

## Future Cloud Infrastructure Flex



Since Broadcom's acquisition of VMware, numerous customers have felt the impact—increased costs, restricted service options, discontinued products, and the end of perpetual licenses. To make matters worse, the current geopolitical climate only adds to the challenges.

### Customer challenges after Broadcom takeover

- **Transformation decisions:** Many customers are now questioning whether to stay with VMware, switch to an open-stack-based, cloud-native hypervisor, or choose hybrid/multi-cloud solutions.
- **Uncertainty in cloud and pricing models:** Customers are uncertain about hyperscaler pricing models and face challenges in managing private vs. public cloud needs. They are becoming increasingly aware of the actual costs and technical challenges involved and not migrating every workload to the public cloud.
- **Technical uncertainty:** For many customers, the long-term viability of their current infrastructure is now uncertain when comparing their existing deployed solutions to what Broadcom will offer going forward.
- **Planning to move off VMware in the near future,** but still need VMware licenses and support in the short and mid-term.

### Customer challenges due to current geopolitics

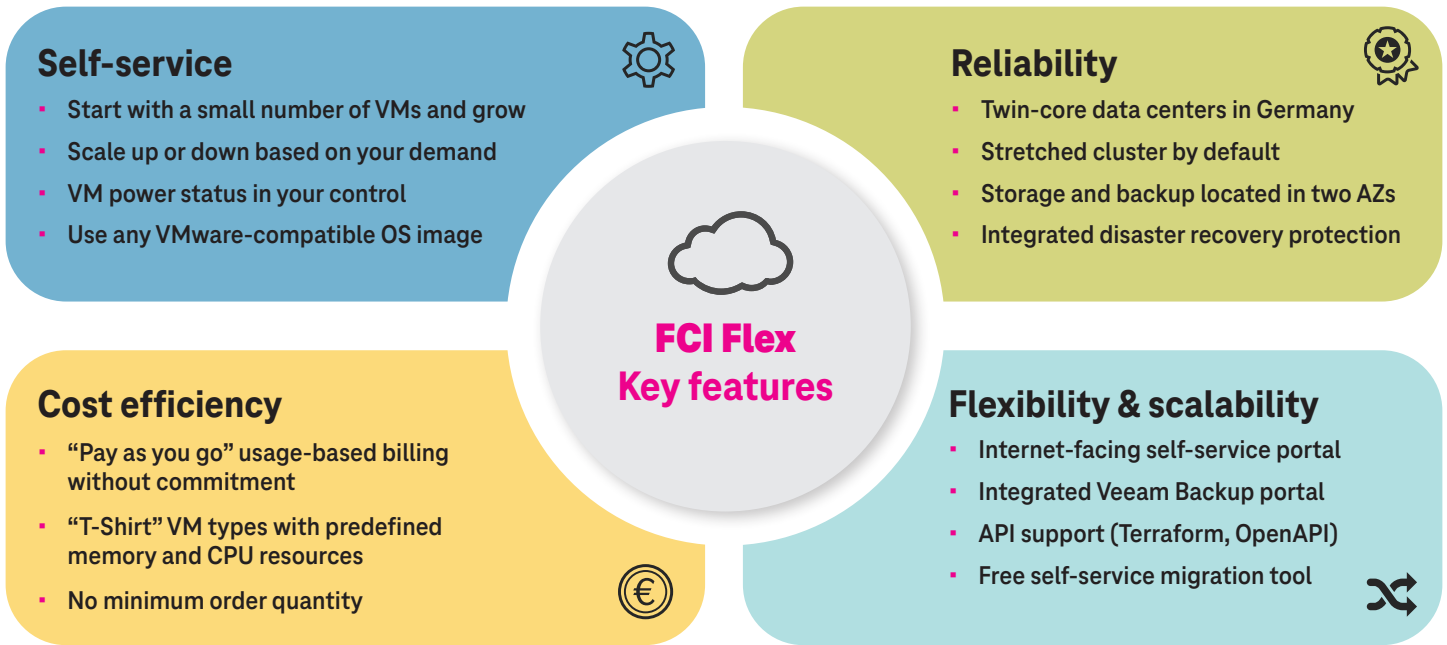
- **Sovereignty:** Increased levels of uncertainty due to geopolitics have turned sovereignty from a concern to a business requirement!
- **Dependencies:** Companies are exposed to strategic dependencies (e.g. US-based hyperscalers) that are increasingly difficult to quantify and mitigate.
- **Geopolitical drivers:** Safeguarding critical data and protecting against external interference, notably from China and USA.

**T-Systems has Pinnacle Partner status with Broadcom. Take full advantage of it!**

### Our solution

- We offer a **five-year plan** with zero or minimal price impact; but do plan for the longer term!
- Customer-facing flexible contract with T-Systems instead of a long-term contract with Broadcom
- Best-in-class cloud service through our product FCI Flex ensures **stable prices and maximum flexibility**, with predictable costs and **no long-term vendor lock-in**
- Legacy, compliance, or regulatory needs fulfilled with our Infrastructure-as-a-Service (IaaS)
- FCI Flex is **operated from the EU; all data is stored in high-performance T-Systems data centers in Germany** deployed without the involvement of hyperscalers
- A likely **stepping-stone** to another cloud platform





### Self-service

- Start with a small number of VMs and grow
- Scale up or down based on your demand
- VM power status in your control
- Use any VMware-compatible OS image

### Reliability

- Twin-core data centers in Germany
- Stretched cluster by default
- Storage and backup located in two AZs
- Integrated disaster recovery protection

### Cost efficiency

- “Pay as you go” usage-based billing without commitment
- “T-Shirt” VM types with predefined memory and CPU resources
- No minimum order quantity

### Flexibility & scalability

- Internet-facing self-service portal
- Integrated Veeam Backup portal
- API support (Terraform, OpenAPI)
- Free self-service migration tool

## Why Telekom is your best partner!

- #1 ICT service provider in DACH & #2 in EMEA\*
- Quality service with customers at the core: TRI\*M all-time high in 2024 with a 98-point score!
- European provider with European values: While others talk – we deliver today! Cloud sovereignty and data privacy (GDPR)
- Security is in our DNA: #1 sec market leader\*. Our 24/7 global security service with 2,400 experts handles 2.5B events daily
- Strong security practice (T-Sec); tool chains hosted in own datacenters within Germany
- Trusted provider with great reputation in data security and privacy issues

\* | According to PAC (Deutsche Telekom)

## VM instance types

The list below showcases exemplary instances. The complete instance list with prices is available on request.

VM instance type	vCPU speed (MHz)	vCPU configured	Memory configured (MB)
g2.entry.1-1	600	1	1024
g2.standard.1-8	2400	1	8192
g2.standard.4-32	2400	4	32768
g2.high-memory.8-128	2400	8	131072
g2.high-compute.16-64	2400	16	65536
g2.performance-optimized.8-96	2400	8	98304

### Contact

- ✉ info@t-systems.com
- ☎ 0800 33 09030 (from Germany)  
00800 33 090300 (from outside Germany)

### Published by

T-Systems International GmbH  
Marketing  
Hahnstraße 43d  
60528 Frankfurt am Main  
Germany