

Why Customers Choose VMware vSAN

vSAN provides a first step to hybrid cloud and delivers developer-ready infrastructure

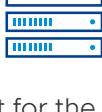
VMware vSAN™ provides IT a seamless path to hybrid cloud. With consistent infrastructure and operations across clouds, IT can accelerate operations, speeding innovation. vSAN also integrates VMware Tanzu™ to provide a single storage platform for virtual machines (VMs) and containers.

A single storage control plane for all applications

vSAN is the only storage software fully integrated with VMware vSphere® and VMware Cloud Foundation™, delivering a cloud operational model. It supports block and file storage, and integrates object storage services with technology partners to support any application.



Seamlessly deploy, operate and manage with vSphere and VMware vCenter® integration



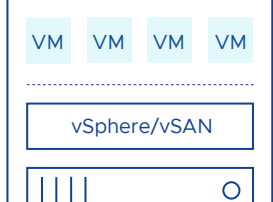
Get support for the latest storage technologies, including all-NVMe servers and vSAN over RDMA for mission-critical applications



Uniquely extend VMware hyperconverged infrastructure (HCI) to external storage through VMware vSphere Virtual Volumes™

Fully integrated with vSphere and VMware Cloud Foundation

- Seamlessly deploy and manage with existing tools (vSphere and vCenter)
- Use one lifecycle management tool for hardware and software
- Utilize native high availability (HA), distributed resource scheduler (DRS), and vMotion®



Native security for peace of mind

- Get software-based, data-at-rest, and in-flight encryption
- Utilize space efficiency features for encryption, such as deduplication and compression
- Simplify security with native KMS

Scale to meet any need

Scale out, scale up, or add storage-only clusters with VMware HCI Mesh™

64

Scale up to 64 nodes in a cluster

100

Scale up to 100 file shares per cluster

20

Scale up to 20 nodes per site in a stretched cluster

70% performance uplift for critical product experience management applications



Lower costs

Up to 62% CapEx savings¹

HCI lowers capital expenses while providing flexibility and choice.



Leverage x86 server economics: vSAN runs on servers from all major vendors



Reduce real estate, power and cooling costs by moving storage into servers



Scale up, scale out, or add storage-only clusters with VMware HCI Mesh

“Moving to a hyperconverged and cloud infrastructure in one year, we’ve reduced [costs] by multiple, multiple millions.”

— Matthew Douglas, Chief Enterprise Architect, **SENTARA**

Expansion \$

Initial \$

- High initial investment
- Inconsistent scaling
- Complex planning

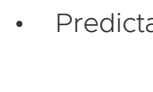


Traditional SAN

Expansion \$

Initial \$

- Lower initial investment
- Granular scale up and out
- Predictable outcome



HCI powered by vSAN

Accelerate storage operations

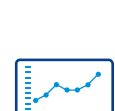
Reduce time spent on routine tasks by **more than 50%** with simplified processes performed by a unified infrastructure team.²



Align storage policies with workloads, not with storage hardware constructs



Enable faster delivery of services with reduced staff overhead

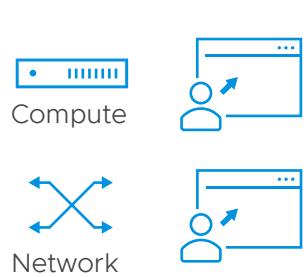


Experience a faster learning curve with a familiar and extensible management solution (vCenter)

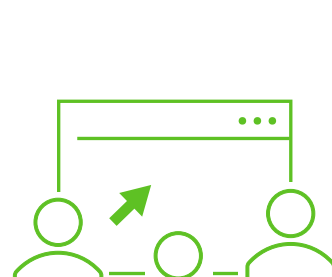
“For me, as an IT manager, simple management is the great added value of vSAN. For our users that—unnoticed—they can at least maintain their efficiency and productivity.”

— Giovanni Govaerts, IT Manager, **modemakers** *123ken en meer*

Environment with Traditional Enterprise SAN



Hyperconverged Infrastructure



One tool. One team.

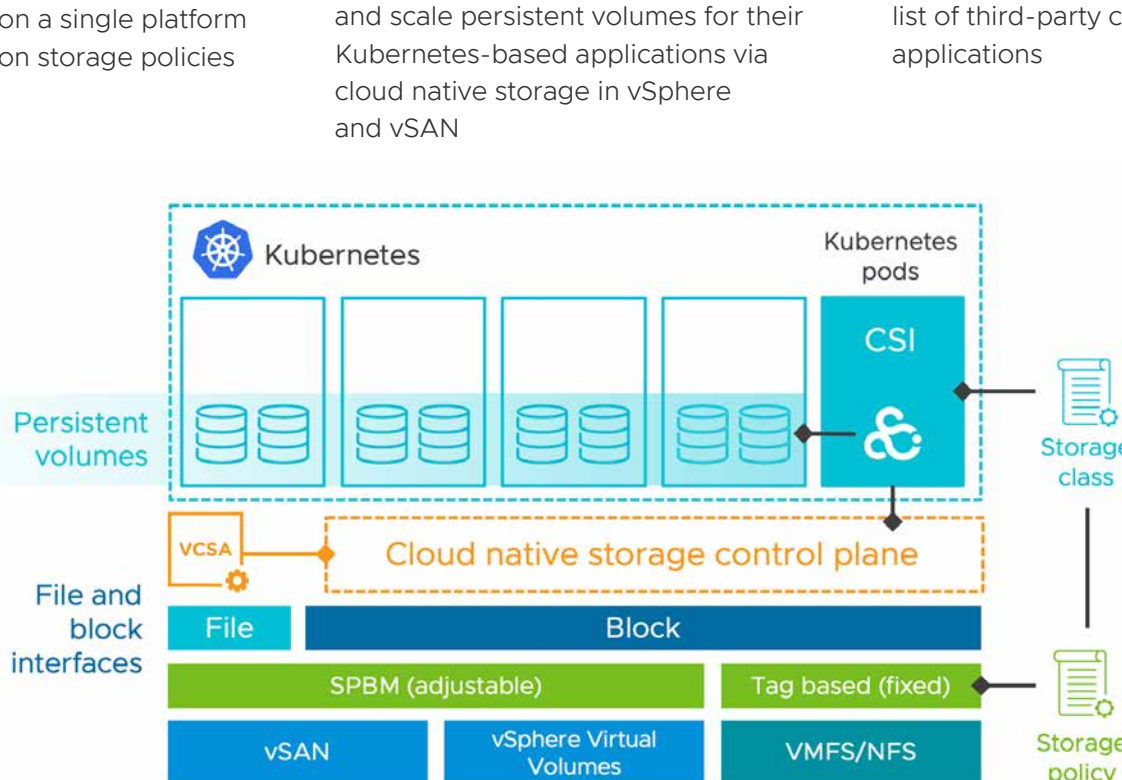
“From an operational point of view, [the common set of management tools from vSAN] make day-to-day administration much simpler. Convergence and simplicity are critical.”

— Mike Howell, Chief Group Head of Infrastructure Services, **Rentokil Initial**

Developer ready

vSAN provides developers the self-service capabilities they need while giving administrators the governance and insights to manage the infrastructure.

- Manage storage for VMs and containers on a single platform with common storage policies
- Allow users to dynamically provision and scale persistent volumes for their Kubernetes-based applications via cloud native storage in vSphere and vSAN
- Gain integration with a growing list of third-party cloud native applications



“By streamlining provisioning, we can deploy code faster with fewer errors and speed rolling out new services to customers.”

— **Homes.com**

HCI powered by vSAN adopted by 30,000 customers

Market leader of HCI Systems by System Software since 2018, according to IDC.³

Named as a Leader in the **2021 Gartner Magic Quadrant for Hyperconverged Infrastructure Software.**⁴

To learn more about **VMware vSAN**, visit vmware.com/products/vsan.

¹ Forrester Consulting, “The Total Economic Impact of VMware vSAN,” Dean Davison and Mark Lauritano, September 2019.
² Compass Partners, “VMware HCI Applications Study,” Radu Delacroix and Susan Wright, September 2020.
³ Market share by revenue, IDC’s Q3 2021 Worldwide Quarterly Converged Systems Tracker, December 13, 2021. Tied for first in 2020/18.
⁴ Gartner, Inc. “Magic Quadrant for Hyperconverged Infrastructure Software,” Jeffrey Hewitt, Philip Dawson, Julia Palmer, Tony Harvey, November 17, 2021.
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