

Dell Technologies APEX Hybrid Cloud vs. AWS Outposts

Dell Technologies APEX Hybrid Cloud

Simple, transparent costs
Up to 3X times less expensive per instance than an equivalent AWS Outposts solution.¹



Flexible hybrid cloud technology
Secure, consistent operations and infrastructure across private and public clouds with VMware Cloud Foundation.



Rapid deployment and expansion time to value objective
Deploy your hybrid cloud in as few as 14 days.² Expand your hybrid cloud in as few as 5 days.²



No public cloud connectivity required
APEX hybrid cloud is a complete SDDC that does not require a public cloud to build, monitor or manage instances - ideal for edge locations.



AWS Outposts

Complex, variable costs
AWS subjects customers to extra charges like data egress fees.

AWS only technology
AWS instances require proprietary AMI format and are not compatible with other clouds, causing vendor lock-in.

Has not publicly stated a time to value objective
AWS does not state a delivery and installation timeframe for initial deployment or expansions.

AWS public cloud connectivity required
Must always be connected to an AWS parent region to build, monitor and manage instances.

¹ Estimate based on the purchase of 100 Compute optimized instances (C-100 instance block) for a new hybrid cloud deployment over a 3-year term with All Flash Storage and VMware Cloud Foundation Standard Edition, with an average monthly instance price of \$86 and an average monthly price of \$8,600, compared to an AWS Outposts configuration with comparable memory, cores and acceleration plus EBS added storage for an approximate monthly price of at \$282 based on AWS published pricing. Pricing for pre-configured solutions with subscription may vary depending on the number and type of instance blocks in your configuration. Pricing in US dollars as of October 2020. For details on pricing, consult your account manager. US, United Kingdom, France and Germany only. ² Applies to select preconfigured solutions, contact your sales representative for details. Deployment of hybrid cloud in as few as 14 days excludes orders over 1000 instances, hybrid storage, select vRealize (vRA, vRO) components, and some other features. Customer credit approval, site survey and configuration workbook must be completed before order is placed. Product availability, shipping, holidays and other factors may impact deployment time. Deployment includes delivery, standardized installation and hardware and software configuration. US, United Kingdom, France and Germany only. Comparison based on Dell analysis using publicly available information, May 2021. Copyright © 2021 Dell Inc. or its subsidiaries. All Rights Reserved. Dell Technologies, Dell, EMC, Dell EMC and other trademarks are trademarks of Dell Inc. or its subsidiaries. Other trademarks may be trademarks of their respective owners.