VMware Workloads Migration on AWS

1 CUSTOMER CHALLENGES

Customers have several concerns regarding Broadcom's acquisition of VMware. Integration issues between VMware and Broadcom's products worry them. They fear a decline in the quality and availability of support services.

Potential changes in licensing and pricing models are a major concern. Customers are anxious about increased costs for VMware products. The future pace and focus of VMware's innovation are uncertain.

There are fears of increased reliance on a single vendor, leading to vendor lock-in. Security and compliance changes are also a major worry. Concerns also arise about the quality and availability of support services post-acquisition.

2 OFFERING

Alpha Data's certified professionals excel in seamlessly migrating VMware workloads to AWS. Our approach starts with a thorough assessment and planning phase to ensure a smooth transition. We integrate and deploy your workloads on AWS, optimizing costs and managing licensing efficiently.

Throughout, we provide continuous support, ensuring peak performance while meeting security and compliance standards. Our commitment to transparent communication fosters collaboration, making your migration efficient and innovative.

We adhere to best practices, optimizing costs and managing licenses effectively. With continuous support and a focus on security, your systems operate smoothly without any issues.

3 CUSTOMER BENEFITS

Optimized Cost Management

By leveraging AWS's cost optimization tools and flexible pricing models, customers can potentially reduce expenses

Innovation Acceleration

AWS's extensive portfolio allows customers to accelerate innovation and drive digital transformation i.e. AI, ML, IoT

Scalability and Performance

With AWS Customers can dynamically scale resources to meet fluctuating demand, ensuring optimal performance

Security and Compliance

AWS maintains robust security measures, compliance certifications, data encryption, IAM, and data protection

Business Continuity

Migrating VMware workloads to AWS enhances business continuity and disaster recovery capabilities.

Enhanced Integration

Seamlessly integrate VMware workloads with a broader array of cloud-native services, enhancing capabilities and flexibility in the cloud.

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4 · OFFERING BUNDLES

Offering Packages	Basic	Standard	Premium
Basic Assessment	✓	✓	✓
Comprehensive Assessment and Planning		✓	✓
AWS Funding to offset migration cost	✓	✓	✓
Lift & shift	✓	✓	✓
Replatforming with managed services		✓	✓
Security		✓	✓
Advanced security features			✓
Performance optimization			✓
24/7 Support		✓	✓
Cost optimization strategies			✓
Compliance management			✓

*We guarantee that the AWS cost after migration from the VMware environment will be less than or equal to the customer's current VMware spend. Any additional charges beyond this cost will be borne by Alpha Data.
*AWS funding is subject to AWS approval

6 · ABOUT ALPHA DATA

Alpha Data is one of the largest multi-disciplined systems integrators in the United Arab Emirates, Qatar & Saudi Arabia. Founded in 1981, Alpha Data has grown from two employees to 1500+ strong workforce building ICT infrastructure solutions for thousands of organizations.
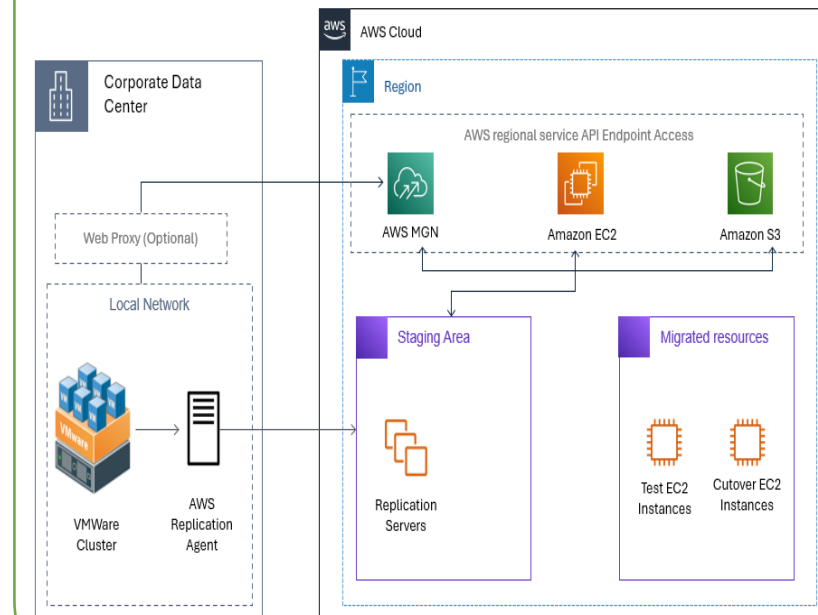
Alpha Data works with its Customers through a combination of deep-level business and technical expertise, an extensive knowledge of today's technologies, and a mature, highly capable delivery and services infrastructure. Alpha Data's offerings help our Customers improve processes, reduce data center and infrastructure costs, manage risk and governance and enhance top-line revenue. Our business approach is based on establishing long-term partnerships that encourage success through mutual benefit.

Alpha Data has established strong industry ties, with the highest level of accreditation achieved with AWS, HP, Microsoft, Avaya, Cisco, Belden and Juniper in addition to an eco-system of complementary vendors. This enables Alpha Data to deliver a breadth of best-of-breed solutions to its Customers through our teams EC of pre-sales, post sales, project implementation and support experts. Alpha Data has won the Systems Integrator of the Year Award at two of the region's leading technology awards - CPI's Reseller Middle East Partner Excellence Awards and ITP's Network Middle East Innovation Awards, respectively.

Our vision is to bring out the best in everyone we work with, be it our staff, our Customers or our partners.

5 · ARCHITECTURE OVERVIEW

aws PARTNER Advanced Tier Services

- AWS WAF Delivery
- Amazon Redshift Delivery
- Amazon QuickSight Delivery
- Well-Architected Partner Program
- Amazon EC2 for Windows Server Delivery
- AWS Microsoft Workloads Services Competency

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