

Proactive SDDC Management

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2019 FINALIST AWARDS







Computing Security Excellence Awards
Security Automation











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What Leading Business Analysts are Saying

Gartner COOL VENDOR 2020

Gartner Cool Vendors in Performance Analysis for Cloud-Native Architectures 2020;

Padraig Byrne, Josh Chessman, Federico De Silva, Pankaj Prasad, Charley Rich;

18 May 2020.



Runecast named by Gartner as a "Cool Vendor" in Performance Analysis for Cloud-Native Architectures, 2020

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Agenda

- Corporate Footprint and History
- APAC Strategy and Opportunity
- The Business Problem
 - Common Operational Themes
 - SDDC issues in the Environment
- Runecast Solution Overview
 - Business Benefits
 - Selling and Partnering
 - Licensing
- Customer Success Stories

Common Operational Tasks IT Ops face

Which patches apply to which infrastructure stack?

Running different server Hardware, and ESXi versions result in different patch requirements

How do I eliminate bugs that can knock over my environment? Purple screen of deaths are evident in many critical KB's, downtime cost

Am I meeting the current VMware support matrix? Can I upgrade? Qualifying each server takes 5-10 mins each, new updates and changes require requalification.

Which solution is the right one? Hours spent trying to find something that hasn't happened yet, understanding it and adopt the right

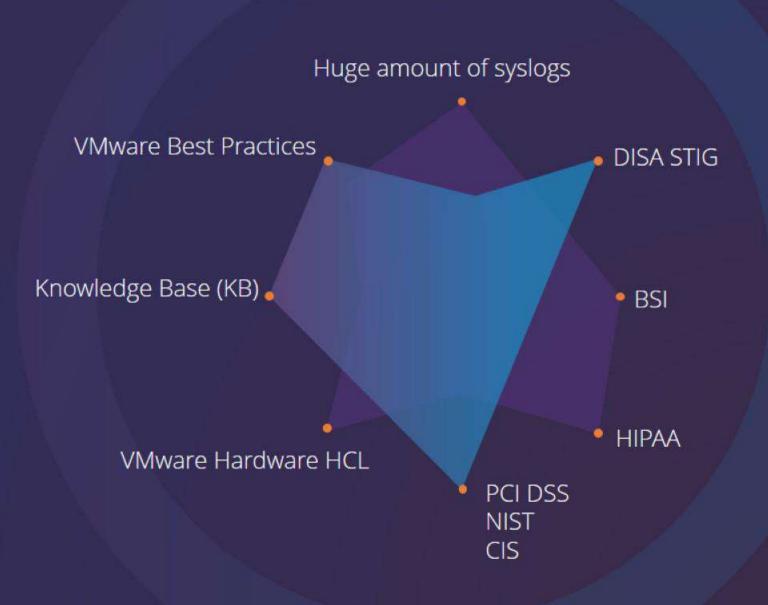
solution, sometimes there are multiple solutions

Is my environment performing and secure? New best practices, tuning for performance, security breaches that appear, security audits – Compliant

Typical problems in a VMware SDDC

Knowledge Base (KB)
Supported H/W config
Best Practices
Security Compliance
Logs

All that info but your environment is a minefield



Problems in IT operations

Over **90% of issues** already documented but used reactively!

human written knowledge sources (documentation, knowledge bases, blog articles, social media)



Break/Fix reactive troubleshooting



Manual Security Compliance efforts



Best Practices not used



Increasing complexity and decreasing transparency of IT systems; declining efficiency of IT teams



Lack of skills and more costly mistakes in public/hybrid cloud setups

Typical troubleshooting

- Service affected
- Time consuming
- Reactive
- Inefficient
- Not addressing the whole environment
- Not addressing other known issues



VMware Knowledge Base Articles

Mwarle/Securityshardeningsguides and white papers

VMware Best Practices

Runecast Analyzer solves these problems

Runecast proactively identifies the causes of issues before they occur, does all the root cause analysis work for you and provides the solution to remediate.

Proactively scans your vSphere, vSAN, NSX and Horizon environment

Automates continuous security compliance checks



Solving problems with Runecast Analyzer

- Pro-active
- Service not affected
- Extremely efficient
- Extremely fast
- Addressing all known issues
- Addressing the whole environment
- Supported Hardware config



VMware BissiviPepigiarBassing guides and Artitespapers



Runecast Analyzer virtual appliance, running on premises

Quick time to value

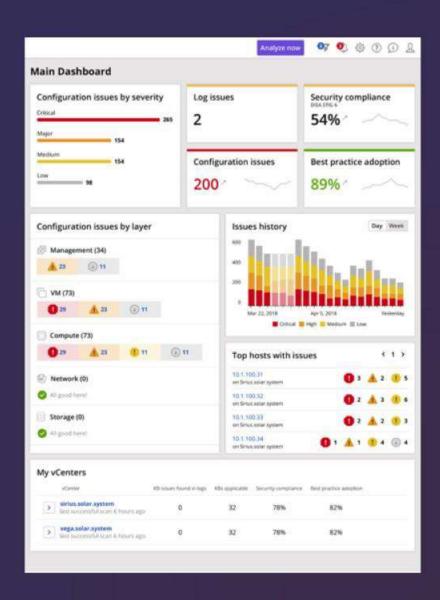
Download

1 GB OVA

Connect to vCenters

Analyze in minutes

- Proactive detection of all known SDDC issues and recommendations
- Automated security compliance (DISA STIG, PCI DSS, HIPAA, BSI, CIS, NIST, GDPR, etc.)
- Eliminates complexity & manual efforts
- Upgrade HCL simulations
- 5-minute deployment, near real-time results, no learning curve
- Secure on-premises architecture, highly scalable with a single virtual appliance.
- Scale out with Enterprise Console for MSPs and dedicated setups



Value

Save time and money
Troubleshooting, health checking, upgrade planning, hiring external resources.

Achieve higher availability

Detect issues before they happen

Automate Security Compliance auditing & reporting

Automate security compliance across the Hybrid Cloud

Use 1 compliance platform for your Hybrid Cloud – VMware, AWS, Kubernetes!

A few key technical features

Pure Storage Best Practices for VMware 🥚

Deploy and configure 5 to 10 minutes Never uploads customer data/self contained Deploys as an OVA file lightweight virtual app Easy-to-use vSphere versions (5.x - 7.x) and combinations Full REST API vCenter, vSAN, NSX-V and Horizon vRealize Orchestrator plugin Kubernetes (including AWS (EKS), Azure 🛑 vSphere Web Client plugin (AKS) and Google Cloud (GKE) Insights for public cloud AWS AWS certified for VMware Cloud on AWS ____

SAP HANA Best Practices for VMware

Architecture aws AI ASSISTED **PATENTED RULES KNOWLEDGE PARSER ENGINE** Company network Security Standards BSI IT-Grundschutz DISA STIG Runecast Analyzer PCLDSS appliance HIPAA CIS K8s cluster NIST Internet online updates GDPR Vendor guidelines **VMware ESXi Host** Knowledge Bases Vendor Documentation Social Media Best Practices **VMware ESXi Host HW Compatibility List** vCenters offline updates NSX **VMware ESXi Host** Horizon Runecast Central Repository Admin

vRO plugin for auto-remediation & vSphere Web Client plug-in

Business benefits



Save time

Less troubleshooting and health-checking. More time for innovating.



Reduce outages

Discover and remediate hidden issues before they cause outages.



Improve Security

Continuous security compliance, security KBs, secure architecture.



Minimize risk with continuous compliance

Your environment now follows industry best practices and is configured in the most optimal way.

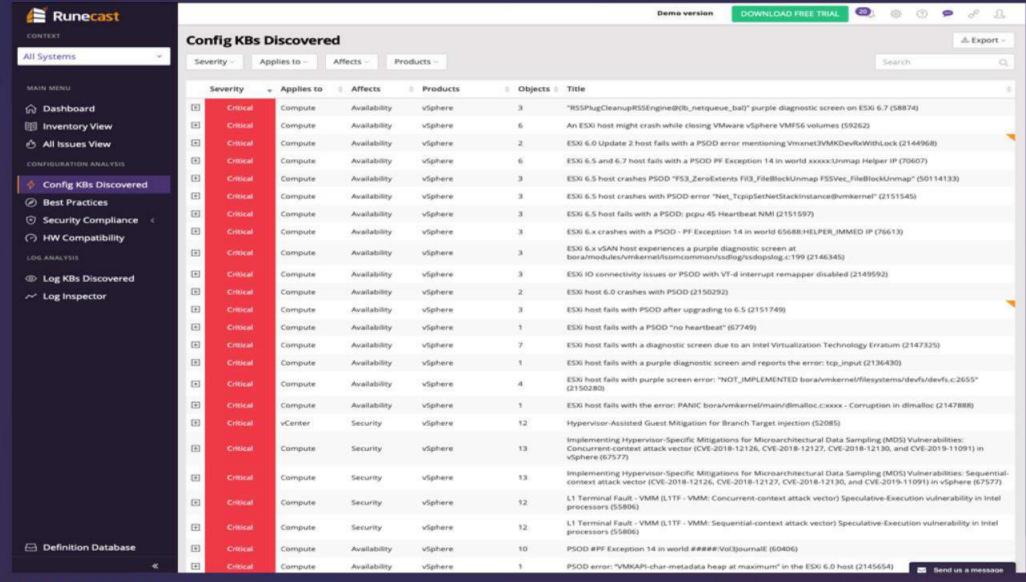


Reduce costs

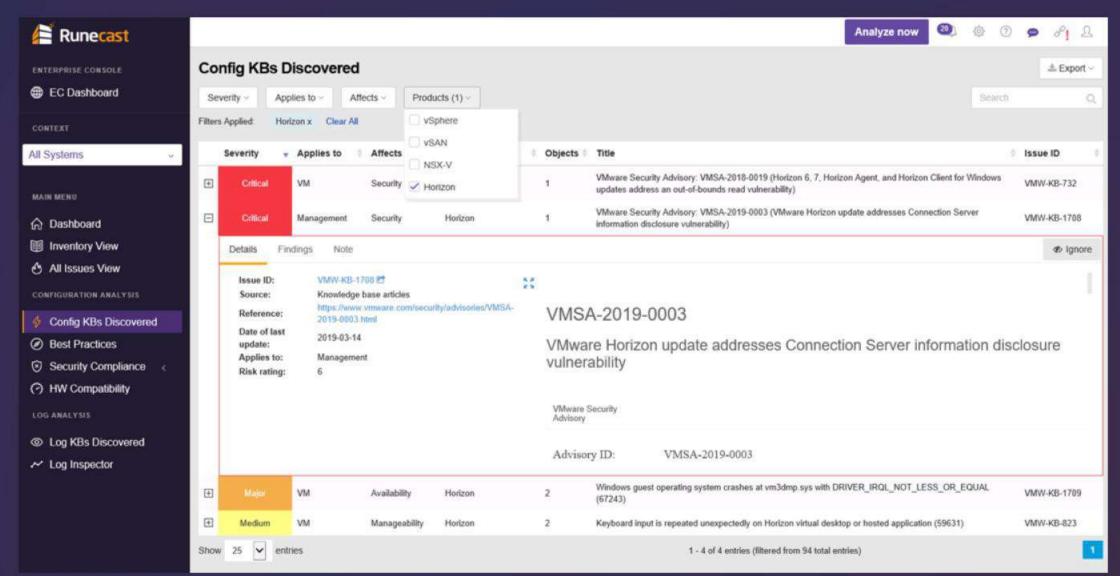
Prevent outages, save time and avoid audit penalties.



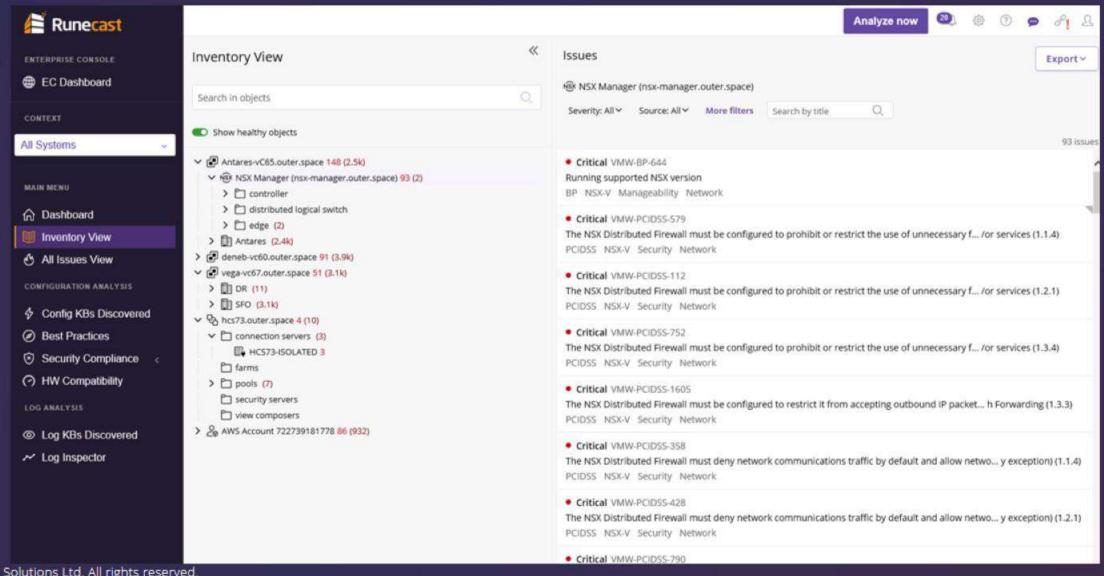
Health Check in seconds



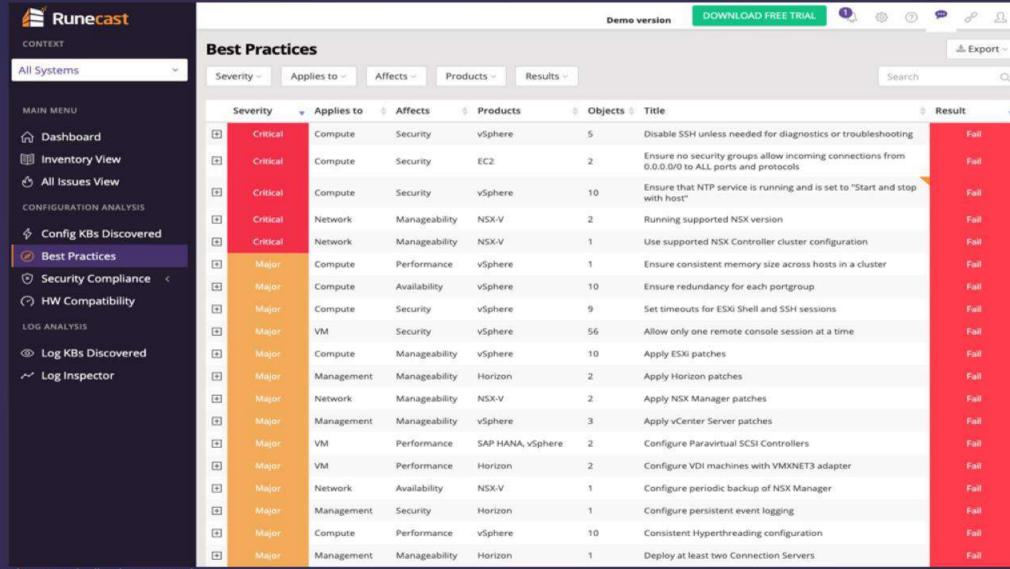
Drill down



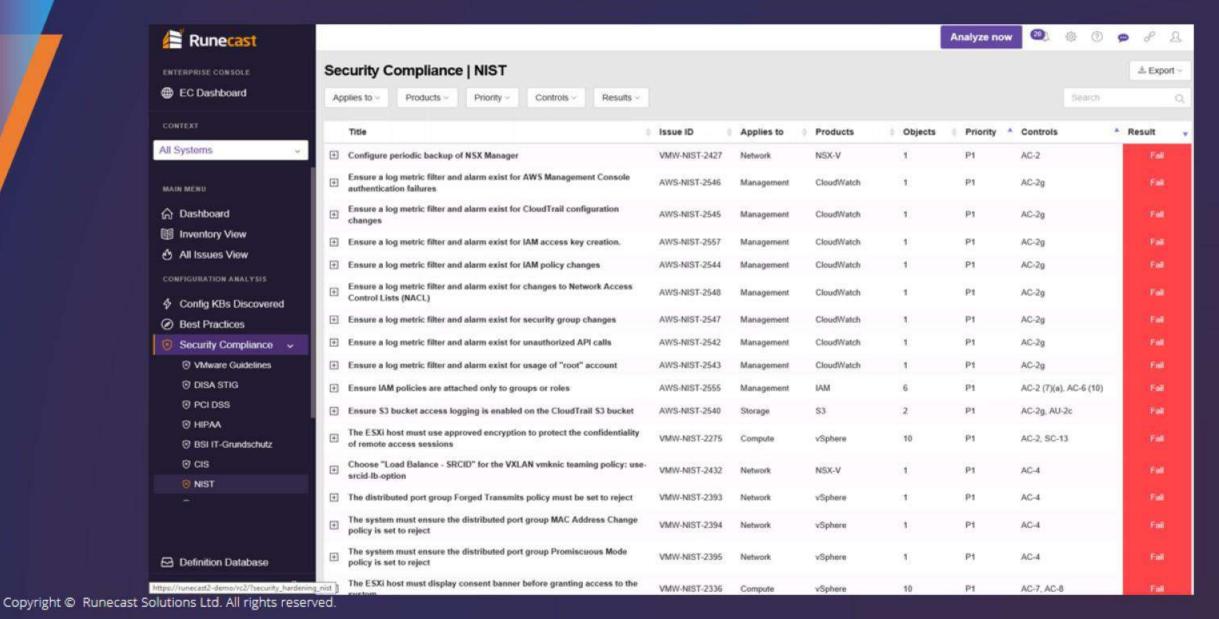
Get visibility into your whole Inventory



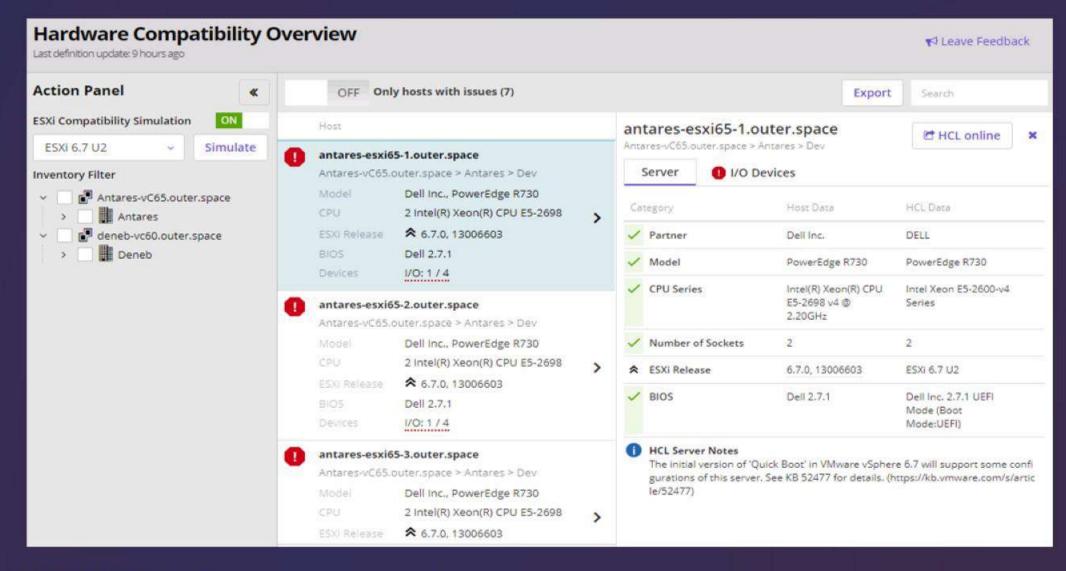
Best Practices Alignment



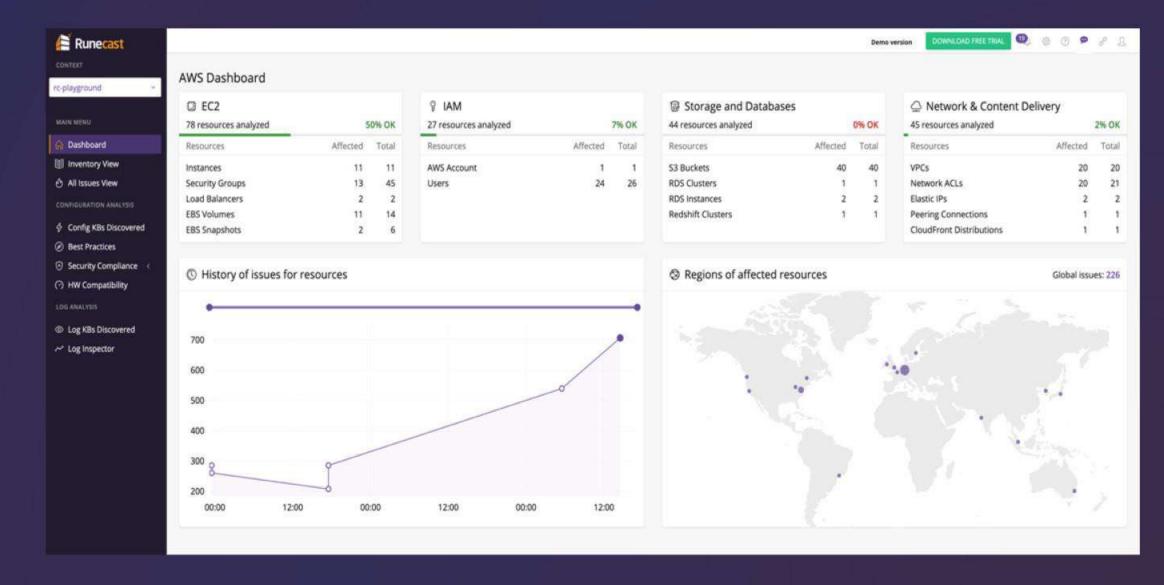
Automate Security Compliance



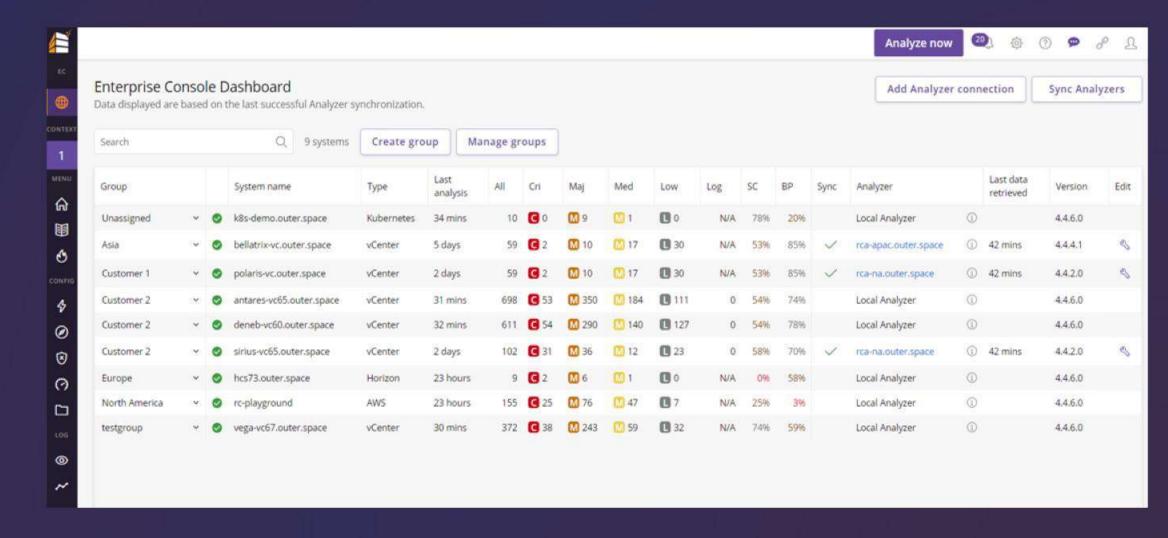
Upgrades simulations and HW compatibility check



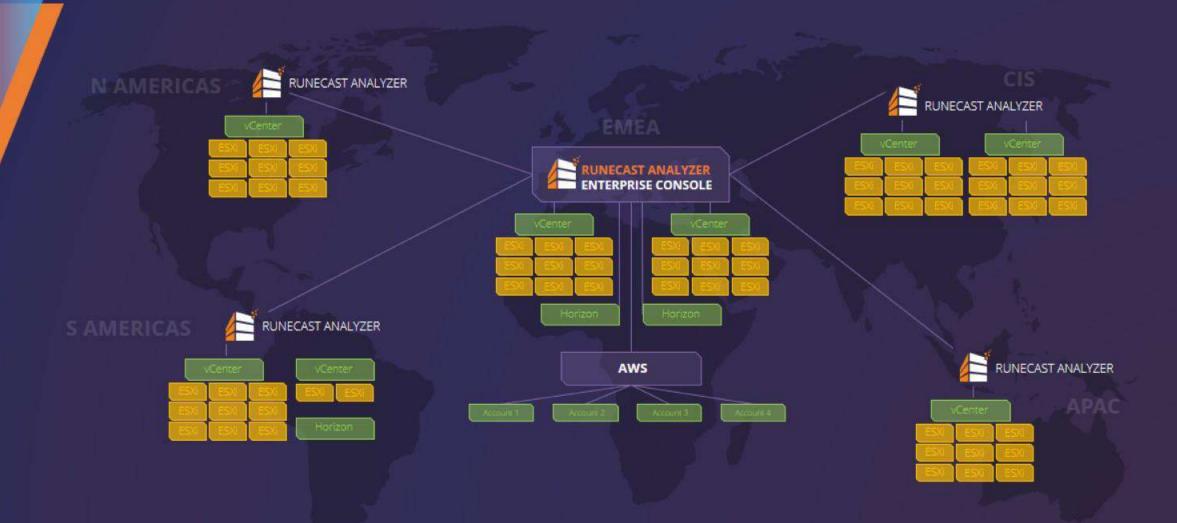
Manage AWS Instances



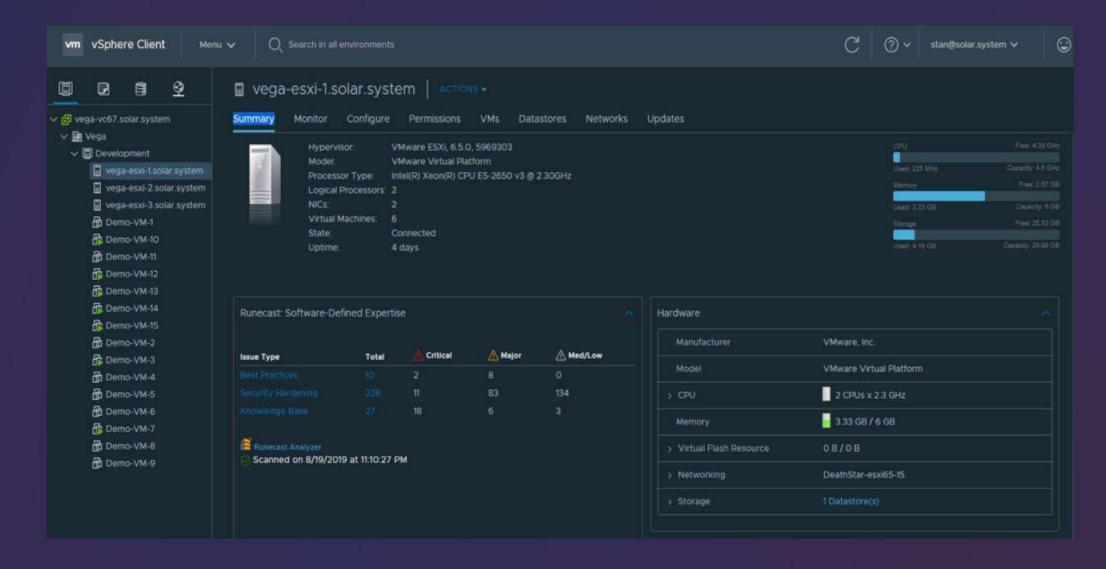
Multi-Tenant Dashboard



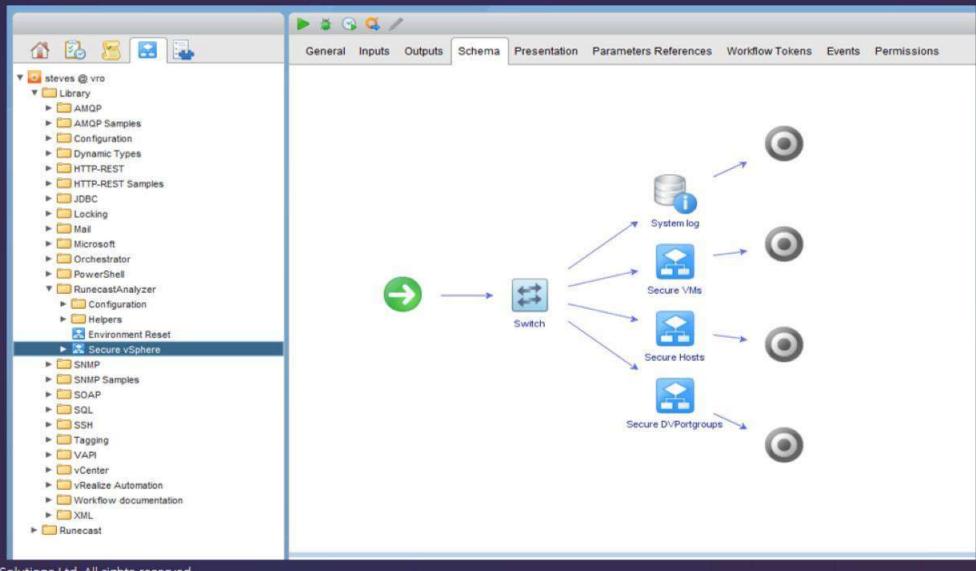
Enterprise Console Diagram



vSphere Web Client plug-in



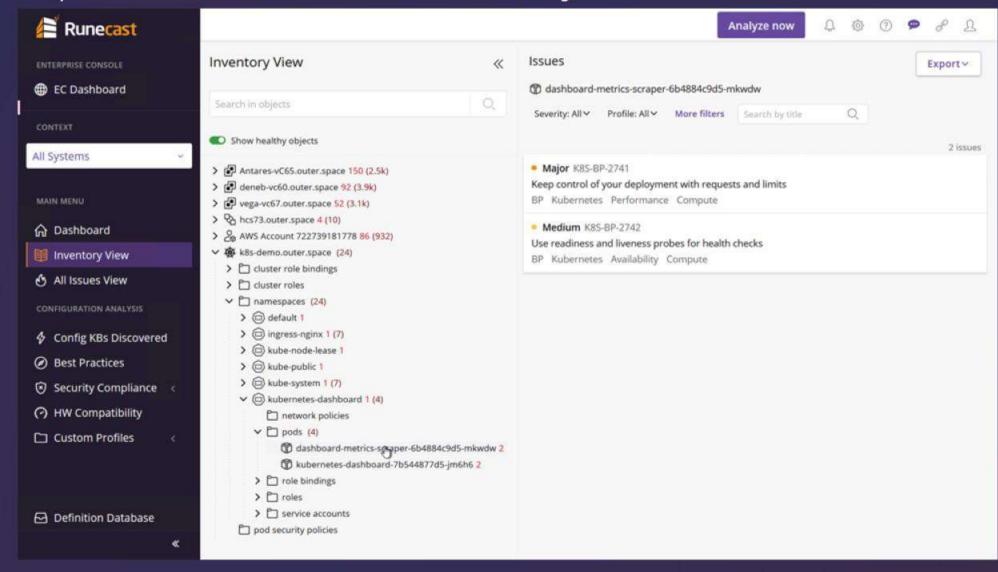
vRO plug-in



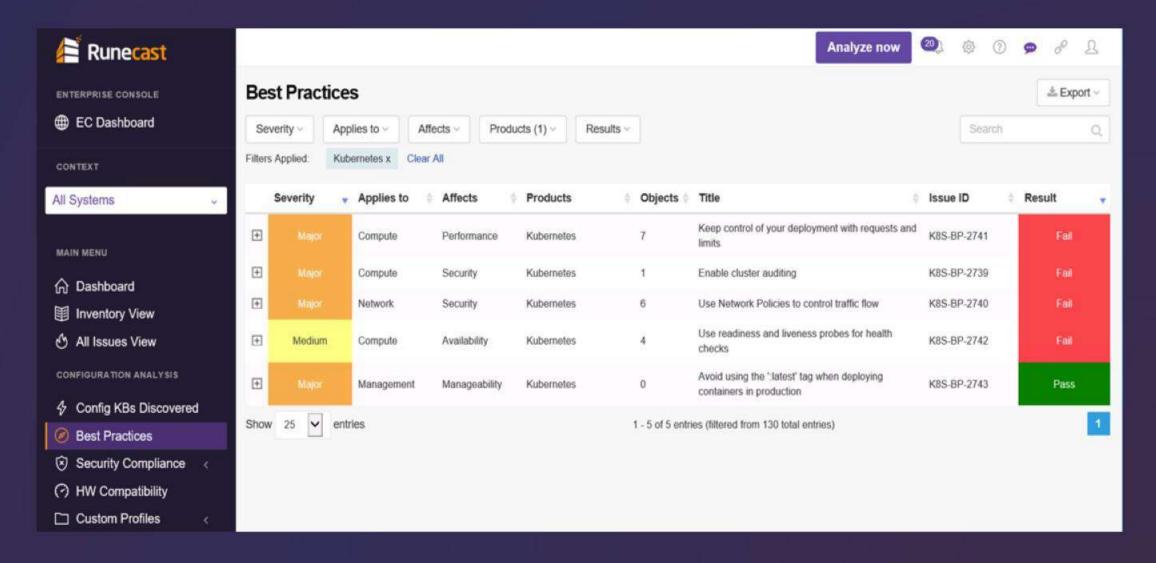


Kubernetes (NEW)

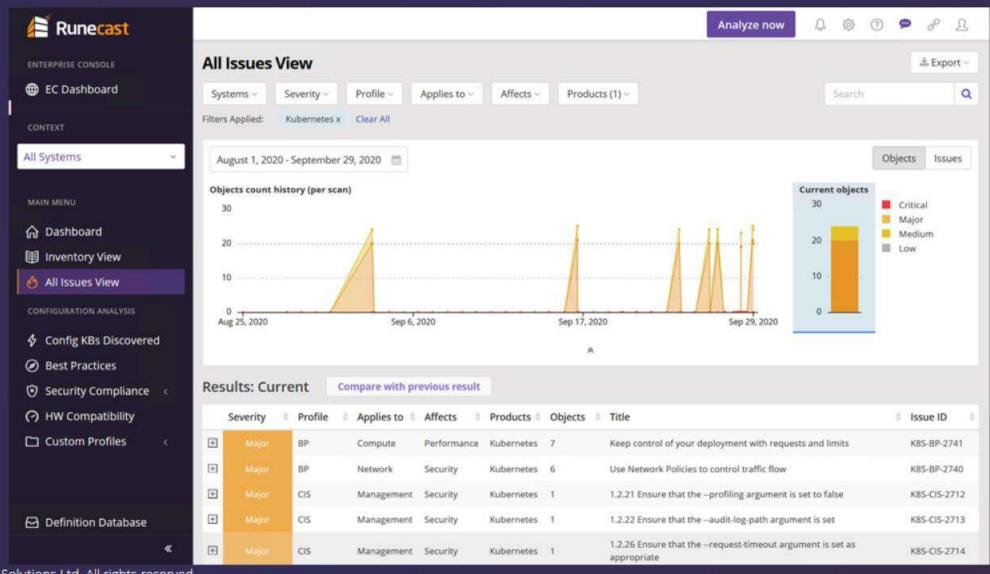
Explore the Kubernetes Inventory



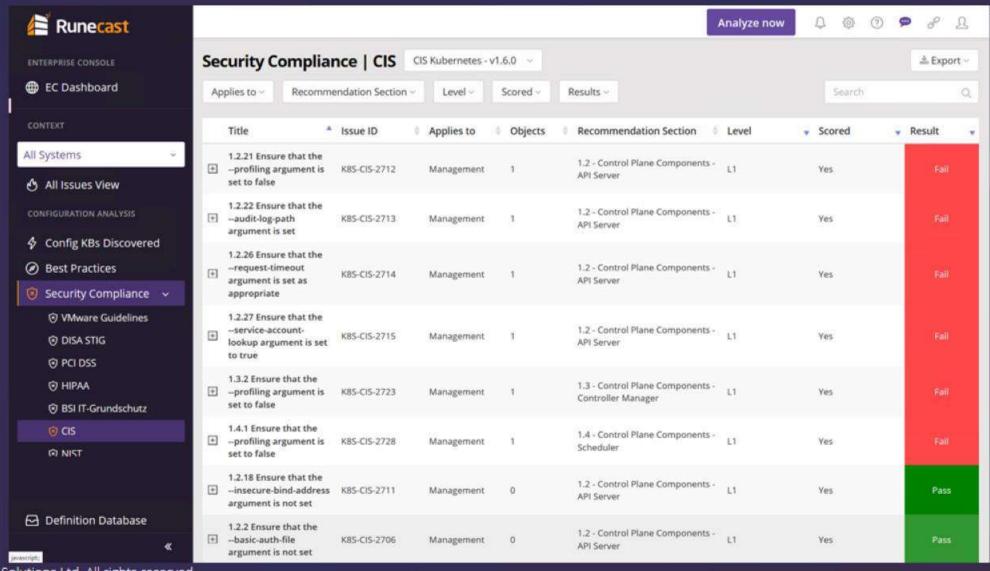
Best practices for K8



Historical graph of all K8s issues



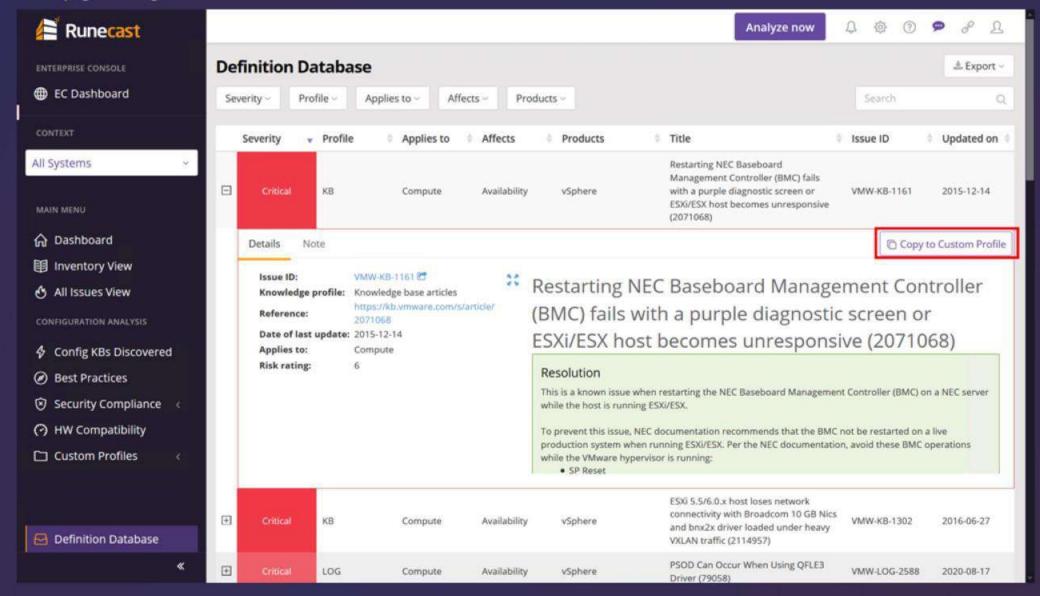
Kubernetes CIS Compliance overview



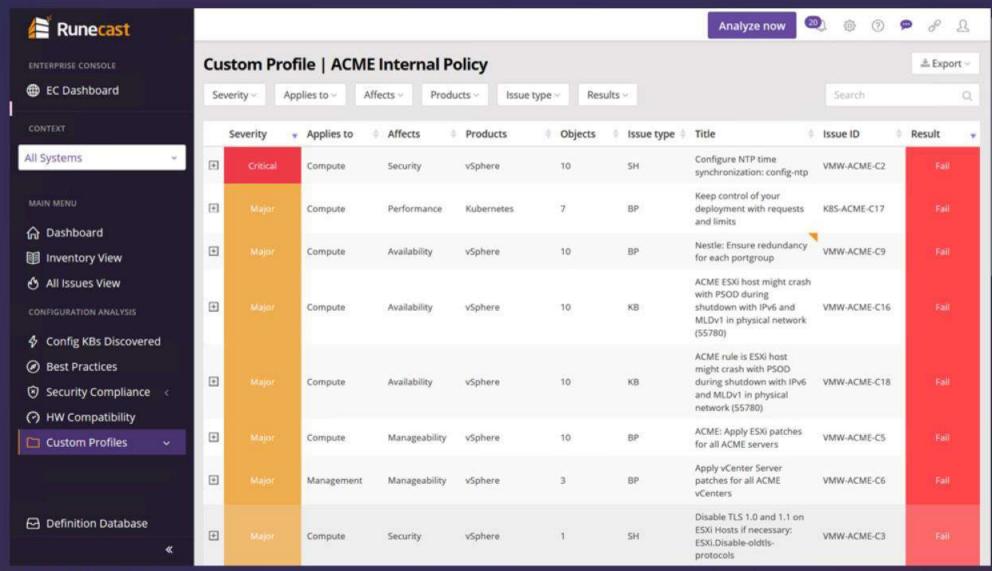


Custom Security Profiles (NEW)

Copy any rule to Custom Profile

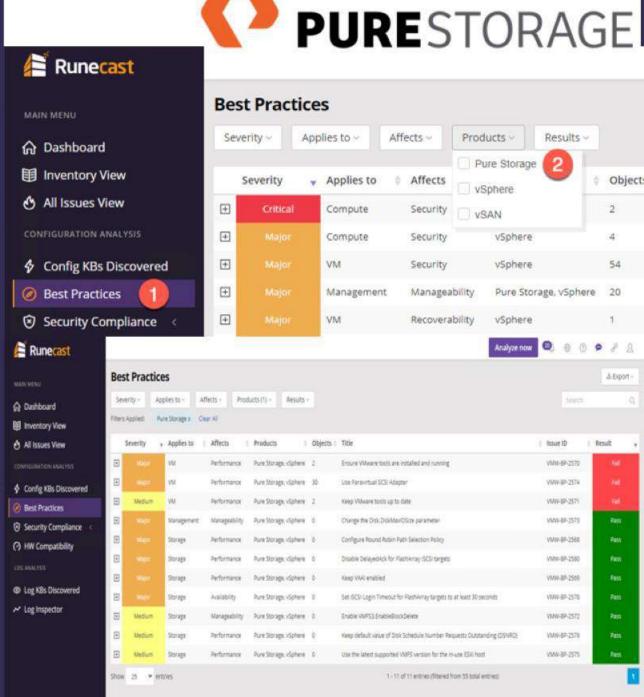


Custom Profiles



NEW: Pure Storage Best Practices Alignment

- VMware Best Practices for Pure Storage FlashArray Automated Checks
- Maximise your VMware and Pure Storage investment by leveraging the latest Best practices
- Gain improvements in Redundancy, SPOF, Manageability
- Uncover BP gaps in seconds



Companies with happy admins who benefit from Runecast intelligence

















Success Story: Verizon



- Ongoing issues in their virtual environment 24 vCenters and approx. 750 hosts
- IT Ops Team was not large enough to stay on top of these issues.
- Large amount of time spent on troubleshooting, patching, firefighting
- Reactive rather than proactive
- Up and running in 15 mins
- Reduced large majority of issues in environment
- Freed up majority of IT team to spend on innovative projects

Case Study

Notino

- Major European eShop Notino reduces VMware Related Incidents by 80%
- Notino reduced OPEX tied to troubleshooting costs, as their team immediately demonstrated savings of one full-time admin, enabling them to focus those savings on additional initiatives.
- Costs Saved FTE- €78K/year
- Data center downtime €236K/hour







NOTINO

Company

Notino

Website

www.notino.com

Industry

Retail, eCommerce

Location

Prague, Czech Republic

Employees

-1200

Overview

Europe's largest online fragrance and beauty retailer relies on Runecast Analyzer for real-time support and mitigation of datacenter downtime

Runecast saves us from issues before they happen, the value of which cannot be overstated. In addition, Runecast's real-time data saves us weeks and months that were previously spent on dealing with VMwore support."

Major European eShop reduces VMware Related Incidents by 80%

Overview

Notino is the largest online fragrance and beauty retailer in Europe, active in 23 countries and growing. The company provides more than 1,500 brands and 60,000 products, with deliveries to more than 400 million European customers. For three consecutive years, Notino has been awarded by Deloitte as one of the 50 fastest growing technology companies.

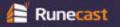
By 2017, Notino had over €280M turnover, and a growing ecommerce-driven company requires a stable SDDC to ensure business continuity that can take and dispatch up to 80,000 orders per day throughout the continent.

Michal Kopecny and Jaroslav Toman are IT Administrators at Notino and responsible for the company's VMware infrastructure.

Challenge

With 3 vCenter Servers (managing over 50 ESXI hosts) and a Horizon VDI environment, Notino was experiencing 4-5 VMwarerelated IT incidents per month, which could be disastrous to a company with roughly half a million daily visits to orline shops. Also, the company's presence in 23 countries gave the challenge of needing to find workarounds to fix issues proactively, without the help of on-site VMware support.

According to Mr. Kopecny, "We needed better support, either from VMware or Runecast... and with VMware that would be adding 'mission-critical plus a TAM', which was more expensive than Runecast. Using Runecast gives us the real-time support that we need."



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PRO BTP

customer: PRO BTP

industry: Finance/Construction

location: France

employees: ~6000

PRO BTP utilizes Runecast Analyzer to keep their VMware virtual infrastructure running at optimal performance and enabling their IT department to run more efficiently



"Runecast Analyzer provides us a proactive view of our production vSphere cluster and enables us discover issues that might impact our productivity before they occur. It saved us countless hours of tedious work"

Alexandre Potier Virtualization Architect PRO BTP

de Volksbank

customer: de Volksbank

industry: Finance/Banking

location: The Netherlands

employees: ~4800

Increasing uptime for their customer 75% time saved on troubleshooting and root cause analysis Being able to identify and monitor potential risks Being able to mitigate risks in a controlled and non-service affecting manner.

de volksbank

"Our main goal is to serve our customers with a high-end, feature-rich and robust electronic banking environment. With Runecast we can now proactively prevent outages on the systems that provide that environment."

Rob van der Helm Infrastructure Designer de Volksbank

ONI

customer: ONI PLC

industry: Managed Service Provider

location: UK, worldwide services

employees: 75

Zero issues/VMware incidents across 5 vCenters and 50+ hosts 70-80% manhours time savings over 100 issues detected and fixed



"Runecast Analyzer discovered more than 100 issues, some of which were critical (PSOD, open ports, Network driver issues). It reduced our typical 2 issues per month to 0 and saved us lots of time."

Gordon Howes Cloud Service Manager ONI

Indonesian Cloud

industry: Cloud Service Provider

location: Indonesia

employees: ~100



"When we started testing Runecast Analyzer, I was amazed by the number of issues we were able to find and resolve in a very short time. The report showed us where the issues were, how to fix them and even prioritized them in an easy to understand form. For example, the issue described in KB1027511 was detected on a number of Linux virtual machines. We could then quickly remediate it and easily improve the network performance over a big number of VMs,

Reza Kertadjaja, Chief Operations Officer.



visit http://runecast.com to start a 14-day trial and gain results within 15 min

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