

AUTOMATED INFRASTRUCTURE FOR SUCCESS

Business ambitions fulfilled

Transformational insights and stories showcasing how Dell Technologies and Red Hat's automation technology can help you automate for success.



“

Big results require
big ambitions.”

Heraclitus

Ancient Greek Philosopher

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This use case guide will help you assess the potential impact of automation on your organisation. From identifying ways to speed up processes and accelerate containerised app development to increasing team collaboration and growth, we have you covered.

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Defining your business goals

Your ambitions unbounded

Everyone has an inherent desire to be successful and fulfil their ambitions. Yet in business, challenges and complexities can often impact the ability of organisations like yours to achieve their true potential.

Whether you are facing competitive pressures, navigating rising data volumes or looking to streamline operational processes, the ability to deliver services faster, more effectively and securely will be critical to your success.

With automation solutions from Dell Technologies and Red Hat, you can successfully remove the limits on your business ambitions. With our transformational technology and constant support at your side, you have the capability to identify, respond, and implement technologies to help you scale quickly and securely across any cloud environment. Together, we provide the combined simplicity and speed in every layer of your operations to power innovation and growth.

Define your business goals today and discover how automation might just be the key to your organisation's future.

80% of surveyed business executives say that adopting IT automation is “extremely important” to the future success of their business.¹



Accelerating your ambition

Speed up results across the board

No matter the complexity of your environment or where you are on your IT modernisation journey, an automation strategy can help you improve existing processes. With automation, you can save time, increase quality, improve employee satisfaction and reduce costs throughout your organisation.

The Dell Technologies logo, featuring the word "DELL" in a stylized font with a white outline and "Technologies" in a clean, sans-serif font.

Automating across your organisation requires more than just tools — you also need to consider your people, the processes that shape your business operations, and the platform and infrastructure that enable their successful implementation and delivery.

Dell PowerFlex, Red Hat® Ansible® Automation Platform and Red Hat OpenShift® collectively provide your business with the essential foundation you need to automate your organisation for success.

Together, the end-to-end automation in these products helps unify disparate processes across your organisation and deliver the flexibility to build, scale, and manage automation solutions spanning everything from essential business processes to critical app development and innovation.

With automation from Dell Technologies and Red Hat, you gain a secure, flexible and reliable infrastructure that eliminates complexity and scales across diverse resources. At every level of your business — across every team and all staff members — you can increase productivity, boost collaboration and refocus efforts on innovation.

Accelerating your ambition

Why automate your journey with Dell Technologies and Red Hat

With Dell Technologies and Red Hat, you truly get the the best of both worlds when it comes to automation.

You get to lay powerful foundations, build resilience and protection in private and hybrid cloud environments, as well as the ability to scale without complexity. All of this is essential to being able to automate for success in a controlled and seamless manner. With leading edge automation solutions, you get even greater control and flexibility over how you build, deploy, and manage containerised applications and your wider portolfoo of end-to-end automation solutions from hybrid cloud to the edge. All of which help to increase performance and productivity.

With Dell Technologies and Red Hat, you get:



Co-engineered Solutions

Embrace world-class, enterprise-grade open source solutions developed and co-engineered by Dell Technologies and Red Hat.



Validated Infrastructure

Purpose-built, open source tested and validated on Dell Technologies infrastructure to accelerate your IT transformation.



World-class Support

Experience you can trust. Dell Technologies works together with Red Hat to provide help when and where you need it, worldwide.



Accelerating your ambition

A valuable partnership to help you succeed

Dell PowerFlex gives you complete control as you automate the delivery of your IT. The software-driven infrastructure modernises IT management, enabling you to deliver any mission successfully.

The platform supports diverse workloads across various operating systems, delivering massive I/O performance and sub-millisecond latency. Plus, with its scale-out architecture, it can support thousands of server nodes with 99.9999% availability.

PowerFlex outcomes

321% 5-year return on investment.²

47% reduced total cost of operations.³

70% more efficient IT staff.⁴

Fulfilling your potential

All-out automation for your business

Together, Dell PowerFlex, Red Hat Ansible Automation Platform and Red Hat OpenShift provide the best option to deliver your mission as quickly as possible. You can automate the processes that build, provision, and manage applications across any infrastructure in a controlled, secure and seamless manner, accelerating your speed of innovation.

Now you can think bigger and be bolder when it comes to driving innovation:

- Moving beyond ad hoc automation projects, which can hamper growth.
- Achieving comprehensive automation that makes scaling easy.
- Giving developers the time to build instead of managing.
- Ensuring that appropriate policies and governance are enforced.

Opposite are three potential routes to help you accelerate for success.

Velocity

Put your entire organisation on fresh footing, where everyone feels the benefits of rapid developments and deployments along with simplified operations. Automating from end to end reduces complex, time-consuming tasks across the business and boosts productivity and performance.



Collaboration

Automating frees up your creators, developers and operators so they can really collaborate. By simplifying workflows and giving your employees time to concentrate on customer-centric activities, you can get everyone in your IT organisation strategically aligned and empowered.



Growth

Gain consistency and speed to drive innovation, whether you're scaling operations across hybrid or multicloud or to the edge. With automation, you can enjoy the flexibility to adapt to whatever comes next, knowing that security, governance and business process alignment are already built in.



Fulfilling your potential: Velocity

Simplify tasks, empower teams

With effective automation tools, you can eliminate manual operations and complexity, which can slow down your ability to accelerate for velocity. They enable you to accelerate IT processes, improving productivity and speeding up the delivery of business outcomes.

No more repetitive tasks

With Red Hat Ansible Automation Platform, IT staff are no longer under pressure to tackle multiple IT requests of a similar nature from across your teams, helping you quicken processes and minimise errors.

Remove handoffs between teams

Thanks to defined workflows and runbooks, developers can instantly deploy what they require without the need for exchanges with the infrastructure team, allowing your business to complete projects faster.



Human error is the cause of data centre downtime approximately **70%** of the time.⁵



Automation delivers **75%** faster deployment of new resources.⁶



Fulfilling your potential: Velocity

The University of Cambridge brings energy-efficient supercomputing to scientists

The [University of Cambridge](#) is powering scientific research to improve crop yields in Africa using a high performance computing (HPC) infrastructure based on Dell Technologies that simplifies and automates IT management with Red Hat.

Through automation, the University's Research Computing Services is closer to its goal of making supercomputer technology available to researchers globally. With simplified data centre operations, more resources are focused on enabling data-driven, collaborative research to accelerate discovery and improve the lives of millions.

“At the University of Cambridge, we provide the U.K.'s largest academic supercomputer to solve some of the world's most demanding research problems. An AI task that previously would have taken two years is now achievable in just a month.”

Dr Paul Calleja, Director of Research Computing Services and the Exascale Lab, University of Cambridge

Delivering valuable outcomes



Quickened the pace of research into improving crop yields.



Enabled researchers in Africa to focus on projects that benefit their own communities.



Accelerated the effectiveness of academic and industry collaborations.

Fulfilling your potential: Collaboration

Facilitate connections, cultivate innovation

Work with a single platform that unifies your business and securely optimises tasks between teams. With the ability to accelerate for collaboration, you can automate teamwork, removing disjointed processes whilst cultivating greater concentration on high-value, customer-centric activities.

Using the full potential of automation can improve teamwork as messages going back and forth to pin down what needs to be done are no longer needed.

And everything that's required to launch or deploy a workload can simply click into place.



99% of decision-makers report a variety of technology and business benefits from their firms' automation software investments.⁷



Analysis has shown a **667% ROI** over 5 years, along with an annual revenue increase of \$1.9 million using Red Hat Ansible Automation Platform.⁸



Fulfilling your potential: Collaboration

Ativa Investimentos speeds project delivery

With its target of fivefold growth, [Ativa Investimentos](#) in Brazil needed to accelerate the delivery of IT to its employees.

The broker decided to cultivate innovation whilst meeting its data processing challenges by adopting robust application orchestration, automation and security capabilities through Dell Technologies and Red Hat. As a result, it reduced IT delivery times from months to hours and improved collaborative working across IT teams.

Today, the business has greater agility to accommodate a growing customer base thanks to a more joined-up IT approach. Improved collaboration has also helped improve issue resolution and enhanced the productivity of personnel.

“With all the planning done with Dell Technologies and Red Hat, we installed Red Hat OpenShift on our Dell VxRail Hyperconverged Infrastructure servers in just one week.”

Gustavo Franco Farias, DevOps and Infrastructure Manager, Ativa Investimentos

Delivering valuable outcomes



Reduced project delivery from months to hours.



Improved agility to accommodate growing customer base.



Boosted issue resolution and staff knowledge with expert support.

Fulfilling your potential: Growth

Enhance development, achieve results

With automation, you can accelerate for growth without fear of your IT team being overloaded.

Once you implement Red Hat Ansible Automation Platform, your employees can drive development without having to manage your IT infrastructure. You have the tools to add capacity wherever and whenever it's needed. Crucially, you can accelerate your multicloud game plan, since the platform can scale your IT from the data centre across clouds and to the edge.

If you can ease the burden on your teams and equip them with the IT they need, when they need it, irrespective of their location, productivity inevitably rises. This can help you quickly scale in a consistent way so that everything runs reliably and in line with governance and business process policies. Plus, your systems have the flexibility to adapt to whatever comes next, whether you are scaling up or down.



92% of organisations have a multicloud strategy in place or underway.⁹



Companies can deliver new services and features to customers **faster** and with **66% fewer staff**.¹⁰



Fulfilling your potential: Growth

Colombian business group builds private cloud with Red Hat

With competition increasing to meet the growing demand for digital and cloud services, Colombian solutions provider [Grupo ASD](#) needed to flex its IT across clouds. To bake scalability into its operations for continued growth, it chose Dell Technologies powered by Red Hat Ansible Automation Platform to streamline its hybrid cloud strategy.

The platform automates repetitive tasks and manages the complexity of multi-tier deployments. Plus, the IT team can now control infrastructure through a central dashboard, grant role-based access and schedule jobs with real-time comments on playbooks. The solution has led to better collaboration between sales and technical staff, improved IT performance and lower costs.

“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.”

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

Delivering valuable outcomes



Improved IT performance and costs.



Established reliable, scalable foundation for cloud-based services.



Delivered Storage-as-a-Service offering by automating deployments across complex, multi-tier infrastructure.

Enabling success

A trusted partnership to deliver value and accelerate change

With a partnership of more than 25 years creating jointly engineered and validated open source solutions, Dell Technologies and Red Hat can help you accelerate your infrastructure and deliver your business goals faster.

Individually, as leaders in our fields, we build the infrastructure solutions that are powering digital transformation worldwide. Together, we help companies transform more effectively through end-to-end platforms that are simple to use and produce value from day one.

Dell Technologies and Red Hat create purpose-built, open source technology that is tested and validated to ensure trust. Because we share the same customer-centric values, you can be certain you'll receive world-class support no matter the size of your operation or its location.



Enabling success

Accelerating DevOps through automation

We're continuously looking to find ways to enrich and enhance the value we provide to our customers, so you can achieve your ambitions faster.

With increased adoption accelerating demand for businesses to be able to roll out and manage containerised deployments across multiple departments, organisations need strong foundations on which they can build. With rising skills shortages placing greater pressure on businesses looking to advance their capabilities, we're widening the solutions we offer to address these challenges and remove the associated IT management barrier.

“The Dell Technologies and Red Hat collaboration is key to our efforts to build a multicloud ecosystem that offers customers greater flexibility and choice as they develop new applications and modernise existing ones in multicloud environments.”

Jeff Boudreau, President, Infrastructure Solutions Group, Dell Technologies

“Customers want to be able to run their applications wherever they need to ... By extending our existing collaboration with Dell Technologies, we're giving customers even more choice and flexibility in their hybrid cloud operations, pairing the industry's leading enterprise Kubernetes platform in Red Hat OpenShift with Dell Technologies powerful infrastructure technologies.”

Ashesh Badani, Senior Vice President, Head of Products, Red Hat

Enabling success

Scale to new heights with the security of a trusted partnership

With Dell Technologies and Red Hat, you gain unbounded, software-defined infrastructures for modern enterprises. These solutions can support you throughout your digital transformation journey and beyond.

Our open approach to automation means the technology is designed around the way your personnel collaborate within and across teams. What's more, Dell Technologies and Red Hat work closely together to make sure our solutions are highly resilient, offering reliable protection against increasing threats to multicloud environments.



**Gartner Peer Insights
Customers' Choice 2022¹¹**



**Leader as selected
by The Forrester
Wave™: Infrastructure
Automation Platform¹²**



**Red Hat OpenShift
won the award for
Best Kubernetes
Platform/Service.¹³**



Enabling success

Automate management of Kubernetes clusters

Reduce complexities and risk across the development and production processes through established, automated execution environments.

Equip your developers architects and operation teams with the tools they need to harness the power of automation to execute repeatable tasks in a consistent way.

By containerising everything these critical teams need to spearhead innovation inside your business with Red Hat OpenShift, you can allow them to focus on automating content and deploying applications in smarter, more efficient ways. This helps remove concerns about dependencies and unforeseen variables throughout the development and production processes.

Dell Technologies and Red Hat provide a clear, standardised way to define and operate with less latency through the features and components of the Red Hat Ansible Automation Platform — all of which help your organisation automate with confidence and reduce automation sprawl and variance.



Kubernetes provides the underlying container platform that further drives efficiency into the software development process, with automation and orchestration functionality suited to today's fast-paced digital innovation.

The Business Value of Red Hat OpenShift¹⁴

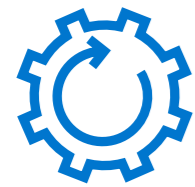
Enabling success

Security hardened for the entire journey

With automation, each one of your business goals will be better protected against the threat of data breaches, plus you can reduce the risk of human error leading to incidents that could bring down your mission.

Both Dell Technologies and Red Hat build security-focused solutions, supported by regular patches, bug fixes, updates and upgrades that help ensure that your infrastructure is protected.

Using our technology, you can:



Automate system and security updates.



Coordinate enterprise security systems.



Address security incidents in a timely manner.



Respond to threats immediately.

“A Forrester Consulting study shows that 56% of decision-makers named improved security as a benefit of enterprise versions of open source automation hardware.”¹⁵

\$4.4M

The average cost of a data breach in 2022.¹⁶

Next steps

Get the countdown started

Begin your journey towards automation and launching your mission. To get started, follow these simple steps and move forward with your business ambition:

1.

Assess your current environment,

perform a thorough technical assessment before migration.



2.

Identify technical barriers,

understand what the requirements for automation are going to be.



3.

Prepare your team,

identify external and internal stakeholders, decide on project timeframes and milestones.



4.

Find expert support

to reduce risk as you automate production systems and other important functions.



5.

Build your vision and ensure adoption

by training your teams on the platform to deliver the maximum value.

Next steps

Learn more



Get more information on [Dell PowerFlex](#), [Red Hat Ansible Automation Platform](#) and [Red Hat OpenShift](#).



Check out the resources and support available to learn more about the [automated enterprise](#) and [why IT automation is driving digital transformation success](#).



If you would like more information around faster automation adoption, including migration services, contact our Dell Technologies experts on **0800 587 0798**.

“

What you get by achieving your goals is not as important as what you become by achieving your goals.”

Zig Ziglar

Motivational Speaker and Author



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[®], cloud, container and Kubernetes technologies. Red Hat solutions enable organisations to connect their platforms and environments, from the core to the multicloud to the edge.

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