An overview of Dell APEX for SLED Customers

Simplified cloud experiences that deliver more agility and control

It’s a multicloud world
Integrated IT solutions are vital to progress in the quality and responsiveness of State, Local, and Education services. Our customers choose Dell Technologies because of the rapid time-to-value that Dell APEX offers.

Contracting facts for Dell APEX outcome-based services for SLED Customers

- Dell APEX is a standardized outcome-based offering and is wholly customer-managed.
- Dell retains the title to the hardware products for Dell APEX Services, so customers never have to worry about refresh with Dell APEX.
- The service and support aspects of the Dell APEX offering are the same regardless of the type of product or part used.*

Offerings

Dell APEX Custom
- Dell APEX Flex on Demand
- Dell APEX Data Center Utility

Dell APEX Outcome Based Services
- Dell APEX Private/Hybrid Cloud
- Dell APEX Data Storage Services
- Dell APEX Backup Services

Dell APEX is currently available for purchase on the below contracts or through select partners:
- Dell NASPO contracts
- Midwestern Higher Education Compact
- National Cooperative Purchasing Alliance
- Virginia Higher Education Procurement Consortium

We are proud to have 100+ current SLED customers with Dell APEX Contracts.

Contact your Dell Technologies Account Manager to learn more.

* Available with Flex on Demand for Storage, Data Protection, and VxRail. Dark sites, non-metered deployments, and customers non-compliant with their contract terms are not eligible.

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