Dell APEX Private Cloud

Easily start your cloud journey or extend to the edge

Dell APEX Private Cloud delivers an on-premises cloud experience for VMware workloads in the data center and edge locations with scalable compute, storage, and networking resources. With a small footprint, APEX Private Cloud is ideal for getting started with a cloud model or expanding out to edge environments with limited space and resources. Start small and easily scale 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 Private Cloud offers predictable monthly pricing available through 1- to 5-year term subscriptions—where hardware, software, and services to support deployment, rack integration, and asset recovery are included. Subscribe to nodes designed for your workloads through the Dell APEX Console and get your cloud infrastructure delivered and deployed to your data center or edge environments 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>
<tbody>
<tr>
<td>• Customer or partner managed; Dell owned</td>
<td>• Proactive hardware monitoring</td>
</tr>
<tr>
<td>• Monthly subscription with flexible terms</td>
<td>• Troubleshooting/break-fix at customer site</td>
</tr>
<tr>
<td>• Single point of contact from order to decommission</td>
<td>• Twice-a-year system maintenance</td>
</tr>
<tr>
<td>with a Customer Success Manager</td>
<td>• Monthly business reviews</td>
</tr>
<tr>
<td></td>
<td>• Deploy and decommission</td>
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</table>

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 APEX Console is your centralized platform for managing and orchestrating your multicloud journey.

• Choose service options based on the performance that best supports your desired outcomes
• Gain visibility over your cloud costs with proactive monitoring tools
• Empower your key stakeholders with role-based, personalized access

1. Deployment time is measured between order acceptance and activation. The 28-day deployment applies to single rack deployments of select Dell APEX Private Cloud pre-configured solutions and does not include customizations to the standard configuration or partner deployment. Deployment is subject to credit approval, acceptance of Dell APEX terms by required parties, deployment survey, availability of resources at the deployment facility, and a completed configuration workbook before order placement. Product availability, international holidays, and other factors can impact deployment. Time-to-value objectives and regional offer availability vary per region. Contact your sales representative for details.

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Meet your enterprise workload needs with purpose-built node types

With APEX Private Cloud, it's easy to make the right choice to achieve your business outcomes. Nodes 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, you have the option to select a Graphics Processing Unit (GPU) from NVIDIA™ to address workloads including Virtual Desktop Infrastructure (VDI), mainstream compute workloads, video streaming, and Artificial Intelligence (AI) training and inference.

Node types and details

<table>
<thead>
<tr>
<th>Compute optimized</th>
<th>General purpose</th>
<th>Memory optimized</th>
<th>Large scale optimized</th>
</tr>
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<tbody>
<tr>
<td>4GB Memory-to-core ratio</td>
<td>8GB Memory-to-core ratio</td>
<td>16GB Memory-to-core ratio</td>
<td>32GB Memory-to-core ratio</td>
</tr>
</tbody>
</table>

Use cases
- Mainstream web servers
- Media encoding servers

Use cases
- Low to medium traffic web server
- CI/CD pipeline servers

Use cases
- Midsize in-memory databases (SAP/HANA)
- Smaller enterprise Java applications

Use cases
- Data mining
- High performance relational databases (Ex. Oracle, MySQL)

Optional GPU types and details

<table>
<thead>
<tr>
<th>Use cases</th>
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</tr>
</thead>
<tbody>
<tr>
<td>VDI density optimized</td>
<td>General compute</td>
<td>VDI performance optimized</td>
</tr>
<tr>
<td>NVIDIA A16 (or similar)</td>
<td>AI inference optimized</td>
<td>Video encoding/decoding</td>
</tr>
<tr>
<td>NVIDIA A30 (or similar)</td>
<td></td>
<td>AI training and inference</td>
</tr>
<tr>
<td>NVIDIA A40 (or similar)</td>
<td></td>
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</table>

How our customers are using Dell APEX Private Cloud

» Montage Health saves $298,000 yearly from productivity gains on VDI deployment

A healthcare organization that delivers extraordinary care to a half million individuals annually improved patient experiences by providing clinicians better access to critical applications with Dell APEX Private Cloud. Montage Health relies on an extensive VDI environment, with terminals on each clinical floor to provide the applications and information required for patient care and staff collaboration. By deploying VDI on Dell APEX Private Cloud, the organization was able to reduce latency significantly and deliver business results that include:

- Faster responses in critical patient care situations
- Reduced VDI login times for clinicians by up to 11.66 hours per day
- Delivered nearly $300,000 annually in productivity benefits
- Eliminated capital expenses with predictable OpEx costs based on usage
**Dell APEX supports your entire cloud journey**

Delivering infrastructure designed to support you wherever you are in your cloud journey. Dell APEX offers multiple options that enable you to choose the best infrastructure aligning to your organization’s IT strategy. Easily start small and scale up in a phased approach that matches your application needs.

<table>
<thead>
<tr>
<th>Management model</th>
<th>Dell APEX Compute</th>
<th>Dell APEX Private Cloud</th>
<th>Dell APEX Hybrid Cloud for VMware</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dell provides</td>
<td>Customer managed; Dell owned infrastructure</td>
<td>Asset-level hardware and software support with 24/7 break-fix assistance and parts replacement</td>
<td>Delivering a consistent and secure cloud experience for VMware workloads across multicloud environments</td>
</tr>
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</table>

**APEX Compute/HCI**

- Bare metal compute resources supporting your choice of operating system or hypervisor for virtualized or container-based environments
- Start small and scale up with infrastructure for VMware workloads at your data center and edge locations
- Delivering a consistent and secure cloud experience for VMware workloads across multicloud environments

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2. Included in VMware Cloud Foundation Enterprise only

Learn more about Dell APEX: [dell.com/apex](dell.com/apex)

Contact a Dell Technologies Expert: [dell.com/contact](dell.com/contact)

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