# Top 10 reasons to sell VMware on IBM Cloud

VMware Business partners who have been impacted by the Broadcom acquisition may continue to resell VMware through IBM Cloud. IBM Cloud has a rich, compelling VMware offering with minimal requirements or commitments to get started.

We're waiting to hear from you—contact us today.

**1** IBM Cloud is the most widely used Cloud for VMware deployments with over 2,000 clients.

**2** IBM Cloud offers a cost-effective VMware platform with competitive pricing.
- Attractive consumption models with hourly/monthly billing, and 1-yr or 3-yr contracts (compared to 3-yr or 5-yr offerings by Broadcom)
- Just announced: exciting financial incentives for clients, with up to 50% off VCF as a service.

**3** IBM offers more server sizes and instance shapes than any other provider so clients will not need to overspend or be shoe-horned into "T-shirt" size servers.

**4** IBM Cloud offers multiple solutions for VMware from fully customer-managed to IBM-managed
- VMware Cloud Foundation as a Service (VCFaaS): IBM manages the underlying VMware for you, single or multi-tenant
- VMware Cloud Foundation (VCF) for Classic running on dedicated, bare metal servers
- IBM Cyber Recovery anti-ransomware solution using Veeam backup
- VMware for Regulated Workloads for high-security environments
- VMware Cloud Foundation (VCF) for VPC: deploy VMware's software-defined data center into your IBM Cloud Virtual Private Cloud (VPC) environment
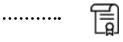
**5** IBM offers the most secure infrastructure, with end-to-end protection engineered into the infrastructure, keeping workloads and data safe. Even IBM cannot see a client's data with its "Keep your Own Key" feature.

**6** IBM offers vSphere in bare-metal servers, so you have full control and access to servers with tight security, using the same VMware interface that you're already used to. With full control of VCF on bare metal servers, you can seamlessly lift and shift your VMware workloads to IBM Cloud.

**7** IBM Cloud is the only cloud that is SAP certified for VMware

**8** Migration solutions such as PrimaryIO and other IBM Business partners will seamlessly move VMware workloads to and from IBM Cloud quickly and efficiently.

**9** IBM offers reference architectures for regulated/high security workloads.

**10** Private Global Network Backbone means that data transfers within the IBM Cloud are free (60 data centers across 6 regions and 19 availability zones globally).

**Ready to get started?**

Reach out to our team and we'll show you the lucrative margin opportunities in IBM Cloud. And you don't have to go it alone. We have dedicated resources at Ingram Micro and IBM to help you build your practice. Contact our team for more info: ibmcloudsales@ingrammicro.com