Service Providers and VMware Cloud Director 10.2

The Service Provider opportunity

Today, Service Providers are looking for opportunities to attract and retain customers, upsell and cross-sell to increase customer wallet-share, and adapt successfully to an unpredictable climate. VMware Cloud Director gives Service Providers a proven foundation for achieving these objectives.

Why now's the time for VMware Cloud Director

Using Cloud Director, Service Providers can control all their on-prem and asset-lite infrastructure services, and manage a global VMware cloud estate for customers around the world. The platform's core capabilities include:

Multi-tenant resource pooling | Cloud native Kubernetes services | Deep automation | Extensibility + VMware Cloud Marketplace + third-party and custom service suite | Policy-driven cloud security | Global hybrid cloud management | Cloud migration and availability | Operational visibility and insights.

What's new in VMware Cloud Director 10.2?

Cloud Director 10.2 enables Service Providers to maximize the efficiency of their infrastructure, and to create and provision differentiated and value-added cloud services. It's the natural evolutionary step for Service Providers who provision IaaS services using VMware vCenter.

A Natural Partnership

This latest edition gives Service Providers a new and improved suite of timely service capabilities: enhanced networking and security, new storage options, and a comprehensive set of developer-ready services that are fully-integrated into Cloud Director.

Enhanced networking with VMware NSX-T

Cloud Director 10.2 now includes parity with VMware NSX-T, so Service Providers can offer the latest NSX networking and security capabilities to their customers, including:

- Complete network creation and automation.
- Self-service distributed L4–L7 firewalling.
- UI enhancements that make it easier to onboard new users and highlight features.
- A new NSX Advanced Load balancer (Avi Networks Load Balancer) that includes a number of superior load balancing and application services you can monetize.

The level of support for NSX-T in Cloud Director 10.2 means Service Providers can now confidently migrate tenants from older editions and adopt NSX-T as their de facto offer on an org-by-org basis, using the new automated tooling.

Improved storage offerings, deployment and management

VMware Cloud Director 10.2 gives Cloud Providers welcome new storage options, so they can offer more scalable services that are better suited to multi-tenant environments:

- Cloud Director 10.2 is now integrated with the VMware vSphere Storage Policy-based IOPS configuration, so Service Providers can now configure and manage vSphere Storage I/O Control for Storage I/O resources on a per-VM basis using the Cloud Director admin UI.
- A new Shared Disks capability offers support for Microsoft and Oracle storage clusters.
- Improvements to Object Storage Extension (OSE) 2.0 lets tenants take advantage of low-cost AWS S3 object storage.
- Deployments are made simpler with VMware Cloud Director 10.2 improvements in virtual appliance deployment validation checking and access to essential deployment and configuration logs. A new virtual appliance configuration UI and enhanced appliance management portal simplifies the deployment and operation of VCD.
- Tenant utilization is made easier with a new Guided Tours feature to help new users find their way through the user interface, and providers to highlight offered services and features.
- With new 'Advisories', providers can now notify tenants, for instance, informing tenants about planned maintenance.

…And now the new Quick Search function simplifies navigation through large numbers of objects.

Developer-ready solutions on Cloud Director

Cloud Director 10.2 gives Service Providers two new sets of tools to meet the needs of customers who are looking for a development infrastructure.

Flexible support for Kubernetes

Service Providers can now offer orchestration of different tiers of Kubernetes clusters using Cloud Director 10.2 as a unified platform to host and manage Kubernetes cluster lifecycles. End customers in the developer and DevOps communities can now deploy their preferred type of Kubernetes cluster:

- Native open Kubernetes provisioned from within Cloud Director 10.2.
- Kubernetes on standards-compatible and enterprise-grade VMware vSphere with Tanzu.
- Enterprise PKS: VMware's purpose-built container platform for managing Kubernetes.

Develop extra customer appeal

58% of developers are now the primary decision makers in deciding which cloud infrastructure and tools their business uses.[1] So developer and DevOps services are a great new addition to Service Providers' portfolios.

1 Evans Data Cloud Development Survey 2017

Easy access to Dev platforms with App Launchpad 2.0

With the App Launchpad 2.0 Cloud Director plugin, Service Providers can offer quick and easy access to the huge catalogue of services (including custom and the VMware Cloud Marketplace) aimed at developers and DevOps teams—including 'guard rails' that impose security and governance controls on permitted development tools and environments. Enhanced integration between App Launchpad 2.0 and Cloud Director 10.2 enables end customers to launch dev environments to any endpoint, on either a virtual VMware data center (Org VCD) or a Kubernetes cluster, in a matter of seconds and providers can auto-sync subscribed VMware Cloud Marketplace services, minimizing their operational overheads.

For Service Providers, these new developer-friendly innovations mean Cloud Director 10.2 can become their single point of access for deployment of vAPPs, VMs and Kubernetes clusters.

Partnering for success

The latest release of Cloud Director gives Service Providers even more scope to stay profitable and differentiate their offers from competitors. It demonstrates VMware's continued commitment to supporting our Service Providers in a true spirit of partnership.

Learn more about Cloud Director 10.2 ❯

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