DELL Technologies

Rethink infrastructure modernization

to power today's demands
and tomorrow's AI workloads

Your data center was built for yesterday's challenges.

But with AI workloads surging and cloud strategies growing more complex by the day, those solutions won't power tomorrow's breakthroughs.

Recently, we polled thousands of C-Suite leaders about their biggest concerns regarding innovation — and a full 81% acknowledged they're bracing for an even faster pace of change than we've seen over the past couple of years.[1] Yet, only 52% feel fully prepared to take advantage of this momentum.[2]

So, what does it take to be prepared?

At Dell Technologies, we believe success in the AI era demands a fundamental reimagining of your technology foundation. Through modern data center solutions and strategic multicloud integration, you can do more than just keep pace — you can lead the charge.

We see five critical areas where organizations need to transform to stay competitive. Let's dive into each one.

81%
of business leaders are bracing for a faster pace of change.

Accelerate AI Adoption

Integrating AI into business operations represents both an enormous opportunity and a daunting challenge. At Dell, we believe in bringing AI capabilities directly to where your data resides. By deploying AI processing capabilities at the data source, organizations can maintain data sovereignty while optimizing performance and reducing operational costs.

This proximity-based approach ensures both efficiency and security — which is paramount for protecting proprietary information and deploying time-sensitive applications.

The Dell AI Factory helps organizations identify and prioritize AI use cases that drive the greatest business impact. We then work with you to help simplify the deployment and scaling of those AI applications via Dell Validated Designs. Our comprehensive portfolio spans desktop to data center to cloud, ensuring you can support AI initiatives wherever your data lives.

For example: Dell's PowerEdge XE-Series Servers provide unmatched performance for demanding GenAI workloads, while PowerScale delivers the robust storage capabilities essential for AI applications. For organizations concerned about data security, PowerProtect offers advanced protection and recovery features specifically designed for AI workload data.

81%

of global leaders believe AI will significantly transform their industry.[3]

Modernize Application Platform

IT teams are facing three converging forces in their modernization efforts: the fundamental shift in how AI processes and utilizes data, the pressing need to maximize efficiency while balancing scale and sustainability and the growing demand for robust security across all infrastructure components.

Meeting this moment requires a fresh approach to infrastructure design. The evolution of data center architecture tells a story of tradeoffs: traditional three-tier systems offered flexibility but added complexity, while hyperconverged infrastructure brought simplicity but limited scaling options. Today's disaggregated infrastructure represents the next step forward by combining the independent scaling capabilities of three-tier systems with the streamlined management of HCI.

At Dell, we believe that disaggregated infrastructure is the foundation for an AI-powered future — and our approach delivers transformative results. Our products and solutions like PowerEdge servers, PowerSwitch networking and PowerStore storage allow organizations to reduce their physical server count and software licensing costs by up to 50%, while achieving up to 50% more storage capacity.[4] This architecture also enhances system availability by significantly reducing maintenance downtime.

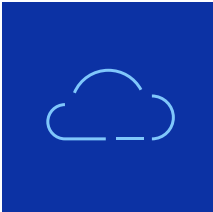Our products and solutions allow organizations to achieve up to a:

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Optimize Multicloud and Edge

The shift toward edge computing is accelerating. By next year, more than 50% of enterprise-managed data is expected to be created and processed outside traditional data centers or clouds.[5] To thrive in this new landscape, your infrastructure needs to deliver intelligence and insights wherever decisions need to be made.

Dell enables a more unified experience across distributed environments through solutions like Dell Storage for Public Cloud, which delivers enterprise-grade capabilities; APEX Cloud Platforms, which extend cloud capabilities on-premises; and NativeEdge solutions, which help streamline edge operations at scale. Further, Dell's Cloud Smart Discovery assessment can help optimize your strategy to meet the needs of your workloads and users.

Our approach transforms the traditional boundaries between on-premises and cloud environments into a cohesive operational fabric. By leveraging software-defined technologies and flexible consumption models, you can build an infrastructure foundation that adapts to your evolving needs while maintaining consistent performance, security and control across all environments.

91% of organizations face challenges in building a multi-cloud strategy that supports innovation.[6]

Improve Data Center Efficiency

Legacy systems don't just slow you down — they drain your resources, overheat your data centers and inflate your carbon footprint.

Dell tackles data center efficiency through next-generation infrastructure that delivers unprecedented performance gains. A single current-generation PowerEdge server can match the workload of up to seven previous-generation servers, and our advanced cooling mechanisms reduce power consumption by up to 72%.[7]

These improvements extend beyond raw computing power. Our enterprise storage solutions achieve up to 5:1 data reduction,[8] while PowerProtect pushes this to 55:1.[9] Combined with our intelligent automation software, including AIOps and OME Power Manager, these innovations help organizations maximize both operational and energy efficiency.

40%

of data centers deploying AI workloads will face power constraints by 2027.[10]

To learn how you can optimize your energy efficiency profile, schedule a Get Efficient Assessment with Dell.

Strengthen Cyber Resilience

83%
of organizations globally were impacted by a security incident in the past year.

In the past year alone, **83% of organizations globally** were impacted by a security incident.[11] This sobering statistic illustrates why 96% of Fortune 500 companies rely on Dell — we're known for our secure supply chain and development lifecycle.

Dell's cybersecurity approach focuses on three key areas:

- Reducing the attack surface through solutions like multifactor authentication and role-based access control
- Detecting and responding with tools that proactively identify threats
- Recovering from attacks using features that ensure data immutability and isolation

For help with refining your security posture and ensuring readiness against evolving threats, check out Dell's Cyber Resiliency Assessment.

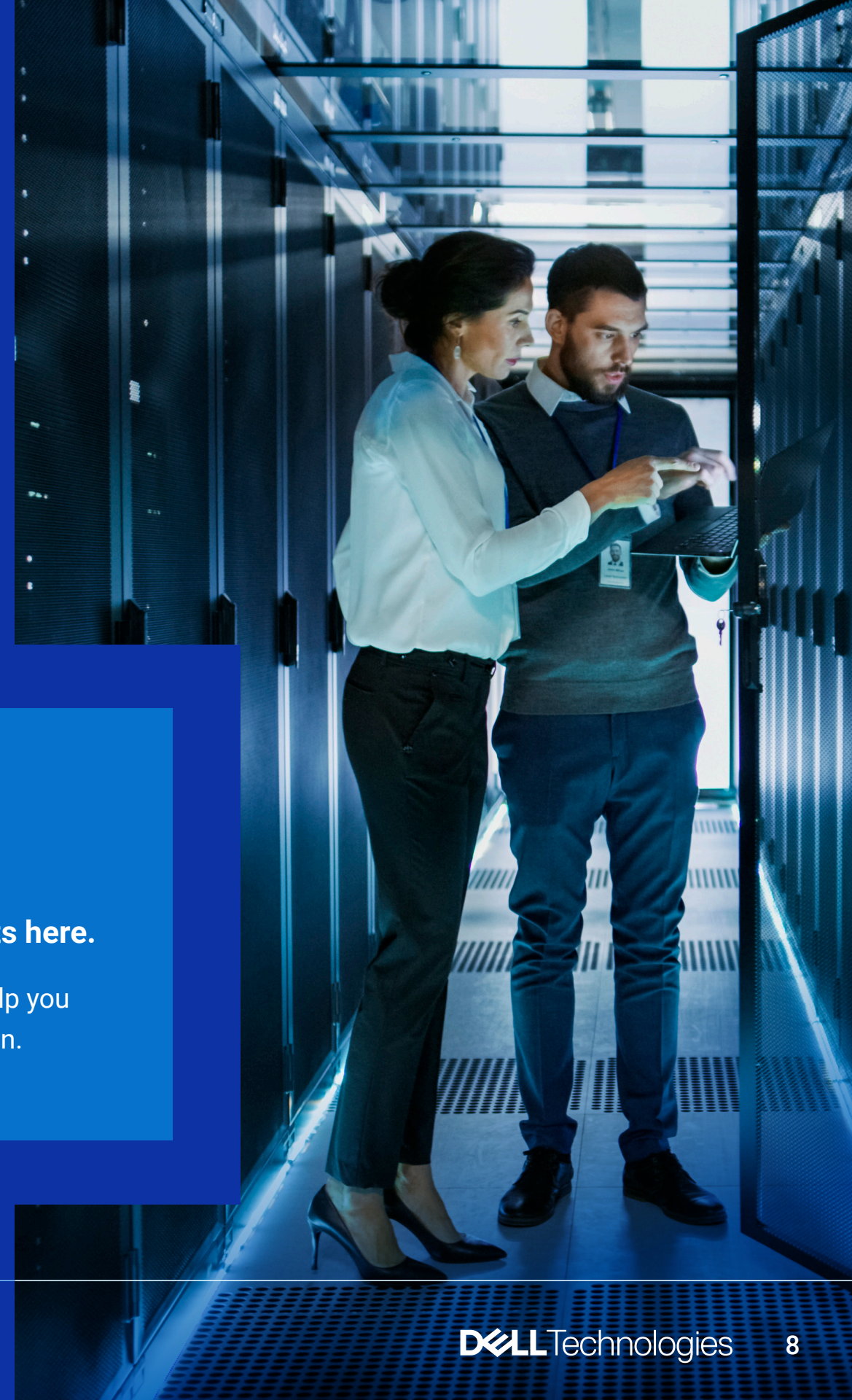# Partner with Dell to build your modern data center.

By partnering with Dell Technologies, you gain access to solutions founded on three key design principles:

- Intelligent and efficient systems that streamline operations and reduce overhead costs through advanced, time-saving automation.

- A robust portfolio powering any workload from edge to data center to public cloud. Whether you're deploying GenAI applications or implementing disaster recovery plans, our technologies meet your most demanding business requirements.

- Comprehensive data protection that ensure your intellectual property remains secure, from on-premises systems to cloud environments. Our solutions not only guard against potential threats but ensure business continuity across your entire infrastructure.

Your journey to a modern data center starts here.

Discover how our infrastructure solutions can help you confidently adapt to change and power innovation.

DELLTechnologies

About Dell Technologies

Dell Technologies (NYSE: DELL) helps organizations and individuals build their digital future and transform how they work, live and play. The company provides customers with the industry's broadest and most innovative technology and services portfolio for the AI era. Learn more at Dell.com

1. Accenture, Pulse of Change: 2024 Index (Pulse of Change | Accenture)
2. Ibid.
3. Innovation Catalyst study, Dell Technologies, February 2024
4. Based on internal analysis, March 2024
5. Gartner, Hyperscalers Stretching to the Digital Edge, Tom Bittman, July 24, 2023
6. Innovation Catalyst study, Dell Technologies, February 2024
7. Based on internal analysis, June 2023
8. Based on Dell 's Future-Proof program that offers 5:1 data reduction guarantee based on PowerMax data reduction tools (dedupe and data compression) for open systems storage, August 2024
9. Based on internal analysis, October 2022
10. Enterprise Strategy Group Complete Survey Results, Navigating the Cloud and AI Revolution: The State of Enterprise Storage and HCI, February 2024
11. Ibid.