

TOP REASONS WHY DELL AND VMWARE ACCELERATE BREAKTHROUGHS

Accelerating breakthroughs starts with accelerating the adoption of technology to improve business outcomes. Together Dell and VMware jointly engineer, develop and test to ensure rapid adoption of new, innovative technologies designed to modernize IT, simplify operations, and help you realize your multicloud reality.

1 | Anticipate and adapt to business challenges – together

Implement solutions that give IT the ability to deliver strategic value to the business and address challenges before they arise. With a history of innovation, and a commitment to ongoing development, [Dell Technologies and VMware](#) enable customers to rapidly and seamlessly adopt new technology and modernize IT infrastructure, all while simplifying IT operations.

2 | Seamlessly integrate new technology

In today's IT environments, disruption is constant. [Dell VxRail](#) HCI System Software provides automation, orchestration, and full stack lifecycle management to simplify IT operations across your entire VxRail based IT landscape with a single operational model designed to seamlessly incorporate new technology and drive efficiency. Our proven record of joint engineering, validation, and innovation with VMware and partners like Intel, NVIDIA, and Pensando provides a single, simple platform designed to ease adoption of disruptive technologies.

3 | Maximize CPU performance

Dell VxRail is the industry's first and only jointly engineered hyperconverged system running VMware vSphere® Distributed Services Engine™ on [Data Processing Units](#) (DPU)¹, improving performance by offloading network infrastructure services to the DPU. Our joint engineering and testing ensure you can rapidly adopt this new technology to optimize your VMware environments with automated and consistent operations across your IT landscape.

4 | Secure apps and data with confidence

Adopting DPUs doesn't mean sacrificing your security posture. In fact, offloading virtual security services to the DPU has two key benefits for an IT organization. It will provide distributed layer 4-7 virtual firewall security to take place on the DPU with no network performance impact. Additionally, implementing micro-segmentation on the DPU will help reduce the attack surface for cyberthreats to a minimum and enable a zero-trust architecture inside the data center.

5 | Fully automated lifecycle management across IT landscapes

Streamline operations and increase IT staff productivity by 68%², enabling more infrastructure to be managed on a per person basis. [VxRail HCI System Software](#) provides a seamless customer lifecycle management (LCM) experience, automating every phase of the upgrade path keeping clusters in continuously validated states, including the VMware ecosystem and now NVIDIA and Pensando DPUs. We do over 800,000 hours of testing and validation of each component of the ecosystem for major upgrades, reducing risk and minimizing upgrade times.

6 | Address higher performance workloads

Support mission critical and high performing workloads with VxRail, the first and only jointly engineered HCI system optimized for vSAN Express Storage Architecture,³ increasing vSAN performance by up to 4x.⁴ Joint engineering and 30-day synchronous releases with VMware ensures customers have the flexibility to rapidly adopt new technology to optimize their environment.

7 | Scale Your Way with Dynamic AppsON

Dell Dynamic AppsON combines Dell VxRail dynamic nodes and Dell PowerStore enabling independent scale of compute and storage, providing *flexibility of choice*. [Dynamic AppsON](#) increases extensibility for both platforms, giving VxRail environments access to PowerStore enterprise efficiency, data protection and resiliency features, and helping PowerStore environments quickly expand compute for CPU-intensive workloads in a traditional 3-tier architecture all while providing end-to-end automation and management integration for simplified operations.

8 | Easily deploy Kubernetes on your APEX Cloud

Bring new applications to market faster with agile infrastructure-as-a-service by provisioning Tanzu Kubernetes clusters at lightning speed and automating manual tasks using [APEX Cloud Services with VMware Cloud](#) with built-in managed Tanzu Kubernetes Grid. This newly integrated feature accelerates application modernization and provides the ability to run the same TKG clusters across data center, public cloud and edge for a consistent, secure experience.

9 | Automate machine learning to scale AI success

The [Dell Validated Design for AI — Automatic Machine Learning](#) makes it easier and faster for data scientists to train the best model in the least amount of time in a VMware-virtualized environment. With Dell Validated Designs for AI, customers report 20% faster time to value with a 60% reduction in AI-related tickets.⁵ These engineering-validated designs are delivered with proven expertise from 35,000 world-class services and support team members⁶ available to help you go from AI-possible to AI-proven.

10 | Backed by VMware expertise

There's a good reason why Dell Technologies serves 96% of the Fortune 500 companies,⁶ is #1 in Hyperconverged Systems,⁷ and the leader in External Enterprise Storage Systems. Together Dell and VMware are helping customers accelerate breakthroughs with tightly integrated solutions that span core, edge, and cloud. And every solution is backed with the expertise of 3,670+ VMware-certified Dell support professionals to help you deploy and manage your multicloud VMware environment.

¹Based on Dell analysis, August 2022.

²IDC Business Value White Paper, sponsored by Dell Technologies and Intel, "The Business Value of Dell VxRail and VMware Cloud Foundation on Dell VxRail", December 2020. Actual results will vary.

³Based on Dell analysis, August 2022.

⁴Based on internal investigation by VMware, Actual results will vary.

⁵A Forrester Total Economic Impact™ Study of Dell Validated Designs for AI, commissioned by Dell Technologies and AMD, August 2022. Actual results may vary. Read the full report [here](#).

⁶[Dell Technologies, About the Company](#), FY22

⁷IDC Worldwide Quarterly Converged Systems Tracker, Q1 2022.



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