ALOK: Hello and welcome to the HCL Podcast on hybrid cloud services.
My name is Alok Bhushan and I am the Global Client Executive at Equinix responsible for our partnership with HCL. Equinix, as you know, is world's digital infrastructure company providing customers and partners with global platform for datacentre and data connection services. I am here today in the spirit of our long-standing partnership where both companies are working together and relentlessly to solve some of the most demanding requirements for customers who are at the forefront of digital adoption. I have the pleasure of talking to Anant Bhardwaj – Global Product lead at HCL. During this Podcast, we will talk about HCL's new product called the Adaptive Datacentre and how it helps organizations implement their cloud strategies.

Today it is not surprising that most customers are deploying Hybrid and Multi-cloud solutions in some form and the last one year has proved this point beyond doubt. In fact, in one of our studies done jointly with Rightscale, over 93% of the customers said they are deploying Hybrid Multi-cloud up from 81% about 2 years back. This does present a massive opportunity but also comes with its share of challenges & complexities. At same time customers have choice of multiple, private and hybrid cloud vendors who bring their own unique approach in solving these problems. Anant, welcome to this podcast. Let me begin by asking you what are most complex issues that you see out there that you are focused in solving with Adaptive Datacenter?

ANANT: Thank you Alok, What an apt question to kick start our discussion. Considering the current global situation with COVID-19 it is easy to foretell choices, customers are on a constant lookout for effective ways to scale digitally, embracing flexible approaches with agile methodologies to accelerate their digital transformation. Most of the enterprises currently have presence across multiple cloud, that best suits their application and business requirements by deploying a blend of on-premises and public cloud infrastructures. One of the biggest challenges is mastering exploding cloud usage. IT is in immense pressure to deliver faster technology solutions to adapt to changing demands placed on it by both the business and its employees. The recent surge being the use of cloud, virtualization, containers, analytics, and automation to simplify management and deployment of applications. Getting hybrid infrastructure to integrate and work reliably, and ensuring top security and SLAs across multiple clouds, is getting more complex every day. ADC helps customers to build the right hybrid cloud strategy enabling them to move faster on digital transformation goals. Some of the prominent business challenges catered by ADC are:

- **Lack of Standardization because of so many moving parts from the overall solution perspective.**
- **Management Silos with lot of automation running in bits n pieces which is all over the place.**
- **Declining IT Budget**
- **How do we align with business to provide Faster time-To-Market**.
- **Last but not the least Embedded Security with diverse workloads running across multi cloud.**

ALOK: Anant, you made a great point about standardization and I think you are spot on because it can help solve many other issues such as managing cost, reducing deployment cycle providing faster time to market, and ensuring better end-user experience. Before we talk about adaptive data center and how it addresses these challenges can you tell us what really is adaptive datacenter – is it a framework, a reference architecture, a deployment model, a product, or something else? How will you describe it?

ANANT: You know Alok, nowadays to cater dynamic business requirement enterprises are trying to piece things together as they come along with new business models, technologies, and tools in their hybrid multi-cloud journey, which is just not working for them. In fact, when it comes to doing cloud right, you need to have a solid framework upon which to build. HCL and Equinix joint development efforts created HCL ADC (Adaptive Data Center), a digital transformation deployment model based on a standard reference architecture.

HCL Adaptive Data Center is a globally consistent, ready to consume hybrid cloud solution that delivers a connected cloud with a single management portal and integrated hybrid orchestration engines. It is powered by Platform Equinix, that uses Equinix Fabric for interconnection, it is completely programmable with likes of Software Defined Infrastructure that allows you to transfer the intelligence from hardware to software offering flexibility, scalability, and is enabled with PaaS/CaaS solutions & DevOps Platform.
It is fully managed, single-tenant IaaS delivered through Equinix multiple IBX helps to achieve control, performance, and advanced security of private cloud with the ease of public cloud. It provides consumption-based as-a-service model built on IaaS Capability allowing optimal choice and flexibility while removing the need of upfront CAPEX for customers.

ALOK: That's really exciting because when customers can maximize business value by deploying their application on ADC, as it also covers the full lifecycle from assessment to transition, migration, system integration operation services. Can you share a couple of examples and use cases to demonstrate this point?

Anant: Sure definitely, ADC delivers a model "reference architecture' that helps rapidly achieve major cloud use cases that IT needs to address today for Hybrid / Multi-cloud environments. Some of its leading use cases include:

1. **VMware cloud on AWS/Azure/Google Cloud**
   ADC seamlessly supports blended approach to run application workloads across VMware-based hybrid cloud environments, extending optimized access to the comprehensive native cloud services while addressing data security, compliance, and governance.

2. **Workload flexibility:** Equipped with elastic data scaling to respond to real-time events. Say for example e-commerce customers can flex-up during holiday season or black Friday sale basis their designated requirement.

3. **Self-service portal**: It can be thought of as the "electronic front door" to the IT organizations', which is vital to a consumer community that is "always on, always connected.

4. **Switcher data center:** This use case is an easy win for customers which have a clear strategy of moving all workloads to public cloud but currently their applications are not cloud-ready. So, they can avail ADC service as a parking space for next 24/36/48 months to run their existing show in the meantime they continue to make their applications cloud-ready.

The use case driven approach of ADC not only delivers agility, reliability, flexibility but also integrates multiple infrastructure delivery services into a scalable IT ecosystem for our customers.

Alok: This means that ADC is a great option for practically any workload that needs Private or Hybrid Cloud environment. In fact in our own data centres we see these use cases quite a bit & having proven reference architecture and deployment model gives strong digital foundation from where organization can scale in their solutions according to their business needs. There are other solutions out there in the market are there any unique benefits that customers can derive from ADC?

Anant: Yes absolutely, ADC helps customers to build a digital foundation that is robust, agile and supports the entire lifecycle from planning, ideation to enabling latest technology & solutions, solving the complexities associated with the transformation journey delivering benefits like:
1. Off-the-shelf ready solution stacks with standard reference architecture.
2. Drastically cuts down the migration timelines and nearly **1.5*** times faster onboarding.
3. Lean and agile operations with advance Automation and Orchestration capabilities.
4. Service Based Catalogue available for direct consumption.
5. Flexible Utility Construct-"**Pay-as-you-go.**"
6. Different commitment options & Convenience of termination

Alok: I have been associated with HCL for a long time and know from personal experience the importance you place on working with partners. How much of that have you built into ADC? Who are your key partners?

ANANT: We have always followed a partner first approach in our business and Adaptive Datacenter is a great example where we are enabling Next-gen enterprises that are driven by the adoption of Cloud, their aspirations are related to improved business results, elevate customer experience, identifying right innovation opportunities, experiment with emerging technologies backed by extreme automation and AI, which can rapidly enable them with

servitization of everything. We do not stop here and have also jointly explored new go to market initiative on Equinix's METAL by introducing METAL as part of VELOCITY, HCL's hybrid/multi- cloud framework. We continue to jointly invest in resource development through training, COE's, labs, joint go-to-market activities to stay ahead of the curve and hunt more business together. It is a journey that requires joint effort, but the teaming has paid off big time for us.

Alok:. Equinix serves as a digital foundation for more than 10,000 customers. They use our global platform of 220+ datacentres in 63 metros & 28 countries globally to deploy their IT workloads and connect to tens and even a hundred business partners including multiple business intermediaries, network providers, public cloud & technology providers. Working with partners like HCL allows us to expand the possibilities of what customers can do on our platform – especially where customers need to accelerate digital transformation without breaking their current business flows or where performance, security matter along with flexibility and time to market. The Adaptive DC can be a great example of what the customers can achieve on Platform Equinix by leveraging the best of HCL and Equinix and taking it further through what we call Power of 3 ie., HCL, Equinix, and other partners in ecosystem that I just mentioned come together and this has a multiplier effect in what we can do for our customers and with that; thank you, Anant for great insights today. Wish you the very best in bringing Adaptive Datacenter to the forefront and looking forward to working with HCL in the future to construct more innovative solutions in IT arena.

That's it for today.
Once again, this is Alok Bhushan from Equinix and I thank you for your time.
And before you go, do share your feedback
Have a good day. Stay safe. Stay healthy.