IT is changing.
Cloud isn’t the only path.
Welcome to Hybrid IT.
Softchoice: Industry POV

1. Public Cloud Adoption
2. DC Transformation
3. Network Readiness

DC Transformation
- Virtualize
- Integrated Systems
- Optimize
- Automate

Hybrid IT

Lack of Insight
Too Many Options
Resources

Detailed Inv.
Clarity
SME

+ Recommendations

10 Weeks
67%
80/20
username shawn privilege 15 password 7 13171E0218040D3E7A
ip subnet-zero
dhcp excluded-address 192.168.5.1 192.168.5.99
dhcp pool DHCP5	network 192.168.5.0 255.255.255.0	dns-server 8.8.8.8 8.8.4.4
default-router 192.168.5.1
interface FastEthernet0/0
ip address dhcp
ip access-group WAN in
ip nat outside
duplex auto
speed auto
no cdp enable
interface Serial0/0
no ip address
shutdown
no fair-queue
interface FastEthernet0/1
ip address 192.168.5.1 255.255.255.0
ip nat inside
duplex auto
speed auto
1. Scalability
2. Complexity
3. Agility
4. Security
How to get fired in 2017: Have a security breach

There are many reasons why IT pros can be fired, but a majority of them are related to security.

There are many reasons why IT professionals can be fired, but six out of the top nine are related to security, said a survey released this morning.

For example, having a tech investment that leads to a security breach was considered a fireable offense by 39 percent of organizations, according to Osterman Research, which conducted the survey.

A data breach that becomes public was a fireable offense for 38 percent of companies.

Other fireable offenses included failing to modernize a security program, data breaches with unknown causes, data breaches that do not become public, and the failure of a security product or program investment.

Failing to meet regulatory compliance and getting a large fine or penalty was the top offense, with 68 percent of organizations considering it reason for dismissal.
We Need To Bridge The Gap
Zero-Trust and Micro-segmentation is Required!

- Institute a **Zero-Trust** model with **micro-segmentation** – a firewall for every single VM
- Limit access based on **identity authentication**
- Provide further security checks – antivirus, intrusion prevention, data loss prevention – with **third party service insertions**
The future of networking is in software.
SDN

Network Virtualization

Automation

Centralized Management and Control
Cloud Drivers and Barriers

is to

as

is to
physical network infra.
virtualization/control software
SDN applications
professional services

SDN Market

$12.5 billion in 2020
Who are the leaders in the Data Center Networking market?
Leading SDN Solutions…

ACI vs NSX
Architecture

ACI

Management Plane
Application Policy Infrastructure Controller (APIC)

Control Plane
Independent Control Planes per Switch

Data Plane
Leaf switches

NSX

NSX Manager

NSX Controller

Distributed Services
Logical Switch, Distributed Logical Router, Firewall

Hypervisor Kernel Modules

ESXi

Spines

softchoice
Software Overlay - NSX

Distributed Stateful Firewallsing
Distributed stateful firewalling, embedded in the hypervisor kernel for up to 20 Gbps of firewall capacity per hypervisor host.

Dynamic Security Policy
Security policy that is attached directly to the workload and “travels” with the workload, independent of the underlying network topology, enabling security to adapt to changes.

Cloud Management
Native integration with VMware vRealize Automation™ and OpenStack, enabling advanced automation capabilities.

3rd Party Integration
Enhanced security and advanced networking services through an ecosystem of leading third-party vendors.
SDN Pitfalls and How to Avoid Them

1. Application traffic flows
2. Process workflow
3. Responsibility silos
4. Network device lifecycle management
5. Cost to scale
6. Ascend the learning curve
7. Compliance impact
Next Steps
Softchoice: VMWare Status

- #1 Canada & #6 US
- #1 VOA deployments
  - 300+ annually
- PSP-Enterprise
- VMware, Dell, EMC, Azure
  - & AWS Practices
- 6 NSX Certified CCIE’s
- 30+ VCPs
- 400+ VSPs
Softchoice: Datacenter Techchecks

**Licensing**
- VMware Licensing
- TechCheck (IBR)

**Compute**
- VMware vSphere Optimization Assessment (VOA)

**Storage**
- VMware Storage Assessment

**Networking**
- VMware Networking Assessment
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