A New Way to Virtualize

Christian Wallner
CTO

SCALE COMPUTING

HCI SOLUTIONS FROM THE DATA CENTER TO THE EDGE SINCE 2012

BUILDING THE FUTURE

- Customers in 100+ Countries
- 15,000+ Systems
- 91 NPS
- 24 Patents

HELPING CUSTOMERS IN EVERY INDUSTRY

Ahold Delhaize, Benchmark electronics, Resorts World LAS VEGAS, Coca-Cola, Northern Marine, National Bank, Hilton HOTELS & RESORTS

AROUND THE WORLD

Customer, partner, & support footprint

ESTABLISHING TECHNOLOGY ALLIANCES

Lenovo, Google Cloud Platform, APC by Schneider Electric, intel, Parallels, SUPERMICRO, NEC, Acronis, DELL, wasabi

RUNNING APPLICATIONS WHERE YOU NEED

Maximize uptime beyond	Improve operational efficiency	Reduce overall costs
99%	**50%**	**70%**

HYPERCONVERGENCE

WHAT IS IT?

Hyperconvergence or **Hyperconverged Infrastructure (HCI)**: *Noun* - The integration of the compute, storage, and virtualization layers of infrastructure into a single solution architecture.

SC//HYPERCORE

PRODUCT OVERVIEW

Simplicity
- Unified management
- Pre-configured storage
- Deploy in < 1 hour*

Scalability
- From single node
- Seamless scale-out
- Mix-and-match nodes

Availability
- Self-healing
- Backup/replication
- DRaaS

Affordability
- Complete stack
- Simple software licensing
- Low price, lower costs

* Time varies depending on design and configuration

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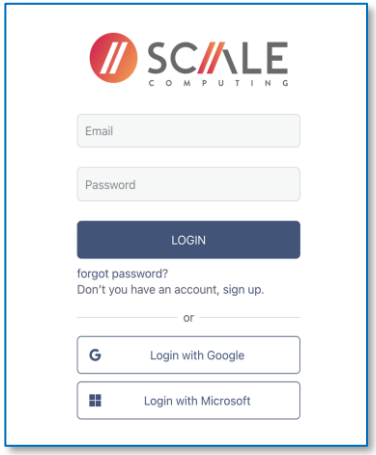
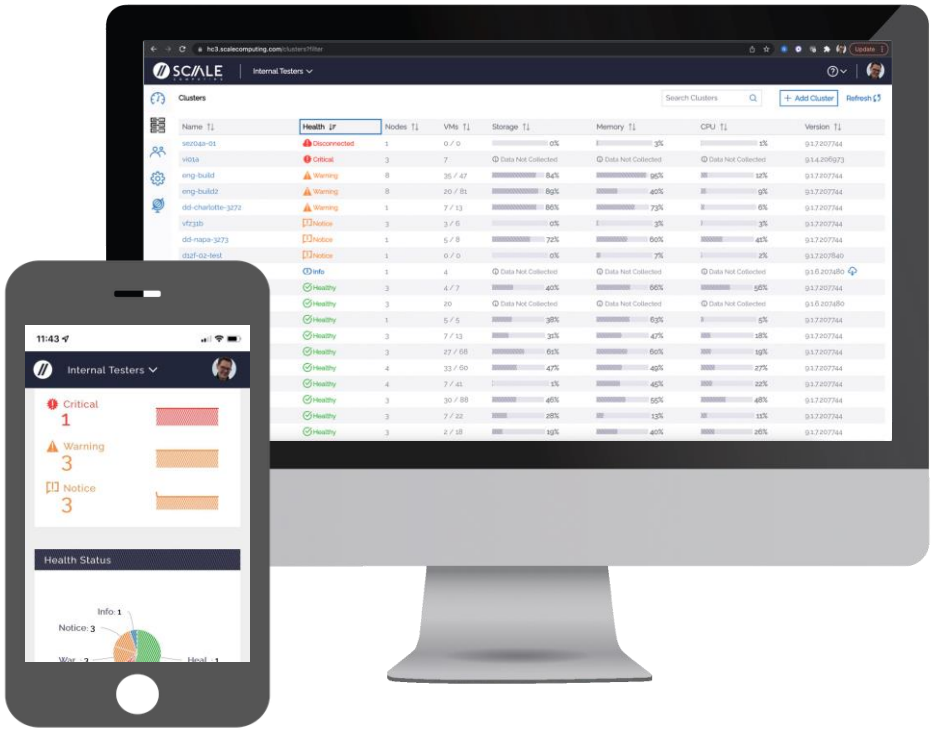
SCALE COMPUTING FLEET MANAGER

CENTRALIZED FLEET-WIDE MANAGEMENT

Simplicity is engineered into everything we do.

Scale Computing Fleet Manager is the cloud-based starting point for managing your global fleet of clusters running Scale Computing HyperCore.





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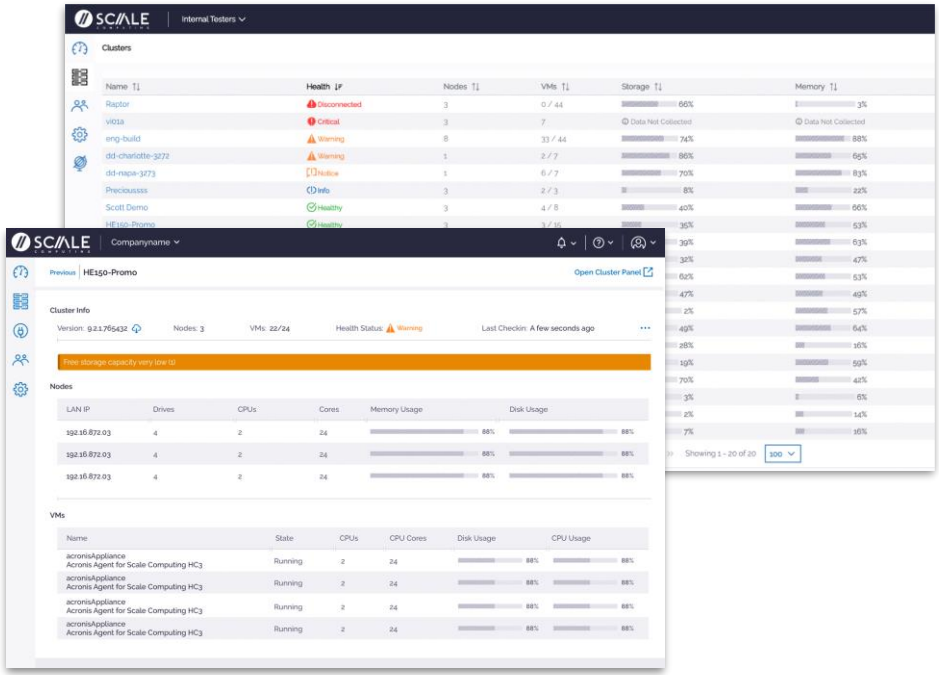
SC//FLEET MANAGER

EASILY MANAGE MULTIPLE CLUSTERS

SC//Fleet Manager makes monitoring the health of your entire infrastructure deployment easier than ever.

- Centralized management for all deployments
- Drill down from full fleet to individual VMs
- Proactive alerting, highlighting areas that need attention
- Single Sign-on (Microsoft & Google supported)
- Firmware upgrade management
- Monitor individual hardware devices and health within a cluster
- Monitor VM status, Disk Usage and CPU utilization from the Fleet Management interface
- One-click access to SC//HyperCore



SCALE COMPUTING PLATFORM

HCI SOLUTIONS FROM THE DATA CENTER TO THE EDGE SINCE 2012

SC// PLATFORM

SC// HYPERCORE

STORAGE

SERVERS

HYPERVISOR

DISASTER RECOVERY

VIRTUAL SERVERS
VIRTUAL DESKTOPS
BUSINESS RESILIENCE
HYBRID CLOUD

VIDEO SURVEILLANCE
CONTAINERS
ROBO
IOT

ON-PREMISES HARDWARE

SC// FLEET MANAGER

MANAGEMENT & ORCHESTRATION AT SCALE

CENTRALIZED MANAGEMENT
PROACTIVE ALERTING
SINGLE SIGN-ON

FIRMWARE UPGRADE MGMT
ZERO-TOUCH PROVISIONING
ACCESSIBILITY

CLOUD-MANAGED

SCALE COMPUTING

SC//PLATFORM ADVANTAGES

SIMPLE, AVAILABLE, SCALABLE, AFFORDABLE

- Fits any size deployment from edge to data center
- Self-healing to tolerate component failure
- Intelligent storage pooling – Nothing to configure
- Hyper-Efficient I/O path – No VSA architecture
- Hypervisor Included – No 3rd party licensing
- 24/7/365 in-house ScaleCare Support
- Cloud integration with Google Cloud Platform
- Native Backup/DR features and DRaaS capabilities
- No Expertise Required (Storage, HA, Virtualization, DR)
- Flexibility in Building Clusters with Differing Nodes

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VMWARE CUSTOMERS SPEAK OUT

SPICEWORKS ZIFF DAVIS SURVEY W/ CURRENT VMWARE USERS

- *Scale Computing commissioned a new survey of IT professionals in the US and the UK using VMware*
- *See what those users had to say, and how it changed from 2021*

Published: August 2023
https://www.scalecomputing.com/landing-pages/vmware-alternative

RELIABILITY

"VMWARE IS UNRELIABLE"

VMware organizations suffered from an average

34 HOURS

of downtime in 2023.

This is 5 hours more than in 2021.

Downtime events last for about 7 hours on average. Aberdeen research has found that an hour of downtime can easily reach six figures in costs.

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VALUE

"DELIVERS POOR VALUE"

2023 results showed that nearly half of surveyed customers say...

The value of VMware for the money is **below expectations.**

2

40%

of customers rated VMware as **below expectations** in at least one area.
Compared to 33% in 2021

30%

of customers rated value for money as a factor **below expectations.**
Compared to 36% in 2021.

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COMPLEXITY

"COMPLEX AND PAINFUL TO MANAGE"

3

In **2021** users spent **12.3 hours** a week on average managing and patching VMware solutions.

100%

of customers needed to call support services at some point

In **2023** this only got worse, with users needing to spend **16.8 hours** a week on average managing and patching VMware solutions.

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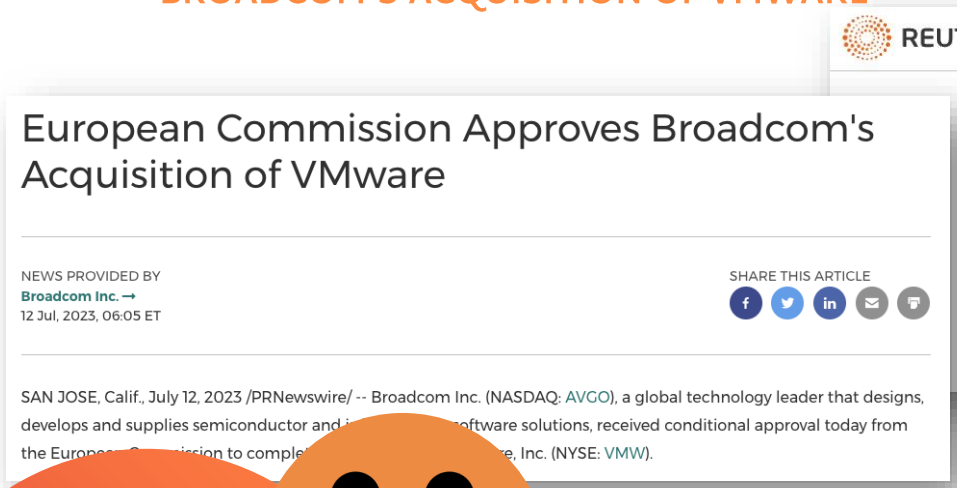
CORPORATE CHANGES

BROADCOM'S ACQUISITION OF VMWARE

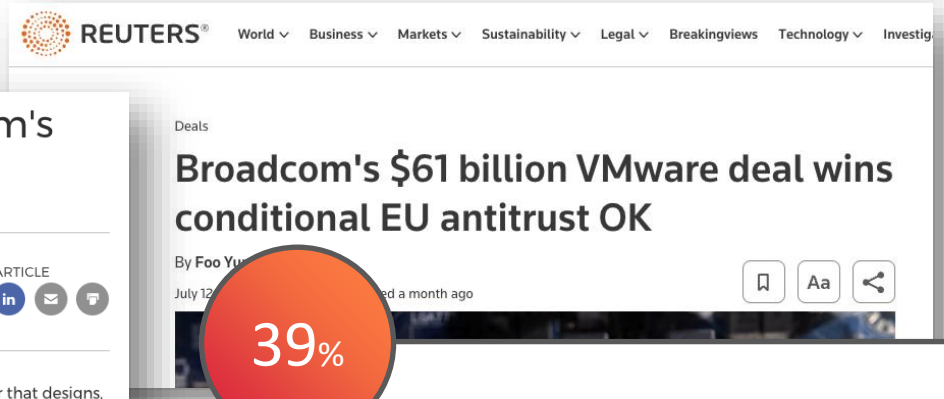


European Commission Approves Broadcom's Acquisition of VMware

NEWS PROVIDED BY
Broadcom Inc. →
12 Jul, 2023, 06:05 ET

SHARE THIS ARTICLE

SAN JOSE, Calif., July 12, 2023 /PRNewswire/ -- Broadcom Inc. (NASDAQ: AVGO), a global technology leader that designs, develops and supplies semiconductor and i… oftware solutions, received conditional approval today from the Europe… ission to comple… …e, Inc. (NYSE: VMW).



REUTERS® World Business Markets Sustainability Legal Breakingviews Technology Investig…

Deals

Broadcom's $61 billion VMware deal wins conditional EU antitrust OK

By Foo Yu…

July 12… …d a month ago

39%

Of customers are concerned about the potential acquisition.

4

VMware has stated that only 600 of their biggest accounts will be prioritized.

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BROADCOM'S NEW FOCUS

SOME VMWARE CUSTOMERS MORE VALUABLE THAN OTHERS

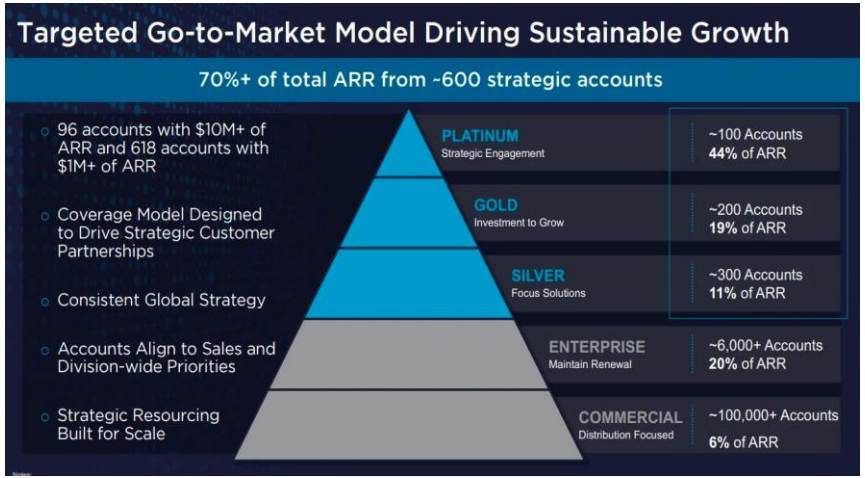
The Register

This article is more than 1 year old

Broadcom's stated strategy ignores most VMware customers

Focuses on 600 users, lets smaller outfits slide, trims R&D spend, slashes sales expenses

Simon Sharwood, APAC Editor — Mon 30 May 2022 | 13:00 UTC



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VMWARE CUSTOMER SURVEY RESULTS

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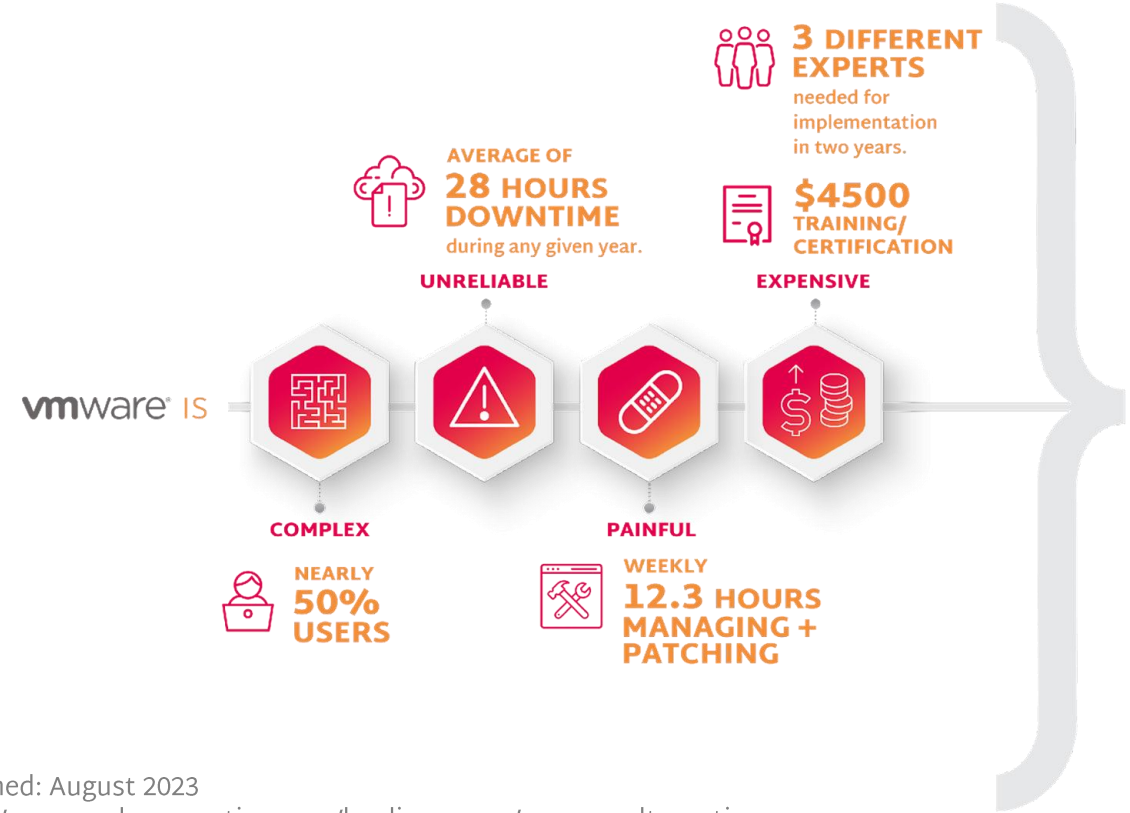

NO-VTAX!

These VMware customer survey results validate what has long been referred to as the "No-VTAX movement."

This movement is not against a specific company, it's against an old architecture of IT operations, maintenance, and spend.

Make the switch!

Published: August 2023
https://www.scalecomputing.com/landing-pages/vmware-alternative

SCALE COMPUTING

WHY SCALE COMPUTING? INFRASTRUCTURE THAT CARES FOR ITSELF

AUTOMATICALLY IDENTIFIES, MITIGATES, AND CORRECTS ISSUES

AVAILABILITY

SIMPLICITY

EFFICIENCY

SCALABILITY

SCALE COMPUTING

ZERO-TOUCH PROVISIONING

SC//FLEET MANAGER SOLVES THE SCALE-OUT PROBLEM

SC//Fleet Manager with Zero-Touch Provisioning (ZTP) provides the shortest time from pilot to production!

Avoid:

- Manual on-site configuration
- Configuration inconsistencies with many devices
- Potential for human error
- Sending expensive IT resources
- Wasting productivity better spent on other tasks
- Needing IT tools onsite (keyboard/monitor)

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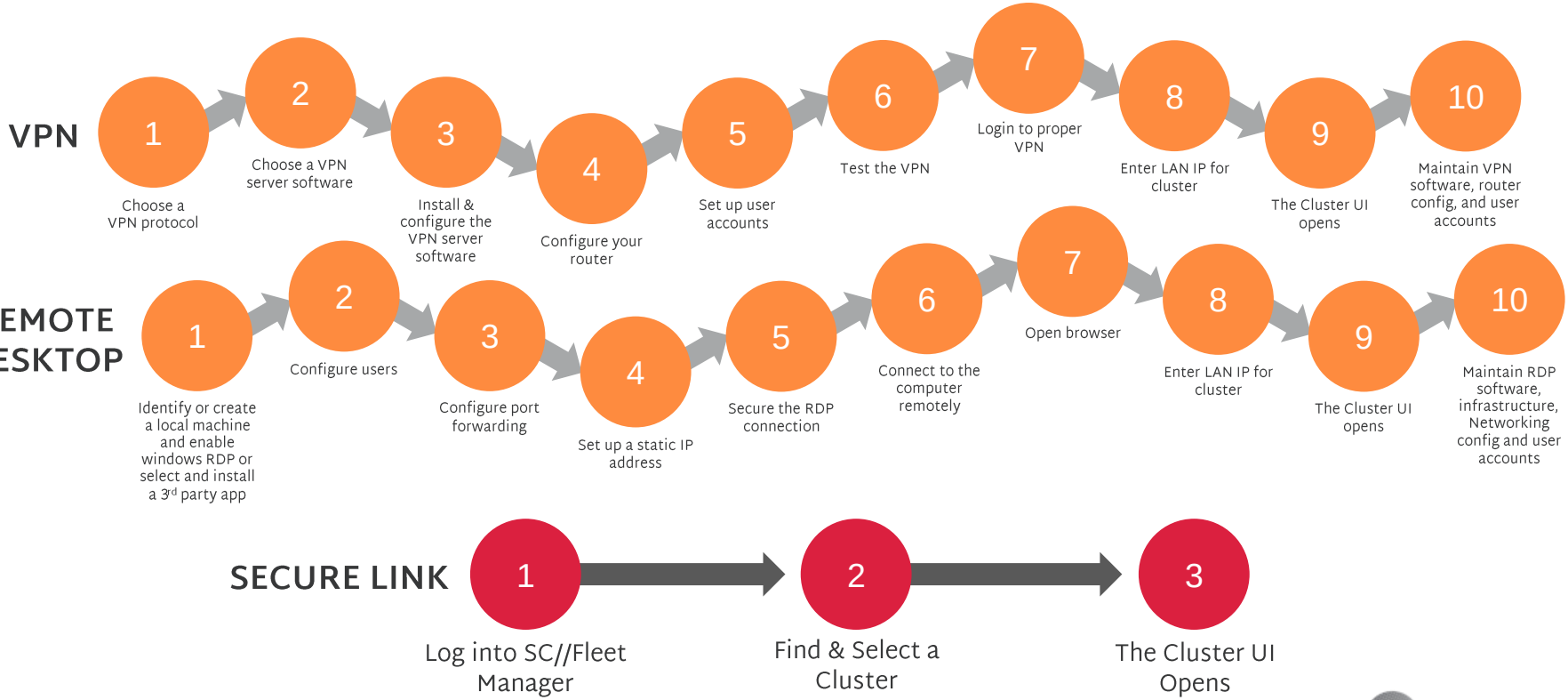
SECURE LINK

ONE-CLICK WEB ACCESS FROM ANY MODERN BROWSER ON ANY DEVICE



In the background, while the user is getting the loading screen, SC//Fleet Manager sends a secure request to the cluster to open a tunnel to t.scalecomputing.com. The cluster opens an SSH tunnel to t.scalecomputing.com.

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WINNER

In two categories for the fifth consecutive year!

CRN'S ANNUAL REPORT CARD

CONVERGED/HYPERCONVERGED INFRASTRUCTURE

	VMware	Dell	HPE	Nutanix	Scale Computing
Product Innovation	84.4	84.8	86.1	88.7	94.4
Support	73.6	76.1	77.2	80.6	89.8
Partnership	75.2	77.8	79.8	83.3	94.7
Managed and Cloud Services	74	71.6	76.5	79.9	86.8
Overall Score	77.1	77.7	80.2	83.4	91.5

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CRN'S ANNUAL REPORT CARD

EDGE COMPUTING

	HPE	Lenovo	Intel	Scale Computing
Product Innovation	81.3	92.7	83.4	93.7
Support	76.7	91.5	78.5	91.8
Partnership	75.3	93.4	80.9	94.5
Managed and Cloud Services	75	86.8	77.9	87.4
Overall Score	77.3	91.2	80.3	92

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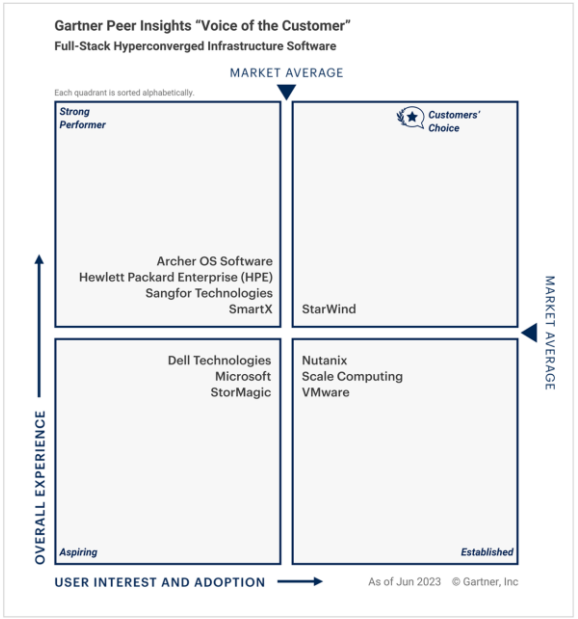
GARTNER PEER INSIGHTS

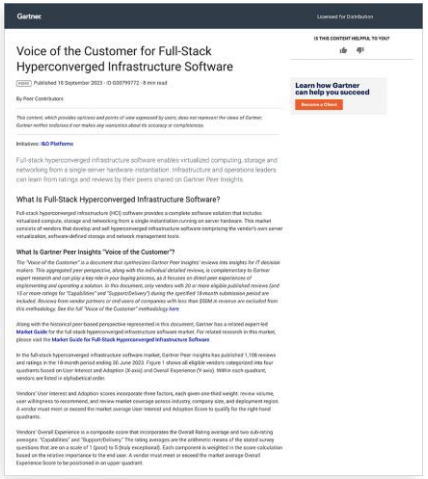
VOICE OF THE CUSTOMER 2023

Figure 1. Voice of the Customer for Full-Stack Hyperconverged Infrastructure Software



Source: Gartner (September 2023)

Recognized, full-stack Hyperconverged Infrastructure Software you can trust!



Source: www.scalecomputing.com/landing-pages/gartner-peer-insights-voice-of-the-customer

SCALE COMPUTING

THE NEW WAY TO VIRTUALIZE

- **All-In-One** (Server, Storage & Virtualization)
- Deploy in 30 Minutes
- Create VMs in seconds
- **Self-Healing** AI Platform
- Single Vendor Support
- No additional software to license
- Low **TCO**