



Shape your future infrastructure with BT and VMware

In a world of change, you need a hybrid cloud strategy you can rely on.

Operating a business through a pandemic is uncharted territory for most. It's transformed how enterprises work, think and serve their customers and employees. And it's driving fundamental change in what technology needs to deliver, accelerating innovation needed for sustained growth and competitive advantage.

With such significant pressure, enterprises are having to reduce time to market for new digital services and create more agile business models that can pivot as fast as demands change. And all this needs to be done whilst also controlling or reducing costs.

Cloud has been a clear winner. Public cloud adoption has increased as businesses look for more cost-effective, flexible models. But for those with large, complex workloads, migrating everything across to the hyperscalers just isn't an option.

Take the finance market, for example. Many banking apps are so complex that the time and cost of moving then to public cloud would outweigh the benefits. And there's no guarantee of consistent performance.

Our Private Cloud approach provides a consistent global solution that combines the performance, security, and compliance you are used to within your own data centre, with the agility and automation capabilities of public cloud.

- Support your hybrid cloud journey
- Free up IT resource
- Keep assets off your books and minimise CapEx spend with a smart consumption model

BT and VMware; your safe pathway to hybrid cloud

As you rethink where your applications and data reside, be it from a performance, security, or regulatory perspective, you need to consider not only how you run things now, but also how to create the right foundations for more intelligent, automated systems in the future.

Private Cloud from BT allows you to move at a pace to suit your business. Our expert teams migrate your mission-critical business applications, such as ERPs or unified communications tools, into a private cloud model. With VMware being used by most businesses for on-premises apps, moving a substantial amount into a private cloud running on VMware means you don't waste time or money having to refactor them for the cloud. And with BT managing the process, you can be assured of the same resilient network connectivity and security as you were experiencing within your own data centre.

By taking advantage of VMware hyper-converged architectures, network function virtualisation and automation, we can manage this process seamlessly without disruption or downtime.

- We won't tie you into any one cloud supplier.
- You'll be free to move workloads across different environments including on-premises, private and public clouds and at the Edge, safe in the knowledge they'll behave the same no matter what.
- We can easily extend our services into your public clouds, through ready integration with VMware on AWS, Azure VMware Solution and multi-cloud overlay architectures as well as BT's own hyperscaler infrastructure.

80%

Gartner predicts that by 2025, 80% of enterprises will have closed their traditional data centres.¹

¹ <https://www.gartner.com/smarterwithgartner/the-data-center-is-almost-dead/>



We reduce time to market for next-generation apps, without increasing risk

We create a fully managed scalable cloud operating model so you don't have to invest in your own infrastructure or the resources to run it. This leaves your teams free to focus on servicing existing apps as well as generating new cloud-native apps that can run in localised availability zones. This approach gives you much more accountability over where your applications reside to meet data sovereignty regulations.

We deliver a consistent end-to-end service no matter where in the world you are

Our specialists work with you to consult, assess, design, implement and run your global hybrid cloud strategy including connectivity and security. You get a consistent experience delivered through a single, automated operating model, using VMware technology, that enables you to rightsize and scale up fast. And we can deliver Private Cloud in one of BT's global data centres or your own data centre, the choice is yours.

We give you greater cost control and choice with an economical commercial model

Our smart consumption model gives you the commercial flexibility of the public cloud with all the security and control of a private cloud. You can choose from pure OpEx or a full range of pay-as-you-go services including managed security, network services, and data centres services such as disaster recovery and back-up-as-a-service.

We keep businesses safe and sound

We have 70 years' experience protecting the world's largest multinational organisations and governments, giving us the real-world experience to make sure your solution is secure. We safeguard against 6,500 cyber attacks per day and block over 100 million malicious communications each month, which give us the data we need to understand the latest threats.

Get in touch with your BT account manager to find out how we can help or visit www.bt.com/global for more information.

Why BT and VMware?

- VMware is the de facto technology for on-premises business applications. We migrate your existing applications to a dedicated private cloud without having to refactor them, reducing the risk of downtime and ensuring the app behaves the same, as it continues to run on BT's resilient network with the same security policies.
- We understand that your requirements as an enterprise are continually evolving. Using VMware technology, combined with our network expertise and managed services, mean it's easy to combine existing apps with SaaS apps in the future or develop new public cloud apps that link directly into your private cloud. We have the knowledge and experience to manage this seamlessly for you and avoid any disruption to your business.
- We offer hybrid cloud security across network, IT and cloud, supported by 16 SOC's and 3,000 security experts.

Offices worldwide

The services described in this publication are subject to availability and may be modified from time to time. Services and equipment are provided subject to British Telecommunications plc's respective standard conditions of contract. Nothing in this publication forms any part of any contract. © British Telecommunications plc 2021. Registered office: 81 Newgate Street, London EC1A 7AJ.

Registered in England No: 1800000.

January 2021

