

Simplifying the Journey to Hybrid Cloud

Position Paper

Dell Technologies Solutions

Dell Technologies

Validated Design

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Contents

Executive Summary	4
TCS Cognix™ for Hybrid Cloud Services.....	5
Reap the Benefits of TCS Cognix™ for Hybrid Cloud Services	6
Dell Technologies APEX — The Simpler Path to Digital Transformation.....	6
A Powerful Partnership for Accelerated Hybrid Cloud Deployment	7
TCS and Dell Technologies Joint Value Proposition.....	7
About Tata Consultancy Services Ltd (TCS)	7
About Dell Technologies	7
References.....	7

Executive Summary

New business imperatives are driving enterprises to accelerate their digital transformation journey so they can devise innovative business models, improve the customer experience and outperform their competition. The foundation of digital transformation is a strong digital core. By building a digital core with hybrid cloud as the unifying digital fabric, organizations take the first step toward elastically expanding their boundaries. This enables them to gain resilience, adaptability and operational efficiencies, and to turn innovative ideas into products, services and solutions with agility while responding to new customer requests more efficiently.

The digital core is the most essential component of enterprise business transformation. Organizations seeking to transform face many challenges, including increased complexity, an overwhelming range of choices, cloud vendor lock-in and high intangible costs — all of which limit their ability to extract full business value from their investments.

Hybrid cloud, a combination of private and public cloud, gives enterprises the flexibility to choose the right workload for the right environment, as well as move workloads to respond to business and technology requirements. For example, organizations look to the public cloud for increased agility, simplified operations and accelerated innovation, and they turn to the private cloud for increased control, enhanced performance, data security, compliance requirements and predictable costs. And yet there are tradeoffs: An organization that chooses one sacrifices the benefits of the other. However, the choice does not need to be binary.

EASE OF DOING BUSINESS
COST OF DOING BUSINESS
RISK OF DOING BUSINESS

ARE IMPACTING
CLOUD STRATEGIES

72% of enterprises have a hybrid-first or private-first cloud strategy
EVEREST GROUP

55% of public cloud workloads being moved will transfer to a hosted or non-cloud environment
IDC CLOUD PULSE Q1-2021

65% of customers believe their cloud overspend is high or very high
IDC CLOUD PULSE Q1-2021

46% of customers have a “Public Cloud only” or “Public Cloud First” strategy—**less than in 2020**
IDC CLOUD PULSE Q1-2021

TCS Cognix™ for Hybrid Cloud Services

TCS Cognix™ (an AI-driven, human-machine collaboration suite powered by MFDM™ that provides enterprises with a competitive edge through cognitive operations) for Hybrid Cloud Services delivers an end-to-end strategy and solution for enterprises to design, implement and manage the heterogenous infrastructure landscape. It is an ecosystem that combines services, frameworks, value builders and solution accelerators that enable enterprises to build their hybrid cloud foundation for a strong digital core. TCS collaborates with ecosystem partners like Dell Technologies to leverage their technologies to co-create value for their customers.

TCS Cognix™ for Hybrid Cloud Services offers right-fit workload placement, consistent deployment and unified visibility with integrated security and controls harnessing Dell Technologies' APEX cloud utility model, which enables customers to deploy hybrid cloud with speed and agility by employing predetermined designs. TCS and Dell Technologies jointly provide best-of-breed hybrid cloud solutions that can serve as the digital core, allowing enterprises to focus on innovating new business models and transforming further to add additional revenue streams. With TCS' experience of more than 750 hybrid cloud deployments worldwide, customers can rest assured that their hybrid cloud strategy and execution will be well aligned with their business needs, including faster time to market, improved availability and data protection.

Key assets include [MFDM™](#), the Cognix platform, an A3RS framework (agile, adaptable, autonomous, resilient and sustainable), an operations maturity model, and Cognix value builders such as DC Insights, Orchestrator, OneEngine Security Certificate Governance and Unified Patch Deployer, to name a few, which help enterprises achieve agility, operational flexibility and transparency, business resiliency and enhanced productivity.

TCS Cognix™ for Hybrid Cloud Services helps enterprises achieve the following:



**TCS MFDM™ (Machine First Delivery Model) is a machine-first approach to automation-based digital transformation. It helps automate all business process activities that can be automated and turn them into intelligent processes. MFDM™ involves giving the first right of refusal to technology with a view to augment human capability with automation, analytics and AI.

Reap the Benefits of TCS Cognix™ for Hybrid Cloud Services

- Accelerated deployments
- Ease of use combined with the agility of the public cloud
- Ability to scale resources on demand
- Secured consumption with aligned payments
- Dedicated tenancy
- Portability between private and public clouds
- Ability to scale workloads up and down

Dell Technologies APEX — The Simpler Path to Digital Transformation

Dell Technologies has recently introduced APEX, a breakthrough platform-as-a-service (PaaS) offering that simplifies digital transformation while increasing IT agility and control. APEX makes it easier than ever to leverage Dell Technologies' innovative solution as and when it is needed, eliminating the challenges of infrastructure management. APEX instantly helps organizations capture new opportunities and ensures that technology stays aligned with business requirements. With APEX, the business is always in full control, minimizing risk and maximizing performance, all on the organization's terms. Apex enables customers to move from multi-cloud by default to multi-cloud by design. This gives them the simplicity, agility and control they require when it comes to their hybrid cloud experience.

The key value propositions of APEX are as follows:

- The same platform is used to run traditional and cloud-native applications.
- The solution maintains operational consistency across cloud environments, from edge to core to cloud.
- Organizations gain improved spend predictability and transparency.
- Customers can easily access their data, wherever it is created and stored, in a safe and secure manner.
- The solution boosts developer productivity.
- Businesses can more easily leverage their existing skill sets, allowing them to consume cloud services anywhere their business needs it.
- Integrated backup solutions ensure that the business is always protected, on the edge, in the core or in the cloud.

Some of the services offered by APEX are:

APEX Cloud Services

APEX Cloud Services offer compute and storage resources that enable secure and consistent infrastructure and operations for customer workloads across both private and public cloud environments. These services can be varied to match the level of control customers need and the operational consistency they desire.

APEX offers technology that is operated by the customer but managed for them **through a flexible consumption** model — a simple way to order and manage cloud infrastructure. Customers can quickly deploy secure and consistent operations across public and private clouds and ensure that workloads are placed in the best environment. With a few clicks in the APEX Console, customers can subscribe to instances designed for their workloads and get cloud infrastructure delivered and deployed in as few as 14 days — or expanded in as few as five days.

APEX Hybrid Cloud Services

APEX Hybrid Cloud Services deliver the simplest and fastest hybrid cloud deployment, made possible by the joint engineering between VMware Cloud Foundation (VCF) and Dell EMC VxRail. This deep integration delivers automated lifecycle management to streamline operations and reduce total cost of ownership (TCO) by 47%. (Source: Based on "Benefits of the Consistent Hybrid Cloud: A Total Cost of Ownership Analysis of the Dell Technologies APEX," IDC White Paper sponsored by Dell EMC, April 2019.)

Organizations will benefit greatly from the continued innovations that they can quickly onboard, expedited by synchronized Dell Technologies product releases and roadmaps. VCF on VxRail delivers one platform to run both traditional and cloud-native/container workloads.

A Powerful Partnership for Accelerated Hybrid Cloud Deployment

TCS Cognix™ and Dell Technologies APEX bring together the right mix of technology, processes and culture to help organizations of every size intelligently build hybrid cloud solutions for their digital core. Dell Technologies and TCS together can deliver hybrid cloud solutions at a global scale, addressing customer pain points related to workload placements, effort to deploy cloud applications and simplification of cloud infrastructure management. This joint offering accelerates and optimizes hybrid cloud deployments by leveraging ready-to-use architecture blueprints, deployment designs and automation capabilities, along with integrated hybrid cloud elements that align with critical IT and business KPIs.

TCS and Dell Technologies Joint Value Proposition

- TCS and Dell Technologies enjoy a global 14+ year partnership: TCS is at the forefront of consulting, IT services and vertically aligned business solutions, and Dell Technologies provides the essential technologies to enable organizations to build their digital future.
- Our customers can be assured that their digital transformation strategy is in safe hands thanks to the combined experience of TCS at managing mission-critical applications (backed by a global network delivery model spanning 40 global locations across 19 countries) and Dell Technologies' leading essential infrastructure and flexible consumption offerings.
- Customers gain the benefit of our accelerated, right-fit approach for hybrid cloud with our contextual knowledge for multiple industry verticals and orchestration of a wide range of frameworks, IPs, accelerators, value builders and integrated operations, with an AI-driven machine collaboration suite powered by MFDm.
- Multiple digital levers allow us to intelligently leverage hybrid cloud to help our customers build responsive, scalable and resilient businesses.

About Tata Consultancy Services Ltd (TCS)

Tata Consultancy Services is an IT services, consulting and business solutions organization that has been partnering with many of the world's largest businesses in their transformation journeys for over 50 years. TCS offers a consulting-led, cognitive powered, integrated portfolio of business, technology and engineering services and solutions. This is delivered through its unique Location Independent Agile™ delivery model, recognized as a benchmark of excellence in software development.

A part of the Tata group, India's largest multinational business group, TCS has over 606,000 of the world's best-trained consultants in 55 countries. The company generated consolidated revenues of US \$25.7 billion in the fiscal year ended March 31, 2022, and is listed on the BSE (formerly Bombay Stock Exchange) and the NSE (National Stock Exchange) in India. TCS' proactive stance on climate change and award-winning work with communities across the world have earned it a place in leading sustainability indices such as the MSCI Global Sustainability Index and the FTSE4Good Emerging Index. For more information, visit www.tcs.com.

About Dell Technologies

Dell Technologies 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 data era.

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Based on "Benefits of the Consistent Hybrid Cloud: A Total Cost of Ownership Analysis of the Dell Technologies APEX," IDC White Paper sponsored by Dell EMC, April 2019.