DELLTechnologies

Dell Technologies and VMware

Harness the Power of Technology
to Drive Your Business Forward

vmware®

Two leaders, one strategy

Dell Technologies and VMware are leaders in our respective fields. Together, we have a long history of partnership, cooperation and innovation. We work closely to align and engineer solutions that meet our customers' needs. And we work even harder to ensure your experience with our technology is as simple, intuitive, productive and secure as possible.

Proven innovators with decades of experience as partners

A broad portfolio of joint solutions that solve key customer challenges

Alignment on a single strategy that serves customer needs

A focus on outcomes

Dell Technologies and VMware provide unique and differentiated value to our shared customers, delivering integrated IT platforms and solutions that accelerate the journey to digital transformation.

With VMware® Cross-Cloud Services™, an integrated portfolio of Software-as-a-Service solutions that enable our global customers to build, run, manage and better secure applications across any cloud, and Dell Technologies go-to-market scale, broad IT portfolio and Infrastructure-as-a-Service solutions, we deliver more secure, consistent operations and faster time to value. The output is a strategic set of integrated solutions that leverage the joint strengths of both companies and is underpinned by a deep partnership with Dell Technologies and a healthy VMware ecosystem to bring intrinsic value to our customers.

Kubernetes Your Way
Dell Technologies is the only vendor with fully integrated VMware Tanzu™ reference architecture, cluster, and private cloud offerings.

Turnkey WAN Modernization
Boost application performance and reduce WAN costs by up to 75%[2] with an all-in-one solution for SD-WAN.

Accelerate with Dell VxRail.
114% more new application development per year[1]

[1] IDC business value technical paper, sponsored by Dell Technologies and Intel®, The Business Value of Dell EMC VxRail and VMware Cloud Foundation on Dell EMC VxRail, doc #US47005920, December 2020. Actual results will vary.

[2] 75% cost savings based on internal VMware calculation of private MPLS at $1,800/month converted to an SD-WAN dual broadband configuration cost of ~$200 per month. Actual savings will vary depending on specific configurations and broadband rates.

Improve operational efficiencies

Strengthen IT for business resilience

Empower remote work

Support application modernization

80%

of organizations are deploying apps across distributed environments — data center, cloud and edge.[4]

Addressing the digital imperative

As businesses across the globe continue to make digital transformation a priority, we continue to assess and focus on top-of-mind challenges and needs.

What's clear is that digital transformation will continue to gain momentum. IDC predicts that by 2024, more than 50% of all IT spending will focus directly on digital transformation and innovation initiatives (up from 31%).[3]

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Modernizing IT and apps and delivering a cloud operation model

Modernizing your IT infrastructure enables you to become more agile, productive and competitive.

It helps you maximize the benefits of hybrid and multi-cloud environments, improve operational efficiencies, strengthen IT for business resilience, empower remote work and support application modernization.

And a key factor is the ability to leverage cloud-native technologies like containers and Kubernetes® to accelerate micro-service applications development and delivery and modernize your business-critical applications.

[3] IDC FutureScape, <u>Worldwide IT Industry 2020 Predictions</u>, October 2019.

[4] VMware H1 Benchmark, Cloud and Applications, based on research of 1,200 organizations, March 2021.

Integration that powers your digital future

We are focused on helping customers like you achieve your goals, and together we offer a unique combination of infrastructure and application delivery and management solutions that make IT scalable, efficient, secure and sustainable.

In addition to infrastructure and as-a-Service solutions, our joint innovation extends further — to the network, intrinsic security, and cyber resiliency and recovery. We have solutions designed for the workspace, app modernization, multi-cloud and edge. Many of our joint offerings support enterprise, mid-market, industry-specific, and other environments.

Operating together, these solutions make it easier for you to harness the power of technology to drive your business forward.

"

We saved $800,000 in recurring hardware-refresh costs for our police cars by making our VMware Horizon® VDI a mobile solution supported by VxRail.

— Richard Gagnon,
CIO, City of Amarillo, Texas, Read Customer Story

Benefits of joint innovation

- Greater speed and agility
- Reduced costs and improved performance
- Increased productivity and employee satisfaction
- Improved security, resiliency and operational efficiency

"Our partnership with Dell Technologies and VMware helped Trintech grow revenue by 300%, tripled the number of SaaS customers supported on this infrastructure and increased operational efficiencies by more than 350%."

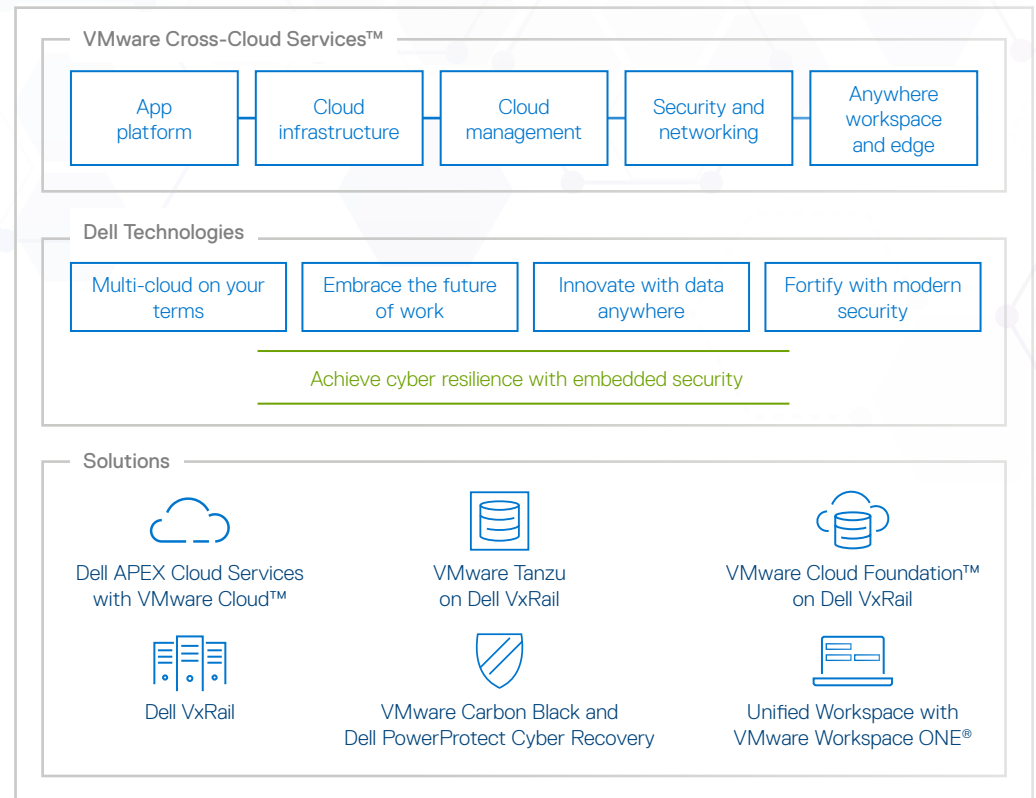**— Matt Bertram,**
VP of Technology,
Trintech

D≪LL Technologies

96%
of Fortune 500
companies served[5]

30,000+
combined
Dell Technologies/
VMware patents[5,7]

85M
Enterprise workloads
on VMware[6]

**Named one of Forbes
2021 America's Best
Employers for Diversity[8]**

[5] Dell Technologies, **Key facts**, September 2021.

[6] Jeffrey Burt, **VMware Unifies Its Cloud Front**, The Next Platform,
April 14, 2021.

[7] VMware patent count as of August 31, 2021.

[8] Forbes, **2021 America's Best Employers for Diversity**, April 2021.

Strength in partnership

VMware Cross-Cloud Services™

| App platform | Cloud infrastructure | Cloud management | Security and networking | Anywhere workspace and edge |

Dell Technologies

| Multi-cloud on your terms | Embrace the future of work | Innovate with data anywhere | Fortify with modern security |

Achieve cyber resilience with embedded security

Solutions

Dell APEX Cloud Services
with VMware Cloud™

VMware Tanzu
on Dell VxRail

VMware Cloud Foundation™
on Dell VxRail

Dell VxRail

VMware Carbon Black and
Dell PowerProtect Cyber Recovery

Unified Workspace with
VMware Workspace ONE®

Our partnership offers deep integration of VMware's innovative technology with the unique combination of applications and infrastructure solutions from Dell Technologies and VMware, while providing choice and flexibility in how you consume technology.

We have seen how the shift to digital business has erupted and why it is important for organizations like yours to make the move. The Dell Technologies and VMware partnership provides you with a unique advantage, given that our infrastructure solutions are optimized for VMware solution stacks.

Joint solutions from Dell Technologies and VMware

Dell Technologies and VMware are committed to providing unique value to our shared customers, delivering integrated IT platforms and multi-cloud solutions that accelerate your digital transformation.

Dell APEX Cloud Services with VMware Cloud:
APEX Cloud Services with VMware Cloud combines the security and control of private cloud with the ease of public cloud, for a simplified multi-cloud experience. With consistent multi-cloud operations across private, public and edge, you gain freedom to choose where best to place your workloads.

VMware Tanzu on Dell VxRail:
VMware Tanzu on Dell VxRail makes it easier to develop cloud-native strategies by leveraging consistent infrastructure and operations. Support faster application development, scalability and lifecycle management, ensuring you are using the latest Kubernetes tools and features. VxRail systems come fully integrated and ready to deploy, accelerating adoption of your Kubernetes infrastructure.

VMware Cloud Foundation on Dell VxRail:
Dell VxRail is the only jointly engineered HCI system with deep VMware Cloud Foundation integration. Full-stack integration with VMware Cloud Foundation on VxRail means both the hyperconverged infrastructure layer and VMware cloud software stack are managed as one, providing a complete, automated, turnkey hybrid cloud experience that greatly reduces risk and increases IT operational efficiency.

The Value of VMware Cloud Foundation on Dell VxRail

68%
more IT efficiency from automated infrastructure management[1]

92%
less unplanned downtime[1]

It's our commitment to providing unique value that makes our customers say,

"It's just different with Dell Technologies and VMware."

Innovate and Accelerate with Dell VxRail

114%
new apps per year[1]

10 months
to pay pack[1]

Joint solutions from Dell Technologies and VMware

Dell VxRail:
Dell VxRail integrated systems are designed with VMware, for VMware, to enhance VMware-enabled organizations' ability to streamline operations and predictably evolve. Whether you are accelerating data center modernization, deploying a hybrid cloud or creating a developer-ready Kubernetes platform, VxRail delivers a turnkey experience for continuous innovation.

VMware Carbon Black and Dell PowerProtect Cyber Recovery:
Dell Technologies and VMware secure your data across edge, core and multi-cloud environments to ensure that you can recover your critical data and resume normal operations with confidence after an attack. Our collaborative partnership builds on each company's industry-leading expertise and technology, enabling us to offer leading solutions that modernize and maximize cybersecurity protection and recovery from cyber incidents.

Unified Workspace with VMware Workspace ONE:
Give IT administrators the ability to provide mobile device management, mobile application management and mobile content management. This joint solution enables IT to proactively address issues such as battery failures before they cause disruption and empower users with self-service app access, password resets and more.

We do so much more than simply market and sell our products together. We pioneer digital transformation through innovation and jointly engineered solutions, performing hours and hours of testing and validation to make sure they work better together — so you succeed.

The Dell Technologies and VMware advantage

One of the unique advantages we offer is the **deep integration** of VMware software with the Dell Technologies portfolio of solutions. This allows us to provide a seamless user experience, simplifying complex activities, enhancing productivity and performance, and reducing risks.

We simplify and streamline deployment, operations and management with flexible tools, APIs and plug-ins. Self-service, automation, encryption and cloud-based monitoring help simplify IT complexity and increase operational efficiency.

This streamlined approach not only allows for greater efficiencies, but also allows you to **develop and deliver modern applications** with Kubernetes faster and with greater resiliency, flexibility and scalability.

Security is also fundamental to everything we do. It is not a product, tool or bundle. It is a core strategy for success. It is embedded in all our joint solutions, whether that's intrinsic security from VMware Carbon Black or cyber resilient architecture in Dell Technologies hardware and data protection solutions.

Our strength in partnership allows for:

· Global reach with best-of-breed solutions
· Time savings and investment protection thanks to hours of joint testing and validation
· Streamlined experience with a massive supply chain and distribution
· Peace of mind with best-in-class security and cyber recovery solutions

"On a cloud foundation from Dell Technologies, incorporating VxRail and VMware, we help clients take advantage of the innovation potential of the cloud."

— Dan Houdek,
Senior Product Marketing Leader,
Rackspace Technology,
Read Customer Story

> *Our members rely on us to be innovative. They rely on us to be secure. Through our partnership with VMware and Dell Technologies, we're confident we can meet and exceed their expectations.*

— **Mark Fournier,**
Systems Architect, United States Senate Federal Credit Union, <u>Read Customer Story</u>

We're just getting started.

While we have a long and impressive history of partnership and joint innovation, we're just getting started.

Moving foward, we will continue to refine and expand that foundation to further transform and empower your business. We will continue to shape future innovation, developing technologies that simplify your experience and drive human progress. And we will stop at nothing to help you harness the power of technology — so that it serves your needs today and well into the future.

Discover what's possible.

To learn more about how the power of our solutions can drive your business forward, contact your sales representative or visit the following resources:

- Main **Website** >
- Watch Our **Video** >
- Read Our **Blogs** >
- Visit Our **Hands-on Lab** >
- **Demo Our Solutions** >

Other Dell Technologies and VMware eBooks
- **The Power of Storage Built for VMware** >
- **Dell EMC VxRail and VMware: Optimize Your Hyperconverged Experience** >
- **Four Ways to Drive a Modern Apps Strategy** >
- **Four Reasons VMware and Dell EMC PowerEdge Servers Work Better Together** >
- **Modernize the Workforce Experience** >

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