

Sept 2024

Private Cloud Modernization Program

The path to building a private cloud can be complex, as it involves navigating the challenges of people, processes, and technology. Recognizing these challenges, Broadcom is making significant investments in a program designed to help customers navigate their private cloud transformation journey with VMware Cloud Foundation. By providing expert guidance, tailored training, and innovative resources, Broadcom ensures that businesses can confidently transition to a private cloud, regardless of where they are in their private cloud journey.

Customers can take advantage of the following elements of the program designed to help them advance along the stages of their organizational maturity and up-level the skills of their workforce:

1. Private Cloud Maturity Model
2. VCF Jumpstart Workshops
3. New VMware Cloud Foundation Certification
4. Free Digital Learning and Instructor-led Training

Introducing the Private Cloud Maturity Model

Every organization envisions a robust and efficient private cloud tailored to their specific needs. This includes the desired services, essential security features, required availability levels, and preferred methods for service consumption. While establishing this vision is a critical first step, the real challenge lies in bringing it to fruition. To address this, Broadcom has developed the Private Cloud Maturity Model—a comprehensive assessment designed to help you realize your organization's private cloud ambitions.

Developing a Vision of the Modern Private Cloud

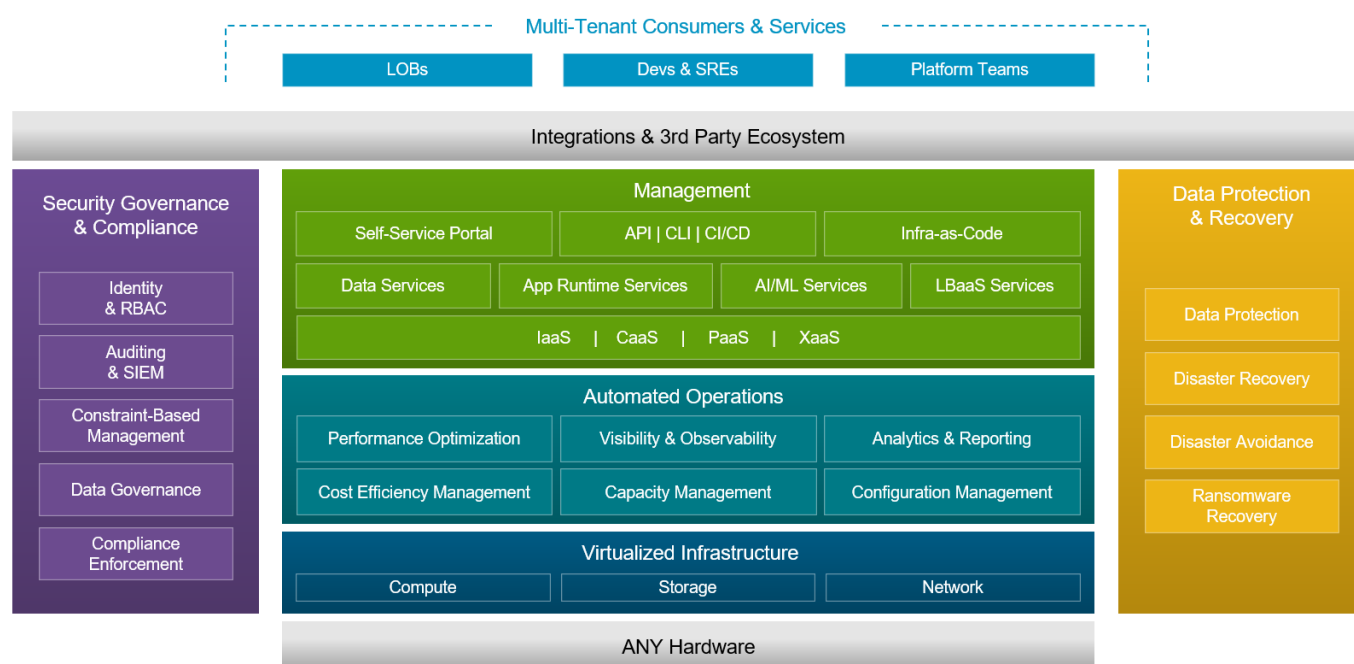
Before delving into the intricacies of the Private Cloud Maturity Model, it's essential to understand how an organization formulates its private cloud vision. The process begins by defining the core infrastructure foundation upon which the business will be built. This foundation includes the compute, storage, and network resources that will be consumed.

Once the infrastructure is established, attention shifts to its operation. At its core, this involves maintaining visibility over the environment. However, operating a private cloud is more complex than that. Organizations must ensure they are optimizing infrastructure performance, managing capacity, and configuring resources across the entire estate. Additionally, analytics and reporting capabilities are crucial. Modern private clouds also require an assessment of resource consumption: Are resources being fully utilized? Can they be automatically repurposed or shut down to reduce costs when not in use?

Next, the organization must consider how it wishes to consume these resources. Some may require a self-service portal for various business lines to provision resources on demand, while others might need API, CLI, or CI/CD integrations for seamless system integration. Additionally, specific services—such as data services, AI/ML capabilities, or Load Balancer as a Service (LBaaS)—may be necessary to meet user demands.

Securing the environment and addressing compliance requirements are also paramount. This encompasses everything from basic identity and access management to the enforcement of compliance across the environment. In today's global business environment, operations aren't confined to specific hours. Consequently, private cloud services must be available around the clock. This demands high availability, protection against threats such as ransomware, and the ability to recover quickly from catastrophic events.

Achieving all of this requires more than any single vendor or software solution can provide. Organizations typically rely on a diverse range of vendors and software to meet their needs, underscoring the importance of integration with third-party components.



Modern Private Cloud

Speed Bumps to Adoption

With a well-defined vision in place, what obstacles prevent companies from realizing it? First, technology evolves at a breakneck pace. Emerging capabilities like Generative AI necessitate that companies continually adapt their vision to incorporate new advancements. Moreover, most organizations do not have the luxury of starting from a clean slate. They must contend with legacy systems that remain integral to their operations. Mergers and acquisitions further complicate matters, as they bring additional hardware and services into the fold.

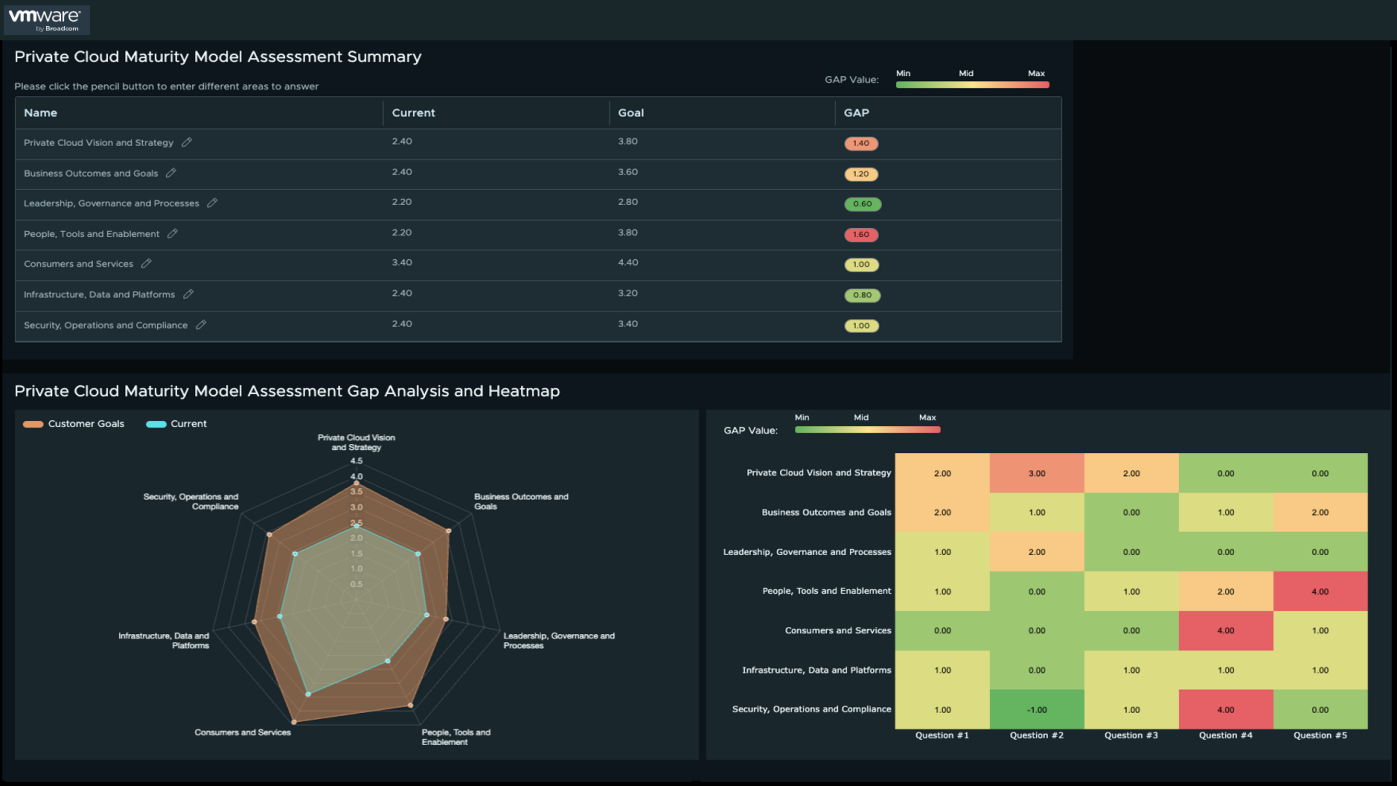
However, the challenges are not limited to technology alone. Companies must also address the human and operational practices that have been established. In many cases, this can prove to be the most challenging and time-consuming barrier to achieving a company's private cloud vision.

The Private Cloud Maturity Model

Broadcom developed the Private Cloud Maturity Model to help companies realize their private cloud vision in an efficient and programmatic manner. The first step of leveraging the Private Cloud Maturity Model involves assessing where a customer currently stands on their journey toward realizing their vision. This is achieved by responding to 35 questions covering seven core areas:

- Private Cloud Vision and Strategy
- Business Outcomes and Goals
- Leadership, Governance, and Processes
- People, Tools, and Enablement
- Consumers and Services
- Infrastructure, Data, and Platforms
- Security, Operations, and Compliance

Next, the specific use cases a company aims to achieve are considered. Broadcom has identified nine common use cases that are typical of most organizations, ranging from modernizing on-premises private cloud infrastructure to implementing private AI or ransomware recovery solutions. Analysis of this information results in the assignment of a Private Cloud Maturity Index score. This score helps identify the gap between a company's current state and its desired state. Since companies may have multiple use cases, analyzing the Private Cloud Maturity Index score across the seven core areas can highlight focus areas that will most effectively accelerate the company's vision.



Private Cloud Maturity Model

Once the key areas of focus have been identified, the next step is to conduct a deeper analysis to determine the capabilities and functionalities present within the environment. A gap analysis is then performed to pinpoint the differences between the current state and the essential requirements needed to achieve the company's goals. At this stage, all that remains is to close these gaps. Broadcom can develop a comprehensive, customized plan with prescriptive guidance tailored to the unique needs of an individual company to achieve this. Given the dynamic nature of technology, business priorities, and the company's progress on its private cloud journey, it is advisable for companies to leverage the Private Cloud Maturity Model repeatedly to evaluate their progress and to stay on course.

For more information about the Private Cloud Maturity Model, please contact your Broadcom account representative or email cmm@broadcom.com.

VCF Jumpstart Workshops

VCF Jumpstart Workshops help you understand VMware's recommended best practices for cloud maturity and provide a tailored implementation and adoption plan to achieve your goals. VCF Jumpstart Workshops are designed to cater to your organization's unique needs and best align with your current technical and business use cases.

The VCF Jumpstart Workshop involves the following steps:

1. **Private Cloud Maturity Model Insights**

The first step of the VCF Jumpstart Workshops is a comprehensive assessment of your current capabilities against your desired private cloud future state. We analyze your cloud use cases, prioritize cloud capabilities, and define phases and milestones for delivery, ensuring a thorough understanding of your cloud maturity.

2. **Implementation Architecture**

The second step is to analyze and align your current architecture with VCF reference architecture best practices. This alignment will help you identify architecture gaps and compose a conceptual architecture that matches your desired cloud use cases. Next, we review VMware Validated Solutions (VVS) in your environment to evaluate high-level architectural best practices to align to the desired future state and capabilities.

3. **Capability Roadmap**

In the third step, we document the adoption plan for cloud use cases and recommend backlog items based on Cloud Operating Model areas.

4. **Pro Cloud Services Backlog Items**

The fourth step involves developing actionable recommendations for continued services through backlog items aligned to the Pro Cloud Services catalog.

Key Benefits of VCF Jumpstart Workshops

After a VCF Jumpstart Workshop, you will see the following key benefits:

- Alignment with VMware best practices and understand your organization's cloud maturity level.
- Clarity on VMware technology's current state in collaboration with subject matter experts.
- A path to maximize your technology investment faster with the recommended roadmap and architecture.

To learn if your organization is eligible for a workshop, contact your account representative. For more information, please see [VCF Jumpstart Workshops](#).

New VMware Cloud Foundation Certification

VMware's comprehensive and rigorous certification program empowers individuals to validate their skills and knowledge while ensuring customers have access to a highly qualified workforce.

Certifications are available across five tracks: Data Center Virtualization, Network Virtualization, Cloud Management and Automation, Security, and Application Modernization. They are designed to address the needs of all skill levels, from entry-level to expert, with four certification levels: VMware Certified Technical Associate (VCTA), VMware Certified Professional (VCP), VMware Certified Advanced Professional (VCAP), and VMware Certified Design Expert (VCDX). The wide range of certifications enables you to choose those most relevant to your personal and professional goals and your organization's technical requirements.

In May 2024, a number of [changes to the program](#) were announced to make it more accessible, flexible, and valuable for all participants. Learners now no longer need to complete a pre-requisite training course to take a certification exam. This change offers you increased flexibility to demonstrate your skills and participate in continuous learning and education. To further streamline the certification process and make professional development accessible to even more individuals and organizations, all VCTA, VCP, and VCAP exams are now offered for a standardized exam fee of \$250. All certifications can be accessed via the new Certification Manager Portal, which offers a streamlined user experience for managing certifications, accessing resources, and tracking career development.

The new VMware Certified Professional level VMware Cloud Foundation Administrator certification exam is designed to validate the core competencies of cloud administrators and similar roles required to install, configure, and manage a private cloud solution based on VMware Cloud Foundation. The VMware Certified Professional Level VMware vSphere Foundation Administrator validates skills to install, configure, and manage enterprise workload engines to optimize data centers for organizations of all sizes. As a result of these two new certifications, students will be able to acquire in-demand skills aligned with current technology trends, reduce cloud costs, optimize resource utilization, and maximize the returns on their organizations' VMware Cloud Foundation and VMware vSphere Foundation investments.

For more information about certifications, including pre-requisites, exam details, and costs, please visit our [certification website](#).

Free Digital Learning and Instructor-led Training

Free learning entitlements for VMware customers provide you and your team with the latest VCF knowledge and skills, helping to realize the full potential of your VCF investment. Learning entitlements empower your teams to accelerate VCF adoption while aligning with business goals and maximizing ROI. You can choose from two distinct learning pathways – Digital Learning and Instructor-led Training (ILT). Your VCF entitlement provides unlimited access to the comprehensive VCF digital training library and open enrollment to VCF Instructor-Led Training.

Digital Learning

VMware's digital learning library offers convenient access to a comprehensive set of content across all components of the VCF stack. Whether you are looking for quick tips and tricks, short how-to videos, or certification-aligned foundation courses, the digital library is the place to explore new capabilities or dive deeper into a key technology. Available content includes:

- **On-Demand (Content Only)** – Comprehensive on-demand lecture content digital training library
- **Guided Lab Videos** – Recorded instructor lab how-to walkthrough videos
- **Tech Direct** – Quick videos covering an overview of products, technologies, or features from industry experts
- **Open eLearning** – 101-level fundamental, bite-sized videos
- **Core Technical Skills** – VMware-certified Technical Associate certification-aligned foundation courses

Instructor-led Training

Instructor-led courses accelerate the learning process by providing your teams with targeted training focused on the most relevant knowledge. Conducted by VCF Certified Instructors, the classes provide an immersive learning experience customized to the needs and goals of our customers and partners. Live Q&A sessions, discussions with VCF experts, and opportunities to clarify concepts and troubleshoot challenges are available to each class participant. The training is flexible and convenient, with various classes to choose from according to your schedule. Benefits of instructor-led training include:

- Accelerated learning and reduced time to proficiency
- Deeper expertise across VCF technologies
- Enhanced team collaboration based on standardized training

We also recently [announced](#) an expansion of our training delivery through our VCF Education Delivery Partners to help professionals get certified and stay ahead of today's rapidly advancing cloud technologies. VCF Education Delivery Partners are not just trainers but certified professionals with extensive experience across the VMware stack. Many of our VCF Education Delivery partners also offer tailored training solutions to suit organizations' unique needs. These highly customized private training programs enable your team to build the most relevant knowledge and skills and receive an impactful training experience.

To learn more, please see [VCF Learning](#).

