

# Dell Technologies Cloud Platform per CRUI

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**DELL** Technologies

# Dell Technologies Cloud Platform

# Technology is changing every industry

THE ECONOMY IS  
GOING DIGITAL



COMPETITIVE  
ADVANTAGES



SUCCESS MEANS DELIVERING DIGITAL SERVICES, POWERED BY DATA.  
RUNNING IN A MULTI-CLOUD WORLD.

<sup>1</sup> Source: IDC, Preparing for the Digital-First Economy: The Hyperscale, Hyperspeed, and Hyperconnected Enterprise - IDC Doc # DR2020\_GS2\_FG, March 2020

# Cloud is not a destination, it's an operating model



Laws of physics



Laws of economics



Laws of the land

**92%** Have cloud strategies inclusive of on premises data centers<sup>1</sup>

**83%** Value consistency of infrastructure from data center to cloud<sup>2</sup>

THE FUTURE ISN'T PUBLIC OR PRIVATE. IT'S BOTH.

<sup>1</sup> ESG Research Hybrid Cloud Tipping Point, June, 2018

<sup>2</sup> VMware Cloud Market Study, January 2018

# Dell Technologies can help empower IT everywhere

With the right solution, IT leaders can:



Move at the speed  
of the business



Reduce the cost of  
service delivery



Provide advanced  
services on-demand

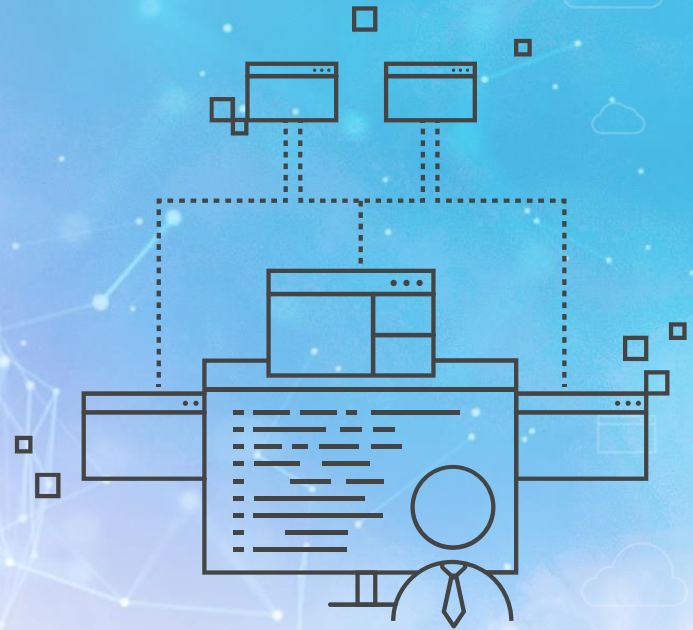


Empower developers  
with familiar tools



Make the  
organization smarter

# Provide a better app experience



# Cloud sprawl creates complexity

MANAGEMENT AND OPERATIONAL SILOS

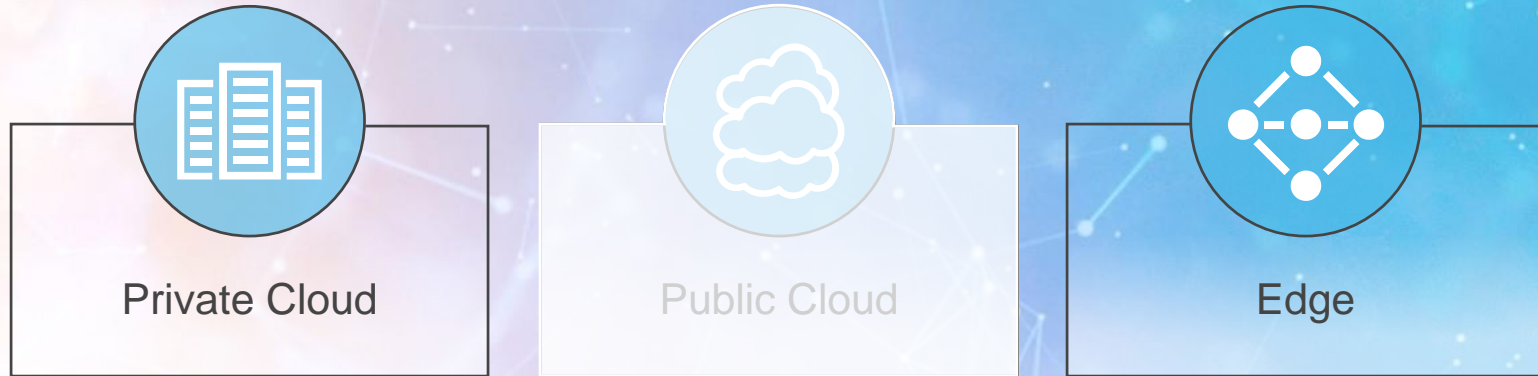
COMPLEX WORKLOAD MIGRATIONS

NEW SKILLS & PROCESSES

UNCERTAIN SECURITY POSTURES



# Hybrid cloud provides better application support



CONSISTENT INFRASTRUCTURE | CONSISTENT OPERATIONS



# Dell Technology On Demand makes consuming cloud easy

Bring cloud economics on-premises



Elastic capacity



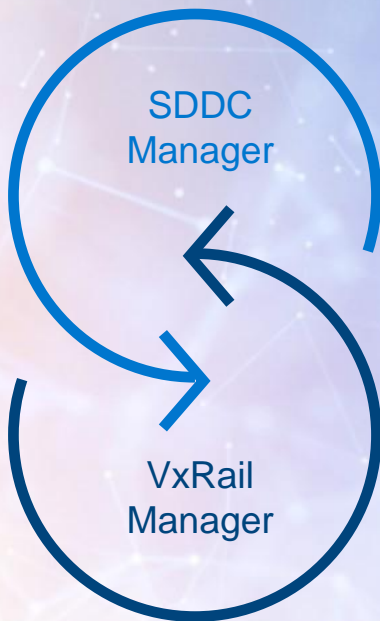
Simplified infrastructure management



Predictable cost model

# Make life easier— automated lifecycle management

The first HCI system fully integrated with VMware Cloud Foundation SDDC manager<sup>1</sup>



Rapid full stack upgrading and patching



SW & HW update as fully integrated system



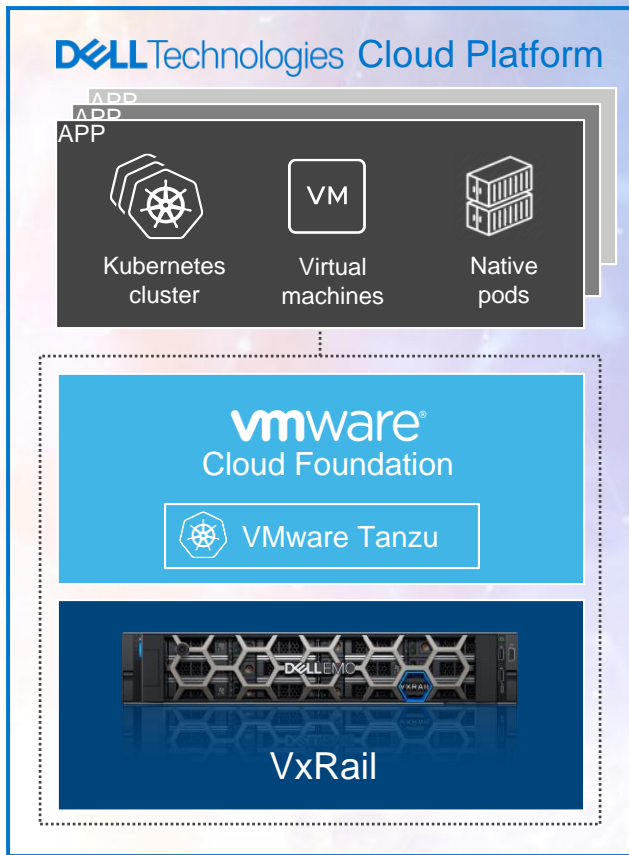
Validated version compatibility, with the ability to skip releases and patches

LCM through SDDC Manager—without 3<sup>rd</sup> party tools

<sup>1</sup> Based on internal analysis, November 2019

# Production-ready modern apps infrastructure

Delivers a simple and direct path to vSphere Kubernetes at cloud scale



A single hybrid cloud platform supporting both VMs and containers



Enable DevOps with self-service provisioning of Kubernetes clusters



Trusted cloud-native architecture based on proven design tenets of VMware & Dell EMC

# Workload instances

NEW



## INSTANCE TYPE



Compute Optimized



Memory Optimized



General Purpose



Large-Scale  
Memory Optimized



Accelerator Optimized



## INSTANCE QUANTITY



50



100



200



500



## SUBSCRIPTION TERM



12 months



36 months



Get started with hybrid cloud for as low as **\$47<sup>3</sup>**  
per instance per month



Deploy your hybrid cloud in as few as **14 days<sup>1</sup>**

Expand your hybrid cloud in as little as **5 days<sup>2</sup>**

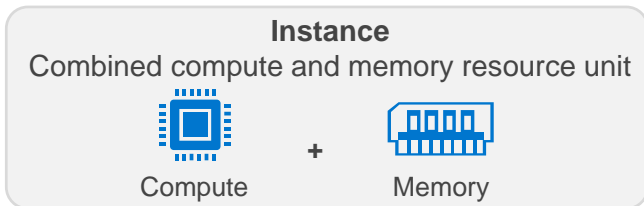
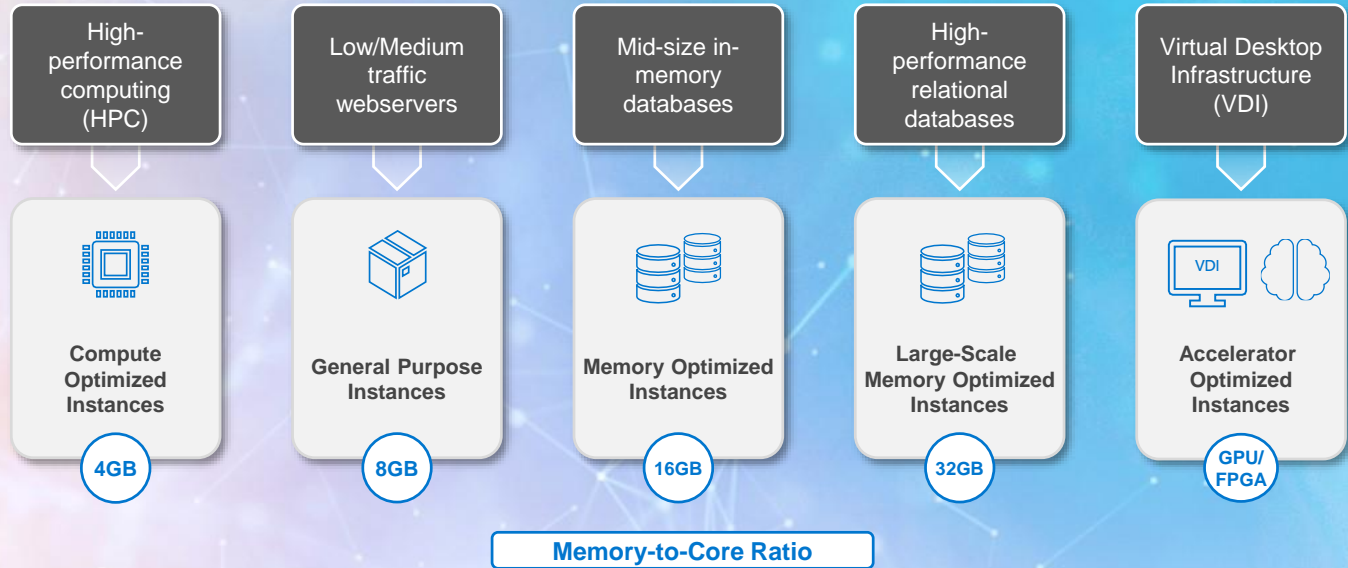
<sup>1</sup> Applies to select nodes with DTCP subscription pricing, contact your sales representative for details. Customer site survey and configuration workbook must be completed before order is placed. Excludes orders over 24 nodes, VMware NSX configuration, vRealize (vRA, vRO) components, and some other features. Product availability, holidays and other factors may impact deployment time. US only.

<sup>3</sup> Based on a 3-year term with the minimum starting configuration. Pricing for DTCP with subscription may vary depending on the number and type of nodes in your configuration. For details on pricing, consult your account manager.

# Instance types for customer workload needs

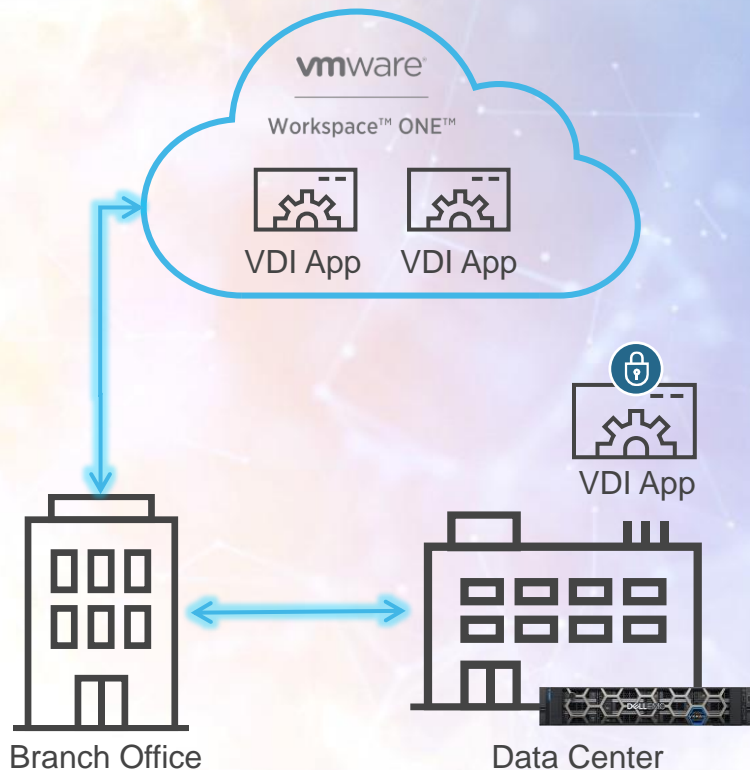
NEW

- ✓ Virtual Machines (VMs)
- ✓ Containers



- ✓ Each instance includes one full core of a CPU
- ✓ Each instance type delivers a memory-to-core ratio aligned to workload requirements

# Use case example: a consistent VDI experience



## Increase performance and reliability

Optimize for cloud scale or reduce latency with local resources to deliver a strong user experience.



## Reduce costs

Reduce the total cost of ownership by blending CapEx and OpEx models for improved cloud economics.



## Put workloads in the right cloud

Keep workloads with stringent security and compliance requirements on-premises, while leveraging cloud when permissible.

# Vantaggi per Università e ricerca



## **Didattica innovativa**

L'infrastruttura più performante e moderna abilita all'erogazione di forme di didattica innovative, ovunque.



## **Laboratori più efficaci**

L'erogazione delle risorse in modalità self-service potenzia i laboratori per studenti e docenti.



## **Più risorse per la ricerca**

La capacità scalabile consente di ottenere in breve tempo le risorse necessarie per i progetti di ricerca.

# Why Dell Technologies



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Consistent cloud  
operating framework



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Thriving partner  
cloud ecosystem



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Reliable services  
enabling your business



The image features the Dell Technologies logo centered against a vibrant, abstract background. The background is a gradient of colors, transitioning from a bright, warm yellow-orange on the left to a deep, cool blue on the right. Overlaid on this gradient is a complex network of thin, light-colored lines connecting various points, resembling a digital or data network. The Dell logo, consisting of a stylized 'E' followed by 'ELL', is rendered in a dark grey color. The word 'Technologies' is written in a clean, sans-serif font to the right of the logo.

**DELL**Technologies