

Pat Gelsinger takes the stage

Welcome to VMworld 2019 and thank you. Thrilled to bag in SF, the hub of tech on the planet. Sorry Vegas lovers.

Tech in the age of any. Natural tension between choice and complexity. We create that choice, but we have to make it work. Strength lies in differences not similarities (Stephen Cubby)

100 countries represented, 5000 different organisations, 22% are learning Klingon (!). NugneH!

Welcome the Pivotal family to team VMware - news release

Welcome Carbon Black to the family too - news release

<https://venturebeat.com/2019/08/22/vmware-acquires-pivotal-and-carbon-black-for-nearly-5-billion/>

In October it will be 4 decades in technology for Pat.

Each of these areas are permeating our every day life

2009

52 Million apps in the world

5 million app developers

2019

335 Million apps

13.5 million developers

Tech amplifies the good and the bad

What does it mean to shape technology as a force for good?

We, as technologists, need to participate in the shaping.

Example

Schools at Nairobi in Kenya

Friday - Callum Eade - swam English channel to raise money for cancer research -

<https://www.channelingacause.com/>

Takes the stage.

Why do it?

It was an insurmountable goal. Something I wanted to do was Make My Mark. Jacket from Tour de Cure. Specific cancer - children cancer. No one should have to bury a child. Program for a tumour called DIPG. Mortality rate unchanged - every diagnosed child dies within the first 12 months.

PG: My son battled Hodgkins-Lymphoma. It takes a team.

CE: It does. My wife, son, and daughter are here in the front row. Training was arduous. You stood up at our all hands in APJ six months and reinforced career and family balance.

PG: Why the English Channel?

CE: 10 years ago it was a really good idea. SFO to Palo Alto and it was cold.

PG: What's next?

CE: As far as the charity was concerned, a lot of people in this room contributed. The request from the pledge was \$100K. We raised \$130K. We're going to go on holiday as a family, do something together.

CE leaves the stage.

Floating hospitals to flying hospitals. Let's hear from Angel MedFlight (<https://www.angelmedflight.com/>) - Video.

Higher success bringing the patient to the organ.

The law of unanticipated consequences

We've bought together communities online, and then created platforms for disinformation. End of privacy.

Bitcoin is bad - it's not okay.

Do good engineering, and engineering for good.

12 million non-profits in the world. 4.5% of global GDP is non-profit sector. Larger than the GDP of Germany. They do great work, but they're technology sucks.

Video - Working with Tech Soup (<https://www.techsoup.org/>) - enable all of those other missions out there. Grow the tech talent pool. Historically served the smallest organisations.

Working with a million coders. 24% are women (not enough). Rebecca (CEO) is here. Working with them to scale their mission.

"There's never been a more exciting time to be a technologist"

There's also never been a more important time to be a technologist.

Who will operationalise the powers of edge, AI, IoT in the world? You. No one is more qualified, more capable to do that. If you're a VCP, you're qualified. Shout out to VCIX folks, VMUG leaders, the VCDXs.

The VMware vision remains unchanged. Any cloud, any app, any device, with intrinsic security.

Is this innovation helping us or harming us? Does it inspire us? Empower us?

Customers

Comcast - getting a handle on chaos. Built a modern private cloud with connection to the public cloud.

FedEx - leveraging VCF and Pivotal.

IHS Markit

Multi-cloud strategy

Built a preferred partnership with Amazon

Working with IBM, Google, Microsoft

Enabling an any-cloud environment

Build, Run, manage, Connect, Protect

Kubernetes has emerged as ubiquitous infrastructure, joining developers and IT operators.

Going to get some help from a Kubernetes celebrity

Joe Beda - first committer to Kubernetes, this guy's a rock star - Principal Engineer, VMware

Joe takes the stage

Can we take a selfie?

Goldilocks level between devs and IT ops

Wanted it to span any infrastructure

Complexity vs flexibility.

What enterprises need is a secured opinion through this, and VMware is well placed to do this.

Heptio (<https://heptio.cloud.vmware.com/>) acquired, Pivotal, Bitnami.

We're excited to be bringing this to market.

VMware Tanzu (Swahili for branch)

Build Modern Apps

Run Enterprise Kubernetes

Manage Kubernetes for developers AND IT

Pivotal and Kubernetes like peanut butter and jelly

What if we build it into vSphere?

Project Pacific - <https://blogs.vmware.com/vsphere/2019/08/introducing-project-pacific.html>

Uniting vSphere and Kubernetes

Extending vSphere for ALL modern apps

Enabling Dev and IT Ops collaboration

30% faster than a traditional Linux VM, 8% faster than bare metal

VMware Tanzu Mission Control - <https://blogs.vmware.com/cloudnative/2019/08/26/vmware-tanzu-mission-control/>

How do get started right now? PKS is the answer.

Multi-cloud - challenge is how we manage across a diverse environment
Loss of efficiency, security

This is why we acquired CloudHealth (<https://www.cloudhealthtech.com/partners/cloud-and-infrastructure-platforms/vmware>)
‘CloudHealth Hybrid’

What’s the difference between multi-cloud and hybrid cloud?
Our goal is to give you the tools to manage or have consistent ops in a multi-cloud world.
Hybrid cloud - also consistent infrastructure experience

VMware Cloud Foundation (<https://www.vmware.com/products/cloud-foundation.html>) is the platform for Hybrid cloud.

Migrate or modernise? Migrate and modernise?
Cost of migration is expensive
Native cloud - \$1M to migrate 1000 VMs
Years to refactor apps

Migrate to VMware Cloud - it’s easy :)

Video - Jensen Huang (<https://nvidianews.nvidia.com/bios/jensen-huang>)

Working with MS Azure (announced at DTW earlier this year). Now globally available. US and Europe. Australia by the end of the year.

Announced Project Dimension with Dell. Now available VMware Cloud on Dell EMC
- DCaaS
Partnership with Equinix

*How do you operate in a hybrid cloud world?
Taking vRealize hybrid
- automation
- operation
- network insight
- log insight

DRaaS and DPaaS - doing a lot with Dell EMC

Edge and Telco
What’s the edge?
1. Where the physical and the digital worlds intersect
2. Distributed, low-latency infrastructure located close [...]

Thin edge
Medium Edge
Thick Edge

5G

Massive capital scale out
Vertical hardware to horizontal software

Thrilled to acquire Uhana - <https://www.vmware.com/company/news/updates/vmware-announces-intent-to-acquire-uhana.html>

Video - Verizon - 5G will save the world

Networking

Started this journey a number of years ago. Started in the DC. Now connecting all the clouds together.

NSX-T supports all types of workloads

VeloCloud - #1 in SD-WAN marketshare, 150K+ sites

AVI Networks acquisition - <https://blogs.vmware.com/networkvirtualization/2019/06/avi-networks.html/>

vRealize Network Insight

It's time to move all that hardware into software

59% reduction in CAPEX

55% reduction in OPEX

Sanjay Poonen (COO) takes the stage

You fired up?

2 customers

Rathi Murthy - CTO of GAP - <https://www.linkedin.com/in/rathi-murthy/>

Tim Snyder - Deputy CTO of Freddie Mac - <https://www.linkedin.com/in/timothy-snyder-82b5341/>

RM

80% of purchases still happen in store

We're all getting more and more impatient by the day

Speed, responsiveness, scale is all becoming critical

90% of our production workloads on VMware

TS

600 apps. 5 or 10 SaaS. The others needed to move to cloud. Why not refactor?

We're a heavily regulated environment. We can't take the risks to transform our apps. Sitting on 100 million lines of code. Moved all apps to VMC on AWS. Well, 95% +. We're 2/3 through the journey.

SP: Do you migrate, modernise, do both?

RM: 1000 apps across the board. Critical to us to migrate what's critical to the business without disruption. There hasn't been a database we didn't like. Being able to modernise without disrupting was a challenge. Pivotal played a critical role. 60 - 70% of apps modernised through PKS.

SP: We don't call it lift and shift, we prefer migrate.



Corey Quinn

@QuinnyPig



Replying to @QuinnyPig @PGelsinger and 2 others

"We don't like the term lift-and-shift, we prefer 'Migrate.'"

Calling it something different doesn't make it hurt less. #VMworld

10:15 · 26/8/19 · [Twitter Web App](#)

SP: Your migrate strategy is Azure. But in the middle is VMware. Yes.

SP: Tim, in the M and M world.

TS: Running 5% of apps in containers now. We wanted to push to migrate this year.

Why is consumer life so easy and enterprise so hard?

Consumer simple, enterprise secure

"Every employee in the world should be using Workspace ONE"

Dell unified workspace product

Why invest in digital employee experience?

23% more likely to be an industry leader

60% more likely to be a growth company

41% more likely to have a positive Employee Net Promotor Score (eNPS)

Video plays

My latest favourite topic is security

"Intrinsic security"

5 control points

- endpoint device

- endpoint workload

- network infrastructure

- apps

- data

Carbon Black acquisition - <https://ir.vmware.com/overview/press-releases/press-release-details/2019/VMware-Enters-Definitive-Agreement-to-Acquire-Carbon-Black/default.aspx>