IDC

Helping Organizations with Cloud Migration Through Oracle Cloud Lift Services and VMware

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EXECUTIVE SNAPSHOT

FIGURE 1

EXECUTIVE SNAPSHOT: Oracle Cloud Infrastructure

This IDC Market Note describes Oracle Cloud Lift Services (OCLS) and Oracle Cloud VMware Solution (OCVS) and how they are enabling customers in their cloud migration journey, from planning, architecting, prototyping to managing cloud migration. OCVS is helping enterprises in migrating VMware workloads to Oracle Cloud, along with gaining resilience for business continuity (BC) and disaster recovery (DR).

Key Takeaways

- Launched in March 2021, OCLS supports existing and new enterprise customers with access to its technical tools with cloud engineering resources to accelerate workloads migration to Oracle Cloud Infrastructure (OCI) while maintaining data security. Oracle offers these resources to existing and new customers at no additional cost, ensuring that migration activities are initiated by the company to provide better results.

- With OCLS, Oracle can support enterprises from commencement to activities going live, including assessment, architecting, prototyping, migration to modernizing the landscape to drive business results.

- OCVS offers the same VMware experience on-premises with complete root access, administrative control, VMware features with cloud elasticity and security, native connection to over 50 Oracle cloud services, collaborative support, and a unified console experience.

- Some of the OCVS use cases include migrating VMware workloads to the cloud, building hybrid software-defined datacenters (SDDCs) by extending on-premises VMware deployment to Oracle Cloud, and establishing BC and DR with vSphere by building another site on Oracle Cloud.

- IDC believes that the role of an ideal partner that can support businesses in the fast-tracked cloud shift is critical. Oracle continues to support customers in their cloud journey. Solutions, such as OCLS and OCVS, help businesses in moving workloads to Oracle Cloud while providing access to tools and resources. It will be interesting to witness how existing and new customers leverage the OCLS and OCVS solutions from Oracle in India.

Source: IDC, 2021

IN THIS MARKET NOTE

2020 will be etched in history as the year that made dramatic shifts in both personal and enterprise landscapes, and one word that resonates well is "resilience." With organizations realizing that technology adoption is critical for businesses to continue with zero impact, one technology that has been at the forefront of it all is cloud. As per IDC's *Cloud Pulse Survey, 4Q20*, 79% of the enterprises in India increased their cloud spending versus the actual budgets for 2020, and the number 1 reason cited is the pandemic. It is no surprise that the reliance on cloud and digital infrastructure is the top technology advancement that is likely to endure for India enterprises. Accelerated cloud adoption and migration is critical for businesses to gain agility and access to new technologies and faster innovation. Although the benefits are numerous in terms of application availability, flexibility cost optimization, uptime, reliability, and faster time to market, enterprises need to be cautious of the challenges associated with planning and architecting the readiness of people, processes, and skills along with technical barriers.

Where Are India Enterprises on Their Cloud Journey?

IDC's *Cloud Pulse Survey, 4Q20* depicts that India organizations are in varied stages of cloud adoption, with 32% citing they are in the broad implementation of production applications stage, 26% in the initial implementation stage of production applications, 18% are in the test and development environment stage, 12% are running pilot projects, and another 12% still evaluating cloud models. These findings show that organizations in India need to thoroughly plan their cloud migration journey and define their objectives to derive business value from their cloud investments.

When asked about the total spending on migration of applications from and to the cloud, 27% of organizations in India cited spending on migrating applications from noncloud environments to either public or private clouds, a quarter of organizations stated spending on migrating applications from public clouds to datacenters, 22% cited spending on migrating applications from private to public clouds, and another 22% stated spending on migrating applications between public clouds. With this, businesses need to clearly plan, design, prioritize, and manage the applications migration to the cloud.
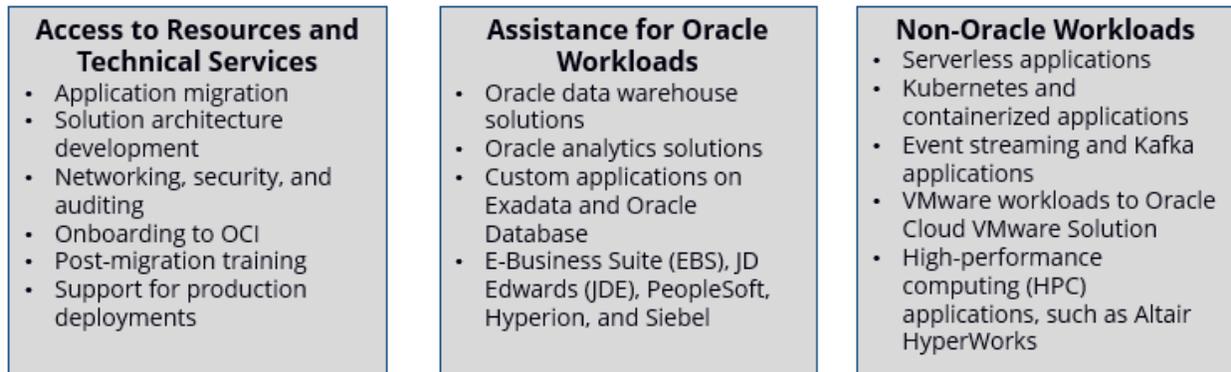
Oracle recently launched its Oracle Cloud Lift Services (OCLS) to assist and support customers in cloud migration. Oracle Cloud VMware Solution (OCVS), on the other hand, helps enterprises shift or extend their VMware workloads to Oracle Cloud, without re-architecting the applications.

Oracle Cloud Lift Services

Launched in March 2021, OCLS supports existing and new enterprise customers with access to its technical tools and cloud engineering resources to accelerate workloads migration to Oracle Cloud Infrastructure (OCI) while maintaining data security. According to IDC's *Industry CloudPath 2Q20* survey, Oracle leads in the overall infrastructure-as-a-service (IaaS) vendor satisfaction category with a rate increasing from 2019 to 2020 at 8.64/10. In April 2020, the company announced the per-second billing model for Autonomous Database usage on OCI. OCLS is an integrated cloud solution that includes multiple components, such as infrastructure, software, processes, and people. As part of the program, Oracle Cloud engineering resources help existing and new customers with a range of activities, including performance analysis, application architecture, hands-on migrations, and post-implementation/live support. To enhance customer experience (CX), the company assists customers until their workloads go live and trains their staff to run the environment in the future. This has helped clients move critical workloads faster and allowed them to leverage these services for customer tenancies.

FIGURE 2

OCLS's Offerings to Enterprises

Access to Resources and Technical Services	Assistance for Oracle Workloads	Non-Oracle Workloads
• Application migration • Solution architecture development • Networking, security, and auditing • Onboarding to OCI • Post-migration training • Support for production deployments	• Oracle data warehouse solutions • Oracle analytics solutions • Custom applications on Exadata and Oracle Database • E-Business Suite (EBS), JD Edwards (JDE), PeopleSoft, Hyperion, and Siebel	• Serverless applications • Kubernetes and containerized applications • Event streaming and Kafka applications • VMware workloads to Oracle Cloud VMware Solution • High-performance computing (HPC) applications, such as Altair HyperWorks

Source: IDC,2021

What Are the OCLS Advantages for Enterprises?

- **Access to Oracle's engineering resources.** OCLS is an integrated cloud solution that includes infrastructure, software, processes, and people. As part of the Oracle Cloud Lift program, enterprises get access to Oracle engineers that assist in migrating workloads to Oracle Cloud, enabling customers to derive value from OCI investments.

- **End-to-end support.** With OCLS, Oracle can support enterprises from commencement until activities go live, including assessment, architecting, prototyping, migration, and management.

- **Services inclusions.** The Oracle Cloud Lift program includes available services globally and is a part of customers' tenancy on OCI.
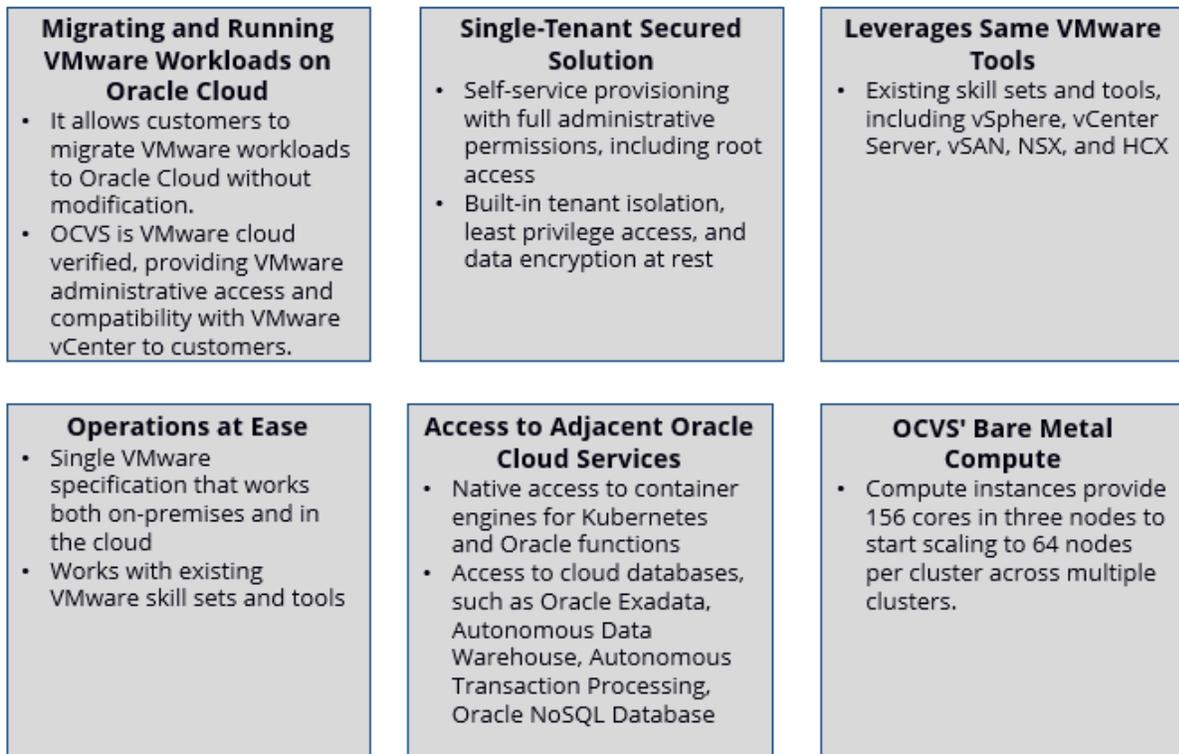
India Customers

Customers across manufacturing, financial services, and logistics in India are leveraging the OCLS program to accelerate their cloud migration for multiple operational services and major digital transformation (DX) projects. One of the largest health insurance companies in India, a third-party logistics SP specializing in supply chain management (SCM) and enterprise mobility solutions, and one of the leaders in the aluminum and copper manufacturing industry based in India all have access to cloud engineering resources for a range of activities, including performance analysis, application architecture, hands-on migrations, and live support all through the OCLS program.

Oracle Cloud VMware Solution

Announced in August 2020, OCVS facilitates customers to move their production VMware workloads to the Oracle Cloud without having to modify them. OCVS offers enterprises full access and control to their VMware environment to run applications in the cloud. With VMware Cloud as the foundation to deliver VMware vSphere, NSX, vSAN, an integrated management, and a three-node compute cluster, enterprises can use services, such as VMware Host Client for ESXi management on the cloud. OCVS helps organizations migrate applications "as is" and leverage Oracle's existing skill sets with tools already in use on-premises. The solution is available in 22 commercial regions globally and at customers' datacenters.

FIGURE 3

Features of OCVS

Migrating and Running VMware Workloads on Oracle Cloud	Single-Tenant Secured Solution	Leverages Same VMware Tools
• It allows customers to migrate VMware workloads to Oracle Cloud without modification. • OCVS is VMware cloud verified, providing VMware administrative access and compatibility with VMware vCenter to customers.	• Self-service provisioning with full administrative permissions, including root access • Built-in tenant isolation, least privilege access, and data encryption at rest	• Existing skill sets and tools, including vSphere, vCenter Server, vSAN, NSX, and HCX

Operations at Ease	Access to Adjacent Oracle Cloud Services	OCVS' Bare Metal Compute
• Single VMware specification that works both on-premises and in the cloud • Works with existing VMware skill sets and tools	• Native access to container engines for Kubernetes and Oracle functions • Access to cloud databases, such as Oracle Exadata, Autonomous Data Warehouse, Autonomous Transaction Processing, Oracle NoSQL Database	• Compute instances provide 156 cores in three nodes to start scaling to 64 nodes per cluster across multiple clusters.

Source: IDC,2021

Why OCVS?

OCVS help organizations in extending their VMware-based workloads in the cloud environment and offer salient features as below:

- **Cloud experience as in on-premises datacenter.** OCVS offers indistinguishable experience in the cloud as in on-premises datacenters and integrates with Oracle's second-generation cloud infrastructure.

- **Customer control.** OCVS provides administrator access to provide control over customers to patch or upgrade as per requirements.

- **Modernize with Oracle Cloud.** OCVS allows customers to deploy VMware-based apps in the same cloud environment as Oracle's broad portfolio of cloud services, including Autonomous Database, database as a service (DBaaS), and Exadata Cloud Service.

- **Single vendor support and billing.** This includes vSphere, vSAN, NSX-T, and HCX license. Oracle provides tier 1 and tier 2 support and consolidated billing.

Customers

Some of the OCVS use cases include migrating VMware workloads to the cloud and building hybrid SDDCs by extending on-premises VMware deployments to Oracle Cloud and business continuity (BC)

and disaster recovery (DR) with vSphere by building another site on Oracle Cloud. Globally, Oracle is supporting customers, such as TIM Brasil, Altair, Rumo, and Entel, among others, through OCVS solutions. A large private sector bank in South India has also chosen the OCVS solution to move its development and test workload.

IDC'S POINT OF VIEW

Driven by faster innovation, agility, and access to new technologies, accelerated cloud adoption is the gospel truth, as revealed by IDC surveys. As per IDC's *Future Enterprise Resiliency and Spending Survey Wave 4*, conducted in May 2021, majority of the organizations in India responded that they will increase their public cloud spend in 2021 (IaaS by 60%, platform as a service [PaaS] by 54% [data services], and software as a service [SaaS] by 58%). IDC predicts that by the end of 2021, based on lessons learned, 80% of enterprises will put a mechanism in place to shift to cloud-centric digital infrastructure twice as fast as before the pandemic. The role of an ideal partner that can support businesses in this fast-tracked shift becomes critical. Oracle continues to support customers in their cloud journey. Solutions, such as OCLS, help businesses in moving workloads to Oracle Cloud while providing access to tools and resources. Providing migration assistance to new and existing customers will help enterprises as organizations often seek help when moving to public cloud environments.

The COVID-19 pandemic has forced organizations to adopt remote work environments and has created opportunities for cloud vendors and solution providers to support enterprises in this journey. Further, as organizations look to modernize their existing applications, they are often challenged by factors, such as interoperability, complex application architectures, application dependency, security, and costs, to name a few. As per IDC *FutureScape: Worldwide Cloud 2021 Predictions – India Implications*, IDC predicts that through 2023, all enterprises will struggle with app modernization and data integration across cloud silos; 20% will adopt connected cloud strategies to overcome these concerns. OCVS helps enterprises in moving their VMware workloads to Oracle Cloud without having to modify them and provides complete control over VMware environments while leveraging benefits from the OCI. To be able to provide the same experience on the cloud as in on-premises datacenters is critical for enterprises to overcome the challenges associated with running applications on the cloud. Additionally, OCVS offers features, including full root access, full administrative control, full capabilities of VMware features, along with cloud elasticity, security, native connection to over 50 Oracle Cloud services, collaborative support, and a unified console experience.

Oracle continues to invest in and support customers across their cloud migration journeys to ensure there is minimum disruption, with support from dedicated engineers and technical resources and tools. Oracle has an impressive list of customers across verticals in India. With 29 public cloud regions globally and two in India, Oracle is supporting over 15,000 customers in India in their transformation journey, meeting customers' requirements around data privacy and residency. It will be interesting to witness how these existing and new customers leverage the OCLS and OCVS solutions from Oracle in India.

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Synopsis

This IDC Market Note describes Oracle Cloud Lift Services (OCLS) and Oracle Cloud VMware Solution (OCVS) and how they are enabling customers in their cloud migration journey, from planning, designing, prototyping to managing.

About IDC

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