

# NEW! VMware vSphere Storage Appliance – *“Shared Storage for Everyone”*

Confidential

vmware®

# Agenda

- **Use Cases for vSphere Storage Appliance**
- **Key Benefits**
- **How Does It Work?**
- **Pricing and Packaging**
- **vSphere Storage Appliance Best Practices**

# Use Cases for vSphere Storage Appliance

# Small and Midsize Business Understand the Benefits of Virtualization, But Many are Still Held Back

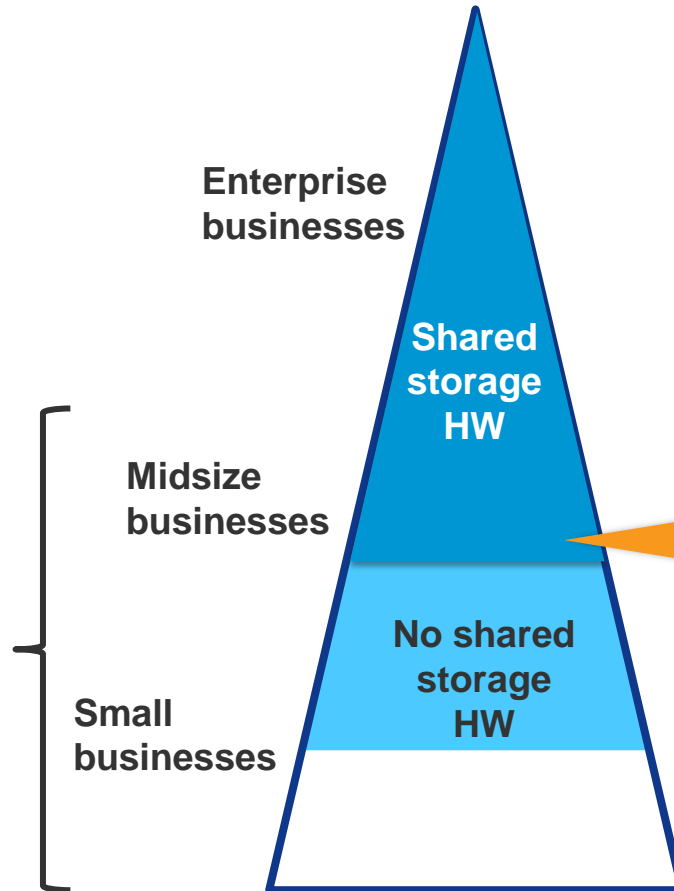
	Reasons Why Many SMBs Buy vSphere	Need Shared Storage?
1	Make better use of existing infrastructure	
2	Save time in managing infrastructure	✓
3	Improve application availability	✓
4	Better protect business data	✓

Traditionally, shared storage hardware is required to fully get the benefits of virtualization

# vSphere Storage Appliance empowers SMBs that currently do not have shared storage

Many SMB are locked out of high availability and resource pooling benefits of shared storage

- Don't have shared storage experience
- Tight budgets
- Unaware of features enabled by shared storage

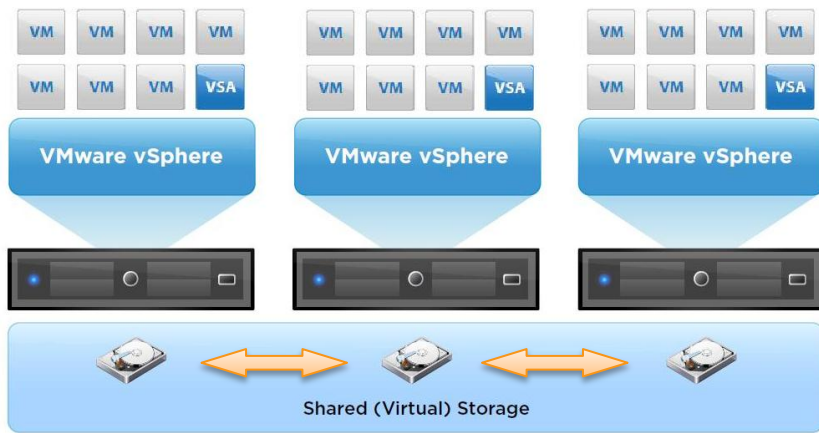


## vSphere Storage Appliance

- Expands high availability and advanced vSphere features to SMBs without shared storage HW
- Provides easy transition SMBs to add shared storage HW to their environment when ready

# Introducing: vSphere Storage Appliance Shared Storage for Everyone

## VMware vSphere Storage Appliance (VSA)



**Revolutionary software that delivers  
shared storage capabilities without  
the cost and complexity**

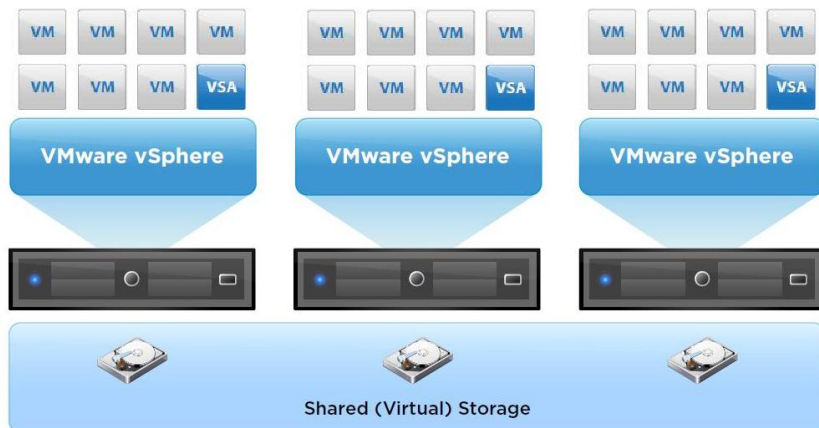
- Lowers capital costs to get to virtualized IT
- Drops knowledge barrier for virtualization adoption
- Enables more SMBs to benefit from unique vSphere capabilities (e.g., vMotion, High Availability, automated resource management)

# Key Benefits of VMware vSphere Storage Appliance

# vSphere Storage Appliance — Shared Storage for Everyone

## What is VSA?

### VMware vSphere Storage Appliance (VSA)



**Revolutionary software that delivers shared storage capabilities without the cost and complexity**

## Customer Benefits

1

### Five click simplicity

- Install in minutes
- Easy to use
- Saves money

2

### High Availability without the need for shared storage hardware

- Survive server failures
- No more planned downtime

3

### World-class datacenter capabilities – even for small environments

- Set and forget automation
- Get more out of your hardware



# vSphere Storage Appliance – Customer Benefits

1

## Five click simplicity

- **Install in minutes**  
Easier than setting up your wireless router
- **Easy to use:**  
Manage all your storage resources right within vCenter Server
- **Saves money:**  
Less than half the cost of any storage hardware alternatives

2

## High Availability without the need for shared storage hardware

- **Survive server failures**  
Implement auto-restart for all applications and get continuous availability for the for the most important applications
- **No more planned downtime**  
Migrate virtual machines from host to host, with no service disruption

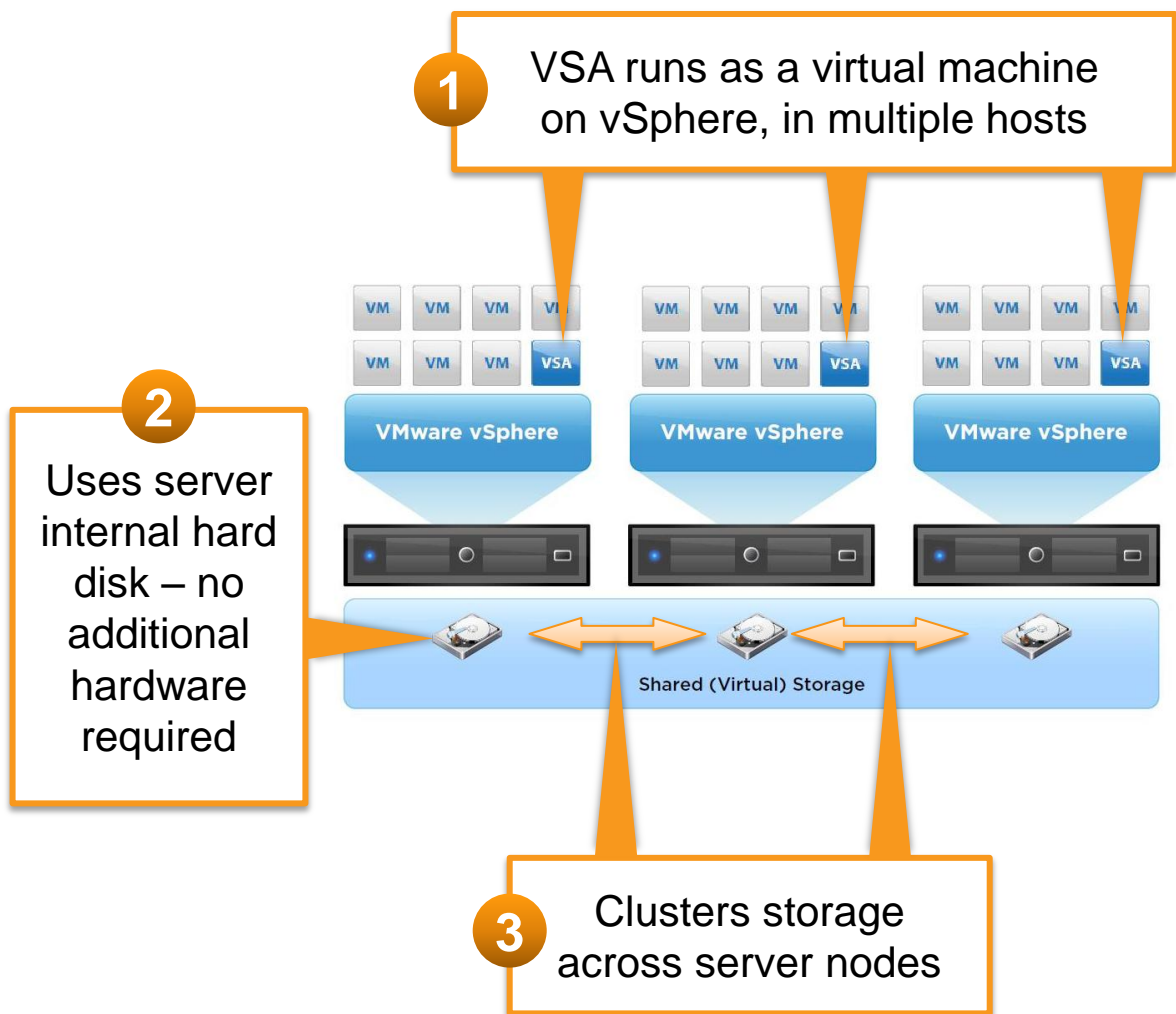
3

## World-class datacenter capabilities – even for small environments

- **Set and forget automation**  
Use unique vSphere capabilities like vMotion, High Availability, and DRS to guarantee application service levels
- **Get more out of your hardware**  
Increase utilization by pooling workloads across your IT environment

# How Does It Work?

# vSphere Storage Appliance – How does it work?



VMware vSphere Storage Appliance provides virtual shared storage volumes without the hardware.

Enabling key features from vSphere Editions:

- **Essentials Plus, Standard**
  - High Availability
  - vMotion
- **Enterprise**
  - Fault Tolerance
  - Distributed Resource Scheduler
- **Enterprise Plus**
  - Storage vMotion

# vSphere Storage Appliance — Details

---

## Compatibility

- Compatibility with vSphere 5 only
- Requires use of vCenter Server

## Storage Protection

- RAID 1 (mirroring) protection across nodes
- RAID 10 protection within each node

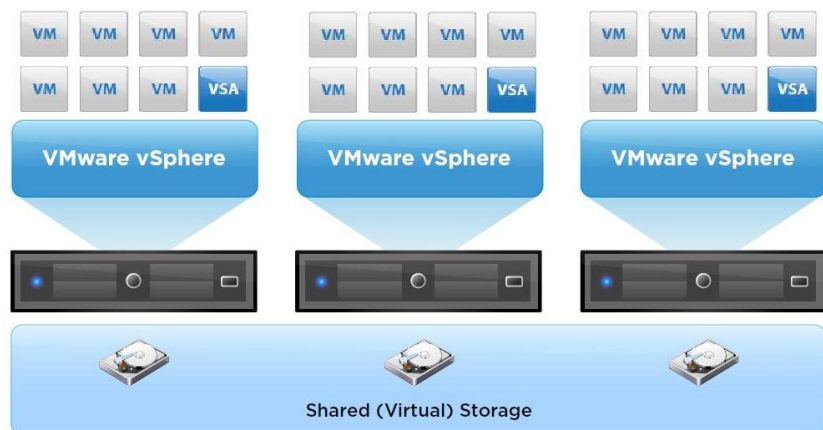
## Going Beyond VMware VSA

- If you choose to get shared storage HW down the road, use Storage vMotion to transition your data with no service disruption

# Pricing and Packaging

# vSphere Storage Appliance – Licensing and Pricing

## Licensing



- vSphere Storage Appliance is licensed on a per-instance basis (like vCenter Server)
- Each VSA instance supports up to 3 nodes
- At least two nodes needs to be part of a VSA deployment

## Pricing



### vSphere Storage Appliance

*Shared storage capabilities,  
without the cost and complexity*

**List Price**

**\$5,995**



### vSphere Essentials Plus w/ vSphere Storage Appliance

Essentials Plus

\$4,495

vSphere Storage Appliance

\$3,500 (40% off)


**List Price**

**\$7,995**

### **vSphere Storage Appliance**

available at 40% off  
when purchased with  
vSphere Essentials Plus

# vSphere 5 Essentials Kits for Small Business

		vSphere 5 Essentials <i>For smaller environments</i>	
Benefits		Essentials	Essentials +
1	Make better use of existing infrastructure	●	●
2	Save time in managing infrastructure with vCenter central management	●	●
3	Improve application availability with <ul style="list-style-type: none"> <li>• vMotion (no planned downtime)</li> <li>• High Availability (business continuity)</li> </ul>		●
4	Protect business data with VMware Data Recovery		●
		 \$495	\$4,495

Note: Essentials and Essentials Plus include entitlement of 6 processors total, up to two on each server host; and entitlement of 144 GB vRAM total  
 Prices listed are for license only; Support and Subscription (SnS) required for at least one year; Only per-incident support available with Essentials

Source: vSphere Product Marketing

# vSphere 5 Acceleration Kits for Midsize Businesses

## Acceleration Kits are Scalable and have Extensible Management Capabilities

vSphere 5 Acceleration Kits <i>For midsize businesses</i>			
	<b>Standard Acceleration Kit</b> <i>Scalable server consolidation and no planned downtime</i>	<b>Enterprise Acceleration Kit</b> <i>Efficient and always available IT</i>	<b>Enterprise + Acceleration Kit</b> <i>Policy-based datacenter automation</i>
<b>Price</b>	<b>\$10,000</b>	<b>\$17,495</b>	<b>\$21,995</b>
<b>Includes</b>	<ul style="list-style-type: none"> <li>vCenter Standard</li> <li>8 x Licenses of vSphere Standard</li> </ul>	<ul style="list-style-type: none"> <li>vCenter Standard</li> <li>6 x Licenses of vSphere Enterprise</li> </ul>	<ul style="list-style-type: none"> <li>vCenter Standard</li> <li>6 x Licenses of vSphere Enterprise Plus</li> </ul>
<b>License Details</b>	<ul style="list-style-type: none"> <li>8 x CPUs</li> <li>8 x 24 GB vRAM</li> </ul>	<ul style="list-style-type: none"> <li>6 x CPUs</li> <li>6 x 32 GB vRAM</li> </ul>	<ul style="list-style-type: none"> <li>6 x CPUs</li> <li>6 x 48 GB vRAM</li> </ul>

Note: vCenter Standard manages up to 1000 server hosts; SnS sold separately;

Source: vSphere Product Marketing



# Best Practices in Using VSA

# vSphere Storage Appliance — Best Practices and Considerations

---

## Run vCenter Separate from VSA Cluster for best protection

- This ensures you'll maintain management and recovery monitoring capabilities should a server host fails
- Run vCenter Server on any separate 64-bit server, e.g.:
  - Free vSphere Hypervisor
  - Licensed vSphere host
  - Non-virtualized server

---

## Have additional disk-space to enable RAID protection

- VSA protects your data by mirroring data in multiple locations – this means your business data will require additional raw disk capacity
- Good rule of thumb is to get 4x the server internal disk space you expect to use; in VSA 1.0, disk capacity and nodes cannot be changed setup – feature is planned for future release.

---

**Questions?**