



---

Less troubleshooting. More innovating.

TechField Day Extra VMworld Extra 2018

# Runecast Company and Product Overview

---

Stanimir Markov  
CEO and co-founder  
**@sferk**

# Overview

---



**Proactive VMware management solution** that uses current VMware Knowledge Base articles and our expertise to analyze your virtual infrastructure and **expose potential issues** and best practice violations, **before they cause major outages**.

## Other products

---



Focus on performance and capacity analysis only  
Massive amount of IT knowledge about known issues is used reactively – **negative business impact**

## Why we are unique

---



Issues are proactively exposed **before** causing major outages  
Created by VMware experts (VCDX, VCAP, VCI, vExperts)

## Founders

---

✓ Ex-IBM - Built the VMware CoE in EMEA

✓ Strong network within the VMware tech community

✓ Highly certified in VMware

✓ Years of “in the trenches” experience



**Stanimir Markov**

---

CEO

VCDX #74  
IBM Redbook author  
VCI Mentor  
Design and architecture



**Aylin Sali**

---

CTO

VMware vExpert  
VCAP DCA & DCD  
Six Sigma  
ELK stack expert  
ITIL



**Constantin Ivanov**

---

R&D lead

VCAP DCA & DCD  
VMware vExpert  
Java expert  
Blogger  
12 years of experience



**Ched Smokovic**

---

Sales & Marketing

Business Development  
Client relations  
ITIL



**Ionut Radu**

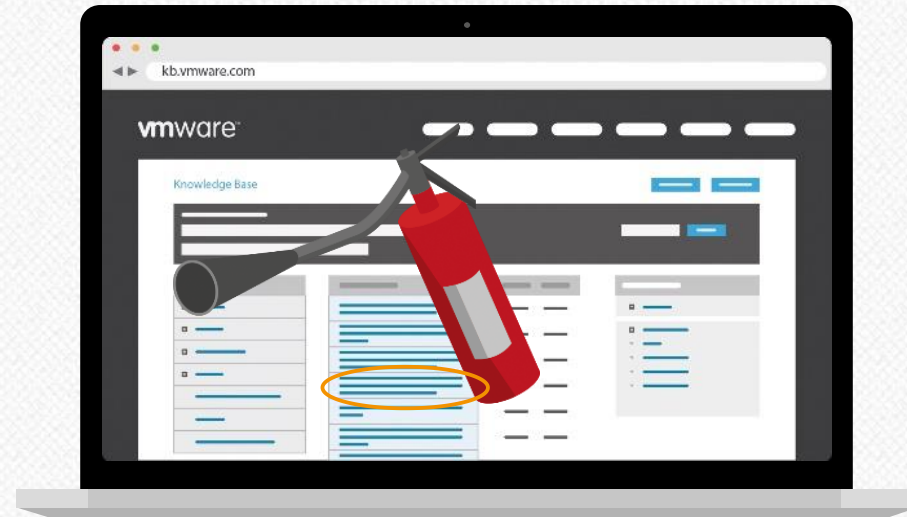
---

R&D

VMware vExpert  
VMware VCAP  
Microsoft specialist  
MCTS Hyper-V

## How problems are solved






---



The massive amount of IT knowledge is used reactively !

## Problems in operations

---

-  Massive amount of IT Knowledge used reactively
-  Security healthchecks done manually
-  Best Practices not used
-  Huge amount of logs that are unusable
-  Lots of time lost in troubleshooting

## Real life examples

---

### KB1004424

#### ISSUE

Insufficient **VMFS heap size** on ESXi hosts caused a failure of VMware HA. Every ESX/ESXi version has a default VMFS heap size that can serve a limited amount of accessed VM storage.

---

#### IMPACT

HA did not restart failed VMs. While trying to troubleshoot the problem, the customer restarted all ESXi hosts and extended the full service outage.

### KB55806

#### ISSUE

**'L1 Terminal Fault - VMM' (L1TF - VMM)**  
Speculative-Execution vulnerability in Intel processors for vSphere

---

#### IMPACT

Security breach!

### KB2144968

#### ISSUE

**PSOD with ESXi 6.0 U2** when hardware LRO is enabled and VM hardware version 11.

---

#### IMPACT

ESXi host went into purple diagnostic screen soon after it was updated to 6.0 U2. Service outage and several critical VMs.



# Runecast Analyzer

---

**Proactive VMware management solution** that uses **our expertise** and **VMware Knowledge Base** articles to analyze virtual infrastructure and **expose potential issues** and best practice violations, **before they cause major outages.**



VMware Knowledge Base



Best Practices and Social Media



Security Hardening Guides  
DISA STIG  
PCI-DSS



vSphere

vSAN

NSX

Configuration and Logs



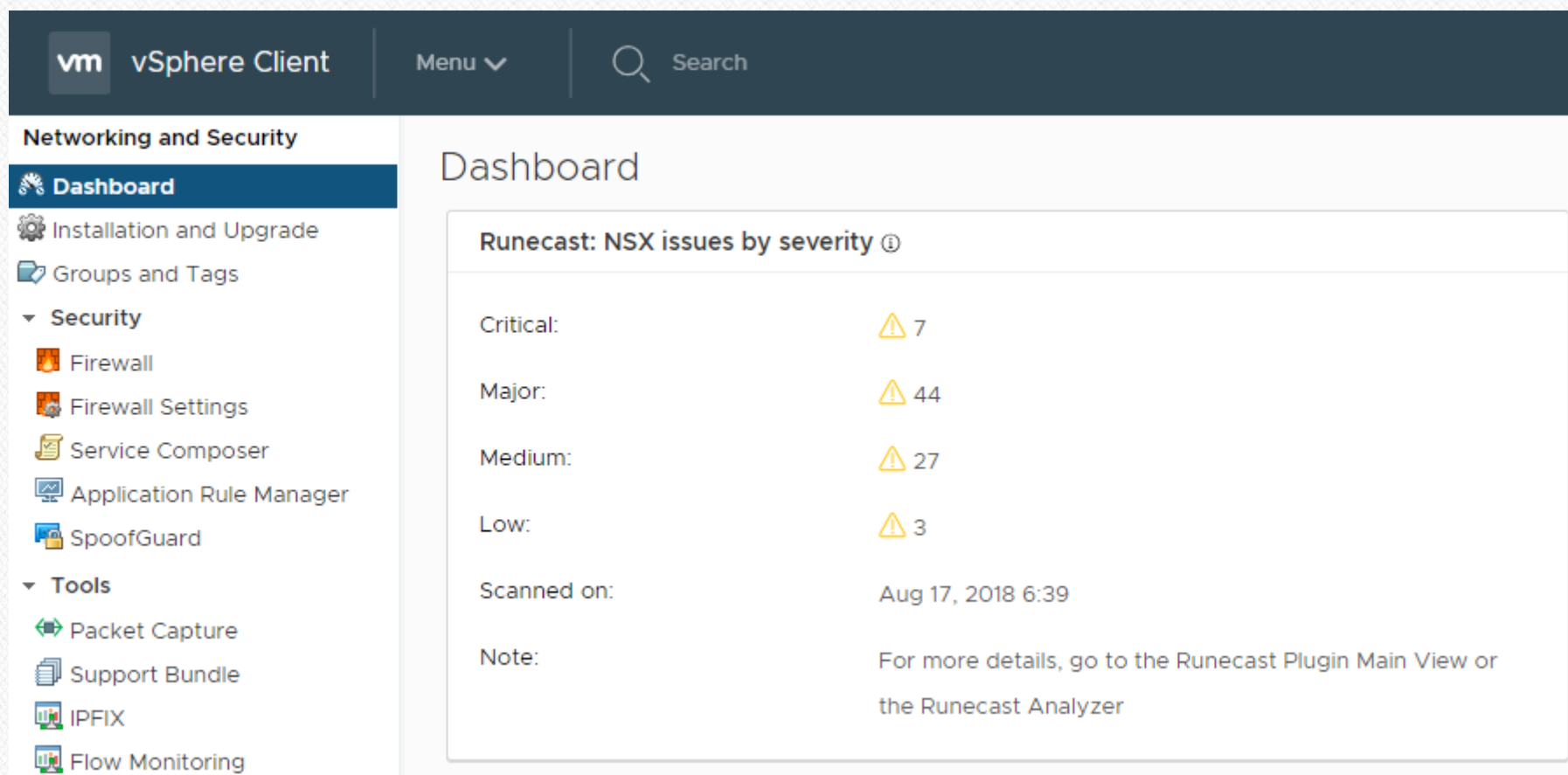
## Runecast Analyzer 2.0 released!

---



- ✓ New UI
- ✓ Historical Data reports
- ✓ PCI-DSS compliance profiles
- ✓ Updated appliance

# First third-party NSX Custom Widget

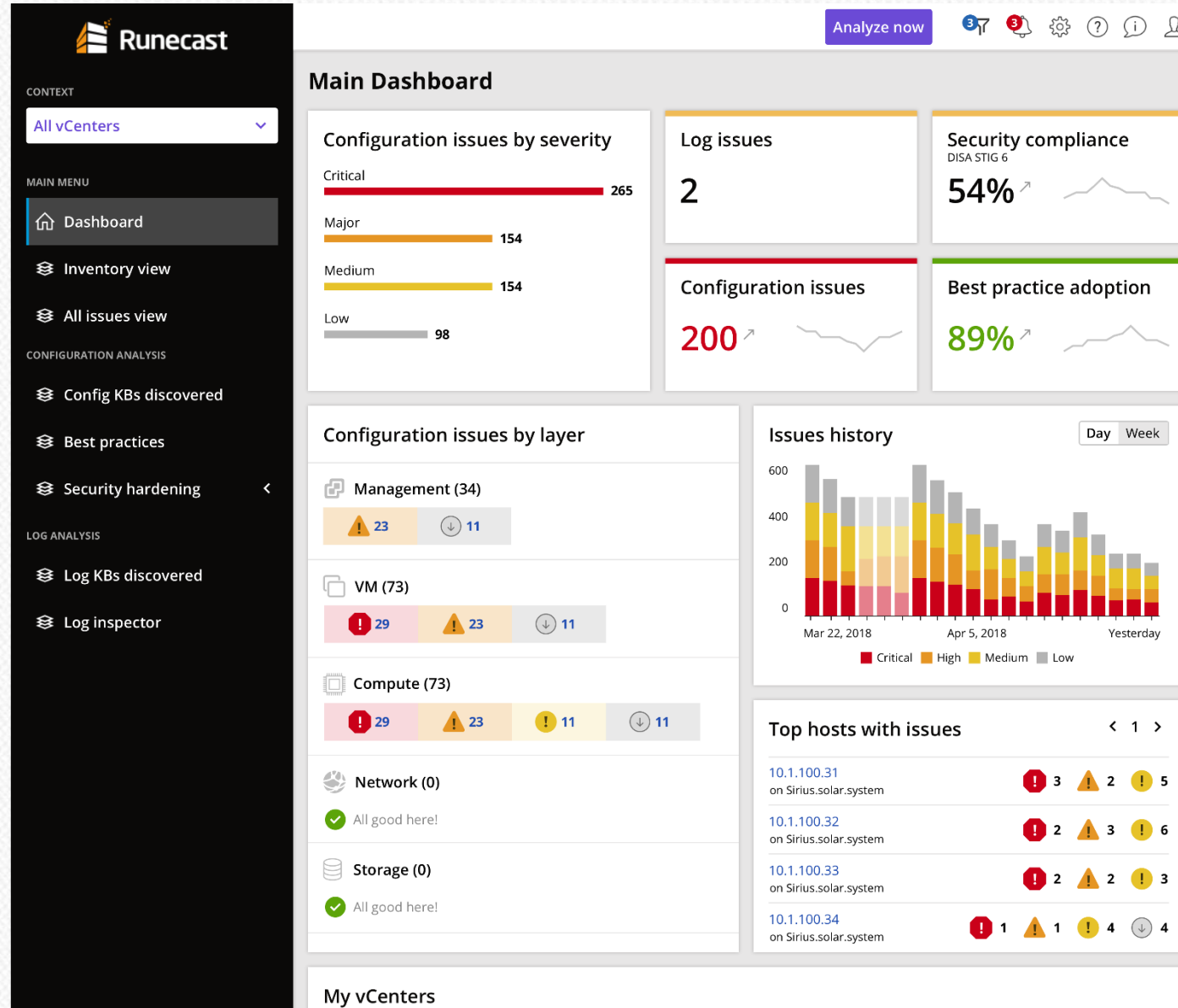


The screenshot displays the vSphere Client interface. The top navigation bar includes the 'vm' logo, 'vSphere Client' text, a 'Menu' dropdown, and a search bar. The left sidebar is titled 'Networking and Security' and contains a 'Dashboard' link, 'Installation and Upgrade', 'Groups and Tags', and a 'Security' section with sub-items: Firewall, Firewall Settings, Service Composer, Application Rule Manager, and SpoofGuard. Below these are 'Tools' including Packet Capture, Support Bundle, IPFIX, and Flow Monitoring. The main content area is titled 'Dashboard' and features a widget titled 'Runecast: NSX issues by severity'. This widget displays a table of issues categorized by severity: Critical (7), Major (44), Medium (27), and Low (3). It also shows the scan date as 'Aug 17, 2018 6:39' and a note directing users to the Runecast Plugin Main View or the Runecast Analyzer for more details.

Severity	Count
Critical:	7
Major:	44
Medium:	27
Low:	3

Scanned on: Aug 17, 2018 6:39

Note: For more details, go to the Runecast Plugin Main View or the Runecast Analyzer



# Voice of the Customer

12

*Excellent software which complements the lack of VMware's management software.*

**Kazuhiro I**

*The tool we always wanted from VMware*

**Nicolas M**

*Easy to set up, it's just a single VM deployed in 15min, after a short scan : able to pinpoint what's not correct or missing*

**Thierry M**

*"I highly recommend this solution as a 'must have' for any VMware vSphere environment."*

**BYU Idaho**

*"It takes the pain away from VMware Administration.... it does what it says on the tin, plug and play, sit back"*

**IMS**

*Its like have a VMware Technician 24/7 auditing you VMware Environment, its absolutely great !!!!*

**PrimeXM**

# Runecast Analyzer Explained (chalk talk)

---

Stanimir Markov  
CEO and co-founder  
**@sferk**

# Runecast Analyzer – Live Demo

---

Aylin Sali  
CTO and co-founder  
**@V4Virtual**