



Why Arrow for VMware Solutions?

Your trusted Broadcom growth partner

ARROW

vmware[®]
by Broadcom

Modern private cloud is here

Broadcom's **VMware Cloud Foundation 9 (VCF 9)** is a game-changing, **unified private cloud platform that's redefining what's possible for modern infrastructure**. With revolutionary features including unified operations management, seamless multi-workload support, and enhanced security capabilities, VCF 9 delivers unprecedented agility while maintaining enterprise-grade control and cost predictability.

This presents an extraordinary opportunity to accelerate your growth. As Broadcom's strategic partner with deep expertise and comprehensive support services, **Arrow is uniquely positioned to help you expand your VCF 9 business**.

Our dedicated teams understand the technical and business benefits of the VMware portfolio, ensuring you can confidently guide customers through their digital transformation journey while maximising your revenue potential in this exciting and evolving marketplace.

Here's a quick overview of the VMware portfolio.

Simplified portfolio and licensing model

Broadcom portfolio is designed to help customers achieve ongoing innovation, faster time to value, and predictable investments.

The product portfolio has also been simplified, with the VMware Cloud Foundation division now having one primary offering – **VMware Cloud Foundation 9 (VCF 9)**.



Why VMware Cloud Foundation 9 now?

Organisations are looking to invest in private cloud infrastructure as they seek to balance agility, cost, and security.

According to IDC, more than **80% of companies are expecting to undergo some repatriation of compute and storage resources to private cloud** or non-cloud environments after one year of public cloud migrations.*

You can take advantage of this market opportunity by offering customers VMware Cloud Foundation 9.

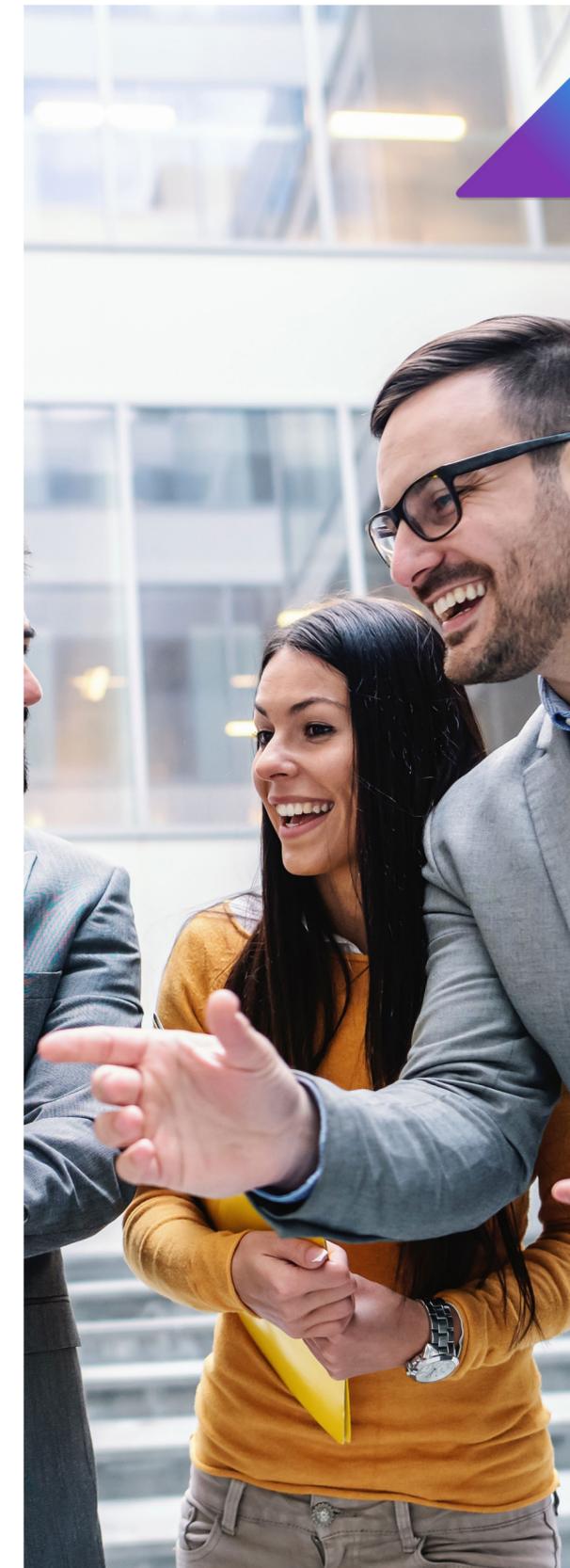
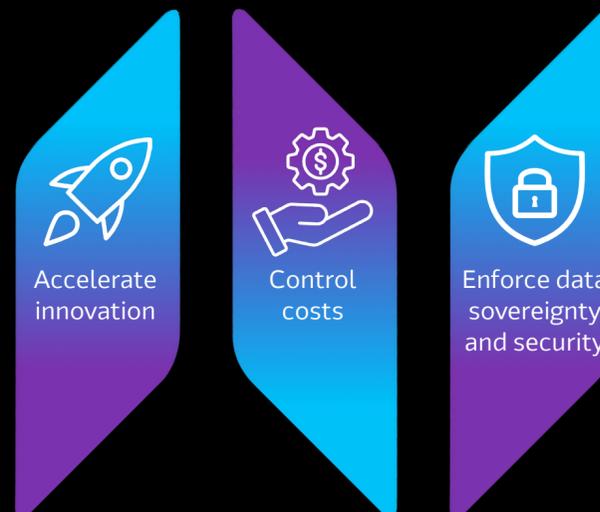
This modern Private Cloud platform is designed to **help businesses of all sizes and types accomplish far more and spend far less**. It delivers a seamless cloud experience through a unified platform for all applications—traditional, modern, and AI—combined with complete cost transparency and sovereignty. It empowers organizations to innovate faster, strengthen security, maintain compliance, and achieve more with fewer resources.

What's in VCF 9?

Add-ons <small>(VPAIF, VLR, vDefend, Avi, Tanzu Platform, Tanzu, Data Services)</small>
Digital Learning Entitlement
HCX for Application Migration
VCF Automation for Self Service
NSX for Networking
Kubernetes Service (VKS)
vSAN <small>(1 TiB/Core)</small>
VCF Operations <small>(with additional functionality)</small>
vCenter
vSphere Enterprise Plus

Offering customers a consistent operating model for the private cloud that spans data centres, edge, and managed cloud infrastructure from service providers and hyperscalers – **VCF 9 combines the agility and scalability of public cloud with the security, performance, architectural control, and total cost of ownership (TCO) benefits of an on-premises environment.**

VCF 9 delivers a radically new approach to private cloud that enables customers to accelerate data centre modernisation and become their own cloud provider, so they can:



Keep your business momentum with Arrow support

At Arrow, **we believe that partnership is more than just a business transaction.**

It's about building a long-term relationship based on trust, support, and mutual growth.

If you have customers coming up for renewals and need guidance or support, please reach out to us. **Using Arrow as your single point of contact is the quickest way to get help and advice.**

Whether you need more information about the VMware portfolio, licensing, or any other issue impacting your business,



OUR 100+ DEDICATED VMWARE TEAMS ACROSS 25 COUNTRIES ARE ONLY A PHONE CALL AWAY

Our experienced local teams will not only do their best to resolve the issue, but they'll also go the extra mile, offering advice on where improvements can be made and doing everything they can to help you get to the core of your business goals and find where your niche in the market could potentially be, to support your business growth.

Why Arrow for VMware solutions?

Arrow's strategic alliance with Broadcom and its VMware portfolio is stronger than ever.

Our experienced local teams can help you:



GROW YOUR VCF 9.0 BUSINESS



DEVELOP YOUR TEAM'S CAPABILITIES



GET EXPERT SUPPORT TO DEVELOP A SUCCESSFUL COMMERCIAL GROWTH STRATEGY



UNLOCK PARTNER PROGRAM BENEFITS TIED DIRECTLY TO SALES PERFORMANCE

If you're interested in learning more about the VMware portfolio and how **Arrow can support your VMware business**, please [GET IN TOUCH](#)

Source: *IDC, "Assessing the Scale of Workload Repatriation: Insights from IDC's Server and Storage Workloads Surveys." 1H23 and 2H23, doc #US50903124. June 2024.



Arrow Electronics guides innovation forward for thousands of leading technology manufacturers and service providers. With 2023 sales of \$33 billion, Arrow develops technology solutions that help improve business and daily life.

Our broad portfolio that spans the entire technology landscape helps customers design, distribute, and deploy forward-thinking products that make the benefits of technology accessible to as many people as possible.

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Five Years Out