Dell Technologies Cloud Platform
Technology is changing every industry

THE ECONOMY IS GOING DIGITAL

global GDP 52% by 2023¹

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

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

Laws of physics: Have cloud strategies inclusive of on premises data centers\(^1\) 92%

Laws of economics: Value consistency of infrastructure from data center to cloud \(^2\) 83%

Laws of the land

\(^1\) ESG Research Hybrid Cloud Tipping Point, June, 2018
\(^2\) VMware Cloud Market Study, January 2018

THE FUTURE ISN’T PUBLIC OR PRIVATE. IT’S BOTH.
Dell Technologies can help empower IT everywhere

With the right solution, IT leaders can:

- Move at the speed of the business
- Empower developers with familiar tools
- Reduce the cost of service delivery
- Provide advanced services on-demand
- 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

- Unique vendor services
- Risk mitigation
- Mergers & acquisitions
- Shadow IT
Hybrid cloud provides better application support

- Private Cloud
- Public Cloud
- Edge

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 manager¹

Rapid full stack upgrading and patching

SW & HW update as fully integrated system

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

¹ 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

INSTANCE TYPE
- Compute Optimized
- General Purpose
- Memory Optimized
- 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\(^3\) per instance per month

Deploy your hybrid cloud in as few as 14 days\(^1\)

Expand your hybrid cloud in as little as 5 days\(^2\)

\(^1\) 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.

\(^2\) 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.

\(^3\) 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

- 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

Consistent cloud operating framework

Thriving partner cloud ecosystem

Reliable services enabling your business