

# Accelerate your ambition

Discover how Dell Technologies and Red Hat can help your organisation automate your infrastructure for success.

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## A vision for the future

# Fulfil your business ambitions with confidence

In life, ambition runs through everything we do. As individuals, as a business enterprise, in our partnerships. We strive to improve everything we're part of, and we work best when we collaborate together. Rapidly, ideally transparently, and with effortless agility.

However, sometimes our ability to realise and fulfil our ambitions can be restricted or limited. As companies continue to realise that empowered teams help drive growth-promoting transformation strategies, the spotlight has intensified on solutions capable of accelerating innovation, reducing complexity and creating more inclusive and collaborative environments.

Enterprise automation is increasingly becoming a linchpin in IT strategies rooted in removing barriers and complexity in favour of operationalised optimisation. With the right tools at your disposal your ambitions can be fulfilled faster, helping you to deliver excellence on your terms.

[Read on to discover how the Dell Technologies and Red Hat cohesive partnership can help accelerate your ambitions.](#)



“Ambition is the path to success. Persistence is the vehicle you arrive in.”

**Bill Bradley**

Former US Senator and NBA basketball champion

## A valuable partnership

# Partners in empowering IT

For over 25 years, Dell Technologies and Red Hat have partnered to assist IT managers accelerate and simplify their organisations' transformational journeys.

**DELL**Technologies



**Red Hat**

### The powerful foundations critical to success

- Gain simplified flexibility to increase performance and productivity
- Manage on your terms and scale on demand without complexity
- Build resilience and protection in private and hybrid cloud environments

### The automation solution that supports your ambitions and growth

- Standardise operations to reduce complexity and drive more accurate and sustainable outcomes
- Scale quickly with increased flexibility to fulfil your business goals with smart automation practices
- Apply solutions across your infrastructure, network, applications, containers and more with improved agility

### With Dell Technologies and Red Hat you get the best of both worlds

Automate for success in a controlled and seamless manner with the control and flexibility you need to build, deploy and manage end-to-end automation solutions from hybrid cloud to the edge.

## Addressing the business challenge

# Automating from the multcloud to the edge

As organisations continue to scale in response to changing business requirements, it's vital they find intelligent ways to simplify or remove complex and time-demanding tasks to help accelerate velocity, collaboration and growth.

With [Red Hat® Ansible® Automation Platform](#) running on [Dell PowerFlex](#), you can build, scale and manage automation from the multcloud to the edge, at the momentum the business demands. You have the freedom and control to enable the next level of productivity, innovation and collaboration for individuals and teams across your organisation.

By performing multiple structured and routine tasks, automation enables individuals and teams to provide more strategic and innovative contributions to their businesses.



## Addressing the business challenge

# A comprehensive suite for building and operating automation

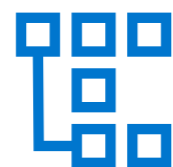
Red Hat Ansible Automation Platform is designed to deliver enterprise-level automation efficiently and at scale with lean resources.

It allows you to run purpose-built analytics to assess the effectiveness of automation processes, support innovative development practices and technologies as well as easily share and repurpose them for other teams.

**With Red Hat Ansible Automation Platform, you can use one easy-to-read automation language to:**



**Reduce IT complexity**



**Drive efficiency and consistency organisation-wide**



**Minimise production costs**



**Improve the security and stability of your environment**



**Expand automation to other processes**

## Delivering lasting value

IDC's analysts report <sup>1</sup> on Red Hat Ansible Automation Platform revealed a range of tangible benefits and outcomes:

**75%** faster deployment of new storage resources.

**30%** more efficient IT security teams.

**29%** more efficient network infrastructure management.

**98%** reduction in unplanned downtime.

1. IDC Business Value Executive Summary.

Addressing the business challenge

# Software-defined infrastructure for mission-critical workloads

Delivering practically unlimited scalability whilst simplifying infrastructure management, Dell PowerFlex is the perfect foundation for achieving results with Red Hat Ansible Automation Platform.

In the world's most innovative data centres, PowerFlex helps IT managers:



Achieve powerful improvements in resiliency, scalability and performance



Gain the agility to respond immediately to changing business conditions



Promise and predictably deliver the outcomes organisations desire from technology



### Addressing the business challenge

# A unified approach to automation

PowerFlex appliances and rack systems combine compute, storage and networking to enable organisations to run their workloads with the best possible performance and uptime.

PowerFlex, which also supports [Red Hat OpenShift® Container Platform](#), typically deploys in a turnkey experience. You can rapidly generate high-value outcomes from automation and improve system performance.

### Delivering measurable impact <sup>2</sup>

47%

reduced total cost of operations.

70%

efficiency improvement for IT infrastructure managers.

98%

reduction in unplanned downtime.

<sup>2</sup> IDC Business Value Snapshot.





## Business critical outcomes

# Consider the possibilities

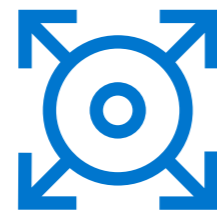
Organisations can realise their objectives sooner, and more simply, by deploying Red Hat Ansible Automation Platform and PowerFlex together to take advantage of enterprise-level automation.

The five most compelling reasons for doing so are:



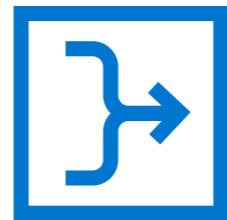
### Speed

Accelerate your multicloud journey, boost system performance and bring transformational opportunities within easy reach.



### Scale

Extend automation to encompass all the systems, data sources, processes and teams in your organisation to fuel competitive innovation and growth.



### Simplify

Streamline IT management of multicloud infrastructures, applications and virtual environments with consistency and real-time intelligence, repurposing and refining existing automations whenever possible.



### Save

Reduce operational costs, allow IT managers to achieve more with fewer resources, and generate a substantial ROI that allows strategic investments.



### Secure

Ensure the security and compliance of the multicloud with proactive monitoring and insight tools that can reveal additional optimisation opportunities.

## Fulfilling ambitions

# What customers say



“Our new private cloud capabilities from using Red Hat technology in production are helping us diversify our offerings for both public- and private-sector customers. We can use our more efficient technology and processes to uphold our reputation for providing transparent, reliable, and secure services.”

**Víctor Morales, Director of Infrastructure and IT Services, Grupo ASD**

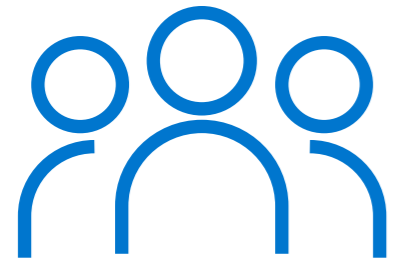
“We’ve worked with Dell Technologies for a long time, and they’ve worked with Red Hat from negotiation to launch. Working side by side with Red Hat has been easy compared to other vendors. They’ve been very collaborative and highly transparent.”

**Director of Infrastructure and IT Services, Business and Technology Consultancy**

## Get started

# Advance your automation journey with us

Is it time to explore the opportunities of transformative automation with Dell Technologies and Red Hat? To take that next step, you can:



Contact your [Dell technologies](#) or [Red Hat](#) representative.



See what you can accomplish with [Red Hat Ansible Automation Platform](#).



Find out how [Dell PowerFlex](#) can help you realise transformational change.

# Automate for success. Reap the rewards.

## About Dell Technologies

Dell ([NYSE:DELL](#)) helps organisations and individuals build their digital future and transform how they work, live and play. The company provides customers with the industry's broadest and most innovative technology and services portfolio for the data era.

## About Red Hat

Red Hat is the world's leading provider of enterprise open source solutions, using a community-powered approach to deliver high-performing Linux<sup>®</sup>, cloud, container and Kubernetes technologies. Red Hat solutions enable organizations to connect their platforms and environments, from the core, to the multicloud and to the edge.