

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.



SIMPLICITY

Take advantage of cloud experiences everywhere

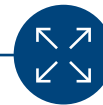
- **Choice:** Achieve better outcomes
- **Consistency:** Simplify transformation
- **Freedom:** Avoid vendor lock-in



CONTROL

Minimize risk and maximize performance on your terms

- **Security:** Enhance your ability to manage cyber attack risks
- **Governance:** Satisfy compliance obligations
- **Performance:** Deliver the speed you need



AGILITY

React quickly to capture new opportunities

- **Adaptability:** Scale resources on demand
- **Flexibility:** Private/hybrid cloud
- **Predictability:** Pay-as-you-go transparency

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.