

# Hyperconverged Solutions

A disruptive technology for the data centre ?

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# IT Manager – Port of Shanghai



Running 24/7/365, the Port of Shanghai has earned its title as the world's largest shipping port, handling more than 40 million containers every year.

# What IT strategy will deliver for .....

- Projected 10% increase in port volume & Flat Budget
  - Automate Everything ?
  - Reduce Complexity ?
  - Adopt AI for intelligence ?
  - Reduce operational spend ?
  - Re-platform ?
  - Use public cloud ?



**Any App.**

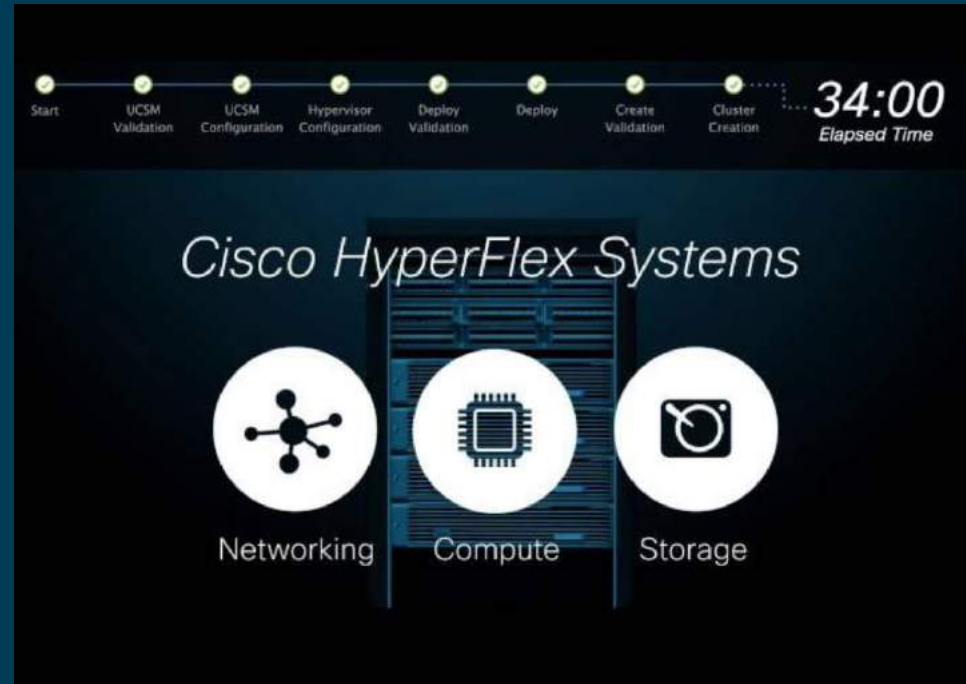
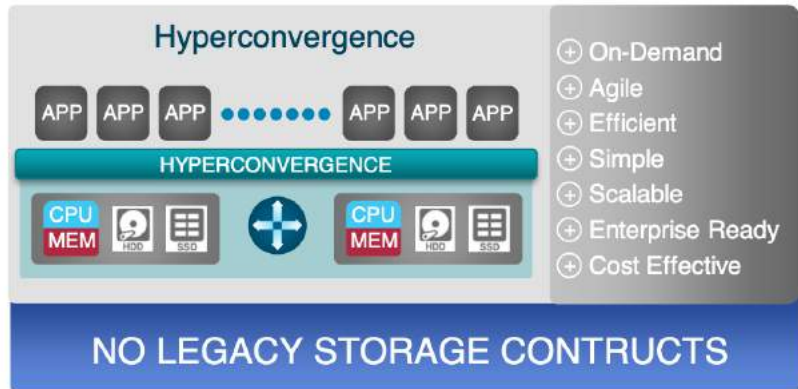


**Any Cloud.**



**Any Scale.**

# What is Hyperconvergence





- The port wants to be able to move applications to and from public cloud infrastructure
- The port needs to identify which applications are not suited to a HCI solution
- The port has a 50 seat VDI pilot and would like to scale to 15,000 seats. Can HCI solutions scale.
- The port has 8 remote locations and each requires localized IT infrastructure. Can these be managed through a single pane of glass
- Port automation will be enhanced by integrating Google AI services into land operations core applications. Can HCI environments support microservices.

# Can HCI run all of my enterprise workloads in the port ?

## HyperFlex Performance for Mission-Critical Apps

**CITRIX**

**Exchange**

Cisco  
**webex**

Microsoft  
**SQL Server**

**ORACLE**  
DATABASE

**ORACLE**  
E-BUSINESS SUITE

**Microsoft**

**SharePoint**



**MySQL**

**SIEBEL**

**PeopleSoft**

**vmware**

**McKESSON**

**Epic**

**MUREX**

**SAP**



Sustained  
Low Latency



Availability &  
Resiliency

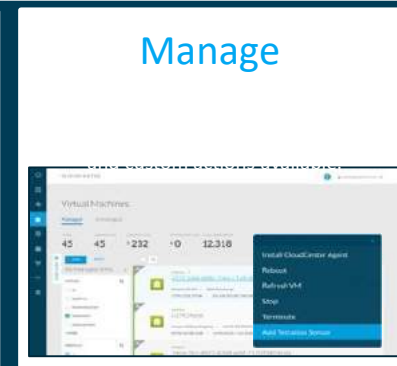
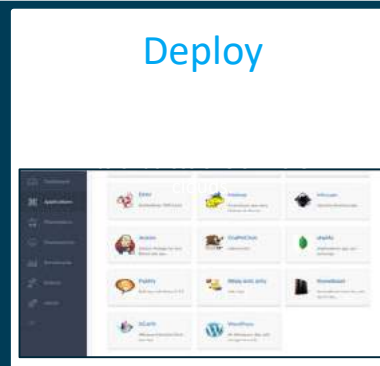
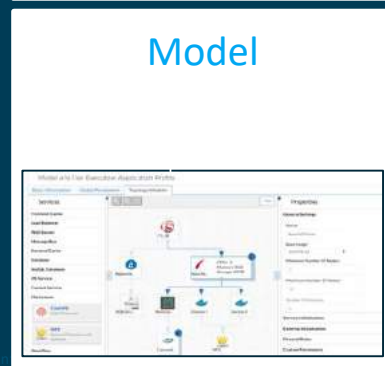
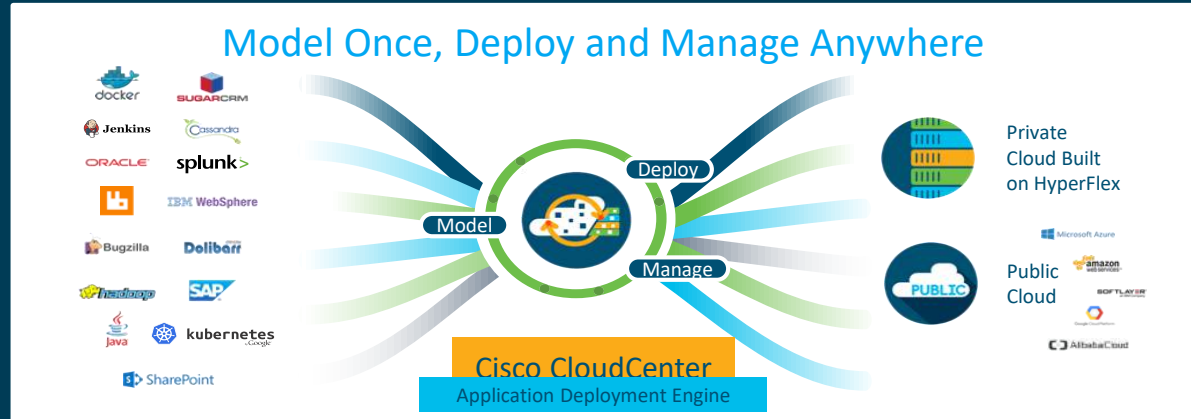


Enterprise  
Data Services

# Will a HCI solution simplify the ports IT operations ?



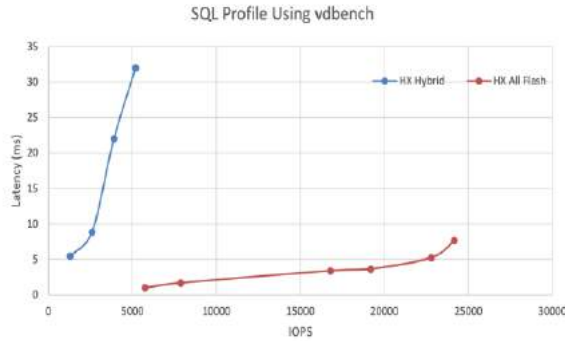
## Hybrid Cloud Mobility & Services





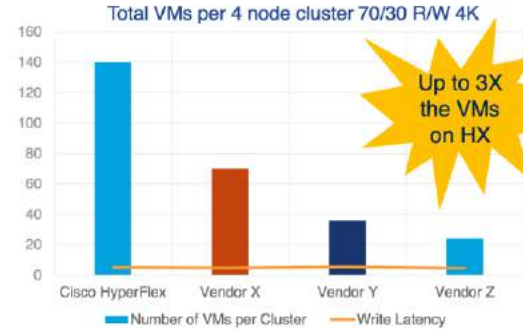
# Can a HCI solution scale like traditional architectures ?

## SQL Performance Using vdbench Curve Tests



4.5X Higher IOPS  
at 4.6X Lower  
latency with 7.3X  
better consistency

## Cisco HyperFlex Hybrid Runs more VMs per Cluster

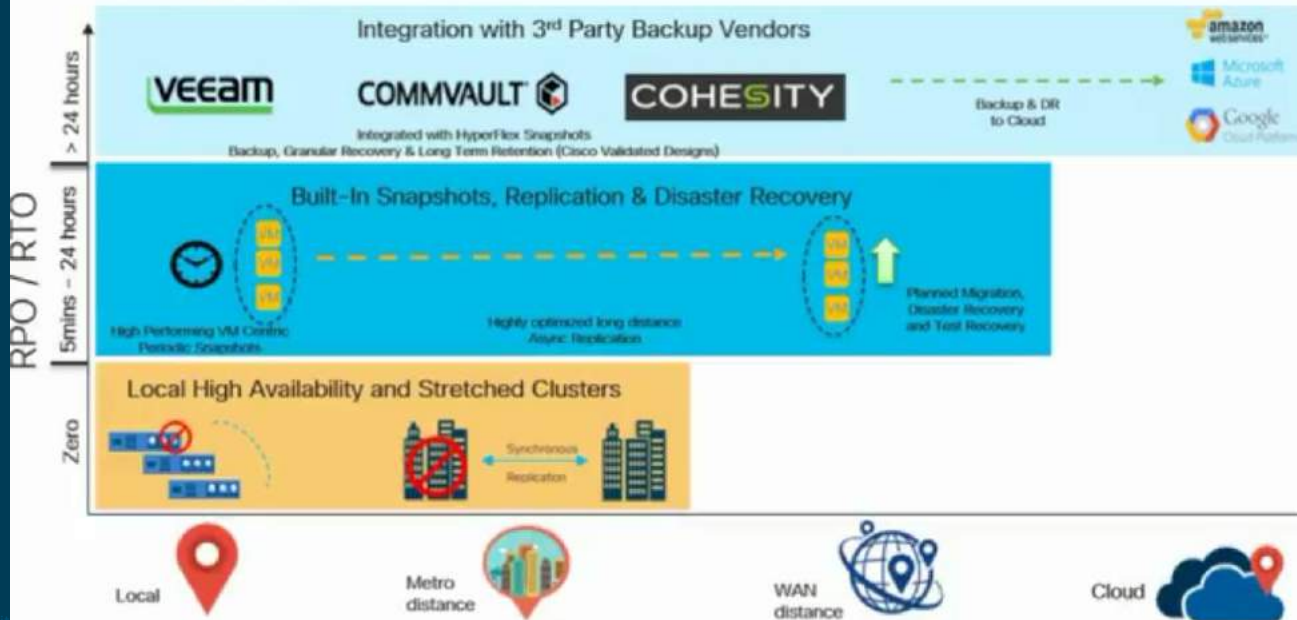


- Cisco HyperFlex can run more VMs per cluster than other vendors
- Tests found the number of VMs other vendors can run with similar Write Latency as HX
- Simulates heavy VM load

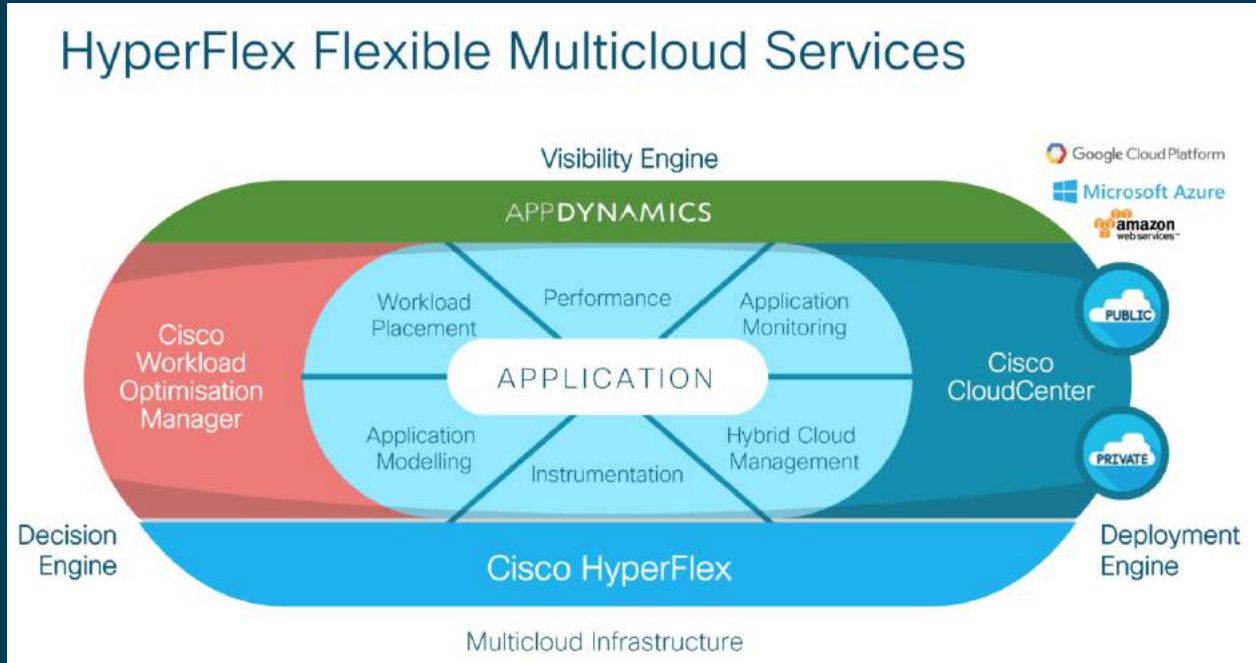
# Can the HCI Solution deliver 24 x 7 operations ?

## HyperFlex Data Protection

Flexibility to meet business needs



# Will HCI platforms integrate with my existing environment and the public cloud ?



**So is it worth it?**

**Just a fad?**

**Were we kidding  
ourselves?**

**Dream**

**Are we seeing the business  
impact expected?**





Gary Coburn

