

# Extend the value of APEX Cloud Services with VMware Cloud

Dell Technologies Professional Services for APEX

## Essentials



### Achieve additional outcomes

- Gain consensus across stakeholder groups
- Determine cloud suitability for your applications and data
- Efficiently migrate data and workloads
- Integrate with core IT operational systems such as ServiceNow
- Enhance internal skills with technical expertise

### Simplify consumption of infrastructure as-a-service

The growing shift to an as-a-Service consumption model for infrastructure needs provides IT organizations with the ability to focus more on the business, with less time spent managing IT infrastructure. APEX Cloud Services with VMware Cloud provides infrastructure technology that's operated by you, but managed for you. It combines the ease of operations and simplicity of the public cloud with the performance and security of the private cloud.

### Make infrastructure-as-a-Service real for your business stakeholders

When your business stakeholders, such as data scientists and application developers, need resources and services to get their jobs done, their overall experience is crucial. If it's difficult for stakeholders to get what they need, they will often just resort to public cloud because of its simplicity and speed. Your ability to address this challenge will depend on your IT organization's cloud operational maturity model, existing skillsets, and the time available to focus on improved IT service delivery initiatives.

Improving the IT service experience for the business stakeholder requires APEX Cloud Services with VMware Cloud to provide the infrastructure agility that the organization needs and Professional Services for APEX, to empower stakeholders with the ability to build and deploy environments that accelerate innovation.

### Define your cloud and application multi-platform landing zone strategy and roadmap

Cloud is a journey that begins with understanding your future desired state. Clearly, without this knowledge, it is difficult to plot your course and impossible to know when you've arrived.

ProConsult Advisory Services helps you develop an understanding of your future desired state by looking closely at your business and infrastructure, including the right landing zones for your future application portfolio. We consider spend patterns, technical debt, legal and regulatory issues, cyber and business resiliency, IOT, end-user compute, other factors and compelling events that may influence cloud strategy.

Through interviews with key stakeholders, Dell Technologies determines your likely consumption patterns in the future, and gains consensus to align on organizational goals and designing a plan that meets them to achieve the future desired state.

### **Efficiently move data from where it is, to where it will drive innovation**

Data is one of your most important resources and business stakeholders need that data to innovate and fuel business growth. We migrate data every day, all over the world. Our experts use proven tools to streamline migrations from legacy environments or other clouds to APEX Cloud Services with VMware Cloud and provide you a faster time to value.

Data Migration Services provide greater control, security, and value through standardized processes in planning, execution and knowledge transfer. We lower risk through expert-delivered, dependable best practices developed over 30 years of data migration success.

### **Operationalize your cloud and speed IT service delivery via an automated service catalog**

Automating processes and provisioning is a key way to drive cloud consumption. With our value-added services, we integrate APEX Cloud Services with VMware Cloud with your traditional IT systems and your operational processes to drive business value from the start. Combined with an automated service catalog populated with services that can be provisioned in minutes, the business stakeholder experience will be much improved.

Your IT organization will be able to provide key capabilities like the provisioning of multi-tier applications, databases, and network functions such as load balancers and firewalls. With common integration points into your internal and external systems such as Active Directory and ServiceNow, you can realize business value from the platform on day one. We can also offer multi-site capabilities to provide disaster recovery to the cloud, enabling your platform to support key production systems and applications.

### **Create pre-requisite understanding of application placement for cloud**

When you look across your application portfolio, you need to be confident that you can accurately identify the best location for your key applications across hybrid, on-premises or public cloud. We will rapidly access your candidate applications to determine cloud suitability for each one, understanding business priorities, migration effort and if they are well suited for modernization. Financial benefits of applications are also an important aspect of assessment, used to develop a high-level understanding of cost of ownership by application types in current-state and future-state.

### **Extend your team for faster adoption and maximized ROI**

With the help of certified technical experts, you can achieve businesses objectives, fulfill outcomes and ultimately be more successful. Directed by you, resident engineers act like an extension of your IT staff to enhance your internal capabilities and resources, focusing on operational processes. Delivered via onsite or remote resources, we make sure to assign the right resource to perfectly match your needs.

### **Deliver a seamless cloud experience to your business**

With this portfolio of Professional Services for APEX, your business stakeholders realize a simple cloud consumption experience powered by APEX Cloud Services with VMware Cloud. With less time focused on managing IT infrastructure, you can focus more on delivering services to your business and your business can focus on delivering innovation and growth.



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