

# TOP REASONS TO FIND YOUR INNOVATION ADVANTAGE WITH DELL AND VMWARE

Managing IT as a strategic differentiator has never been more important for the business. IT can't simply support innovation, it must be designed for it. With a long history of joint engineering and technical achievement, Dell Technologies and VMware are uniquely qualified to help you solve the most complex challenges around implementing and managing a multicloud environment.

## 1 | The value of partnership

Our [20-year partnership](#) offers deep integration of VMware's innovative technology with the unique combination of application and infrastructure solutions from Dell Technologies. With a focus on enabling your advantage, we continue our [long history of innovation](#) and collaboration with 40 joint-initiatives across 10+ solution areas spanning hyperconverged infrastructure (HCI), edge, multicloud, advanced compute, modern apps, enterprise storage, telecom, Anywhere Workspace ONE, and security.

## 2 | Trusted by more customers

Dell is #1 in hyperconverged infrastructure<sup>1</sup> and has held the #1 spot for 20 consecutive quarters<sup>1</sup>. Our leadership position extends to our other infrastructure solutions as well with top spots in the External Enterprise Storage Systems<sup>2</sup>, Server,<sup>3</sup> Data Replication & Protection Software.<sup>4</sup> Not only do we deliver leading solutions, we also back them with world-class services.

## 3 | Making multicloud less complex

Dell Technologies and VMware are changing the "more clouds, more complexity" paradigm with jointly developed solutions that deliver a new, modern and flexible multicloud reality. Our jointly engineered and architected solutions enable customers to meet multicloud challenges while delivering a consistent operational model across your entire IT landscape – from core to edge to cloud.

## 4 | Tanzu-as-a-service makes app mobility a breeze

Dell Technologies is the only vendor with fully integrated VMware Tanzu™ reference architecture, cluster, and private cloud offerings. [APEX Cloud Services with VMware Cloud](#) – Tanzu service offers an easy path to enterprise-grade Kubernetes on a managed, multicloud ready platform. With the APEX Managed Tanzu Kubernetes Grid Service you can provision Tanzu Kubernetes clusters within a few minutes through the standard vSphere GUI or API. Dell Technologies fully manages the underlying SDDC infrastructure and required Kubernetes capacity plus there is no extra fee for the Tanzu Kubernetes Grid Service.

## 5 | Less complexity, more agility with turn-key infrastructure solutions

Dell [VxRail HCI](#) systems are designed with VMware, for VMware, to enhance VMware, giving you the ability to streamline operations and predictably evolve. Dell Technologies dedicates over 800,000 test hours for each major VMware software release so you can spend less time piecing together IT solutions and more time adding tangible technology value to your organization. Dell has committed 30-day synchronous releases of new VMware HCI updates so the latest patches and major updates can easily be integrated into existing clusters within 30 days.

## 6 | Consumption options to fit your business, and your budget

Take advantage of the technology you need with flexible payment and consumption options that work for your business and your budget. With [Dell Financial Services](#), you can choose to pay over-time or pay based on usage to manage budget. And with our [APEX solutions](#) you can pay as you use with flexible consumption for managing variable workloads.

## 7 | Train AI models faster and easier, and run AI anywhere with Tanzu

Validated Designs for AI – Auto ML, on VxRail with vSphere Tanzu help [make AI easier](#). Validated Designs for AI – Auto ML automates algorithm selection, feature generation, hyperparameter tuning and iterative modeling and model assessment so you can achieve 18 to 20% faster configuration and integration of your AI models.<sup>7</sup> Once implemented, these AI models are 18x faster<sup>2</sup> meaning citizen data scientists can jump into AI and expert data scientists save time.

## 8 | Seamless edge experience

VxRail will soon offer modular nodes in the smallest, most flexible, and self-contained VxRail form factor ever to further extend the VMware experience to the edge. These ruggedized, modular, half width blades can scale from 2 to 64 nodes and can be racked, stacked, or mounted for use anywhere and in almost any environment. The onboard hardware witness makes these nodes ideal for high latency, low bandwidth locations such as remote healthcare offices, retail environments, manufacturing plants and digital cities. These nodes will leverage the same [VxRail HCI System Software](#) as traditional VxRail nodes, bringing lifecycle management consistency to your choice of infrastructure deployments.

## 9 | Deploy, manage, and grow with Dell Support Services

Dell and VMware support teams work together to quickly address technology issues when they arise. An Integrated Dell and VMware case management system is in place for seamless support experience. The vast majority, 98%, of VMware-related tickets are resolved in-house by the 3,670+ VMware-certified Dell support professionals. Using the expertise of their 3,750+ certifications, these tickets are resolved with an astounding 97% customer satisfaction rating.

## 10 | Dell Technologies – the trusted partner for lasting success

There's good reason why Dell Technologies serves 96% of the Fortune 500 companies,<sup>5</sup> is #1 in Hyperconverged Systems,<sup>1</sup> and 69% of Fortune 100 companies use Dell Technologies for their edge computing solutions.<sup>6</sup> Learn how Dell Technologies and VMware customers gain their innovation advantage by:

- Implementing a common operating model across the IT landscape with [Dell VxRail hyperconverged infrastructure](#)
- Deploying infrastructure-as-a-service with [APEX Cloud Services with VMware Cloud](#)
- Expediting AI insights using [Dell Validated Designs for AI, AutoML](#)
- Offloading Virtualized Network and Security Services [with DPUs](#)

<sup>1</sup> IDC Worldwide Quarterly Converged Systems Tracker, Q1 2022.

<sup>2</sup> IDC WW Quarterly Enterprise Storage Systems Tracker, 2021Q2, September 9, 2021, Vendor Revenue. Note: Unstructured Storage includes object-based storage (excluding HCI) and Scale-Out NAS (excluding HCI) combined.

<sup>3</sup> IDC Worldwide Quarterly x86 Servers market Share

<sup>4</sup> Based on combined revenue from the IDC 1Q21 Purpose-Built Backup Appliance (PBBA) Tracker, with select Storage Software segments from the 1Q21 Storage Software and Cloud Services Qview.

<sup>5</sup> [Dell Technologies, About the Company](#), FY22

<sup>6</sup> Dell Technologies analysis of US Fortune, September 2020.

<sup>7</sup> A Forrester Total Economic Impact™ Study of Dell Ready Solutions for HPC, commissioned by Dell Technologies and Intel, April 2020. Actual results will vary. Read the full report [here](#).



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