

# TOP REASONS HOW DELL AND VMWARE HELP YOU MODERNIZE FOR MULTICLOUD

Dell Technologies is driving breakthroughs by jointly developing solutions and services with VMware that simplify multicloud complexity and application flexibility/mobility, unlocking the true potential of multicloud.

## 1 | Focus on driving innovation, we'll do the rest

Simplify IT by shifting time-consuming, labor-intensive tasks to Dell Technologies with infrastructure delivered as-a-service. With [APEX Cloud Services with VMware Cloud](#), Dell Technologies owns, deploys, and manages your infrastructure, freeing up your IT staff to focus on high-value business priorities.

## 2 | Seamless multi-cloud operations

APEX Cloud Services with VMware Cloud offers consistent multicloud operations across private, public and edge, you now have freedom to decide where your workloads work best. Provision quickly, scale on demand, and pay as you go across your entire multicloud, multi-edge and multi-data center environment, unlocking the flexibility you need to adapt and thrive.

## 3 | Freedom of choice

Easily migrate workloads across multi-environments leveraging VMware HCX, included in APEX Cloud Services with VMware Cloud, providing infrastructure hybridity and workload mobility across on premises, private and public cloud.

## 4 | Accelerate application modernization

APEX Cloud Services with VMware Cloud now includes managed Tanzu Kubernetes Grid services for fast provisioning of Kubernetes clusters. You can build, test, and run cloud-native applications alongside traditional applications on the same hybrid cloud platform.

## 5 | Rapidly enable portability and orchestration

Together, Dell and VMware engineered [VxRail](#) to be the foundation for VMware Cloud Foundation multicloud deployments, delivering unprecedented on-premises infrastructure automation, simplification and orchestration under a consistent cloud operating model. We continue to integrate VMware Cloud Foundation with the latest release of [VCF on VxRail](#), providing a seamless VMware multicloud experience on premises, off premises (as APEX), and flexibly extending to hyperscalers.

## 6 | Enabling the next architectural shift in IT infrastructure for multicloud

Achieve unified and consistent manageability while offloading networking and firewall services from CPU to DPU (Data Processing Units) using VMware vSphere Distributed Services Engine on VxRail. Adopt this new technology on a common operational model with VxRail HCI System Software, optimizing configurations and automating lifecycle management.

## 7 | Simplifying container orchestration for DevOps teams

[Dell Validated Platforms for Multicloud](#) deliver curated integration and automated operations and lifecycle management, enabling DevOps teams to spend less time on infrastructure management and more time on container orchestration. The

Validated Platforms support a wide range of on-premises container orchestration platforms on bare metal or hypervisors including Red Hat OpenShift, SUSE Rancher, and VMware Tanzu enabling container orchestration and the rapid provision of compute & storage resources. Additionally, a turnkey automation for container orchestration is offered with Tanzu Kubernetes Operations on VxRail.

## 8 | Security across your clouds

Dell Technologies and VMware's product security features are combined seamlessly in infrastructure solutions, which gives your business industry-leading flexibility in choosing the right options to manage your risk, enable your workforce, and deliver a seamless customer experience. Together we help manage security and business risk, handle security breaches, and recover from ransomware attacks so you can deploy apps confidently across your IT landscape.

## 9 | Write AI once, deploy anywhere

The new [Dell Validated Design for AI – Automatic Machine Learning](#) makes it easier and faster for data scientists at all skill levels to deliver AI, writing once and deploying anywhere thanks to VMware Tanzu. VMware Tanzu provides a streamlined, self-service developer experience for any Kubernetes that fits a development team's preferred practices and workflows while automating the toil of infrastructure, packaging, and security. Containerization frees developers to write once in any location, then bring their applications consistently and securely into production in any location.

## 10 | Backed by VMware expertise

There's good reason why Dell serves 96% of the Fortune 500 companies,<sup>1</sup> is #1 in Hyperconverged Systems,<sup>2</sup> and the leader in External Enterprise Storage Systems<sup>3</sup>. Together Dell and VMware are helping customers accelerate breakthroughs with tightly integrated solutions that span core, edge, and cloud. And every solution is backed with the expertise of 3,670+ VMware-certified Dell support professionals to help you deploy and manage your multicloud VMware environment.

<sup>1</sup> [Dell Technologies, About the Company](#), FY22

<sup>2</sup> IDC Worldwide Quarterly Converged Systems Tracker, Q1 2022.

<sup>3</sup> IDC WW Quarterly Enterprise Storage Systems Tracker, Q2 2021



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