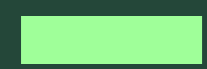


DELLTechnologies

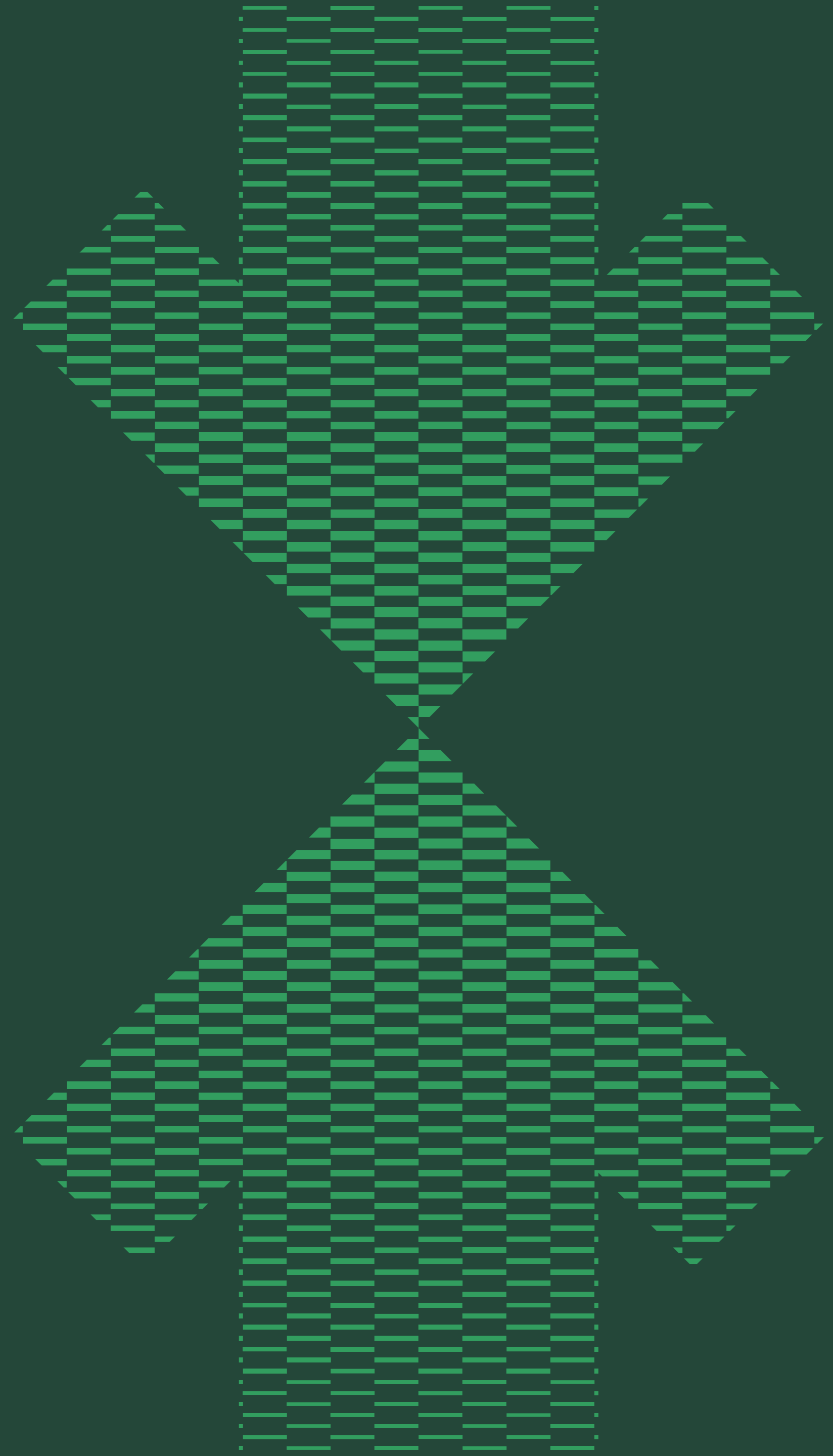
vmware[®]

intel[®]

Optimize Your Hyperconverged Experience



Dell VxRail and VMware – better
together for better outcomes



Take HCI to the next level

As more businesses look to modernize their infrastructure, generating IT efficiencies, increasing scalability and reducing IT costs, it's no surprise that hyperconverged infrastructure (HCI) continues to gain traction.

HCI adoption is increasing at an accelerated pace. What was once a solution targeted at remote offices / branch offices (ROBOs) is now being deployed across core, cloud and edge because of its simplified operating model and ability to address almost any workload.

What's important to keep in mind, however, is that not all HCI solutions are built alike.

Dell VxRail accelerates and simplifies infrastructure across your entire IT landscape. VxRail, powered by Dell PowerEdge server platforms with the latest Intel® processors, features next-generation technology to future-proof your infrastructure and enable deep integration across the VMware® ecosystem.

VxRail is one of a kind — built with VMware, for VMware, to enhance VMware

Dell VxRail HCI is the HCI solution of choice for customers standardized on VMware, namely because it is the only jointly engineered HCI solution with VMware.

VxRail delivers a curated experience that accelerates data center modernization. Deep integration between VxRail HCI system software and VMware HCI software enables a seamless HCI experience, familiar management and 30-day synchronous releases of new VMware HCI updates. Dell Technologies extends the quality of your experience even further with ongoing testing and validation and a single source of support.



Benefits at a glance

- Curated HCI solution ready to deploy
- Deep integration for seamless, automated, operational experience and extension of native VMware capabilities
- Visibility and control from top to bottom
- Automated lifecycle management
- Ongoing testing and validation for every patch and release
- Simple and automated adoption of new hardware and software technology
- Single source of support for both hardware and software



VxRail delivers unique value to customers

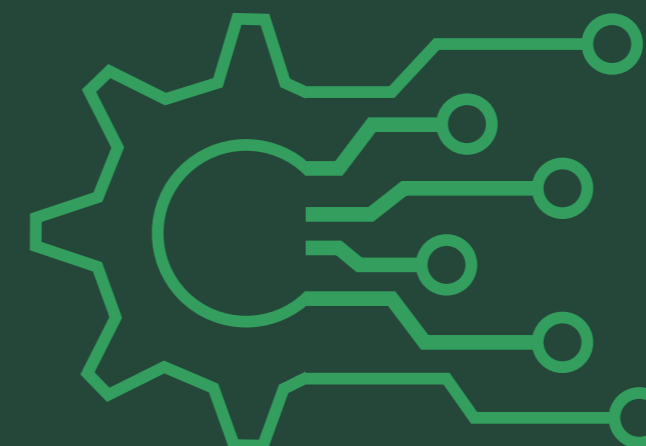
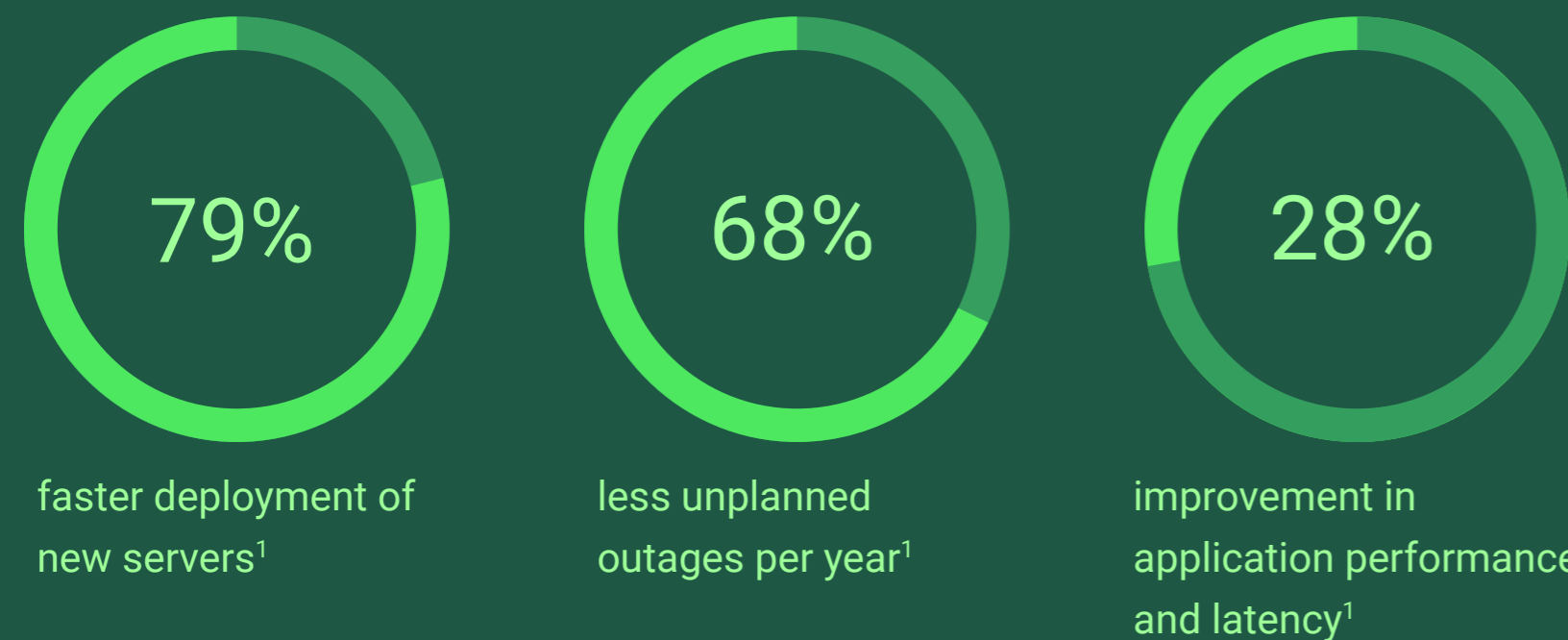
Unique joint engineering between both Dell Technologies and VMware is what enables a seamless, curated and optimized hyperconverged experience. It's through this partnership and cooperation that we're able to better serve our customers on so many different levels.

Advanced automation with Dell VxRail

A distinguishing factor for Dell VxRail is the unmatched level of built-in automation. VxRail is continuously innovating to enhance ease of use and functionality, delivering Day 0, Day 1 and Day 2 automation at scale across core, edge and cloud deployments.

Additionally, VxRail enables nondisruptive updates for fast, reliable and efficient lifecycle management including VMware ecosystem updates like NSX-T® and Tanzu™ all in a single upgrade cycle. This brings a new level of simplicity to your experience, providing operational freedom from infrastructure maintenance.

More than **\$4.5 million per year¹** — Business-related benefits achieved through less unplanned downtime, greater staff productivity and IT cost savings



5-year ROI of **463%¹**

Download the [IDC Business Value of Dell VxRail HCI technical paper](#).

¹ IDC, [Business Value of Dell VxRail HCI](#), sponsored by Dell Technologies, VMware, and Intel, July 2023.

■ A question of approach: VxRail lifecycle management

Dell VxRail delivers a comprehensive, automated approach to lifecycle management. With most HCI solutions, the user owns the responsibility to research, define and validate the full-stack upgrade for hardware and software and then execute the cluster upgrade operation through VMware vSphere® Lifecycle Manager (vLCM).

VxRail is different; we drive and maintain stack integrity from hardware to hypervisor throughout the life of the cluster, optimizing operational efficiency and letting you simply and predictably upgrade, patch and evolve with technology trends.

Read the [blog](#) for more detail.

We test so you don't have to

VxRail engineers continuously test, optimize, analyze and sequence all hardware and software components within a single upgrade – for the full stack.

We aim to meet **30-day synchronous releases** of VMware updates. This means that any time VMware comes out with a release, whether that's a patch, an update or a major release, we integrate that upgrade in VxRail within 30 days.

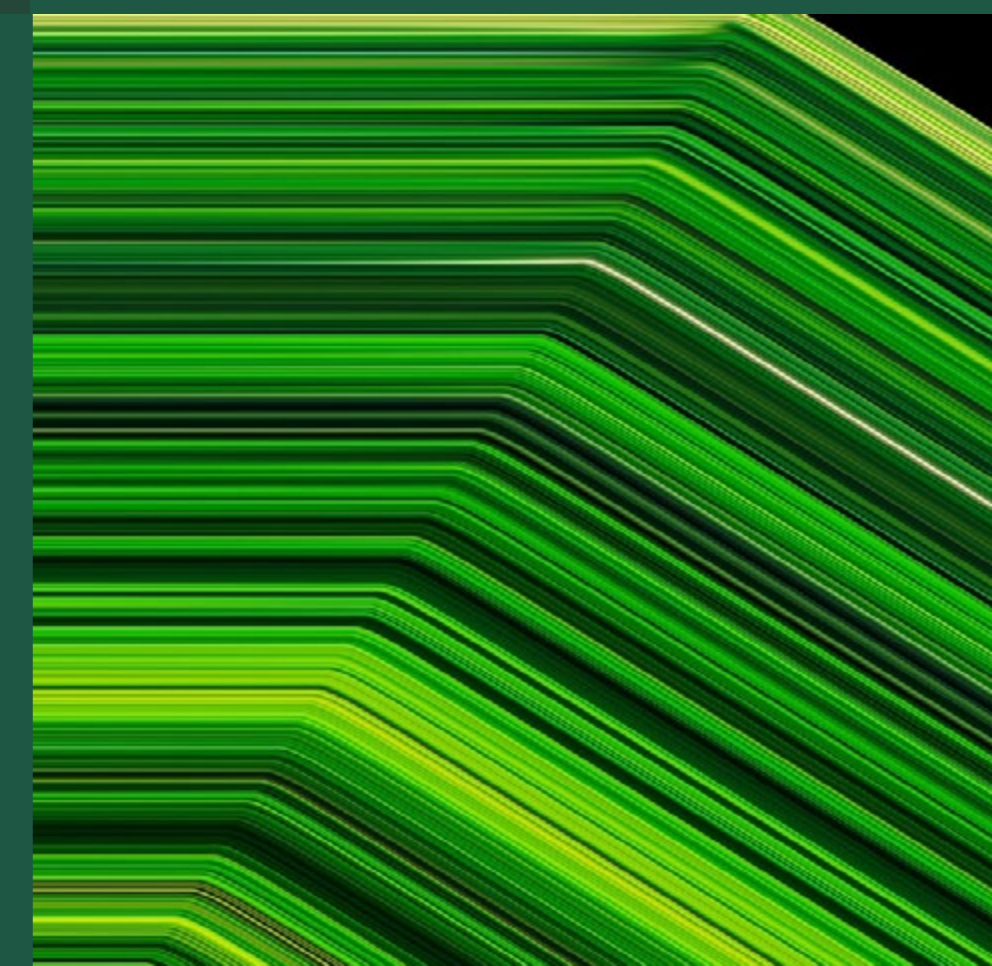
Learn more about [VxRail lifecycle management](#) and what Dell Technologies is doing to simplify, automate and validate your HCI system.

80,000
hours of testing
per release



100+
staff dedicated
to testing

\$60M+
VxRail lab
investment



A curated, turnkey experience

The VxRail turnkey experience starts with a curated full-stack integration of software and hardware control and visibility from top to bottom for a consistent, deeply integrated VMware environment.

VxRail HCI System Software

A key component differentiating VxRail from other HCI solutions is the VxRail HCI System Software. This integrated software extends native VMware capabilities to further automate and enhance the operational experience. You continue to operate out of VMware vCenter® Server while VxRail HCI system software keeps your clusters in a continuously validated state so your workloads stay up and running.

This capability is enabled by a suite of software components unique to VxRail, providing a central control plane, pretested upgrades, global cluster management, proactive hardware and software support and more.



VxRail Manager integrates with the VMware vCenter Server interface through a VxRail vCenter plugin, providing a consistent, familiar experience for VMware users.

“The fact that our VxRail is integrated directly with VMware is a massive plus ...”



We don't have to worry, 'has it been tested?'"

— Andrew Sharman,
Noble Foods

One phone call for support

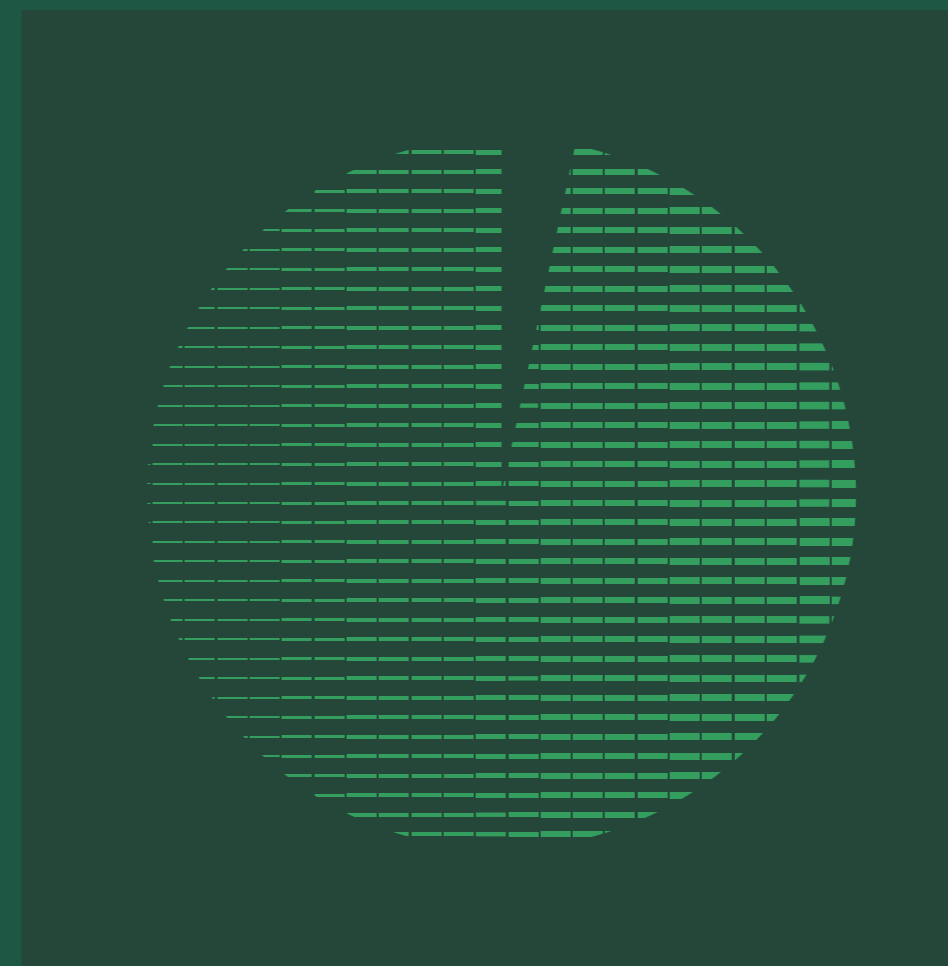
Accelerate deployment, increase productivity, reduce downtime and simplify operations with a single point of global support for both hardware and software throughout the entire lifecycle.

Save time, money and headaches with one phone call to address your support needs. In fact, Dell Technologies is able to resolve nearly 98% of your hardware and software issues in-house.²

Many of our support technicians are VMware certified; and for issues that can't be resolved in-house, we have a direct line into VMware support teams to escalate your issue.

Learn more about [Dell VxRail with ProSupport Enterprise Suite](#).

3,670+
VMware-certified Dell
support professionals



>96%
VMware cases
resolved in-house²

>96%
customer
satisfaction rating³

6,620+
combined VMware
certifications



² Based on internal analysis of all service requests from February 2021 to January 2022.

³ ProSupport Plus for Enterprise.

Build your cloud without the chaos – VMware Cloud Foundation on Dell VxRail

VxRail is the only jointly engineered HCI system with deep VMware Cloud Foundation™ integration, which provides you with a very simple and direct path to modern apps and the hybrid cloud.

Many of the joint benefits outlined earlier also apply to VMware Cloud Foundation on VxRail, including streamlined lifecycle management and a single source of support. This enables VMware Cloud Foundation on VxRail customers to build upon the strong foundation of jointly engineered VxRail HCI infrastructure capabilities.

VxRail becomes a force multiplier in extending and simplifying full-stack HCI and hybrid cloud environments with VMware Cloud Foundation. And you gain a distinct advantage in terms of efficiency and uptime, using familiar VMware tools and consistent VxRail operational processes to deploy and manage clusters and workloads across the hybrid cloud infrastructure.



26,500+
VMware Cloud
Foundation on
VxRail nodes
deployed⁴





A turnkey hybrid cloud experience

VMware Cloud Foundation on VxRail conveniently lets you deploy, host and manage traditional virtual machines (VMs) alongside cloud-native workloads — across core, cloud and edge environments. Automated lifecycle management across the entire cloud infrastructure stack, including hardware, enables you to significantly streamline operations, save valuable time and improve TCO.

Security for your hybrid cloud

Dell Technologies and VMware offer intrinsic security at every layer of the software and hardware stack — covering everything from the software-defined data center components down to the hardware, firmware and BIOS.

With the Dell ProSupport Enterprise Suite for VMware Cloud Foundation on VxRail, you get single-source support and can take advantage of secure remote services (SRS) integration for VMware Cloud Foundation, even when you bring your own license.

Learn more about [VMware Cloud Foundation on VxRail](#).

Additional capabilities

- Workload portability across private and public clouds
- Advanced software-defined networking and security built in
- Tanzu-ready
- Remote cluster support, enabling you to bring your cloud operating model to the edge
- Flexible storage options for more workloads



Rapidly deliver a developer-ready infrastructure – Tanzu-ready offerings with VxRail

As companies look to modernize apps, Kubernetes® has become critical to that process. But not every company is at the same stage of Kubernetes readiness. This is why Dell Technologies gives you choice.

Multiple infrastructure offerings available

We offer different infrastructure options to fit your needs wherever you are on your Kubernetes journey.

Co-engineered solutions

Reference architectures

VMware Cloud Foundation with Tanzu on VxRail

For customers who want a fully automated, integrated hybrid cloud platform for Kubernetes at scale

VxRail with VMware Tanzu

For customers who are looking for the fastest path to getting started with Kubernetes and want networking flexibility

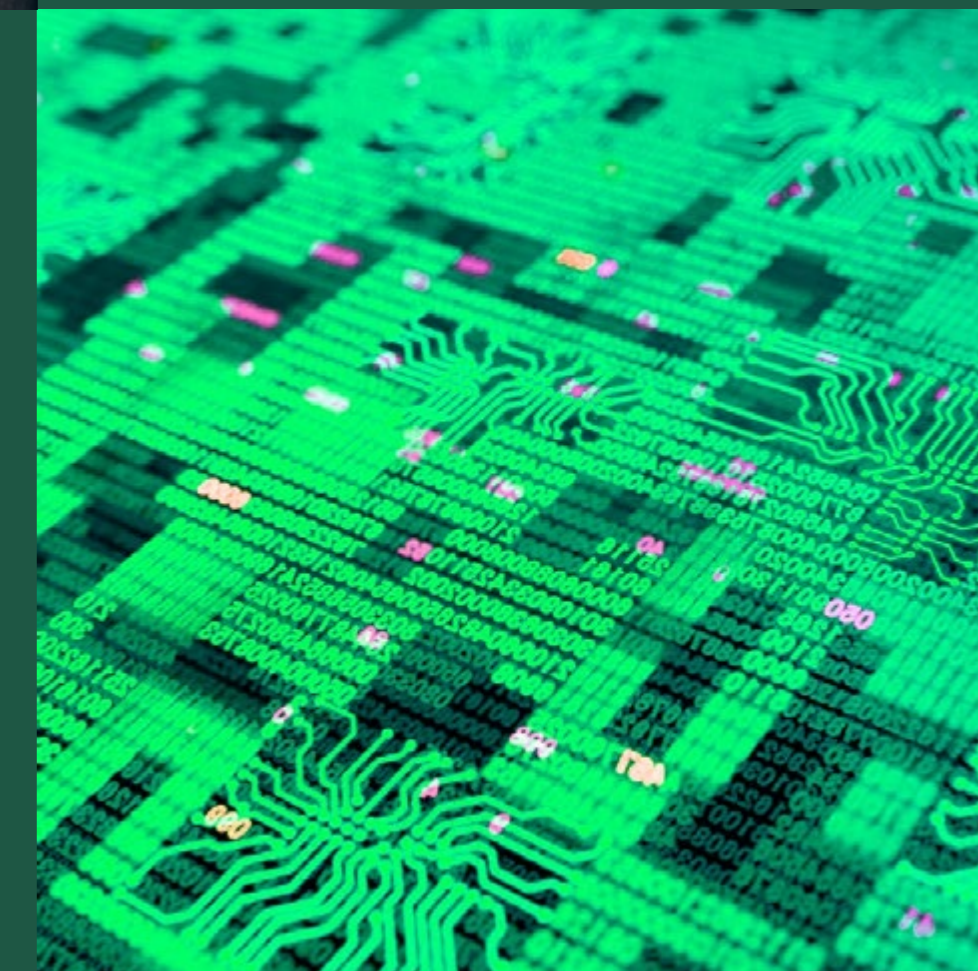
Tanzu for Kubernetes Operations (TKO) on VxRail

For customers who want an automated policy-driven, multi-cluster and multicloud management experience with advanced Kubernetes services

Tanzu Architectures for VxRail (TA4V)

For customers who are looking to develop on a validated Platform-as-a-Service (PaaS) / Containers-as-a-Service (CaaS) reference architecture

Dell Technologies is the only vendor with ...



fully integrated Tanzu reference architecture offered on private or hybrid cloud.

Learn more about [Tanzu-ready offerings with VxRail](#).

Kubernetes at cloud speed — key Tanzu on VxRail drivers

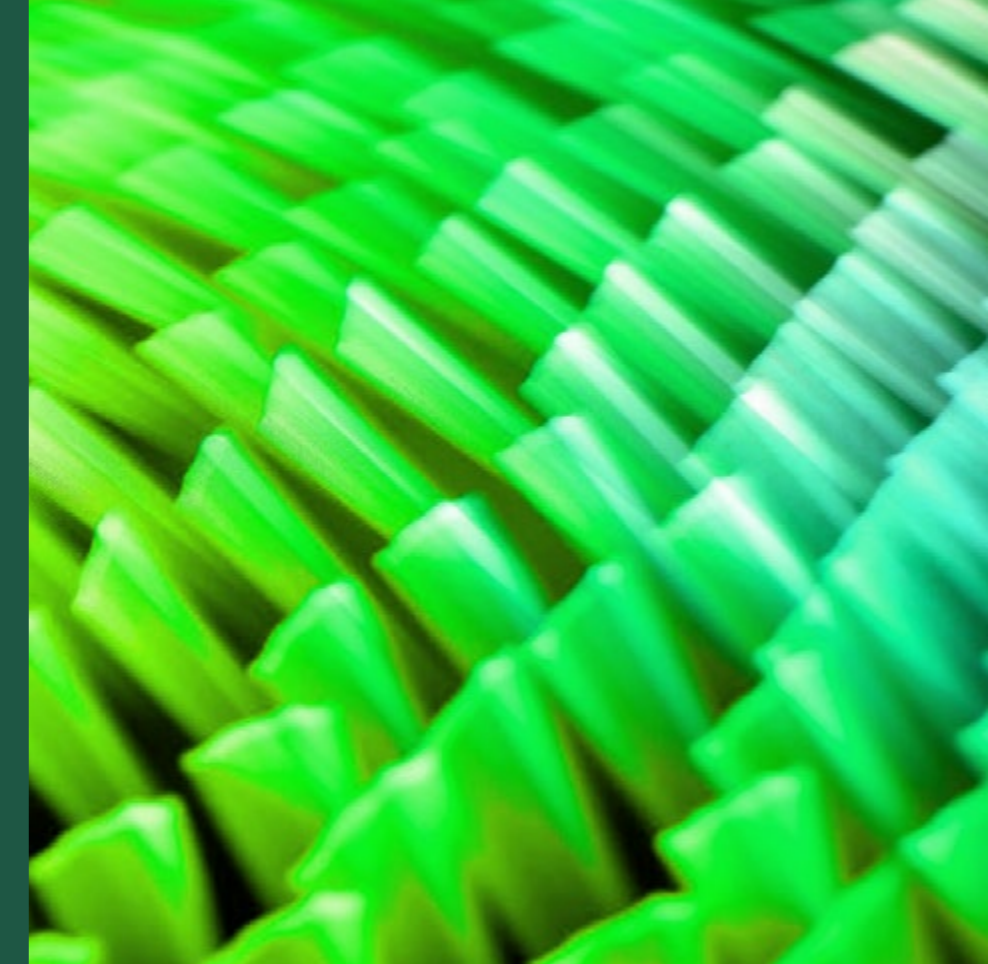
- Speed Kubernetes infrastructure delivery to support developer productivity.
- Accelerate time to cloud-native application development.
- Reduce barrier to entry.
- Experience consistent infrastructure operational model across Kubernetes deployments.
- Continuously, confidently and predictably take advantage of evolving Kubernetes technology on fully integrated, automated infrastructure.

Learn more about [Tanzu on VxRail](#).

Why Dell Technologies and VMware?

Whether you're focused on HCI, VMware Cloud Foundation, Tanzu or all of the above, look to Dell Technologies and VMware to deliver a truly integrated offering that enables consistent operation, simplified lifecycle management, 30-day synchronous updates, a single source of support and so much more.

We have a long history of partnership and collaboration cultivating joint solutions destined to improve your experience. VMware and VxRail as your foundation are, indeed, better together — and better for you.



Discover what's possible

Learn more about the advantages of VxRail by contacting your sales representative or visiting us at Dell.com/VxRail and Dell.com/VCF-on-VxRail.



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