

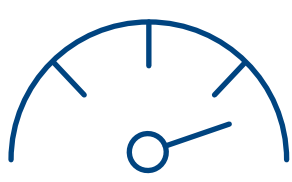
Drive Business Velocity — Without Compromise

Compromise is not an option for cloud service providers managing large-scale, multivendor data centers. At Dell Technologies, we understand the urgency to optimize and simplify your operations, which is a key reason why cloud providers value partnering with Dell Technologies.

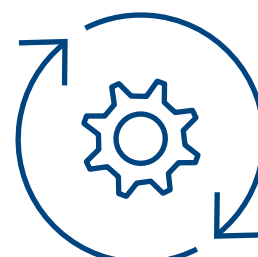
Get exclusive access to the products you need, at the right cost, with optimized and open solutions delivered with Dell PowerEdge cloud scale servers and the Hyperscale Next program.

Hyperscale Next is a program designed exclusively for cloud service providers that drives business velocity with leading-edge offerings.

Purpose-built PowerEdge HS5610 and HS5620 cloud scale servers deliver faster performance with up to two 4th generation Intel® Xeon® Scalable processors (up to 32 cores per socket), 2TB of memory, and a variety of SAS/SATA and NVMe® storage options.



Tailored for quick deployment



Optimized for digital and hosting services infrastructures

Top 5 reasons to partner with Dell Technologies

33% increase

in **price-performance per CPU dollar** when compared to previous generation servers¹

1. The right fit at the right cost

Get right-sized solutions that include everything cloud service providers require. Cutting-edge technology solutions at superior price-performance. We don't drive up costs with added features that you don't need.

2. Open solutions

We provide open ecosystem options that increase ease of use when you're operating multivendor server fleets. Servers ship with iDRAC for Dell environments or Dell Open Server Manager built on Dell OpenBMC for easy migration to an open ecosystem. Count on industry-standard firmware devices to streamline operations across multivendor infrastructure.



Deploying a Dell infrastructure stack with an accelerated delivery schedule could enable

up to 107%

more revenue versus using equipment from a vendor with a 12-month lead time.²

3. Early access to products

Work directly with Dell engineers, prior to production, to validate and optimize your workloads and speed time to market.

4. Industry-standard PowerEdge servers

Know exactly what you're getting with reliable solutions for unprecedented uptime from a trusted leader. PowerEdge cloud-scale servers include the latest hardware and software innovations with 35% database performance improvement compared to previous generation servers.³ Our HS5610 1U server offers a front I/O configuration that enables serviceability from the cold aisle.

28% per watt performance increase

compared to previous generation servers with Redis database benchmark³

Dell Technologies can deliver solutions in as few as

six weeks

while other vendors may have as long as a 12-month delay.²

5. Secure supply chain

Gain peace of mind knowing the Dell secure supply chain ensures the integrity and authenticity of its products from the initial design phase to final delivery, safeguarding customers against potential cybersecurity threats.

Dell Technologies is your trusted partner

We are committed to backing you up from manufacture to delivery. PowerEdge servers are designed using recycled materials and packaging to support your sustainability goals. We also use Dell OpenManage Enterprise to automate and deploy into your zero-trust security model to safeguard your infrastructure.



Global services are available in up to **170 locations** and supported by more than **60,000** Dell professionals and partners.

Discover the PowerEdge advantage for your workloads and your business. Learn more at Dell.com/CloudScale.

¹ Testing conducted by Dell Server TME Lab March 2023. Server performance benchmarks were performed on similarly configured Dell PowerEdge HS5610 vs Dell PowerEdge R650xs. See documentation for test and configuration specifics. The CPU price was based on Intel.com site per March 29, 2023, for Gold 5318Y and 5418Y. Actual results will vary by use.

² Enterprise Strategy Group, [Dell Technologies Supply Chain Advantage](#), January 2023.

³ Testing conducted by Dell Server TME Lab March 2023. Server performance benchmarks were performed on similarly configured Dell PowerEdge HS5610 vs Dell PowerEdge R650xs. See documentation for test and configuration specifics. Actual results will vary by use.

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