

vmware®

EXPLORE

2022



Partners Helping Accelerate Enterprise Cloud Transformation

Biswajeet Mahapatra
Principal Analyst



Changing Customer Needs Are Redefining The Technical Requirements Of Modern Applications

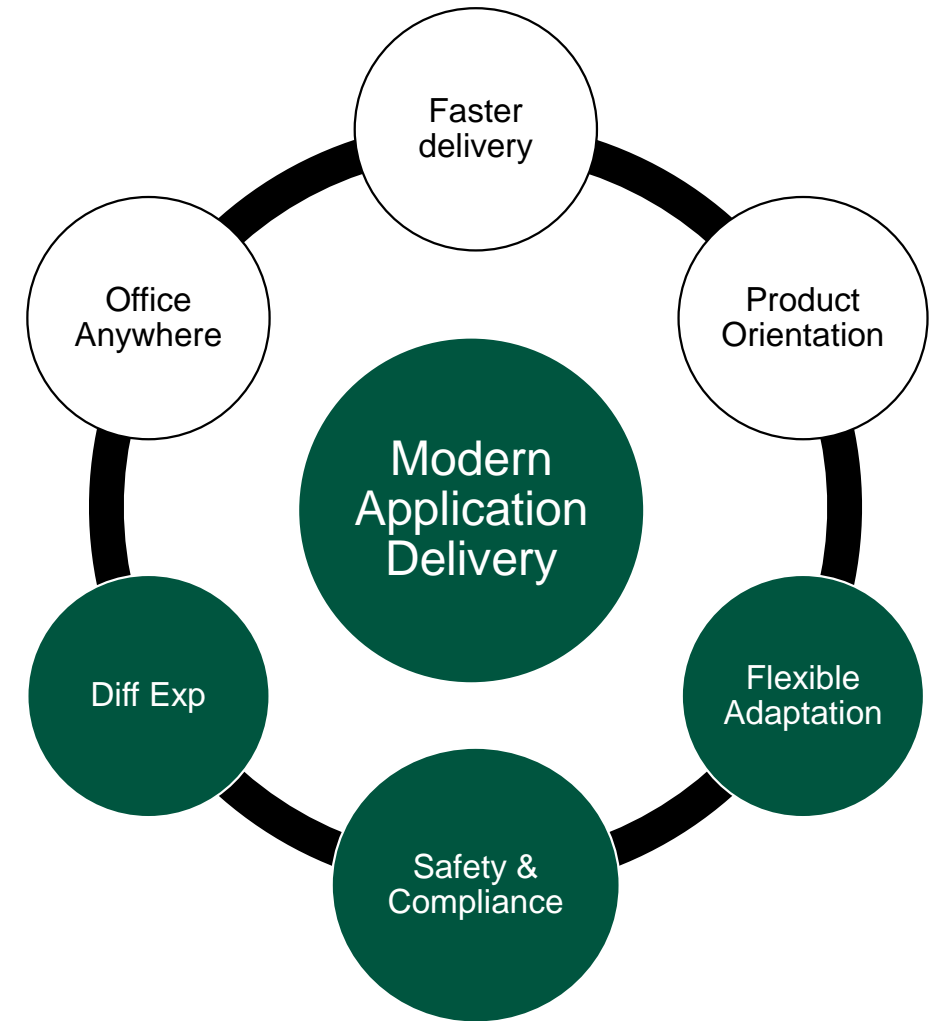
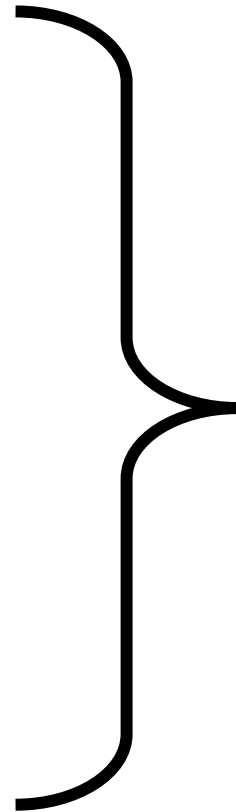
Customer Priority, convenience, and privacy, loyalty continues to decline



Business interaction model needs to provide Hybrid Experience



Normalizing Uncertainty in Business operations require improved resilience



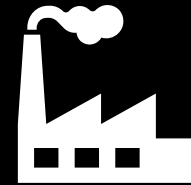
Cloud Movements

Public and Private clouds to transform to Multi clouds

Private Clouds

Or/And

Public Clouds



Industry
clouds



Sovereign
clouds

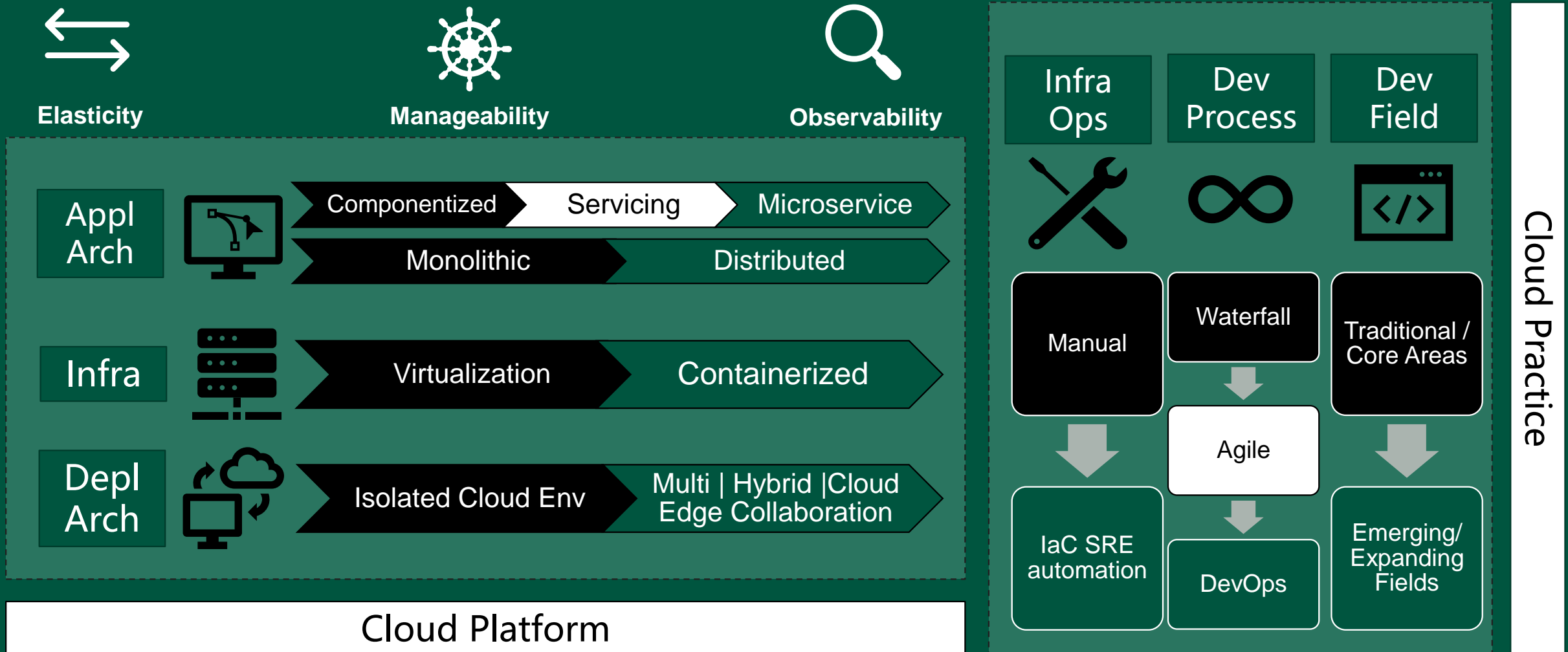


Multi
clouds

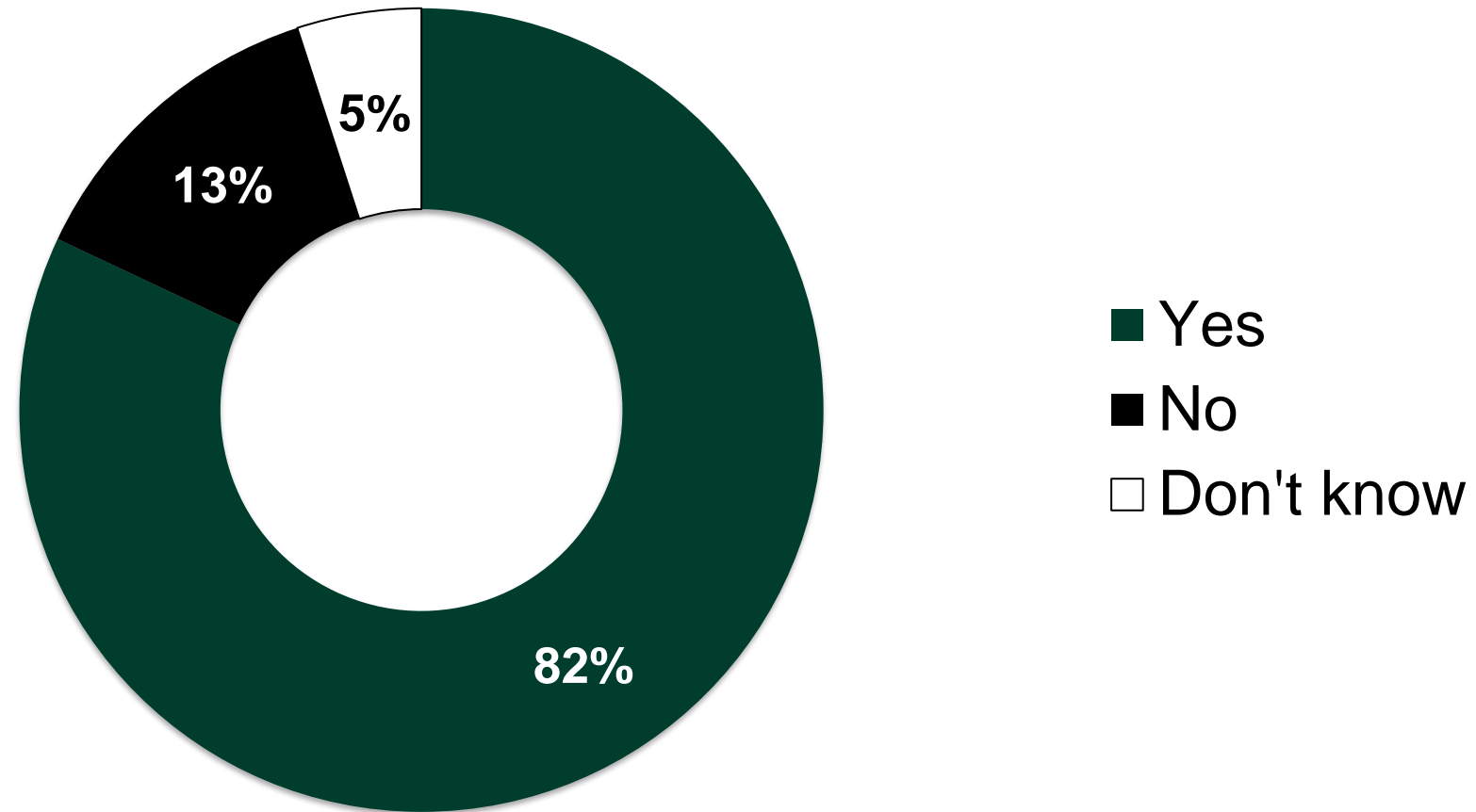


Edge

Multi-Cloud And Hybrid Cloud Becoming Normal Architecture Choices



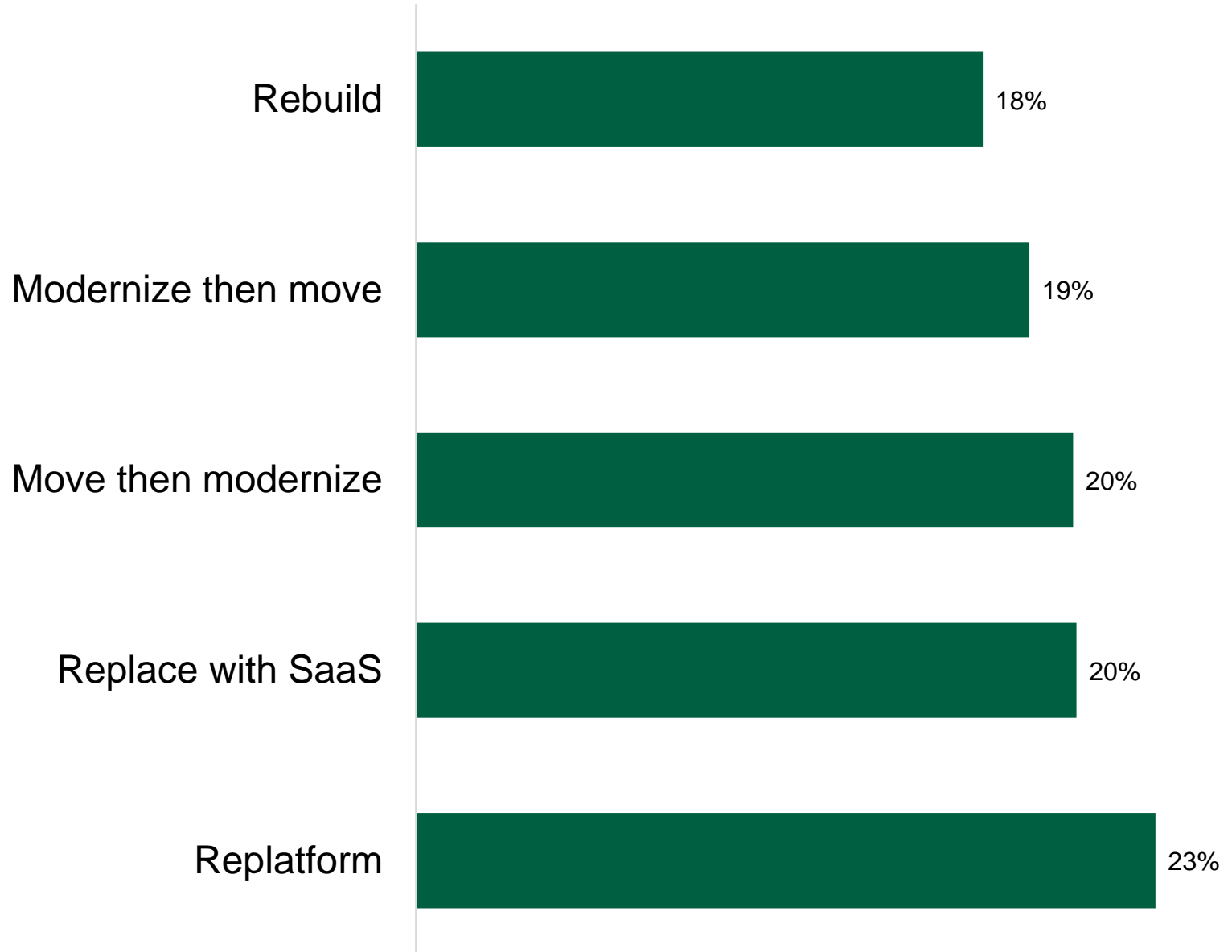
Would you describe your organization's cloud strategy as hybrid? - APAC



Source: Business Technographics Infrastructure Asia Pacific Survey, 2021| Base: 472 Infrastructure decision-makers whose organizations are adopting cloud platform(s)

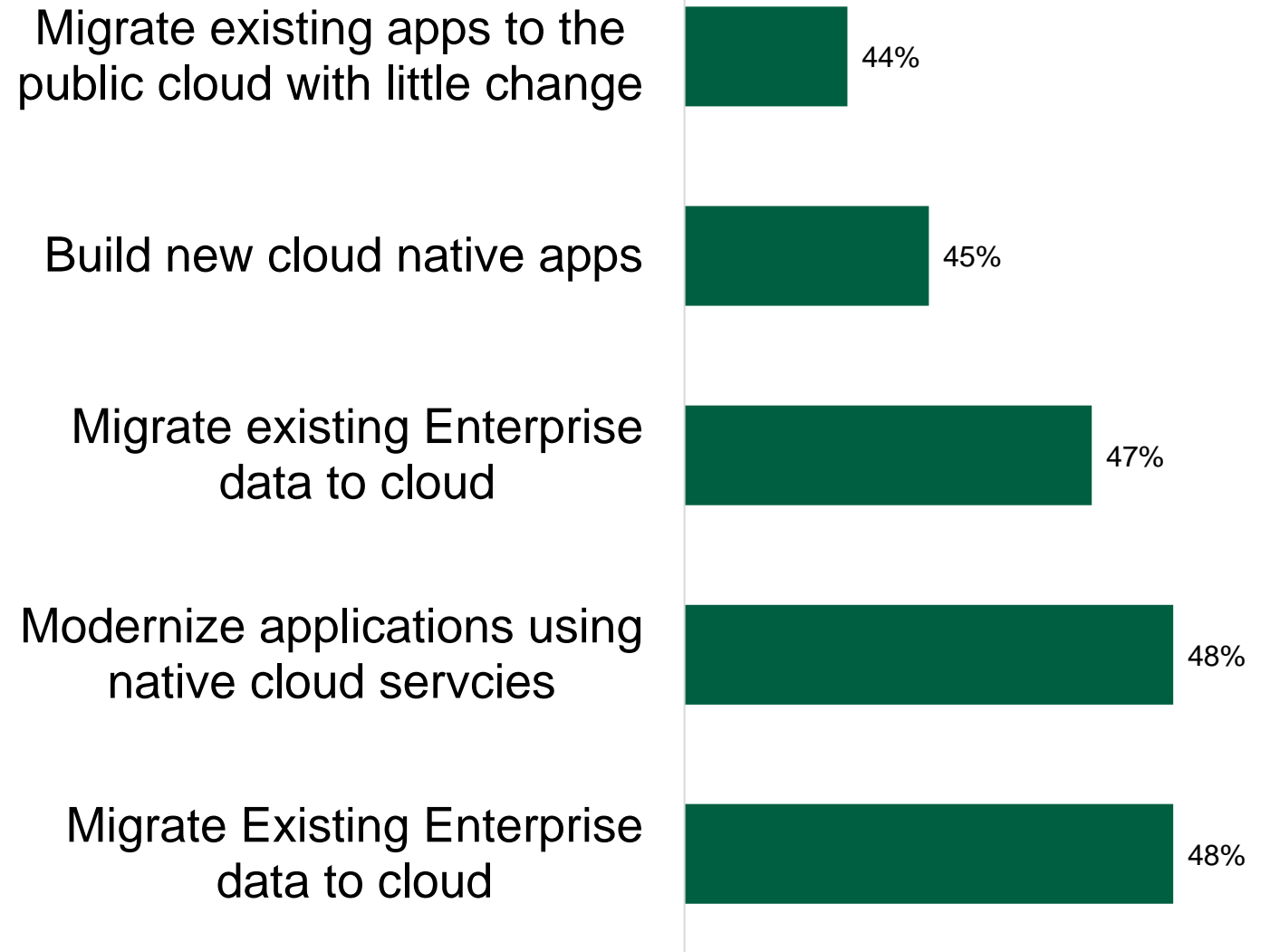
Strategies for moving to cloud (APAC)

Approaches organizations have taken for migrating to public clouds - SaaS, PaaS, IaaS



Application Modernization Strategy (APAC):

Current cloud strategy



Source: Forrester's Infrastructure Cloud Survey, 2022 | Base: 1416 APAC Cloud decision-makers who were assigned to the platforms or business survey track

Expectations For Multi And Hybrid Cloud Deployments

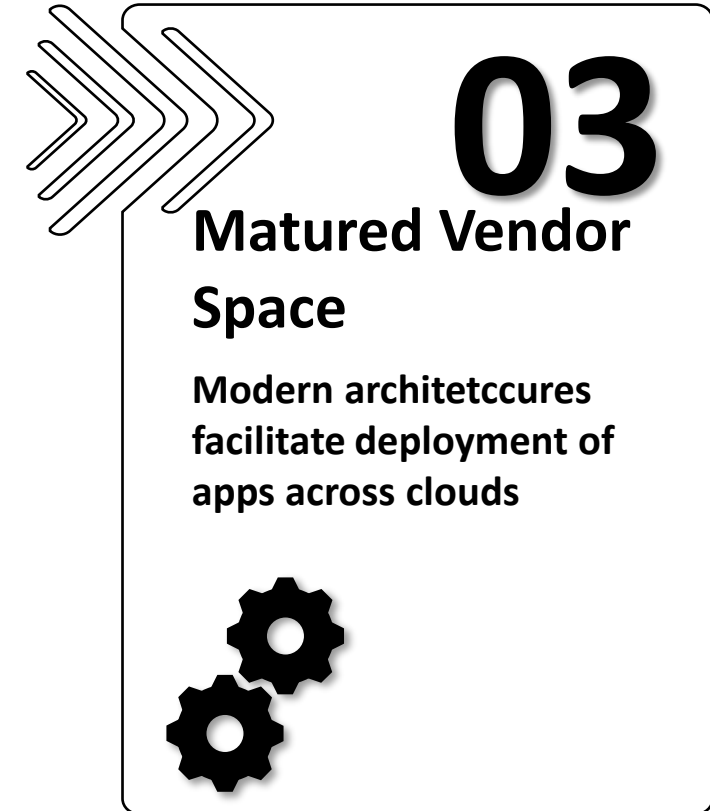


01
**Hybrid by
Accident**
To Hybrid by Design



**Governance,
Visibility, Control**
Better and standard
Management tool
across platforms

02



03
**Matured Vendor
Space**
Modern architectures
facilitate deployment of
apps across clouds

Key Customer Requirements From Cloud Vendors



**Hybrid Cloud Management
Tools are a necessity**



**Unified Experience
Simplifies
Management**



**Usage of cloud at a
better scale and speed**

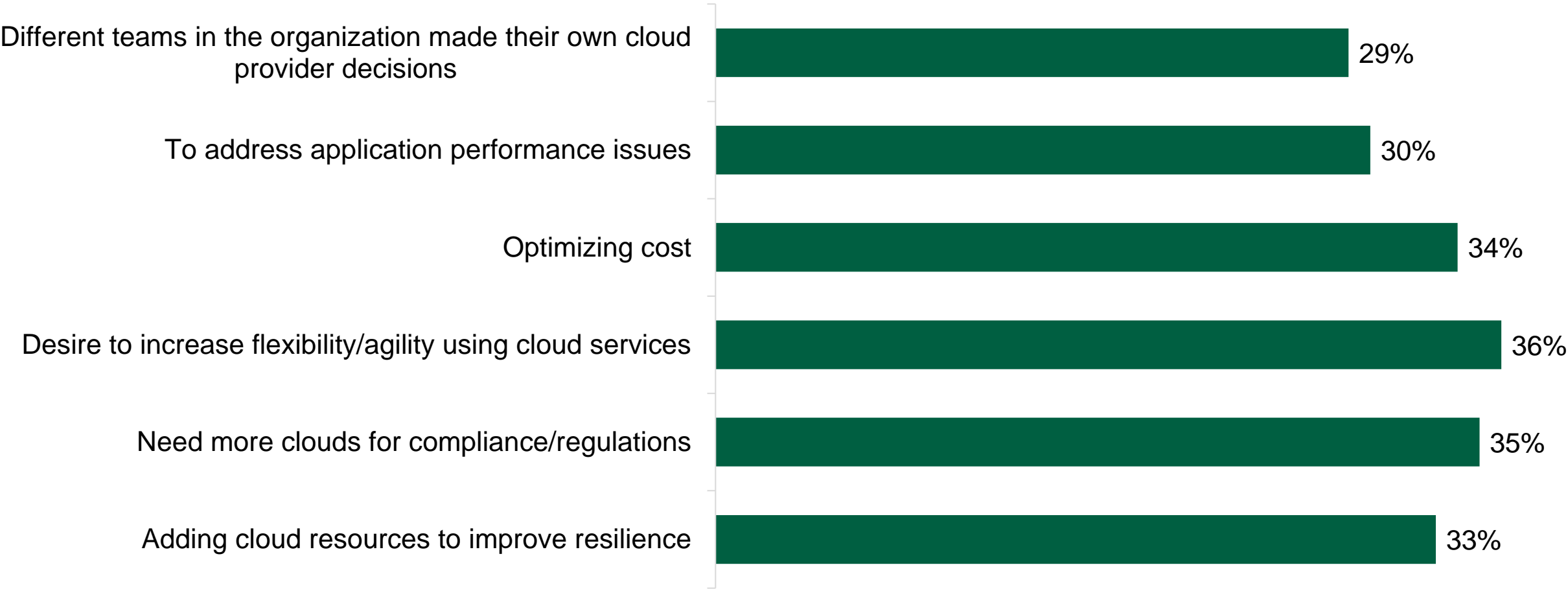


Partners Must Help Enterprises To Accelerate Cloud Movement

Help enterprises innovate
and scale



Why Does Your Organization Primarily Use A Hybrid Strategy Of Multiple Cloud Platforms? APAC



Source: Forrester's Infrastructure Cloud Survey, 2022 | Base: 1096 APAC Cloud decision-makers who were assigned to the platforms or business survey track

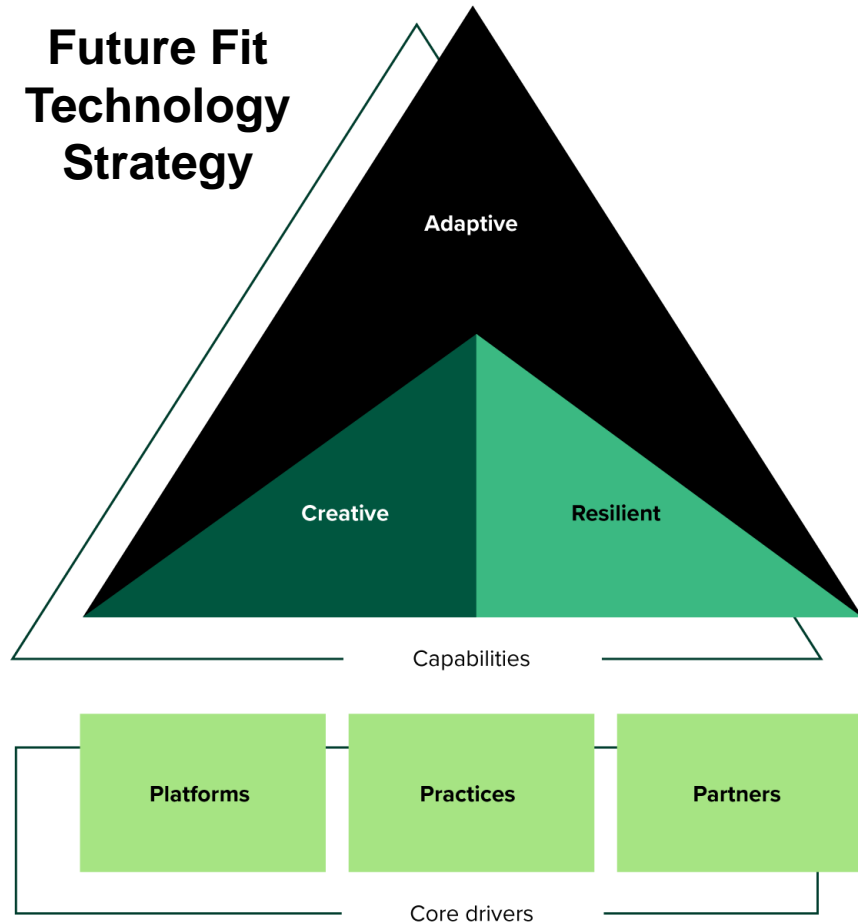
Which Type Of Third-party Services Does Your Organization Use To Support Your Cloud Strategy And Management Needs?

- APAC

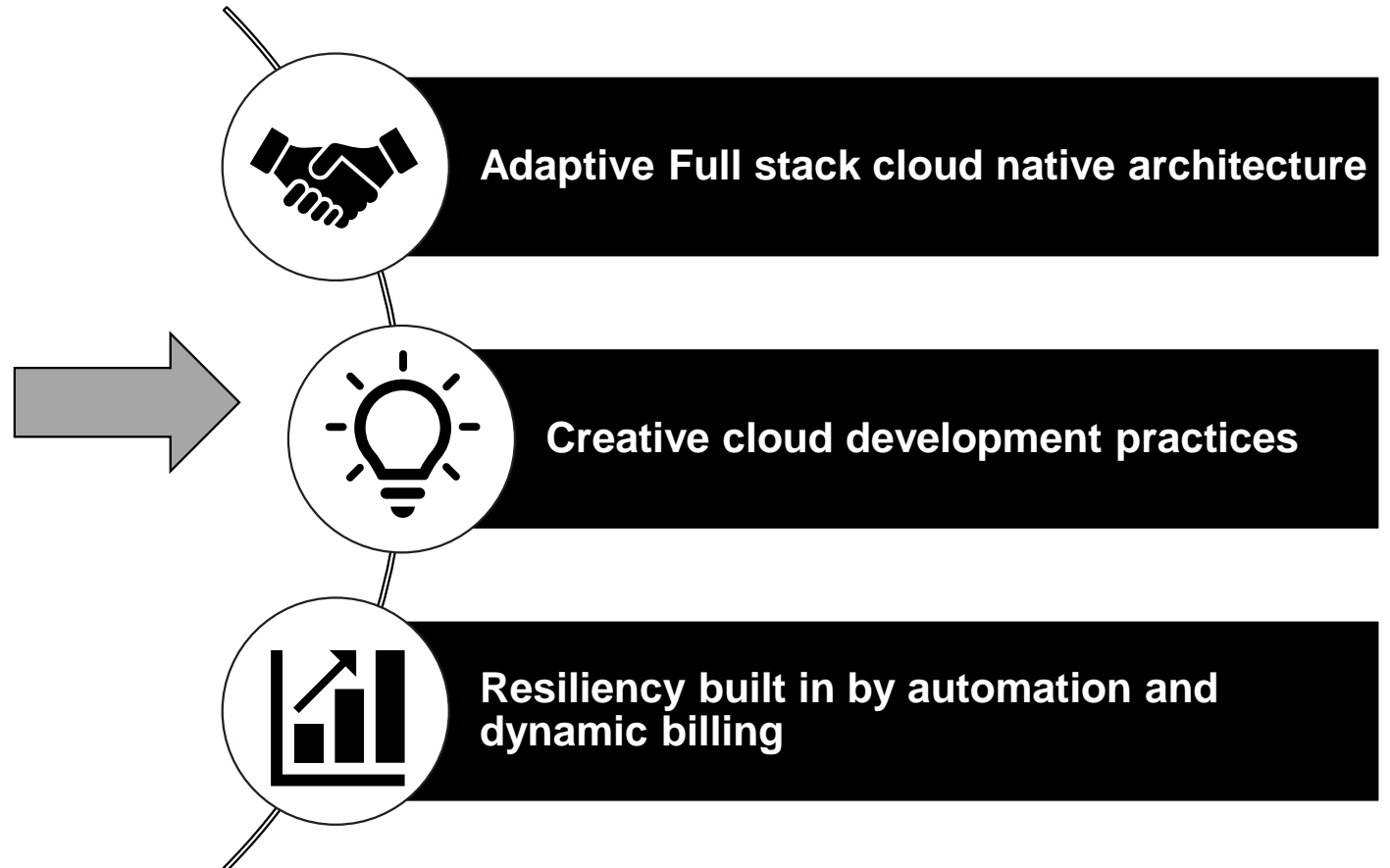


Source: Forrester's Infrastructure Cloud Survey, 2022 | Base: 993 Cloud decision-makers who were assigned to the partners or business survey track

Accelerate Adoption of Future Fit Cloud Platforms



 **Next Generation Cloud platform with Cloud Native capabilities**



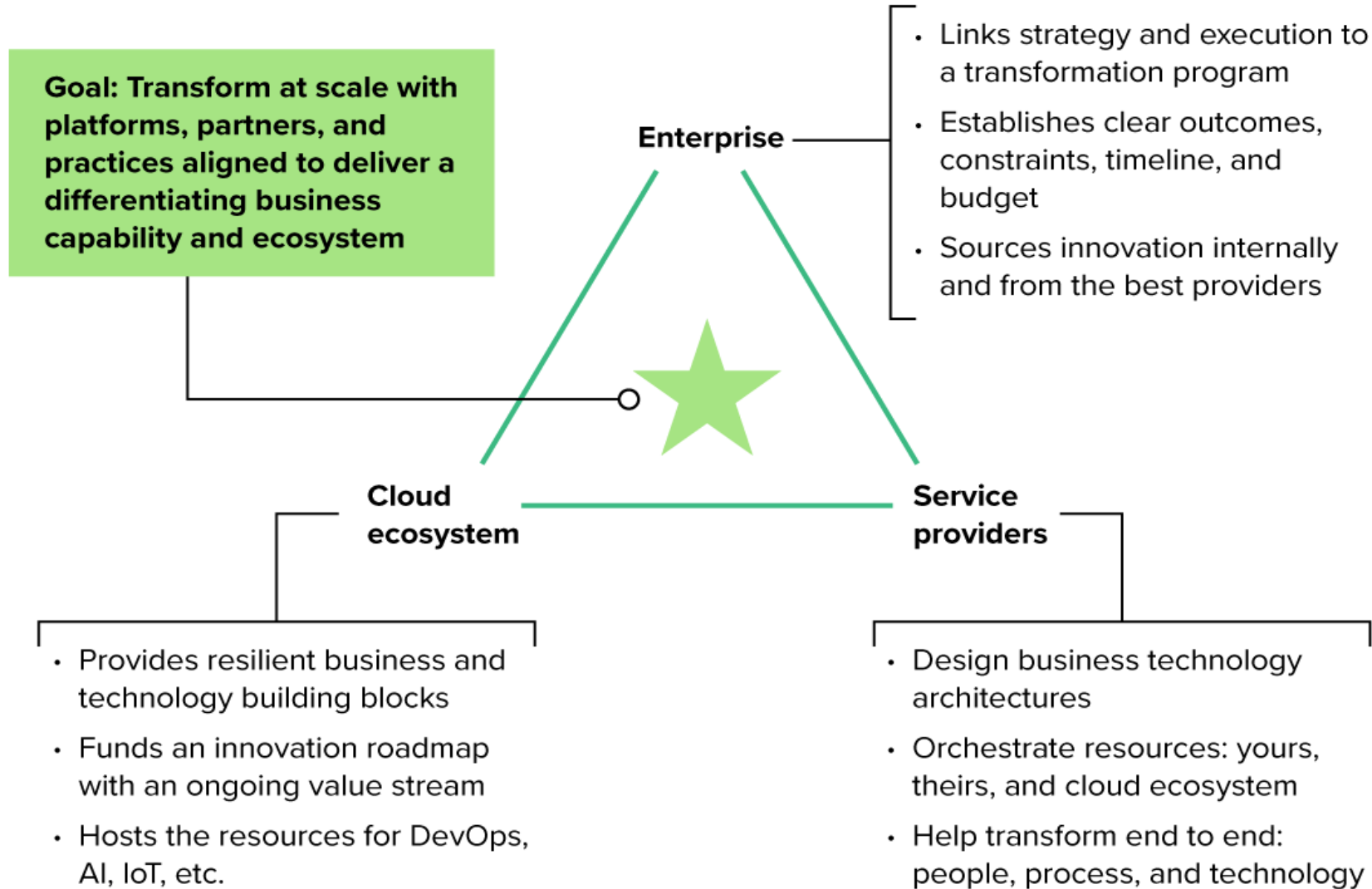
Source: "Your Future Fit Technology Strategy: Adaptive, Creative, And Resilient" Forrester report

© Forrester Research, Inc. All rights reserved.

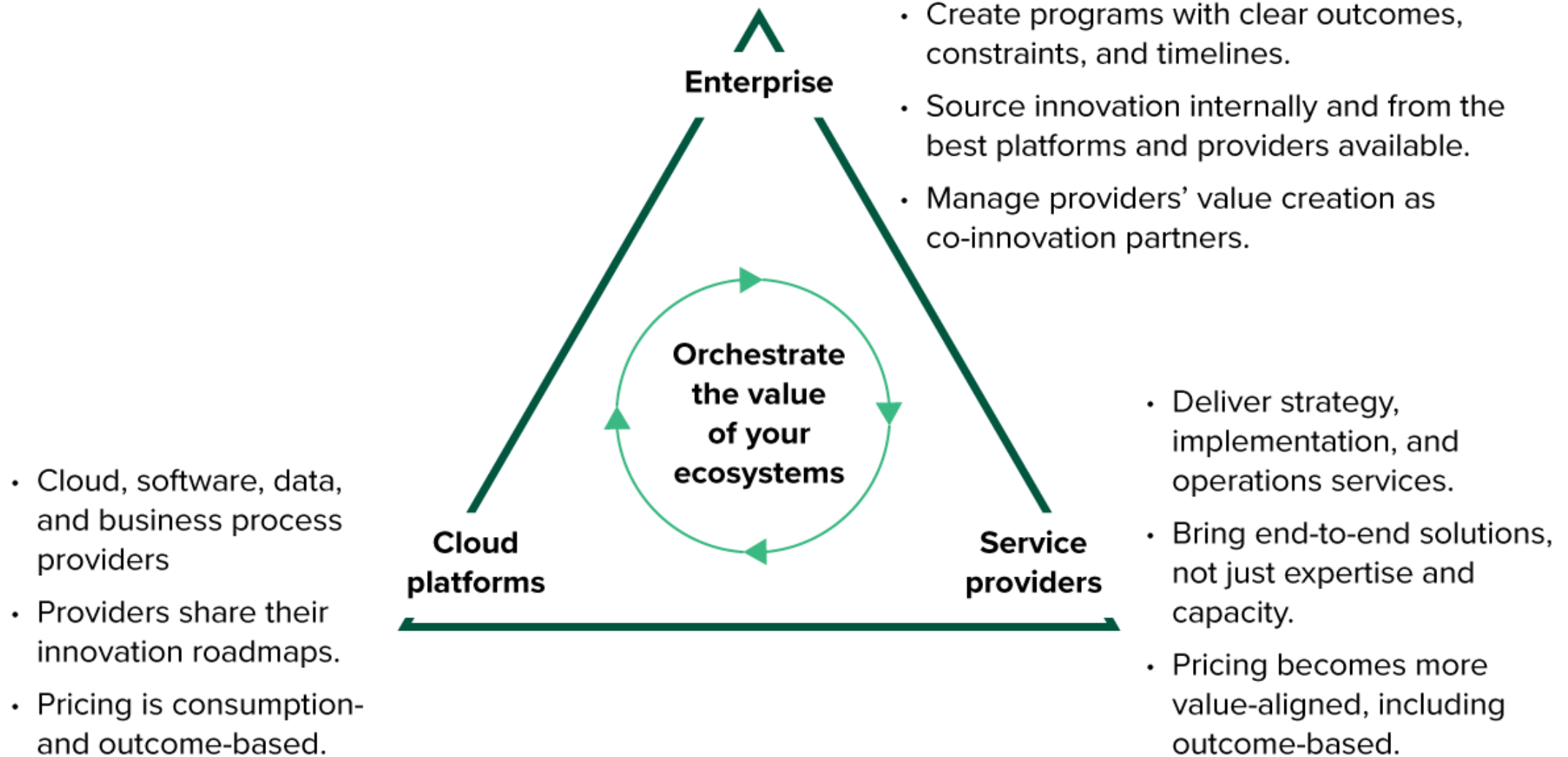
Future Fit Partners

Co-innovation partners are service providers that work with you to orchestrate the value of your internal and external ecosystems to cocreate platforms and solutions, motivated through shared outcomes, structured commitments, and financial incentives.

Partner Led Innovation Model



Future Fit Partner Strategy



Help Your Customers Accelerate To The Cloud With Confidence

1. Take a holistic view of your customer's needs and align with their business and technology outcomes.
2. Work with vendors which support cloud in both breadth and depth with agility.
3. Help your customer scale operations with advanced optimization and automation.

Thank You.

**Biswajeet Mahapatra,
Principal Analyst
Forrester**

vmware®

EXPLORE

2022