Reconstrucción de la Infraestructura en la Transformación Digital: Cambios y Ventajas del Modelo de Nube Híbrida para Integradores y Usuario

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ICT SUMMIT
CONFERENCIA & EXHIBICIÓN
ECUADOR 2025

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Worldwide Cloud Market Forecast
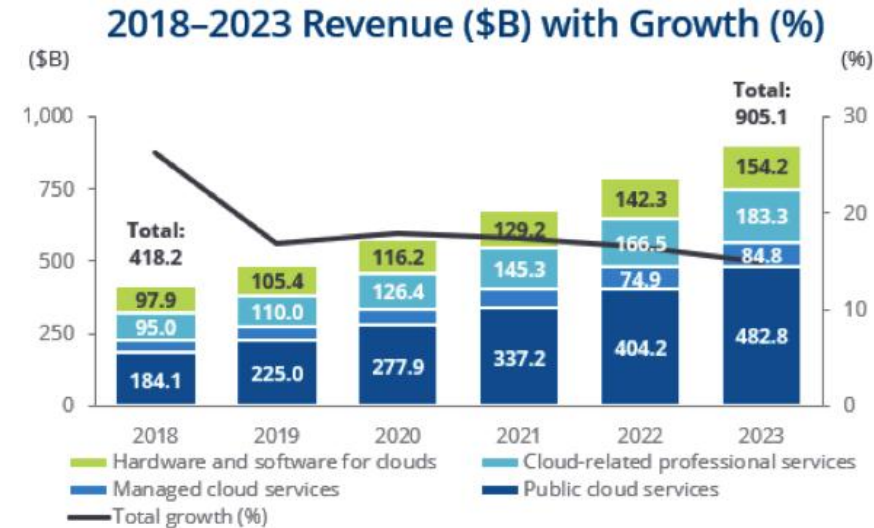
> ➢ The proportion of IT spending that is shifting to cloud will accelerate in the aftermath of the COVID-19 crisis, the cloud total market CAGR (Compound Annual Growth Rate) will reach nearly 16.7%

Managed Cloud Services Emerge

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Faster, Easier, Valuable, Efficient, Repeat

FEVER

(Re) Build Governance & Foundational Practices

Reflect Your Organization's Unique Context and Cloud Realities

Cloud Smart

Mind the Gap

KISS — Keep It Simpler and Safe

Best Practices for a Cloud-Smart Journey

Source: Gartner, Best Practices for a Cloud-Smart Journey
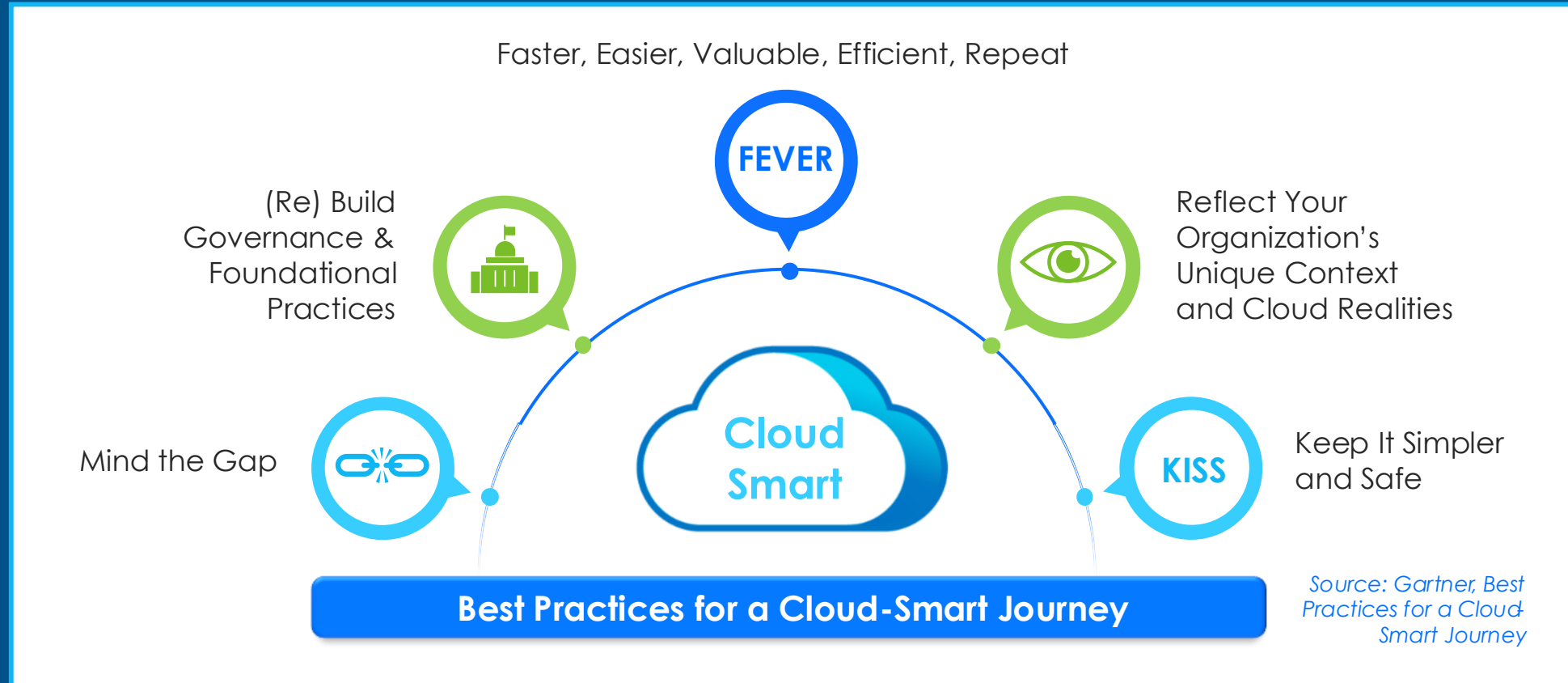
Cloud Journey is never a revolution of existing IT architecture, it is a evolution of services with series of processes instead
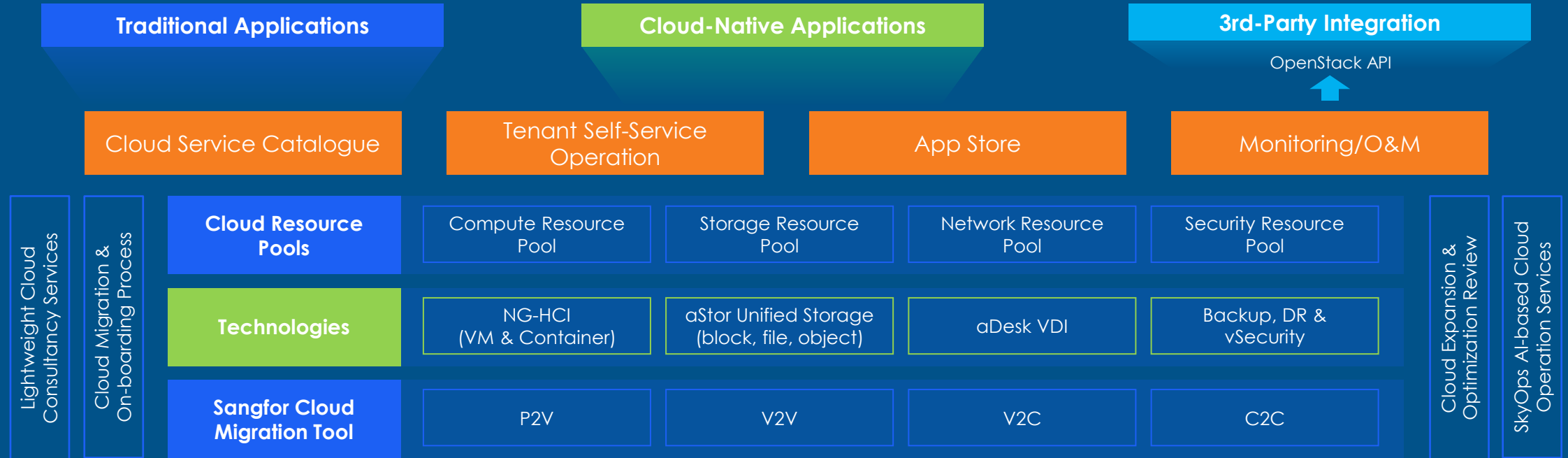
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Sangfor Unified Hybrid Cloud Overview

Healthcare · Manufacturing · Government · Education · FSI

Private Cloud SDDC

Hybrid Cloud
Seamlessly extend your on-premises data center to the cloud and manage them as one

Managed Cloud Services

Edge — — — **Edge DC** — — — **Core DC** — — — **DRC**

- **Sangfor Unified Hybrid Cloud** uses the same HCI architecture for both on-premises Private Cloud and a local, off-premises Managed Cloud, ensuring consistent management and security across both environments.

- Run your applications with the best performance and comply with data sovereignty regulations while enjoying our global consultancy and local support services.

Sangfor Unified Hybrid Cloud Overview

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Traditional Applications	Cloud-Native Applications	3rd-Party Integration
		OpenStack API

Cloud Service Catalogue	Tenant Self-Service Operation	App Store	Monitoring/O&M

	Cloud Resource Pools	Compute Resource Pool	Storage Resource Pool	Network Resource Pool	Security Resource Pool		
Lightweight Cloud Consultancy Services	**Technologies**	NG-HCI (VM & Container)	aStor Unified Storage (block, file, object)	aDesk VDI	Backup, DR & vSecurity	Cloud Expansion & Optimization Review	SkyOps AI-based Cloud Operation Services
Cloud Migration & On-boarding Process	**Sangfor Cloud Migration Tool**	P2V	V2V	V2C	C2C		

Sangfor Cloud Platform – Unified Hybrid Cloud Management

Hyper-Converged Resource Pool	External Storage	X86 Server	Virtualized Resource Pool	Public Cloud	Managed Cloud/ Container
Sangfor HCI/ NANO Cloud	SANGFOR	D≪LL inspur 浪潮	vmware vSphere	amazon web services|S3	SANGFOR CLOUD
	Sangfor aStor/ 3rd-party	hp lenovo 联想 ...			kubernetes

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Sangfor Unified Hybrid Cloud Overview

Unified Management	Unified View	Cloud Interconnect
Unified Disaster Recovery	Unified AIOps (Sangfor SkyOps)	Tailored Services

HCI

Private Cloud

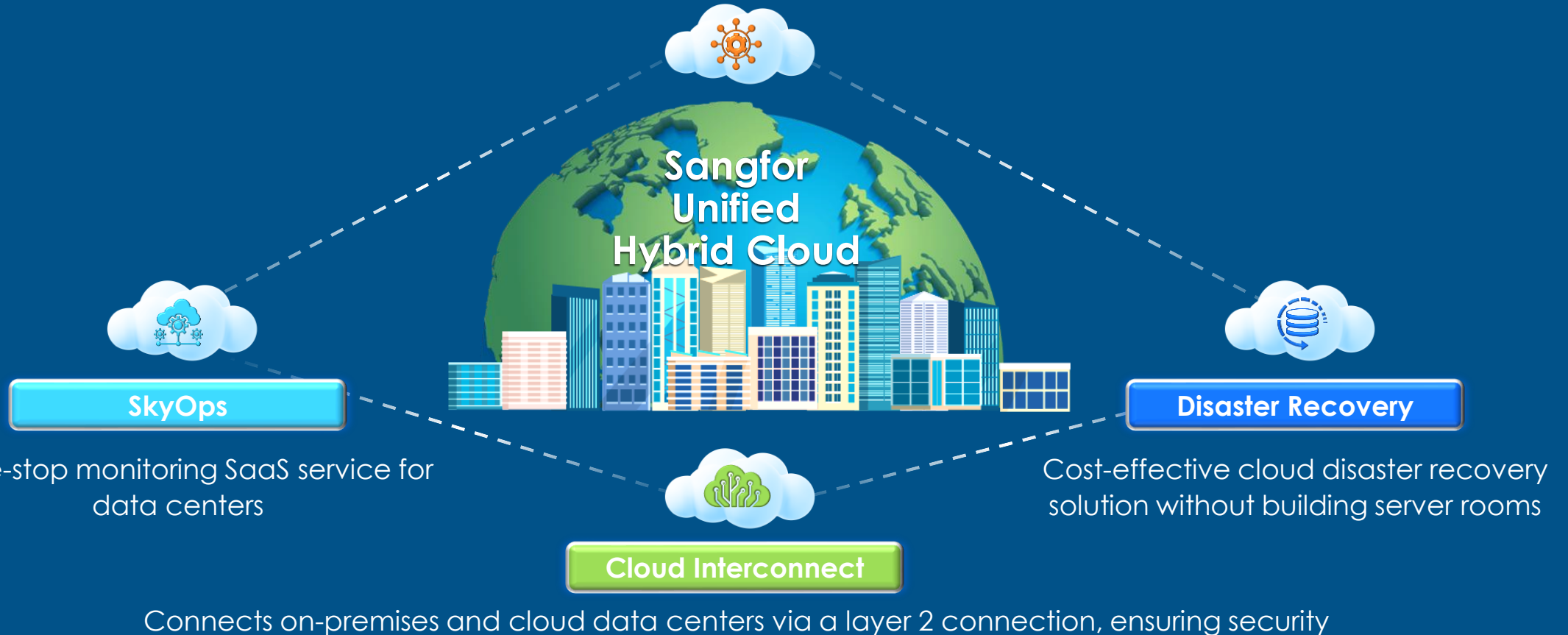Experience   Service

Nearby Access   Resource Convergence

Service Team

Managed Cloud

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Key Conclusions 1

➢ The endpoint of the cloud journey for medium and large customers can take various forms, such as all public cloud/private cloud/distributed cloud, etc. It doesn't necessarily have to be a hybrid cloud, but it will inevitably go through a hybrid architecture stage, and this will last for a considerable amount of time, even several years.

➢ This is mainly because the hybrid architecture can effectively reduce the difficulty for customers to move to the cloud, slow down the pace, and steadily advance. It can coexist well with cloud computing and existing legacy assets.

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Key Conclusions 2

➢ **Most customers' architectures are now "mixed" but "not synergized".**

The state of being "not synergized" is a common issue, leading to high management and maintenance costs and causing headaches for customers. The main manifestations are:
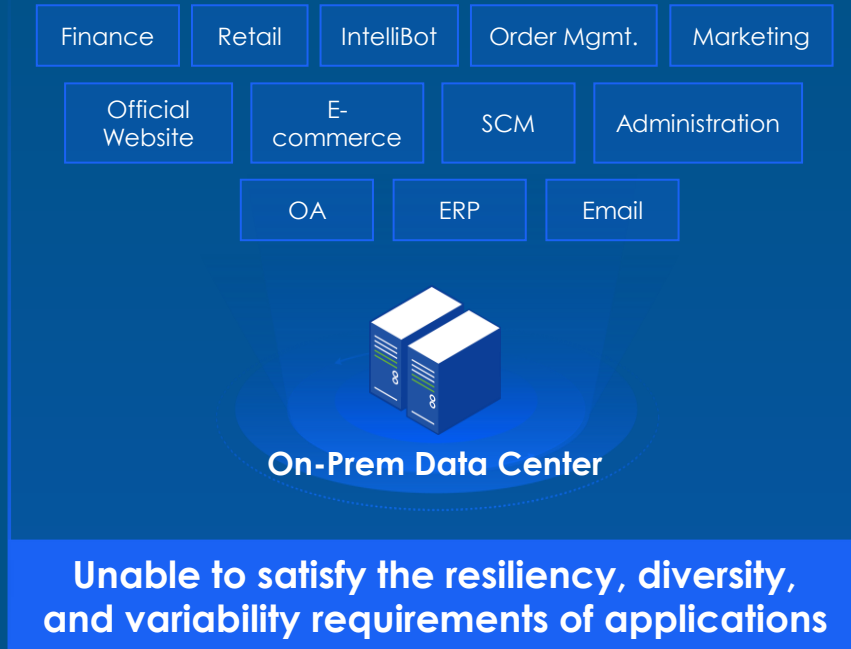
- Need to pay attention to two different sets of security policy groups at the same time.

- Need to pay attention to two different network designs at the same time.

- The authentication system is not connected (there is no unified IAM; AD domain and cloud AD are not integrated, etc.).

- The learning cost for two platforms is relatively high, and neither may be mastered in depth.

- The communication cost of dealing with at least two or more vendors is too high.

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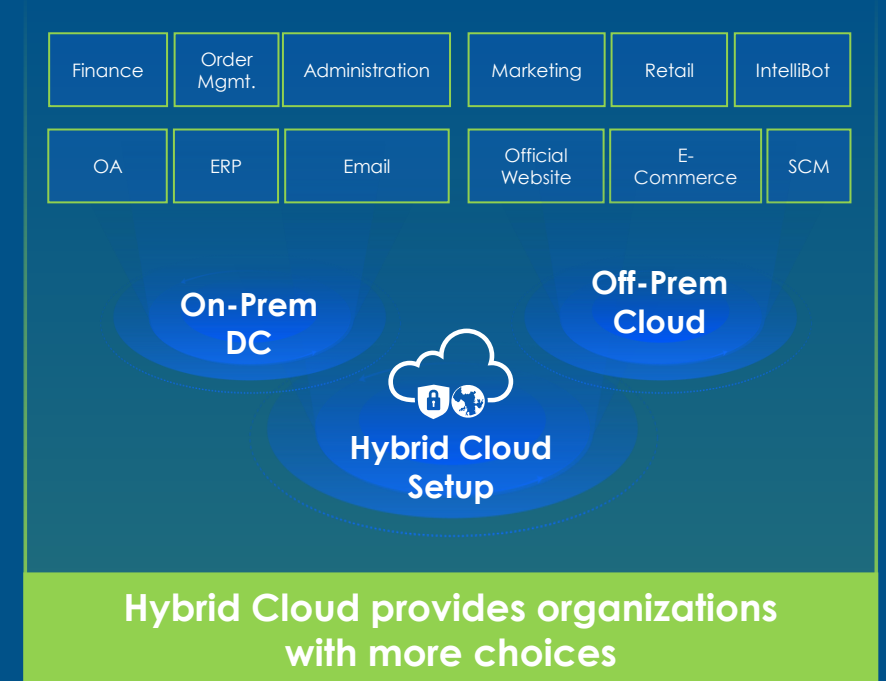# Preface – Key Conclusions from Customers

Key Conclusions 3

Customers themselves are not clear about the type of scenarios in which they must consider a hybrid architecture.

- When existing IT assets need to be gradually (and not all at once) phased out
- When "cloud-featured" businesses coexist with traditional businesses
  - Applications that have huge spikes, e.g., order systems, and those with the intention to bring in traffic, e.g., portal websites
  - Low-risk applications that use public data sets
  - Applications that have independence and do not frequently exchange data with other businesses; usage rate can be high or low
- When the existing DC infrastructure is poor, and accidents occur from time to time
- When agile development is needed

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Why Hybrid Cloud is a Better Choice

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Finance	Retail	IntelliBot	Order Mgmt.	Marketing

Official Website	E-commerce	SCM	Administration

OA	ERP	Email

On-Prem Data Center

Unable to satisfy the resiliency, diversity, and variability requirements of applications

- Better SLA
- Better disaster recovery readiness
- Better workload placement
- Better on-prem data center extendibility
- Stepwise cloud adoption
- Controlled legacy phase-out

Finance	Order Mgmt.	Administration	Marketing	Retail	IntelliBot

OA	ERP	Email	Official Website	E-Commerce	SCM

On-Prem DC

Off-Prem Cloud

Hybrid Cloud Setup

Hybrid Cloud provides organizations with more choices

Hybrid Cloud Model Selection

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Homogeneous Hybrid Cloud

➤ Same cloud stack on-prem & off-prem
➤ Unified cloud management
➤ Great workload portability
➤ Simple Learning Cure
➤ Good Compatibility, Smooth Migration

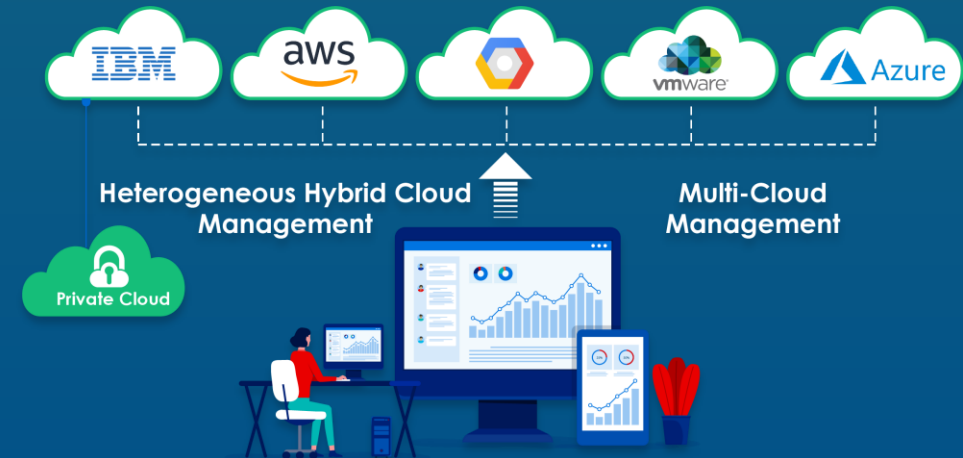### Local Homogeneous Hybrid Cloud

Private Cloud

Public Cloud

Managed Cloud

Heterogeneous Hybrid Cloud

IBM aws vmware Azure

Heterogeneous Hybrid Cloud Management

Multi-Cloud Management

Private Cloud

Target Customer Persona

1. **Traditional enterprises and industry customers**

(Common examples include healthcare/real estate/retail/BPO/education/insurance/small and medium-sized financial services companies, etc.) Currently still have a large number of local businesses and assets that cannot be phased out in the short term. The future direction is to gradually move to the cloud, with the main demand being IaaS (i.e., Rehost).
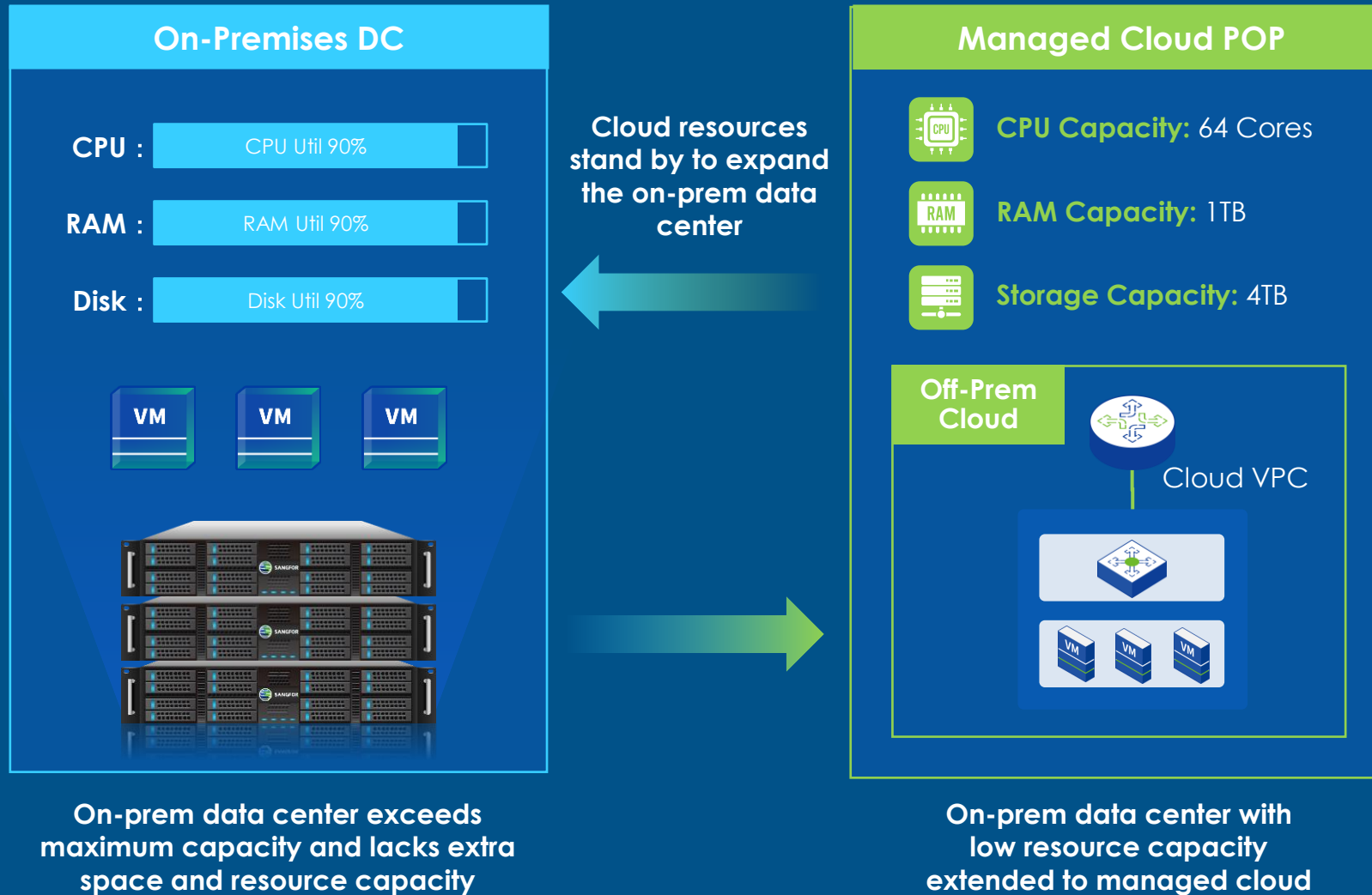
2. **Customers have clear driving forces (usually one or several driving forces combined)**

➢ Need strong business agility: For public services such as Telemedicine, retail E-Commerce, government online e-government services, etc.

➢ Need strong business reliability: Traditional intranet office systems for enterprise or industry customers, such as: OA, HRIS, HIS, EMR, Cashier, etc.

3. **The overall organization's IT personnel have limited technical/knowledge levels and are more inclined to outsource operations to save trouble, shorten communication paths, and have simple and easy-to-use architectures.**

4. **Cost-sensitive customers who pursue the ultimate cost-effectiveness.**

Use Case 1: On-Prem Data Center Extension

On-Premises DC

CPU : CPU Util 90%

RAM : RAM Util 90%

Disk : Disk Util 90%

VM VM VM

Cloud resources stand by to expand the on-prem data center

Managed Cloud POP

CPU Capacity: 64 Cores

RAM Capacity: 1TB

Storage Capacity: 4TB

Off-Prem Cloud

Cloud VPC

VM VM VM

On-prem data center exceeds maximum capacity and lacks extra space and resource capacity

On-prem data center with low resource capacity extended to managed cloud

Use Case 1: On-Prem Data Center Extension

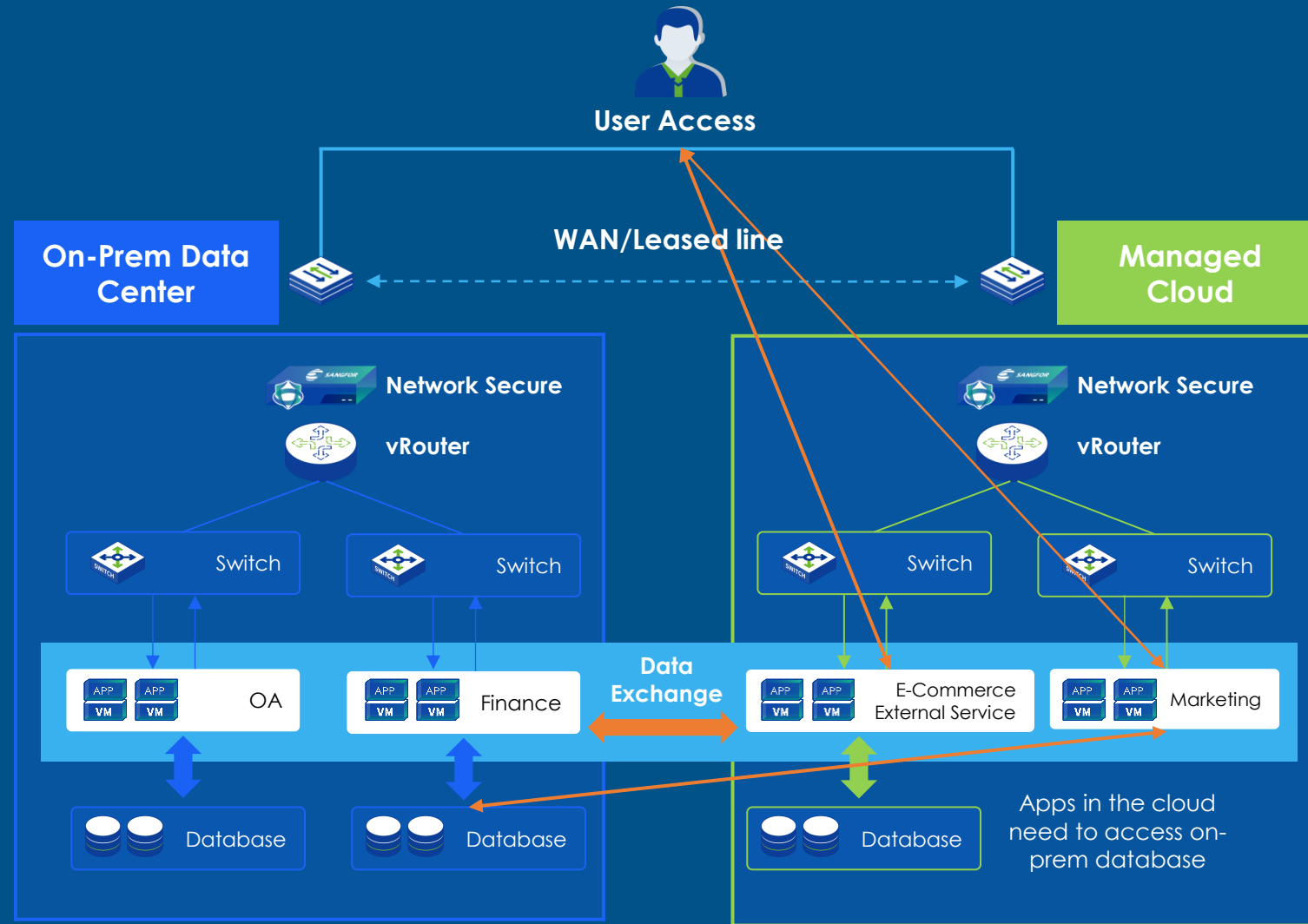## Use Case Description

Customer Pain Points

1. Insufficient on-prem data center capacity
2. poor conditions in the on-prem data center
3. a shortage of operation and maintenance personnel

Unified Hybrid Cloud Selling Points

1. Unified management for both the on-premises DC and managed cloud
2. In-built tunnel service to connect both sides together
3. T3 Data Center with redundant connectivity and good SLA
4. Meets low latency and data controllability requirements

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Use Case 2: Hybrid Workload Placement

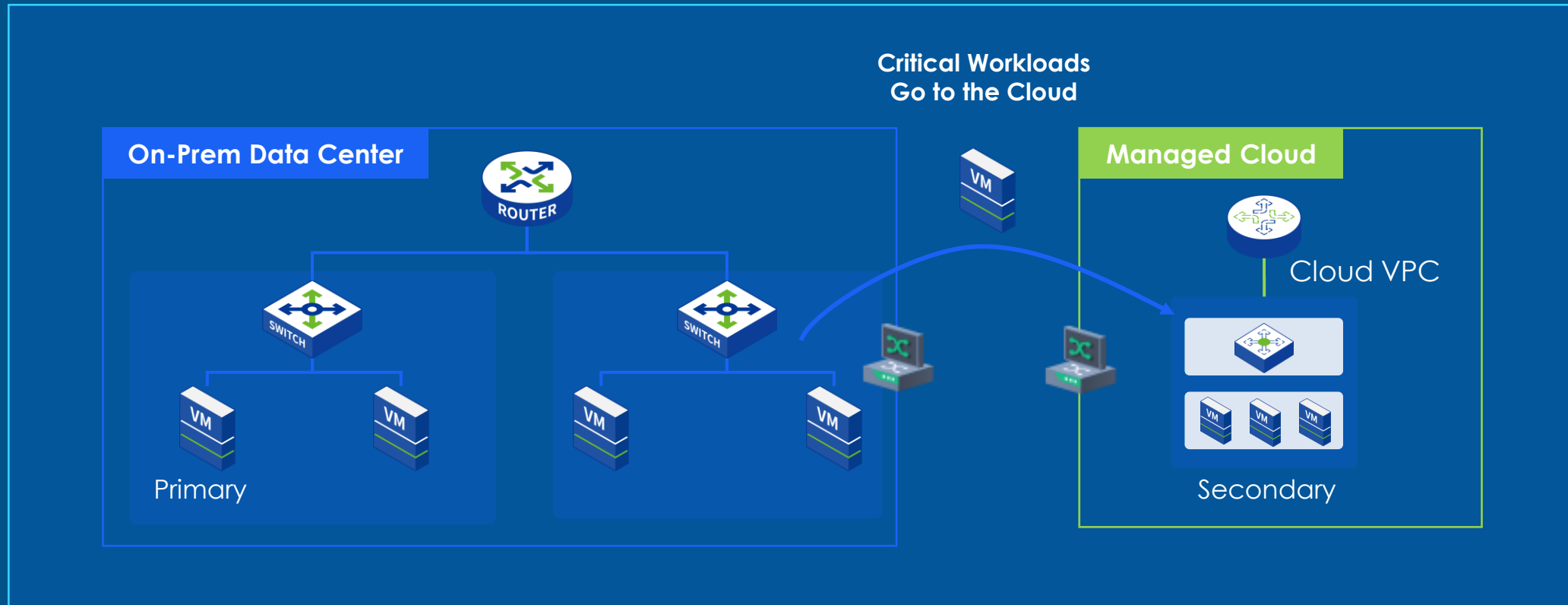## Use Case Description

Customer Pain Points

1. Management complexity: A heterogeneous hybrid cloud setup does not offer consistent management
2. Long learning curve and tough learning process of different cloud stacks

Unified Hybrid Cloud Selling Points

1. Unified management for both the on-premises DC and managed cloud
2. In-built tunnel service to connect both sides together

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Use Case 3: Disaster Recovery

Critical Workloads Go to the Cloud

On-Prem Data Center

ROUTER

SWITCH

SWITCH

VM

VM

VM

VM

Primary

VM

Managed Cloud

Cloud VPC

VM VM VM

Secondary

Wizard-Based DR Drill, Bi-Directional DR, RPO≈0, RTO=Mins.

Use Case 3: Disaster Recovery

Use Case Description

Customer Pain Points

Unified Hybrid Cloud Selling Points

Due to policies and business drivers (business continuity policies, significant impact from business interruptions, ransomware prevention), users need to build remote disaster recovery and backup.

1. The construction of the second data center is a long way to go; disaster recovery/backup systems and related service systems involve high costs and complexity.

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Unified Hybrid Cloud Sample Sales Pitch

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| Explain that the future construction is trending towards hybrid cloud | HCI can seamlessly integrate with MCS into a Unified Hybrid Cloud |

Example: Sir/Ma'am, from a technology and business development standpoint, the future is clearly trending towards hybrid cloud infrastructure. Just as websites, e-commerce platforms, and supply chain systems are evolving, so too will traditional office applications like OA and ERP. These applications will increasingly require mobile access and the capability for remote backups. Many businesses are already transitioning some of their operations to the cloud, thus forming a hybrid cloud architecture.

Example: Your current HCI can seamlessly extend to Sangfor Managed Cloud to form a Unified Hybrid Cloud. The architecture of the on-prem data center and managed cloud is the same. The result is like having two local HCI clusters. You can view the resource and business conditions across on-prem and cloud via a unified management panel. Another highlight is the L2 network connection between the two environments, making it a LAN experience. In this way, IPs don't need to be changed when migrating workloads, and security policies are also the same. In short, it offers simple application migration and hybrid deployment for optimized performance, costs, security, and compliance.

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Unified Hybrid Cloud Solution Sales Guide

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01

Shortlist existing HCI customers for hybrid cloud leads and opportunities (using public cloud, IDC, new business transformation, platform expansion, disaster recovery backup, etc.).

02

In the daily operations involving HCI and managed cloud, prioritize the delivery of the Unified Hybrid Cloud concept to partners and customers to influence customers' future IT planning. Establish the understanding that a hybrid cloud that is built over the same underlying infrastructure is the best option, then proceed to present Sangfor Unified Hybrid Cloud with HCI and MCS.

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Unified Hybrid Cloud Solution Sales Guide

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03

In new opportunities, customers usually offer both on-prem and cloud opportunities. Present a hybrid cloud story to enhance the attractiveness of either HCI or MCS, letting customers realize that Sangfor not only satisfies their existing requirements but also provides a future-proof and evolvable solution to them.

04

Widely deliver the message to partners, that cloud-based SkyOps can be jointly operated by both Sangfor and authorized partners.

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Unified Hybrid Cloud Solution Sales Guide

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05

Actively suggest existing HCI customers connect to the cloud-based SkyOps and upgrade the HCI and SCP so that they can experience hybrid cloud features free of charge, and actively follow up on the customers' experience till the deal is sealed.

06

When you get an HCI project with backup/DR requirements and compete against H3C, VMware, or Nutanix, you can choose to add some hybrid cloud features in your POC or ToR to enhance the competitiveness of the solution.

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