

# **Dell Validated Designs for VDI**

Empower teams to be productive anywhere

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## 94%

of employers say remote workers are equally or more productive.<sup>1</sup>

## 80%

of employees are expected to be working from home long term.<sup>1</sup>

## VDI is prime time.

While virtual desktop infrastructure (VDI) has long been used to provide the flexibility for remote work, the need to enable work-from-anywhere productivity has intensified in recent years. And even as more workers and researchers are reentering traditional workspaces, teams are now choosing where to spend their time most productively, moving fluidly between the lab or office and their preferred remote locations. Surveys indicate that 94% of employers believe productivity has been the same or better since implementing remote work, and report that they are saving around US\$22,000 per year for each full-time remote worker.<sup>1</sup> Over the next several years, remote work will continue to expand, with an estimated 73% of departments supporting remote workers by 2028.<sup>1</sup>

One thing hasn't changed: remote teams expect uninterrupted, seamless technology experiences no matter where they log on. That's critical, as 92% of employees expect to continue working from home at least once a week, and 80% of employees expect to do so at least three times per week.<sup>1</sup>

However, organizations looking to adopt or expand VDI have typically faced a number of hurdles, including long planning and procurement cycles, significant upfront infrastructure investments and difficulty delivering a consistent user experience across locations and devices. These hurdles have hindered VDI adoption, despite its many advantages.

Dell Technologies offers validated and optimized VDI solutions that accelerate productivity while providing data and application security and allowing IT to centralize and simplify IT management. Dell Validated Designs for VDI provide a wide range of choices to meet a variety of needs and come with optional Dell Technologies endpoints and familiar management tools that allow you to get up and running faster and streamline your day-to-day operations.

#### Dell Technologies has what you need.

#### Expertise and guidance

The work-from-anywhere movement is evolving quickly, so your team may not have the resources to design, deploy and manage solutions optimized for VDI. While VDI is rapidly becoming mission-critical technology, Dell Technologies has been a leader in VDI for more than a decade, with proven products, solutions and expertise. Dell Technologies has a team of VDI experts who are ready to help you keep pace with this constantly evolving landscape.

#### **Dell Validated Designs for VDI**

The advantage in today's marketplace goes to the enterprise with an empowered remote workforce. For many organizations, VDI is — or is becoming — an important means for driving workforce transformation. Validated Designs for VDI simplify design, configuration and ordering of solutions that are optimized for VDI to help you accelerate productivity and streamline IT management, all without compromising security.

#### Solutions customized for your environment

Dell Technologies is uniquely positioned to provide complete edge to core to cloud VDI solutions from one vendor. With years of experience and an ecosystem of curated technology and service partners, Dell Technologies provides innovative solutions, workstations, servers, networking, storage and services that reduce complexity and enable your employees to work from virtually anywhere.

# Typical research workloads

- Genomics
- Molecular dynamics
- Astronomy
- Climate and weather modeling
- Geosciences

## **Typical CAE workloads**

- Structural analysis
- Computational fluid dynamics (CFD)
- Noise, vibration and harshness (NVH)

## **Typical FSI workloads**

- Risk assessment
- Trading
- Pricing
- Fraud protection

## Typical M&E Workloads

- True 3D design collaboration
- Enhanced digital twins
- World simulation and metaverse
- Al-enabled robot training

#### VDI use cases

How does your organization plan to leverage VDI? Dell Technologies has proven expertise in building, deploying and supporting VDI solutions across a number of verticals. The following are just a few examples.

#### Higher education and research

To make discoveries faster, academic and research institutions must move quickly from raw data to actionable insights, collecting and processing massive amounts of data to simulate complex systems. High performance computing (HPC) and artificial intelligence (AI), often accelerated with GPUs, are powerful tools for scientists, students and researchers, speeding workloads and improving time to results. When working offsite, these teams need to access their high-powered resources with onsite responsiveness and resolution to continue their groundbreaking work.

#### Computer-aided engineering (CAE) and simulation

Product designers and engineers rely on powerful systems that leverage GPUs to run CAE workloads such as structural analysis, computational fluid dynamics and other virtual testing faster and with fewer errors. This type of modeling and simulation enables early evaluation, fast testing of design modifications and more iterations on designs. VDI access to simulation and 3D modeling solutions enables greater design freedom and flexibility. Powerful HPC systems can be used to support remote visualization for multiple users on a single, virtualized server running a variety of CAE applications. However, security and fast system performance are critical to maintaining productivity.

#### **Financial services**

Financial services institutions (FSIs) are driven by intense competition to make smarter, faster decisions that reduce risks and increase rewards. However, FSIs face unique challenges when implementing VDI. Power traders and financial analysts rely on computeand graphics-intensive and network-heavy applications that often run across several monitors. Providing GPU-powered performance that can scale as needed for these power users is critical. In addition, FSIs are subject to stringent security and compliance requirements designed to protect sensitive financial information.

#### Media and entertainment

In today's fluid digital workplaces, creative professionals in the media and entertainment industry (M&E) need to be able to collaborate with teammates from anywhere, using a variety of applications. These teams have typically relied on high-end physical workstations with dedicated GPU hardware to run their graphics-accelerated applications. However, M&E organizations are seeking to adopt VDI to support the ability to work anywhere, enable faster time to market with shorter software development life cycles and dynamically meet the development requirements of graphical design users with better user experiences.

#### Dell Technologies delivers.

For these use cases and more, VDI solutions from Dell Technologies can deliver real workforce transformation, enabling teams to be productive on their own terms, without compromising on performance, productivity or security.

## Dell Technologies: Helping you empower your workforce

With VDI solutions from Dell Technologies, you can streamline design and implementation of solutions optimized for security, productivity and simplicity.

#### Challenge: "We need to protect applications and data."

Organizations require the ability to control data, recover from disasters, apply policies, comply with regulations and monitor risk. Remote work means that more devices and sensitive data are out of direct IT control, increasing the risk for data theft, viruses, malware and ransomware attacks.

#### Provide secure access from anywhere.

With Validated Designs for VDI, you can work with confidence knowing that workspaces and data are secure. Files and data stay in the data center, behind the firewall and Dell Technologies builds security in at every level of hardware and software and throughout our business — from supply chain to day-to-day operations. We're the only company that provides comprehensive and interoperable security and ease of use from data center to workstations to services and support. Dell thin client solutions are designed to enhance workspace security, with Dell ThinOS offering the most secure thin client solutions.<sup>2</sup> Plus, you can leverage security assessments and security consulting services through Secureworks<sup>®</sup>. McLaren<sup>®</sup> Racing relies on Dell Technologies to power all 4,000 employees to work from anywhere with the security to protect critical intellectual property.<sup>3</sup> Aalto University virtualizes 400 specialist applications for sensitive healthcare research to keep answers flowing for remote researchers.<sup>4</sup>

#### Challenge: "We need to provide excellent performance to enable productivity."

Teams have high expectations for performance and availability no matter where they're working or learning. IT must adapt by making sure resources match increasing demands for fast delivery, predictable scale and high performance.

#### Accelerate productivity.

Speed time to results by giving people access to their desktops and applications from their chosen devices at the times and places they choose to work. Validated Designs for VDI enable a rich collaboration experience with best-in-class applications, storage, server, HCI, workstations and commercial PCs and devices. The virtual infrastructure supports compute- and graphics-intensive workloads that require GPU resources at any scale and in any location. Dell Technologies partnerships with major cloud computing providers enable deployment of VDI wherever it's needed: From data center to cloud. Dell Technologies was first to market with testing completed with NVIDIA<sup>®</sup> Omniverse™ in the Validated Design for VDI, reducing latency by 23%.<sup>5</sup> Plus, we offer the first and only hyperconverged infrastructure (HCI) with VxRail and VMware<sup>®</sup> for asynchronous flexible scaling of compute and storage for virtual workloads.<sup>6</sup> Dell Technologies thin client solutions are purpose built and ready to deploy in VDI environment within minutes.<sup>7</sup> Dell Technologies helped the City of Amarillo stand up a virtual call center in less than two days, saving the city US\$800,000 in hardware refresh costs.<sup>8</sup>

#### Challenge: "We cut back on IT complexity."

Budgets are always tight, but recent events have made budgets even tighter. IT is challenged to increase the speed and quality of service while reducing costs, including maintaining staffing levels. VDI solutions need to be simple to acquire, deploy and operate while demonstrating long-term cost-effectiveness.

"The Dell and NVIDIA technology in the MITIS VDI allows access of imaging data just like streaming, with no delays. Having this amount of flexibility can only benefit us going forward."

> Dr Andrew Gogbashian, Lead Radiologist for CT, Consultant Oncological Radiologist, PSSC<sup>9</sup>

- <sup>2</sup> Based on Dell internal analysis of competitive products, October 2022.
- <sup>3</sup> Dell Technologies case study, <u>Shifting remote</u> <u>work into high gear</u>, accessed October 2022.
- <sup>4</sup> Dell Technologies case study, <u>VDI allows</u> research to continue despite campus closure, July 2020.
- <sup>5</sup> The Daily Encrypt, <u>Dell, Intel, and Nvidia are</u> <u>teaming up on a metaverse for professionals</u>. March 2022.
- <sup>6</sup> Dell Technologies white paper, <u>Dell VxRail</u> <u>and Dell PowerStore: Better Together</u>, December 2021.
- <sup>7</sup> Based on Dell analysis, October 2021, measuring Dell ThinOS automated deployment from Wyse Management Suite. Actual results will vary depending on system, network and IT environment configuration. CLM-003541.
- <sup>8</sup> Dell Technologies case study, <u>IT modernization</u> <u>sets up a data-driven future</u>, January 2021.
- <sup>9</sup> Dell Technologies case study, <u>VDI connects</u> <u>healthcare professionals, anytime, anywhere,</u> July 2021.

"With work from anywhere, in collaboration with Dell Technologies, we're much more agile, we're much more iterative, and we pivot quickly and deliver benefits in a much more seamless way now."

> - Chris Hicks. Chief Information Officer, McLaren Group<sup>15</sup>

#### Centralize and simplify IT management.

Increase efficiency while reducing costs with unified management of all data and desktops. Validated Designs for VDI provide all VDI components — from IT infrastructure and devices, to services, to deployment and management. They are custom configured and tested to help IT guickly stand up and support new and changing environments. Dell Technologies helped Topgolf cut IT deployment times from a week to hours.<sup>10</sup> Validated Designs simplify management of a distributed workforce with the only hybrid cloud management solution for thin clients and cloud clients with floating license allocation between on-premises and cloud.<sup>11</sup> Dell ProSupport Plus provides a simpler support process with up to 16 fewer steps.<sup>12</sup> You can manage costs using Dell APEX with flexibility of a cloud-like consumption model, all while delivering a VDI user experience with up to 2.5X better than Amazon Workspaces.<sup>13</sup> Dell Technologies helps Montage Health improve efficiency, cutting login time for doctors from 100 seconds to 30 seconds, adding \$298,000 annually in productivity gains.<sup>14</sup>

#### Customer success stories

McLaren® Racing

4,000	0 bounda
Employees empowered to work from anywhere	With work-fro freedom

aries om-anvwhere

## **Real-time**

Information for collaboration on day one

#### Watch the video case study: Driven to innovate on the track and beyond

**City of Amarillo** 

60% reduction	US\$800,000	7-to-1
In emergency response times	In hardware savings	Storage platform consolidation

#### Read the case study: IT modernization sets up a data-driven future

#### Aalto University

400	1,000	24/7 access
Applications virtualized	Concurrent users supported	To specialist applications from any device

Read the case study: VDI allows research to continue despite campus closure

- Ebb<sup>3</sup> redefines digital workspaces with Dell Technologies, using HPC to deliver secure virtual desktops and high-performance applications to any location and any device.
- Noble Foods reduces their storge footprint, compute costs and environmental cost with a VDI solution based on Dell VxRail.
- Texas A&M University-San Antonio taps Dell Technologies to enable VDI and e-sports, helping them attract and retain more talented students.
- Red Kite Learning Trust cuts teacher login time down to 20 seconds and restores their faith in classroom technology with VDI solutions powered by Dell Technologies.
- · University of Pisa gives researchers remote access to HPC clusters, enabling them to use machine learning to accelerate time to insight.
- RelateCare uses APEX Cloud Services to onboard customers in days while doubling service availability.

Read more customer stories.

- <sup>10</sup> Dell Technologies case study. The Future of Golf's Transformation, accessed September 2022
- <sup>11</sup> Dell.com, Wyse Management Suite, accessed September 2022
- <sup>12</sup> Dell Technologies data sheet, Proactive support with modern insights, accessed September 2022.
- <sup>13</sup> Dell Technologies, <u>APEX for VDI</u>, accessed March 2022.
- <sup>14</sup> Health Leaders Media, Hybrid Cloud IT at Montage Health Boosts Productivity and Security, August 2022
- <sup>15</sup> Dell Technologies case study, <mark>Driven to</mark> innovate on the track and beyond, accessed September 2022

## **Technical specifications**

Dell Technologies offers a broad set of choices for VDI that have been engineering-validated with the most popular VDI platforms. These comprehensive, flexible and efficient VDI solutions combine industry-leading hypervisors and connection brokers with compute, storage and management in configurations designed and optimized for your needs, making them easy to plan, deploy and run.

Validated Designs for VDI are comprehensive reference architectures produced after thousands of hours of testing in Dell Technologies labs. These documents provide validated, predictable solutions, leading to faster and easier deployments. Not only do they demonstrate the different types of infrastructure options, but they also contain recommended endpoints, to ensure an excellent user experience.

#### **Citrix Virtual Apps and Desktops**

#### Respond to the way work has changed.

With the sudden shift to more fluid workstyles, today's digital enterprises need to be able to support work-from-anywhere productivity for an expanding number of employees. Leveraging Citrix<sup>®</sup> Virtual Apps and Desktops<sup>™</sup> provides a complete end-to-end solution for delivering and managing Microsoft<sup>®</sup> Windows<sup>®</sup> virtual desktops for teams on a wide variety of endpoint devices. It integrates distributed components with advanced configuration tools that simplify the creation and real-time management of VDI. With Dell Validated Designs for VDI, designed in collaboration with Citrix, you can easily implement VDI solutions to provide a flexible, reliable and secure workspace for your employees.

Configuration options					
Compute/HCI	Storage	Networking switches	Hypervisor	VDI connection broker	GPUs
Dell VxRail HCI	VMware vSAN™	Choice of Dell PowerSwitch S Series 10GbE and PowerSwitch S Series 25/40/50/100 GbE	VMware vSphere®	Citrix Virtual Apps and Desktops	
Dell vSAN Ready Nodes	VMware vSAN	Choice of PowerSwitch S Series 10GbE and PowerSwitch S Series 25GbE	Choice of: • Citrix XenServer • VMware vSphere		Optional and supported NVIDIA A16 and A40 GPUs deployed as virtual GPUs (vGPUs)
Choice of Dell PowerEdge servers with VMware vSAN	VMware vSAN	Choice of PowerSwitch S Series 10GbE and PowerSwitch S Series 25GbE	Choice of: • Citrix XenServer • Microsoft Hyper-V <sup>®</sup> • VMware vSphere		
Choice of PowerEdge servers	Dell PowerStore 9000T	PowerSwitch S5148	Choice of: • Citrix XenServer • VMware vSphere		

# NVIDIA vPC and vWS: Expand the digital workspace and empower knowledge workers and power users.

Now, more than ever, having a ready-for-anything digital workplace is critical. This creates a challenge for IT, because remote knowledge workers and power users still expect uninterrupted, seamless technology experiences from wherever they log in. Dell Technologies Solutions for VDI with NVIDIA Virtual PC (vPC) and RTX Virtual Workstation (vWS) can deliver real workforce transformation for a variety of use cases, enabling knowledge workers and power users to be productive on their own terms, without compromising on performance, productivity or security.

#### Microsoft Azure Virtual Desktop

On-premises virtual desktops and apps with centralized, cloud-based management

The Dell Validated Design for VDI based on Microsoft Azure Virtual Desktop running on the Dell Integrated System for Azure Stack HCI extends the benefits of cloud-managed VDI to on-premises. It gives you the simplicity of a unified management experience for public cloud and on-premises deployments from the Azure portal. The solution is designed with future needs in mind, with support for next-generation technologies to provide enhanced performance and scalability.

Configuration options					
HCI	Hypervisor	Networking switches	VDI connection broker	GPUs	
Integrated System for Microsoft Azure Stack HCI	Microsoft Hyper-V	PowerSwitch	Microsoft Azure Virtual Desktop	Optional and supported NVIDIA A16 and A40 GPUs deployed as vGPUs	

#### VMware Horizon and Horizon Apps

#### Seamlessly connect people with data.

In an atmosphere where any employee can suddenly become a remote employee, VDI is table stakes for today's digital enterprises. VMware Horizon<sup>®</sup> and Horizon Apps enable efficient delivery of virtual desktops and applications to equip workers anywhere, anytime and on any device. With deep integration into the VMware technology ecosystem, the platform offers an agile cloud-ready foundation, modern best-in-class management and end-to-end security. With Dell Validated Design for VDI, designed in collaboration with VMware, you can use high-performance, scalable and cost-effective VDI to transform your digital workplace and empower your workforce to connect and excel from anywhere.

Configuration optio	ns				
Compute/HCI	Storage	Networking switches	Hypervisor	Connection broker	GPUs
VxRail HCI	VMware vSAN	Choice of PowerSwitch S Series 10GbE and PowerSwitch S Series 25/40/50/100 GbE	VMware vSphere	VMware Horizon and Horizon Apps	Optional and supported NVIDIA A16 and A40 GPUs deployed as virtual GPUs (vGPUs)
vSAN Ready Nodes	VMware vSAN	Choice of PowerSwitch S Series 10GbE and PowerSwitch S Series 25GbE	Choice of: • Citrix XenServer • VMware vSphere		
Choice of PowerEdge servers with VMware vSAN	VMware vSAN	Choice of PowerSwitch S Series 10GbE and PowerSwitch S Series 25GbE	Choice of: • Citrix XenServer • Microsoft Hyper-V • VMware vSphere		
Choice of PowerEdge servers	PowerStore 9000T	PowerSwitch S5148	VMware vSphere		
PowerEdge R840 server	PowerStore 1000T	PowerSwitch S5248-ON	VMware vSphere		

#### VMware Horizon with NVIDIA Omniverse

Enhance 3D graphics performance for remote teams.

Enabling real-time 3D simulation for remote teams in industries that rely on breathtaking, physically accurate, ray-traced rendering can be difficult. This NVIDIA GPU-accelerated solution helps you streamline how you deliver, protect and manage 3D collaboration applications for remote workers. The solution transforms workflows to enable designers, artists and reviewers to work simultaneously from anywhere, on any device, instead of relying on in-person meetings or exchanging and iterating on massive files.

Configuration options					
Compute/HCI	Networking switches	Hypervisor	VDI connection broker	GPUs	Software
Choice of: PowerEdge R750 or VxRail V670F HCI	PowerSwitch 25 GbE S5248F-ON	Choice of: • Citrix XenServer • VMware vSphere	Choice of: VMware Horizon or Citrix Virtual Apps and Desktops	NVIDIA A40 GPUs deployed as vGPUs	NVIDIA Omniverse

## **GPU-accelerated VDI**

Using a GPU together with a CPU accelerates processing-intensive workloads that teams need to access remotely. Enterprises and institutes of higher education are turning to GPU-accelerated VDI because it provides the performance that enables collaboration on large models and access to the most intensive 3D graphics applications.

Dell Technologies works closely with NVIDIA to develop solutions for today's accelerator-optimized workloads. Dell Technologies offers multiple NVIDIA GPU-accelerated Validated Designs for VDI to help you streamline how you deliver, protect and manage applications and infrastructure from edge to core to cloud.

#### APEX Cloud Services for VDI-as-a-Service

#### Streamline and optimize VDI implementation

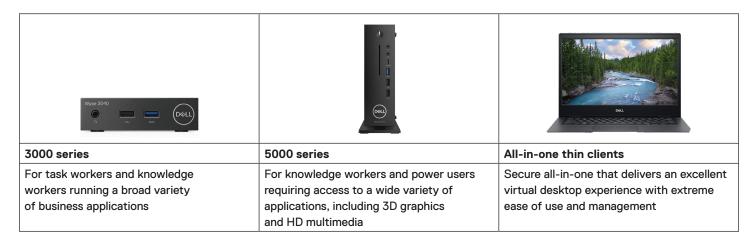
With the current trend toward distance working and learning, the ability to provide files and applications to teams at scale within a secure, efficient and cost-effective environment is key. With Dell Validated Designs in a consumption model from <u>APEX for VDI</u>, you can provide access to applications anytime, anywhere using a cloud-like consumption model for VDI that puts user experiences first.

## **Solution highlights**

- VxRail is a configured and tested VMware HCI appliance that streamlines and extends the VMware environment while dramatically simplifying IT operations.
- vSAN Ready Nodes combine a wide range of PowerEdge servers with VMware vSAN software into a ready-to-order package.
- PowerEdge servers are engineered to deliver unmatched performance and versatile configurations, including flash storage, the latest processors, boot optimized storage solution (BOSS) option, greater memory bandwidth and flexible local storage — new NVMe<sup>®</sup> drives — to meet the demands of VDI.
- <u>Dell Networking solutions</u> are future-ready and based on open standards to help you improve network performance, lower networking costs and remain flexible to adopt new innovations.
- <u>Dell Storage solutions</u> from high-performance all-flash arrays to hybrid flash and scale-out NAS storage help you efficiently store, protect and manage information so you can do more, move faster and perform better.
- Integrated System for Microsoft Azure Stack HCI is a purpose-built system designed to simplify and streamline your Azure multicloud ecosystem with full-stack lifecycle management and native Azure integration.

#### Complete your solution with Wyse thin clients.

Purpose-built for VDI environments to provide optimum security and performance, Wyse thin clients integrate easily into any virtualized or web-based infrastructure and deliver a high-quality computing experience.



Wyse thin and zero clients maximize security and optimize management and efficiency by centralizing data, applications and resources. Designed to deliver flexible access to virtual desktops and virtualized applications, Wyse thin clients provide instant functionality and performance to meet the demands of processing-intensive applications.

Delivering premier desktop security, manageability and reliability, Wyse thin and zero clients are certified to work with Citrix, Microsoft and VMware and allow increased productivity with a broad range of highly secure endpoints designed for both stationary and mobile users, from task workers to the most demanding power users.

Learn more about Wyse thin clients.

## Services and financing

Dell Technologies is with you every step of the way, linking people, processes and technology to accelerate innovation and enable optimal business outcomes.

- VDI Services provide a complete solution for your virtual desktop migration. From assessment, system design and application delivery to desktop deployment, integration, security and systems management, our expertise helps you achieve success the first time.
- <u>Deployment Services</u> help you streamline complexity and bring new IT investments online as quickly as possible. Leverage our 30-plus years of experience for efficient and reliable solution deployment to accelerate adoption and ROI while freeing IT staff for more strategic work.
- <u>Support Services</u> driven by AI and deep learning will change the way you think about support with smart, groundbreaking technology backed by experts to help you maximize productivity, uptime and convenience. Experience more than fast problem resolution — our AI engine proactively detects and prevents issues before they impact performance.
- Payment Solutions from Dell Financial Services help you maximize your IT budget and get the technology you need today. Our portfolio includes traditional leasing and financing options, as well as advanced flexible consumption products.
- <u>APEX</u> offers a simple approach that gives you a wide range of consumption models, payment solutions and services so you can optimize for a variety of factors while realizing more predictable outcomes.
- Managed Services can help reduce the cost, complexity and risk of managing IT so you can focus your resources on digital innovation and transformation while our experts help optimize your IT operations and investment.
- <u>Residency Services</u> provide the expertise needed to drive effective IT transformation and keep IT infrastructure running at its peak. Resident experts work tirelessly to address challenges and requirements, with the ability to adjust as priorities shift.

### Resources

- dell.com/vdi
- InfoHub
- Validated Designs

## Contact us

To learn more, visit <u>dell.com/vdi</u> or <u>contact</u> your local representative or authorized reseller

<sup>16</sup> IDC, WW Quarterly X86 Server Tracker, Vendor Revenue & Shipments, March 2022.

- <sup>17</sup> IDC, WW Quarterly Converged Systems Tracker, March 2022.
- <sup>18</sup> IDC, WW Quarterly Enterprise Storage Systems Tracker, March 2022.
- <sup>19</sup> IDC, <u>WW Quarterly Enterprise Infrastructure</u> <u>Tracker: Buyer and Cloud Deployment</u>, 2Q2021, Vendor Revenue, October 1, 2021.

## Why Dell Technologies for VDI

We're committed to helping you succeed with VDI, and we've dedicated a great deal of resources toward that goal.

- · Schedule an executive briefing and collaborate on ways to reach your business goals.
- <u>Dell Technologies Customer Solution Centers</u> are staffed with computer scientists, engineers and Ph. D.s who are subject matter experts in a variety of disciplines.
- We are committed to providing you with choice. We want you to get what you need and have a great experience working with us. If we don't have what you need, we'll tell you who does.
- Dell Technologies is the only provider who offers VDI solutions that reach from the data center to the endpoint, with specialized teams of experts focusing on desktop virtualization solutions.
- Because Dell Technologies offers such a wide selection of solutions, we can act as your trusted advisor without trying to sell you a one-size-fits-all approach to your problem. That range of solutions has also given us the expertise to understand a broad spectrum of challenges and how to address them.

#### **Customer Solution Centers**

Our global network of dedicated <u>Dell Technologies Customer Solution Centers</u> are trusted environments where world-class IT experts collaborate with you to share best practices, facilitate in-depth discussions of effective business strategies and help your business become more successful and competitive. Dell Technologies Customer Solution Centers reduce the risks associated with new technology investments and can help improve speed of implementation.

#### **Proven results**

Dell Technologies holds leadership positions in some of the biggest and largest-growth categories in the IT infrastructure business, and that means you can confidently source information technology needs from Dell Technologies.

- #1 in servers<sup>16</sup>
- #1 in converged and hyperconverged systems<sup>17</sup>
- #1 in storage<sup>18</sup>
- #1 cloud IT infrastructure<sup>19</sup>

See Dell Technologies Key Facts.

## Take the next step, today

Don't wait to enable workplace transformation with optimized solutions designed from the ground up to accelerate productivity and provide secure access from anywhere with centralized and simplified management. Contact your Dell Technologies representative to find out more today.

## **D**<br/> <br/> L<br/> Technologies

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