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Dell EMC Data Protection and the VMware Cloud Provider Program

The VMware Cloud Provider Program (VCPP) is comprised of VMware Software-as-a-service offerings and the global ecosystem of VMware Service Provider Partners. The program enables partners to consume VMware products with Dell EMC Data Protection on a pay-as-you-go, pay-as-you-grow monthly subscription model.

As a service provider, you benefit when technology partners help you deliver on high customer expectations. With the Dell EMC Data Protection Extension for vCloud Director, we are the only vendor that integrates directly into the VMware tenant portal for the best user experience, and Dell EMC is the only provider that allows customer to pay in arrears.

Top 5 Reasons Why Dell EMC Data Protection

1. Best user experience
- The only vendor to provide seamless data protection fully integrated into VMware vCloud Director
- Competitors require a separate tenant portal

2. Superior scale & performance
- Scale-out architecture combined with quick and efficient backups provide unparalleled levels of service performance

3. Costs up to 80% less to protect
- Through VMware VCPP, service providers can offer customers industry-leading deduplication to minimize operating costs

4. Utility pricing through VCPP
- Software-defined data protection can be purchased through the VCPP program, enabling consumption-based billing
- Can be billed in arrears, billed for what you consume, or billed under a single contract

5. Flexible DPaaS
- Flexible backup options enable backups to run automatically through policies and/or on-demand
- BaaS controlled through single interface

What's New with Data Protection for vCloud Director?

Dell EMC Enhances DPaaS for Service Providers
Read →

Data Protection as a Service: The Future of Service Delivery
Read →

How Telefonica Partners with VMware and Dell EMC
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Data Protection as a Service with Dell EMC and VMware
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DPaaS for Solutions Providers: Protect VMware Workloads
Watch →

Telefonica Leverages vCloud Director and Data Protection for their customers
Watch →

TheCube Interview from VMworld with Colin Durocher & Sandro Bertelli, Telefonica
Watch →

Dell EMC Data Protection & VMware – Better Together

Dell EMC Data Protection and VMware are better together. We create a comprehensive solution that is configured by Cloud Providers for their tenants using the Dell EMC vCloud Director Data Protection interface. Providers can register a tenant organization to the service, associate the organization with a backup appliance and then assign backup and replication policies to it. Tenants have ultimate flexibility to backup and restore files, VM's and vApps, or individual VMs within a vApp, all within the workflow wizard. Together, both providers and tenants can utilize Dell EMC's data protection while enjoying seamless integration with VMware's vCloud Director Software, delivering high performance and simplified data protection for your cloud environments while leveraging VMware's VCPP.

VMware Cloud Provider Program (VCPP) Data Protection for vCloud Director

Dell EMC Data Protection offers an industry leading backup and deduplication product. Within the VCPP program, Cloud Service Providers can transact in Data Protection using points, enabling customers to have access to both vCloud direct services and Data Protection services within the same UI. This eliminates the need to manage two separate programs for tenants while providing full self-service backup and restore, something that no other company can provide. With Dell EMC and VMware, cloud providers can offer tenants DPaaS within vCloud Director, reducing their network and storage requirements to save you time and money.

VMware Cloud Provider Program Data Protection for vCloud Director Datasheet
Download →

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