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 customer’s needs. And we work even harder to ensure your experience with our technology is as simple, intuitive, productive and secure as possible.

A focus on outcomes

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

VMware’s leadership in multi-cloud and digital transformation, paired with the Dell Technologies best-in-class product portfolio and global scale, create a powerhouse technology partnership with a tight go-to-market and joint-innovation strategy. 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.

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

Kubernetes Your Way
Dell 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%¹ with an all-in-one solution for SD-WAN.

Accelerate with VxRail.
114% more new application development per year¹


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.
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.

According to IDC, 70% of all organizations will have accelerated their use of digital technologies by 2022. Spending figures support this trend. Investments in technologies to support digital transformation continue to accelerate and will drive more than $6.8 billion in direct spending from 2020 to 2023.3

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.

---

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
Strength in partnership

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. Our core initiatives to support the digital workplace, increase agility, deliver as-a-Service and improve cloud and app modernization while achieving cyber resiliency are what make customers say, “It’s just different with Dell and VMware.” The customer experience is seamless.

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.

---

99% of Fortune 500 companies served

85M Enterprise workloads on VMware

Solutions

VMware Cloud

VMware Cloud Foundation™ on VxRail

VMware Tanzu on VxRail

Unified Workspace with VMware Workspace ONE®

VMware SD-WAN

VMware Carbon Black platform, VMware NSX®

---

5 Dell Technologies PPT. [Key Facts](#), March 2021.

6 Jeffrey Burt. [VMware unifies its cloud front](#), April 5, 2021.

99% of Fortune 500 companies served

31,989 combined Dell Technologies/VMware patents and 11 Years Leader in Gartner Magic Quadrant

Commitment to sustainability, diversity and inclusion
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
We’re just getting started.

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

Moving forward, 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.

“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, Read Customer Story
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 >

The photography portraying people working in close proximity of one another was taken prior to the global pandemic.