

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.

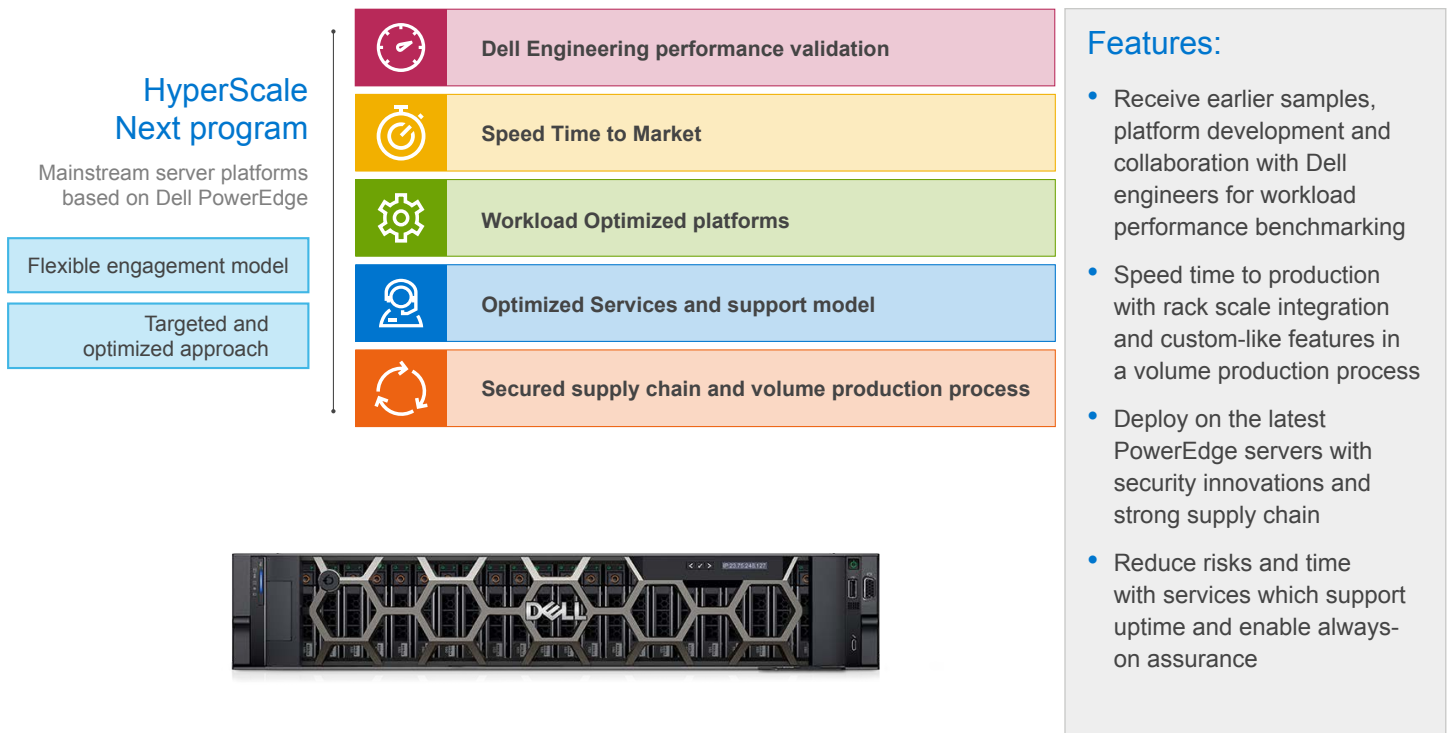
Why Dell for cloud service providers and hosters?

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.



Dell Hyperscale Next program: Drive business velocity

Features	Description	Benefits
Speed time to market with agility and performance of PowerEdge		
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		
ProSupport One for Data Center; TAM for Designated Remote Support	Flexible support with priority 24/7 access to specialized experts or expert access only for complex issue resolution	Customized to compliment your capabilities so you only pay for the you need.
Self-Service Support Technology	Helpdesk APIs for Support Requests and Parts Dispatch	Support administration integrated into your Helpdesk
Parts Maintenance	Options for onsite parts locker, batch onsite parts replacement and/or parts retention	Mitigate business risk with global parts maintenance tailored to your needs.

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