Drive business velocity with acceleration infrastructures

Accelerating innovation to help providers scale server infrastructures and deliver superior results

As the public cloud market continues to accelerate business operations and functionality for customers, hyperscalers dominate the custom cloud infrastructure market. They often get favorable treatment from supplying vendors, including advance access to new technologies, helping them get to market faster with differentiated services.

This makes it harder for cloud service providers and hosters to provide differentiation and innovation as most are forced to wait until general availability of standard product offerings to test new technologies. It can take several months to bring a new technology from testing to full production, and making it difficult to respond rapidly to evolving technologies and customer demands.
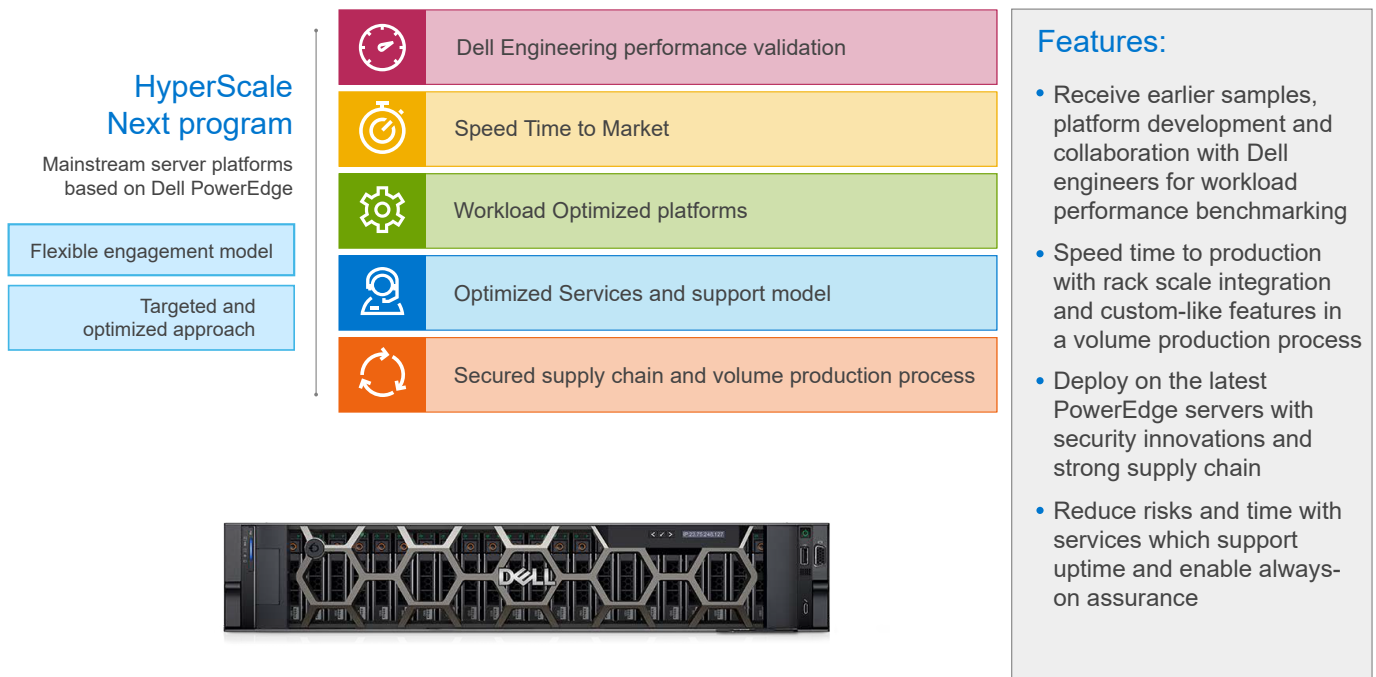
Why Dell for cloud service providers and hosters?

The Hyperscale Next program is designed to help cloud service providers and hosters quickly react to evolving technologies and customer demands, expand their catalog of cloud services and applications, and provide differentiated performance for target workloads — with the speed of an industry leader.

Drive business velocity and partner with Dell.

Speed time to value by collaborating with Dell engineers to validate and tune upcoming server releases for target workloads — months before general availability. When the technology launches, engineering-tuned and -validated server configurations will be ready to ship with standard lead times.

Dell PowerEdge cloud scale servers enable customers to receive high-quality, cyber-resilient, reliable solutions from a trusted partner serving their needs around the globe. Attain always-on assurance via a tailored Dell services experience designed and optimized for high-volume data centers. The Hyperscale Next program combines next gen technology, support and services desired by leading cloud service providers into a streamlined program.

HyperScale Next program

Mainstream server platforms based on Dell PowerEdge

Flexible engagement model

Targeted and optimized approach

- Dell Engineering performance validation
- Speed Time to Market
- Workload Optimized platforms
- Optimized Services and support model
- Secured supply chain and volume production process

Features:

- Receive earlier samples, platform development and collaboration with Dell engineers for workload performance benchmarking

- Speed time to production with rack scale integration and custom-like features in a volume production process

- Deploy on the latest PowerEdge servers with security innovations and strong supply chain

- Reduce risks and time with services which support uptime and enable always-on assurance

Speed time to market with agility and performance of PowerEdge		
Features	**Description**	**Benefits**
Earlier sampling and platform development	Leverage early sampling of processors, components and next generation platforms.	Helps you start your development of cloud services, running on new server releases– months prior to general availability.
Workload Performance tuning	Access to and collaborate with Dell Engineering resources to assess, define, and validate platforms for customer performance requirements.	Our team collaborates with you to validate configurations and optimize performance. You get access to our library of pre-validated configurations to help you rapidly test and tune pre-launch hardware for your specific workloads and outcomes.
Deploy tailored solutions and components on a volume production process	Components and unique custom options are available to integrate into platforms on a standard production process.	Dell enables customers with the benefits of a custom approach without the associated lead times, higher costs or minimum order requirements that can slow time or delay time-to-market. Support a variety of OEM components you already deploy without additional validation.
Factory Configuration; Rack Integration	System settings, asset tagging, system image and card placement or simply racked	Save time and money when you receive servers ready-to-deploy by your staff or ours.
High quality, innovative technology drives increased reliability and secure productivity		
Industry-leading Dell PowerEdge servers	The Innovation Engine in the latest family of servers enables the optimal technology platform to help you innovate, adapt and grow.	Expect better ROI and TCO based on the quality, performance, reliability and security of Dell industry-leading, global, end-to-end technology portfolio.
Secure platforms to protect your data, from factory to install	Full lifecycle cyber-resilience from platform to production to delivery. PowerEdge servers feature many enhancements built into the platform, coupled with Dell's secure production process.	Intrinsic security is built-in to devices, services and operational models from the start, and it's end-to-end, so it ensures your and your customers' data is protected as you drive more cloud services to customers.
Manage the way you want	iDRAC, OpenManage are standard management options with more to be available, as well as flexibility to support the custom components.	Support and manage all components aligned to your current infrastructure approach. Reduce time and FTE requirements with systems that provide you the telemetry and health to facilitate remediation, troubleshooting and optimal provisioning.
Comprehensive approach enables end-to-end servicing and lifecycle management		
ProDeploy Factory Configuration	Hardware and software configuration including BIOS and iDRAC configuration, firmware freeze, asset tagging and reporting, and image load with RAID configuration	Put your servers to work faster by receiving new servers configured to your specifications, ready to install
ProSupport for Infrastructure	Comprehensive 24x7 proactive and predictive support for hardware and software	Maximize productivity, minimize disruptions and maximize workload availability with Dell Technologies' scale and skills

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ProSupport AIOps Platforms (Cloud IQ and TechDirect – enabled by secure connect gateway)	**Cloud IQ** – proactive system health monitoring, notifications and recommendations, as well as detailed performance and capacity analytics **TechDirect** – a single online portal to flexibly manage Dell products from deployment to technical support **Secure connect gateway** – provides a secure two-way connection with Dell Technologies Services backend	Simplify enterprise IT services and boost your team's expertise with our adaptive, automated digital service experience for a single system or your global environment
Logistics Online Inventory Solution	Cloud based online application that enables Dell Technologies customers to manage, monitor and automatically replenish their parts inventory stored at global locations	Achieve personalized immediate access to critical parts

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