Dell APEX Hybrid Cloud

Accelerate your hybrid cloud adoption

Dell APEX Hybrid Cloud enables consistent, secure operations with automation and orchestration across private and public clouds for your VMware workloads with scalable compute, storage, and networking resources. With the integrated VMware Cloud Foundation, you decide where your workloads will work best, allowing you to seamlessly move workloads across multi-cloud environments. Easily scale on demand as your business needs grow, while having the ability to independently scale compute and storage with a compute-only option (no vSAN) for workloads with unique requirements.

APEX Hybrid Cloud offers predictable monthly pricing available through 1- or 3-year term subscriptions—where hardware, software, and services to support deployment, rack integration, and asset recovery are included. Subscribe to instances designed for your workloads through the Dell APEX Console and get your cloud infrastructure delivered and deployed in as few as 28 days. Enjoy simplified operations and built-in lifecycle automation capabilities with infrastructure owned and deployed by Dell.

Let Dell help you manage your infrastructure

<table>
<thead>
<tr>
<th>Management model</th>
<th>What Dell does</th>
</tr>
</thead>
</table>
| • Customer or partner managed; Dell owned  
• Monthly subscription with flexible terms  
• Single point of contact from order to decommission with a Customer Success Manager | • Proactive hardware monitoring  
• Troubleshooting/break-f x at customer site  
• Twice-a-year system maintenance  
• Monthly business reviews  
• Deploy and decommission |

Simplify your IT experience

Easily build the cloud of your choice with tailored solutions in just a few clicks.

Rapidly respond to changing business needs

Meet your business and application needs with a flexible cloud solution.

Be in complete control of your cloud strategy

Protect your organization and maintain control across cloud environments.

Management is simple with the Dell APEX Console

The Dell APEX Console is an online platform that reduces complexity in discovering, subscribing to, deploying, monitoring, optimizing, and growing IT services.

• Rapidly configure and deploy cloud resources  
• Gain greater visibility over cloud costs  
• Easily scale your subscriptions based on business demands  
• Empower your key stakeholders, providing access based on role while retaining IT oversight
**Meet your enterprise workload needs with purpose-built instance types**

With APEX Hybrid Cloud, it’s easy to make the right choice to achieve your business outcomes. Instances deliver standardized combinations of compute, memory, storage, and networking resources, on which a virtual machine or container can run. They are aligned and optimized to your workload requirements, ranging from small (4GB) to extra-large (32GB) memory-to-CPU core ratios. Additionally, we offer special purpose instance types with Graphics Processing Units (GPUs) from NVIDIA™ to address Artificial Intelligence/Machine Learning (AI/ML) and Virtual Desktop Infrastructure (VDI).

**Instance types**

<table>
<thead>
<tr>
<th>Instance type</th>
<th>Application examples</th>
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</thead>
<tbody>
<tr>
<td><strong>Compute optimized</strong></td>
<td></td>
</tr>
<tr>
<td>4GB Memory-to-core ratio</td>
<td>• Mainstream web servers</td>
</tr>
<tr>
<td></td>
<td>• Media encoding servers</td>
</tr>
<tr>
<td><strong>General purpose</strong></td>
<td></td>
</tr>
<tr>
<td>8GB Memory-to-core ratio</td>
<td>• Low to medium traffic web server</td>
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<tr>
<td></td>
<td>• CI/CD pipeline servers</td>
</tr>
<tr>
<td><strong>Memory optimized</strong></td>
<td></td>
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<tr>
<td>16GB Memory-to-core ratio</td>
<td>• Midsize in-memory databases (SAP/HANA)</td>
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<tr>
<td></td>
<td>• Smaller enterprise Java applications</td>
</tr>
<tr>
<td><strong>Large-scale memory optimized</strong></td>
<td></td>
</tr>
<tr>
<td>32GB Memory-to-core ratio</td>
<td>• Data mining</td>
</tr>
<tr>
<td></td>
<td>• High performance relational databases (Ex. Oracle, MySQL)</td>
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<tr>
<td><strong>AI/ML optimized</strong></td>
<td></td>
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<tr>
<td>8GB Memory-to-core ratio</td>
<td>• Artificial Intelligence (AI) and Machine Learning (ML) training and inferencing</td>
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<tr>
<td></td>
<td>• High performance computing and data analytics</td>
</tr>
<tr>
<td><strong>VDI optimized</strong></td>
<td></td>
</tr>
<tr>
<td>32GB Memory-to-core ratio</td>
<td>• Virtual Desktop Infrastructure (VDI)</td>
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</tbody>
</table>

**How our customers are using APEX Hybrid Cloud**

**ATN International reduces application support costs by approximately 20% with APEX Hybrid Cloud**

A telecommunications organization overcame multi-cloud complexity with APEX Hybrid Cloud. ATN International needed an easy way to manage and support workloads across multiple cloud environments to enable effective operations and deliver communications, data, and IT services across diverse geographic markets. By choosing APEX Hybrid Cloud, the organization was able to move 70% of its IT infrastructure to APEX in under three months and deliver business outcomes that include:

- Approximately 20% lower costs to support IT environment.
- Enabled rapid scalability to address changing market needs.
- Freed up capital through an on-demand OpEx rather than CapEx model.
- Provided a common tool set to seamlessly manage multiple cloud environments.
**Dell APEX supports your entire cloud journey**

Delivering cloud resources that are designed to support you wherever you are in your cloud journey in partnership with VMware, Dell APEX offers multiple options that enables you to choose the best cloud infrastructure that fits your organization’s cloud strategy. This means you can start small and scale up in a phased approach that matches your application and business needs.

<table>
<thead>
<tr>
<th>Management model</th>
<th>Dell APEX Private Cloud</th>
<th>Dell APEX Hybrid Cloud</th>
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<tbody>
<tr>
<td></td>
<td>Customer managed; Dell owned</td>
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**Dell provides**

- Proactive hardware monitoring
- Troubleshooting/break-fix at customer site
- Twice-a-year system maintenance
- Monthly business reviews

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**APEX Compute and HCI**

- Perfect for getting started with cloud or expanding your data center out to the edge
- Secure and consistent operations across private and public cloud environments

### Dell VxRail

- **Compute (vSphere)**
- **Storage (vSAN optional)**

### VMware Cloud Foundation

- vRealize Suite™
- App migration (HCX)™
- SDDC Manager
- Compute (vSphere)
- Storage (vSAN optional)
- Networking (NSX-T)

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**Learn more about Dell APEX**

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**Contact a Dell Technologies Expert**

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**Join the conversation**

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