- Monitor ALL AWS services including custom metrics
- Capacity analytics for EC2
- Expanded monitoring for Azure and GCP Services
- Enhancements to Azure provisioning

Project Ensemble: Multi Cloud Integrated Management

NEW

VISION

Integrates and automatically deploys vRealize leveraging and integrating the capabilities of the entire suite

Uses machine learning to learn user behavior and customizes interface to their needs

Insights/analytical views that drive actionable workflows and remediations

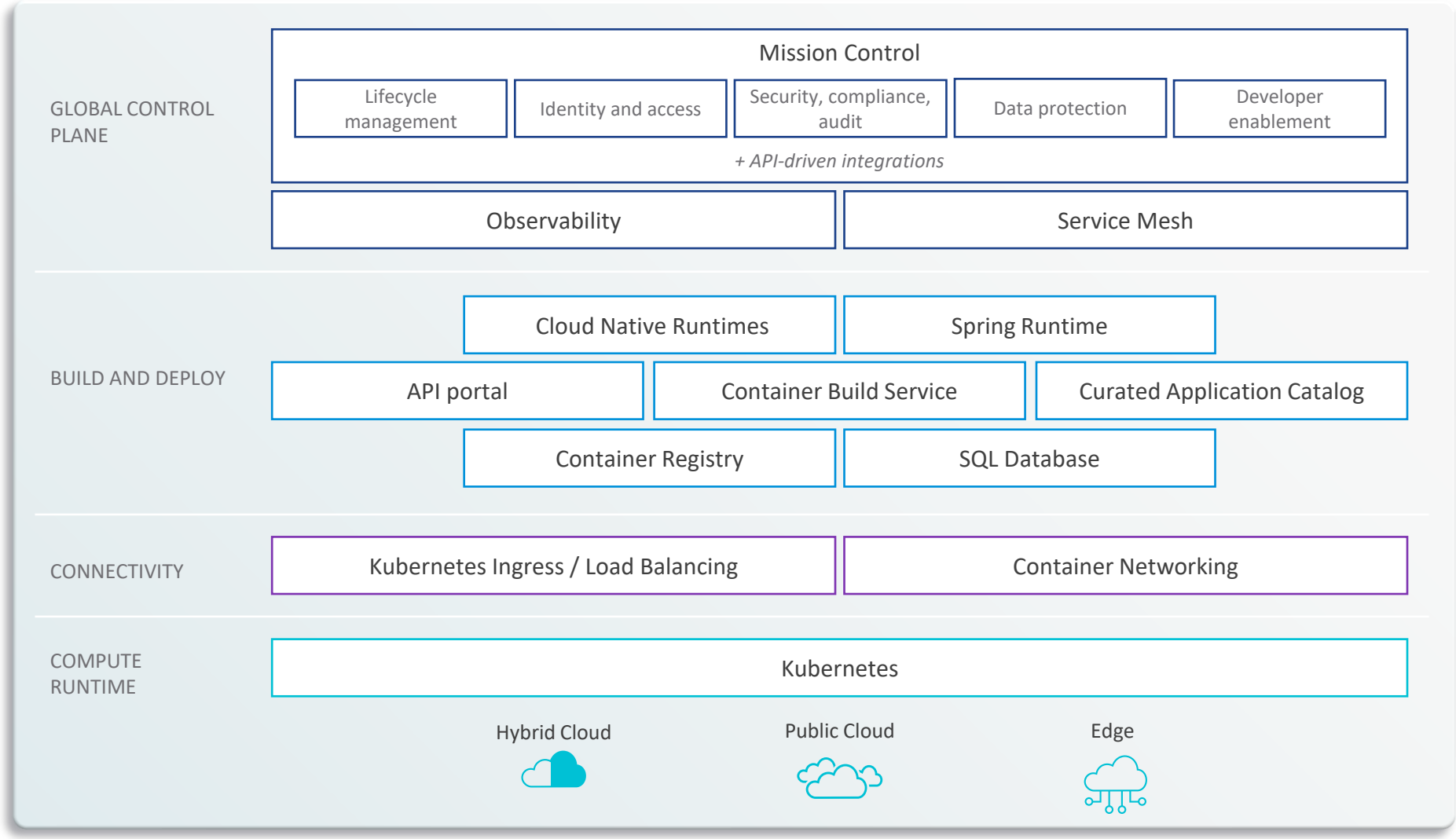
Application Modernization

Get ready for modern applications

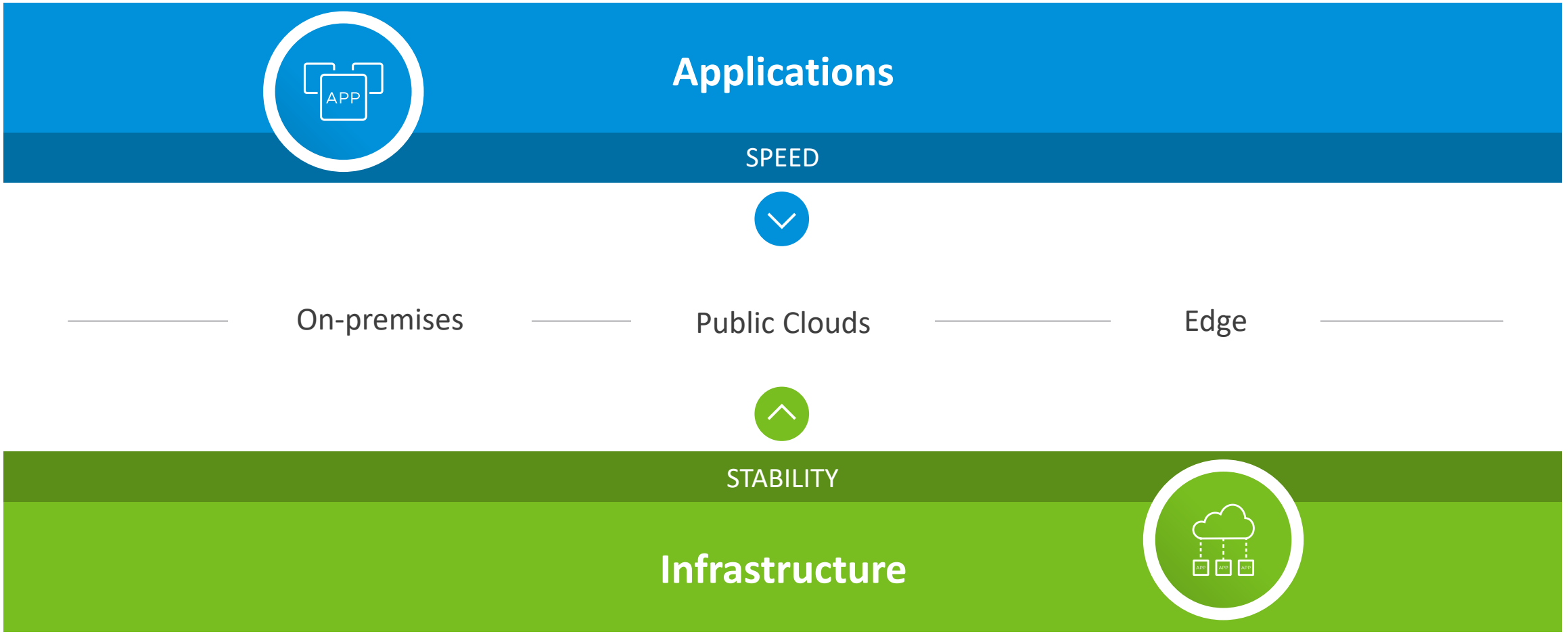
VMware Tanzu

Portfolio of **products** and **services**
to transform how the enterprise
builds, **runs** and **manages**
modern applications

Tanzu Advanced End-to-End Capabilities



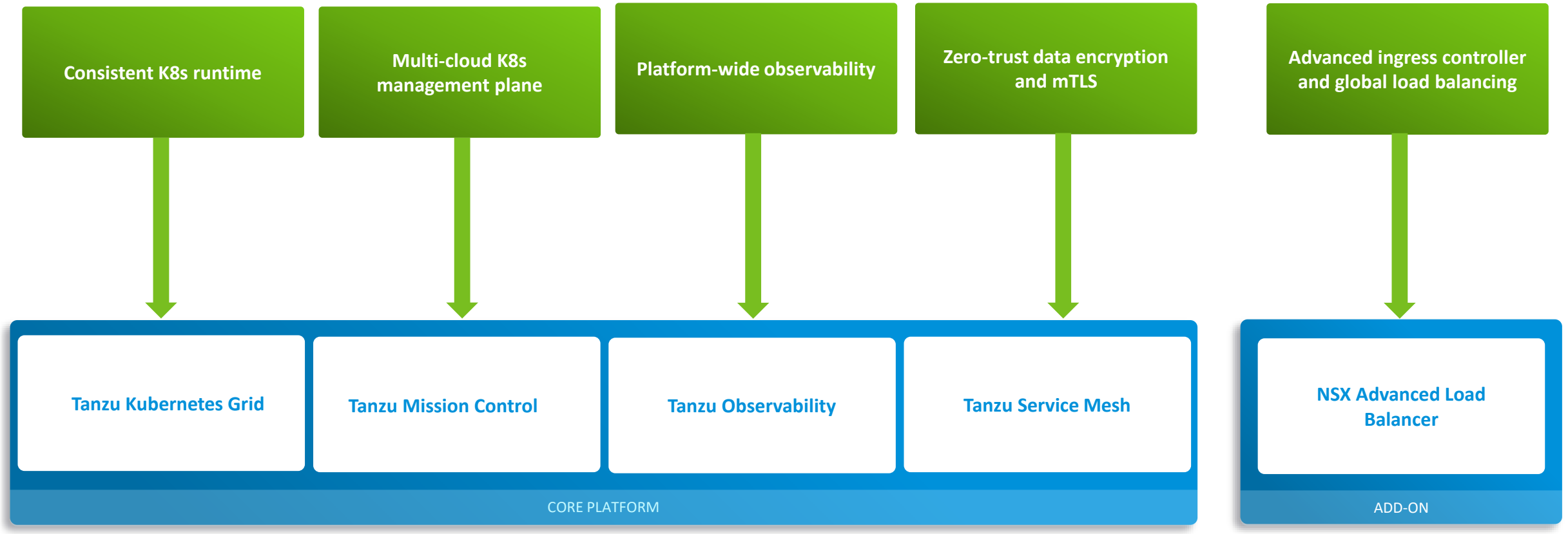
Address Developer Speed and Infrastructure Stability in a Multi Cloud Reality



Multi Cloud platform for Kubernetes Operations

Solution

Start your journey now with a comprehensive solution for IT and platform teams



NEW

Start your Tanzu journey FAST and FREE with

VMware Tanzu™
Community Edition

VMware Tanzu
Mission Control Starter

Get community-supported, open source Tanzu software and the best-in-class multi-cloud Kubernetes management service, at **ZERO COST** to you.

- **Download Tanzu Community Edition TODAY at http://tanzucommunityedition.io/**
- **Sign up for Tanzu Mission Control Starter at tanzu.vmware.com/tmc-starter/**

NEW

VMware Cloud introduces Tanzu services

Easy path to enterprise-grade Kubernetes on a fully managed, multi-cloud ready IaaS platform

Managed Kubernetes service

VMware Tanzu Kubernetes Grid

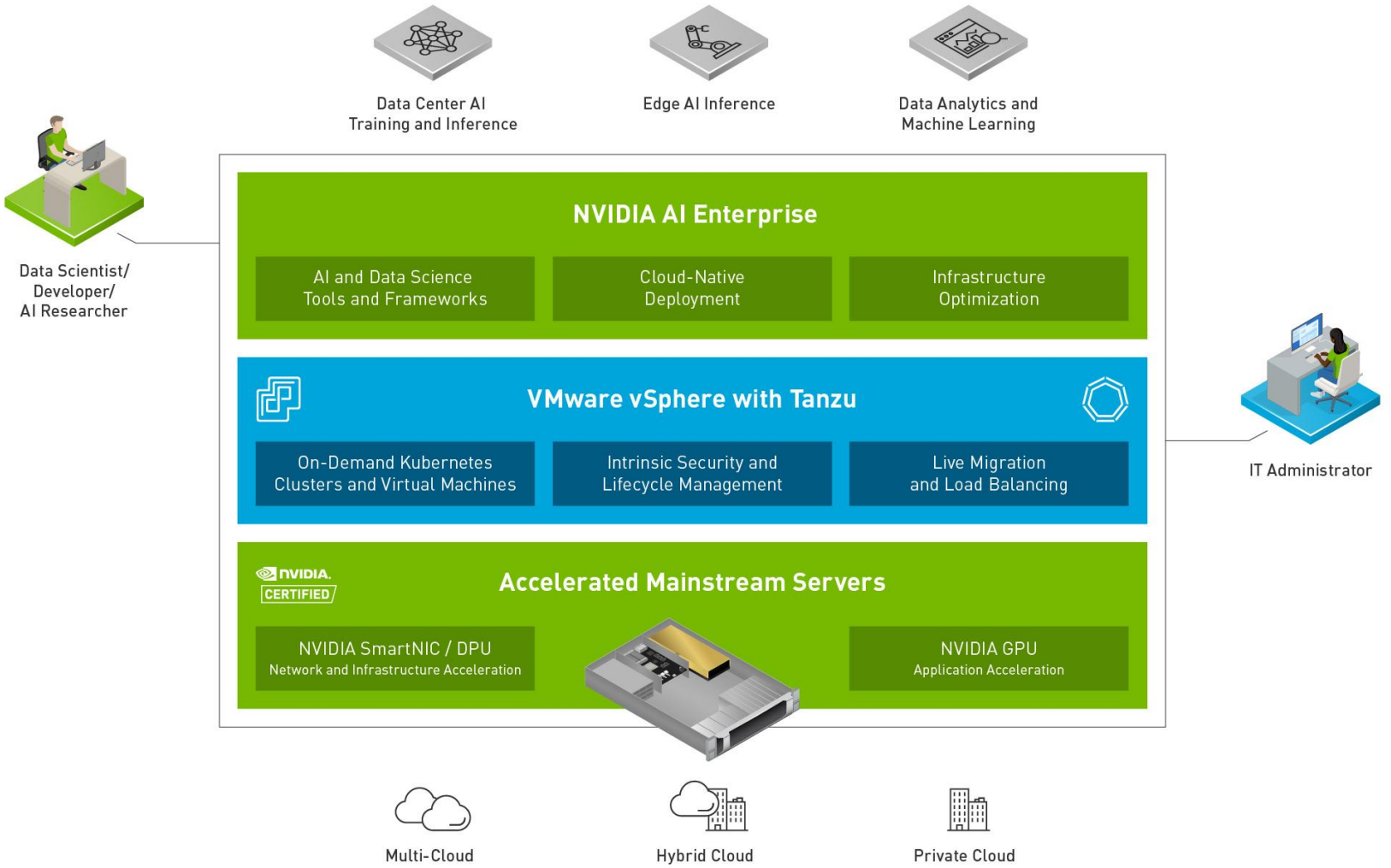
Multi-cloud Kubernetes Management plane

VMware Tanzu Mission Control Essentials

Learn More at https://www.vmware.com/cloud-solutions.html

VMware Tanzu Kubernetes Grid now supports AI workloads

NEW



- VMware and NVIDIA together deliver an AI-Ready Enterprise platform, delivering AI software optimized for vSphere with Tanzu
- GPU support in Tanzu Kubernetes Grid enables enterprises to integrate AI workloads and create a multi-cloud GPU-enabled Kubernetes platform*

* TKG support for GPU in AWS and Azure is not NVIDIA certified

VMware Tanzu

Modular platform for developing and delivering apps atop Kubernetes

Speed development and delivery of containerized workloads

Secure the container lifecycle

Simplify operating containers and clusters across clouds

Thank you!

Besten Dank! Stellen Sie uns Ihre Fragen.

Vorschau.

18.11.2021	Webinar: IoT - Temperaturüberwachung
23.11.2021	Webinar: Adobe Sign im HR
25.11.2021	Webinar: Cisco Meraki Enterprise Network
30.11.2021	Webinar: Apple im Unternehmen mit Bechtle
02.12.2021	Webinar: Azure Readiness - Microsoft Ignite 2021 Update
07.12.2021	Webinar: Veeam Update

Mehr Infos unter bechtle.com/ch/ueber-bechtle/events

Handeln Sie jetzt. Kontaktieren Sie uns.

Bechtle Schweiz AG
Tel. +41 56 418 33 33
bechtle.ch/kontakt

Marcel Baur
Business Development Manager, Bechtle Schweiz AG
marcel.baur@bechtle.com