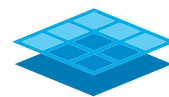


WHITE PAPER

# Platform9 for vSphere vs. VMware vRealize Automation



PLATFORM9

# Introduction

Private clouds provide a valuable opportunity for VMware customers to increase the utility of their existing vSphere infrastructure by enabling self-service and programmatic access to infrastructure for end users. Platform9 Managed OpenStack for vSphere (Platform9) provides clear benefits over other private cloud management and infrastructure automation systems such as VMware vRealize Automation (vRA). Specifically, Platform9 provides customers with both simplicity and choice as they build and use their private clouds — all while providing industry-standard automation APIs that accelerate software development productivity.

## Simplicity

Platform9 greatly simplifies private cloud implementation and management by delivering the cloud platform as an industry-first SaaS solution. Beyond easy deployment, Platform9's approach reduces operational processes cost for your private cloud.

- **Easy deployment.** Customers can deploy a Platform9 private cloud in minutes, instead of weeks, simply by deploying a small-footprint virtual appliance host agent. There is no additional management infrastructure to deploy since the cloud platform is delivered as a managed service (SaaS). The benefits include:
  - Fast time to value. Instead of waiting months for a return on investment, you can make developers more productive in less than a day.
  - There is no additional hardware to manage since Platform9 is hosting the management infrastructure. This translates to IT savings in dollars and time.
- **No need to operate an additional management stack like vRA.** This frees you from either having to hire additional personnel or having to dedicate additional resources to manage another management stack. This includes tasks such as monitoring, troubleshooting, fixes, scaling, and upgrading the management platform.
- **No need for professional services.** Platform9's SaaS model allows for easy deployment and eliminates the need for a professional services engagement and additional costs.
- **No need for additional training.** Platform9 owns responsibility for the private cloud management platform, relieving you from the need to dedicate operational resources that have to be trained on the new software.
- **No need to refactor existing management tools and processes.** Platform9 is able

to dynamically discover changes in your vSphere clusters so that you can choose to continue using existing tools and processes along with providing self-service. This is in contrast to other management software, such as vRA, that assumes complete ownership of the infrastructure it manages. With Platform9, IT won't have to refactor and learn new tools and processes before realizing return on investment.

## Choice


Platform9 understands that IT needs to accommodate existing environments as well as greenfield projects for private cloud implementations. Our approach provides customers with the flexibility they need to choose the best path forward for existing or new workloads.

- **Selectively repurpose existing infrastructure and workloads.** Platform9 is able to discover your existing infrastructure, the virtual machines, and templates that are already provisioned on it. This allows you to automate your infrastructure with a single tool instead of having to create silos of new and existing resources. The benefits include:
  - Fast time to value. Instead of waiting weeks and months to set up a new private cloud infrastructure, you can repurpose select existing resources and start providing users private cloud services in less than a day.
  - Cost and time savings. Without the need to create two silos, you won't have to dedicate people and hardware to creating your private cloud.
- **Flexibility in choice of solutions.** Platform9 not only supports a range of hardware devices but also virtualization technologies. You can continue to use vSphere with Platform9, but will also have the flexibility to introduce other virtualization solutions such as KVM or Docker containers.
- **Interoperability with other management tools.** Platform9 can integrate with or work alongside any number of existing management tools. This includes management tools such as those in the vRealize Suite like vRO and ITBM. This allows you to choose best of breed instead of being restricted to one set tools in a suite, accelerating return on investment.
- **Ability to adapt quickly to changing needs.** Platform9's SaaS delivery model makes us more flexible and responsive to new customer requirements and technology needs than traditional on-premises software. Customers can take advantage of our rapid innovations and painless upgrades to incorporate new capabilities more quickly to derive greater value from their private cloud.

## Industry-Standard Automation APIs

Platform9 is powered by OpenStack, and delivers all the benefits of the world's leading open source private cloud platform, including:

- **Orchestration.** One of the keys to increasing productivity is automating as much of the application lifecycle as possible. This is true for both the application development process and when running an application in production. Platform9 uses OpenStack Heat and Ceilometer to enable automation of application stacks, both on-demand or automatically, in response to resource requirements on an application. This enables quicker time to value by enabling you to reuse a wide variety of open-source application blueprints that are built around OpenStack Heat (which is very similar to Amazon Web Services CloudFormations). By automating applications in this manner, IT architects can save time and reduce errors associated with manually deploying and maintaining application stacks.
- **Networking.** Platform9 gives customers the capability to provide their internal users with the ability to create private networks



that are specific to a particular group or project. Typically, this is something that can only be done through an infrastructure or network administrator. By opening up this capability to users via OpenStack Neutron, you can help your developers be more productive quickly without having to assign IT admin resources, while conforming to security best practices such as micro-segmentation. In addition, OpenStack Neutron is compatible with a wide range of network solutions, including VMware NSX, Cisco ACI, Juniper Contrail and PlumGrid, which enables choice for customers.

- **Storage.** Through OpenStack Cinder, Platform9 customers can deploy and manage storage volumes and attach them to compute resources, while leveraging advanced capabilities such as resource tiering and Quality of Service (QoS). Resource tiering allows users to map the right storage type to the right workload while QoS allows users to assign storage performance based on workload type. This provides cost savings by allowing customers to more efficiently use their storage resources and also helps to ensure that critical applications receive the resources they require. As with Neutron, OpenStack Cinder is the industry standard API that is compatible with a wide range of software-defined or traditional block storage solutions.

# Summary

We recommend a side-by-side evaluation of vRA and Platform9 to enable you to assess the difference for yourself. To discuss these evaluation criteria, or to request your own Platform9 trial, please contact us at [customer-success@platform9.com](mailto:customer-success@platform9.com).

	Platform9	vRA
Time to Production	<ul style="list-style-type: none"> <li>Minutes (SaaS)</li> </ul>	<ul style="list-style-type: none"> <li>Weeks or months</li> </ul>
Guaranteed SLA	<ul style="list-style-type: none"> <li>Platform9 owns the SLA</li> </ul>	<ul style="list-style-type: none"> <li>None - IT owns the SLA</li> </ul>
Health Monitoring and Troubleshooting	<ul style="list-style-type: none"> <li>24/7 monitoring and fixes</li> </ul>	<ul style="list-style-type: none"> <li>None - IT is responsible</li> </ul>
Upgrades to Patches and New Releases	<ul style="list-style-type: none"> <li>Included and "zero touch" for customers</li> </ul>	<ul style="list-style-type: none"> <li>Complex and responsibility of IT</li> </ul>
Cost	<p>Lower cost:</p> <ul style="list-style-type: none"> <li>No additional hardware required,</li> <li>No cloud management software expertise needed,</li> <li>No professional services needed</li> </ul>	<p>Higher cost:</p> <ul style="list-style-type: none"> <li>Additional management hardware required,</li> <li>Additional staff training needed,</li> <li>vRA expertise needed,</li> <li>Professional services engagement needed</li> </ul>
Integrates with Existing Environments	<ul style="list-style-type: none"> <li>Yes - Supports any existing Linux (KVM) or vSphere environment</li> </ul>	<ul style="list-style-type: none"> <li>No - Requires greenfield environments or a heavy professional services engagement to brownfield</li> </ul>
Interoperability with Existing Tools and Processes	<ul style="list-style-type: none"> <li>Yes - Integrates/works with existing tools and processes</li> </ul>	<ul style="list-style-type: none"> <li>No - IT must learn and adopt new tools and processes</li> </ul>
Technology Choice	<ul style="list-style-type: none"> <li>Allows integrating of best of breed technology, including vSphere and Docker</li> </ul>	<ul style="list-style-type: none"> <li>Biased toward VMware technology, with very limited support of others</li> </ul>
Ability to Innovate	<ul style="list-style-type: none"> <li>SaaS model enables shorter time to fixes and new features</li> </ul>	<ul style="list-style-type: none"> <li>Long cycle to fixes and new releases</li> </ul>
Open, Standard APIs	<ul style="list-style-type: none"> <li>Native, out-of-the-box APIs, industry standard and future proofed</li> </ul>	<ul style="list-style-type: none"> <li>Requires integration with vRealize Orchestration to create your own APIs</li> </ul>

# About Platform9

Platform9 transforms an organization's existing servers into an AWS-like agile and efficient self-service private cloud at any scale within minutes while leveraging the latest open source innovations. Powered by OpenStack, Platform9 is the first 100% cloud-managed platform for KVM, VMware vSphere, and Docker. Founded in 2013 by a team of early VMware engineers, Platform9 is situated in Silicon Valley.

## Additional Resources

You may also find the following helpful as you evaluate Platform9:

- Blog Q&A with GE's Cody Hill on the State of the Enterprise Private Cloud  
<http://platform9.com/blog/qa-with-ge-on-the-state-of-the-enterprise-private-cloud/>
- White Paper: Five Things You Need for a True VMware Private Cloud  
<http://platform9.com/resources/wp-5-things-vmware-private-cloud/>
- Self-service and Automation using OpenStack for VMware vSphere  
<http://platform9.com/resources/wp-self-service-and-automation-for-vsphere/>