

DELL Technologies / Forum

REAL TRANSFORMATION

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The logo for Dell Technologies Forum, featuring the Dell logo (a stylized 'E' with diagonal lines) followed by the text 'Dell Technologies / Forum' in a white sans-serif font. The background is a vibrant, abstract digital scene with blue and purple light trails and a grid pattern.

Dell Technologies / Forum

**Berlin,
19. November 2019**

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TechData

thunder-it
EXCELLENCE IN HARD- AND SOFTWARE TRADING



DELLTechnologies/Forum



Volker Seidel

DIRECTOR ENTERPRISE PRESALES

Stefan Schmugge

DIRECTOR COMMERCIAL PRESALES

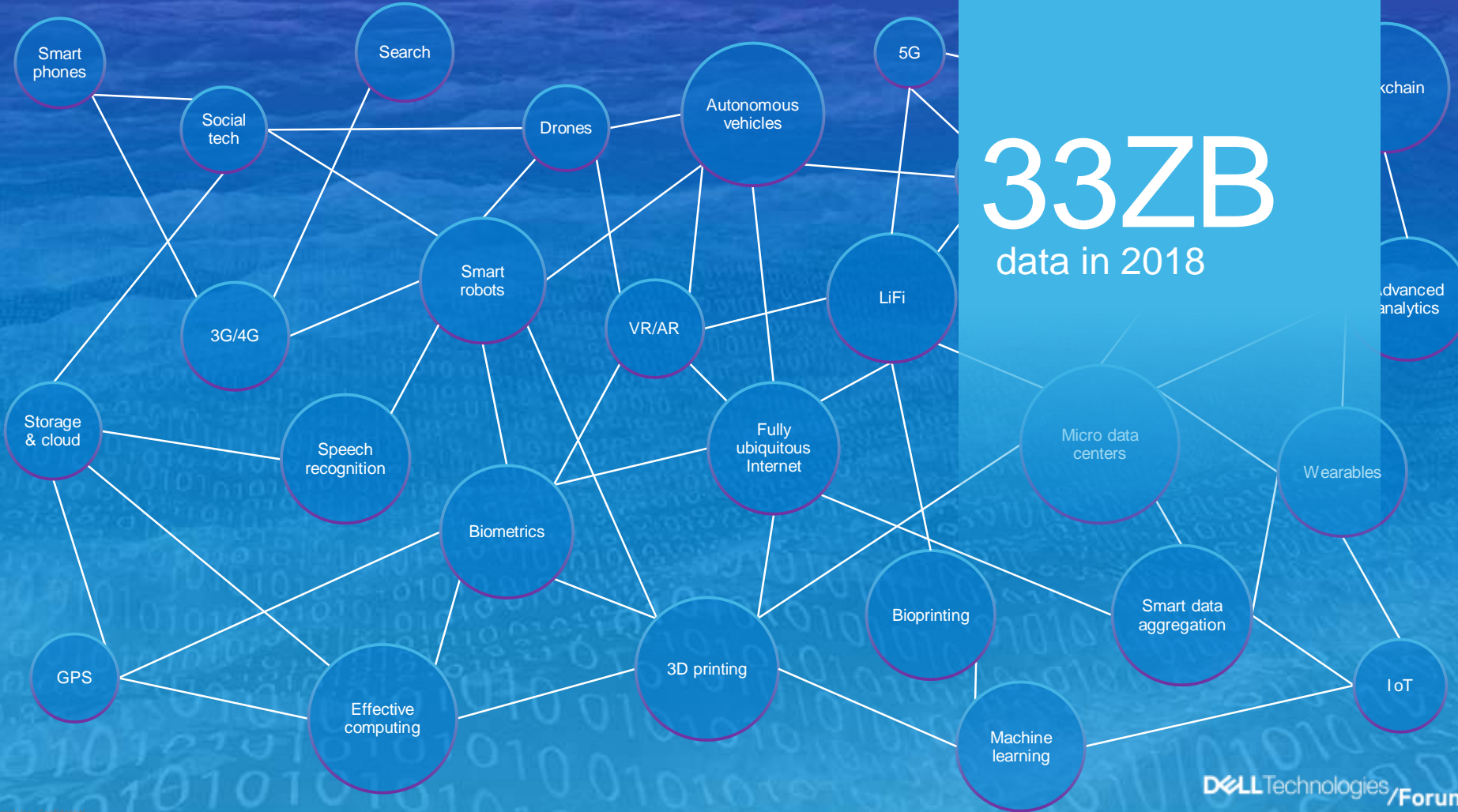
What do you see?



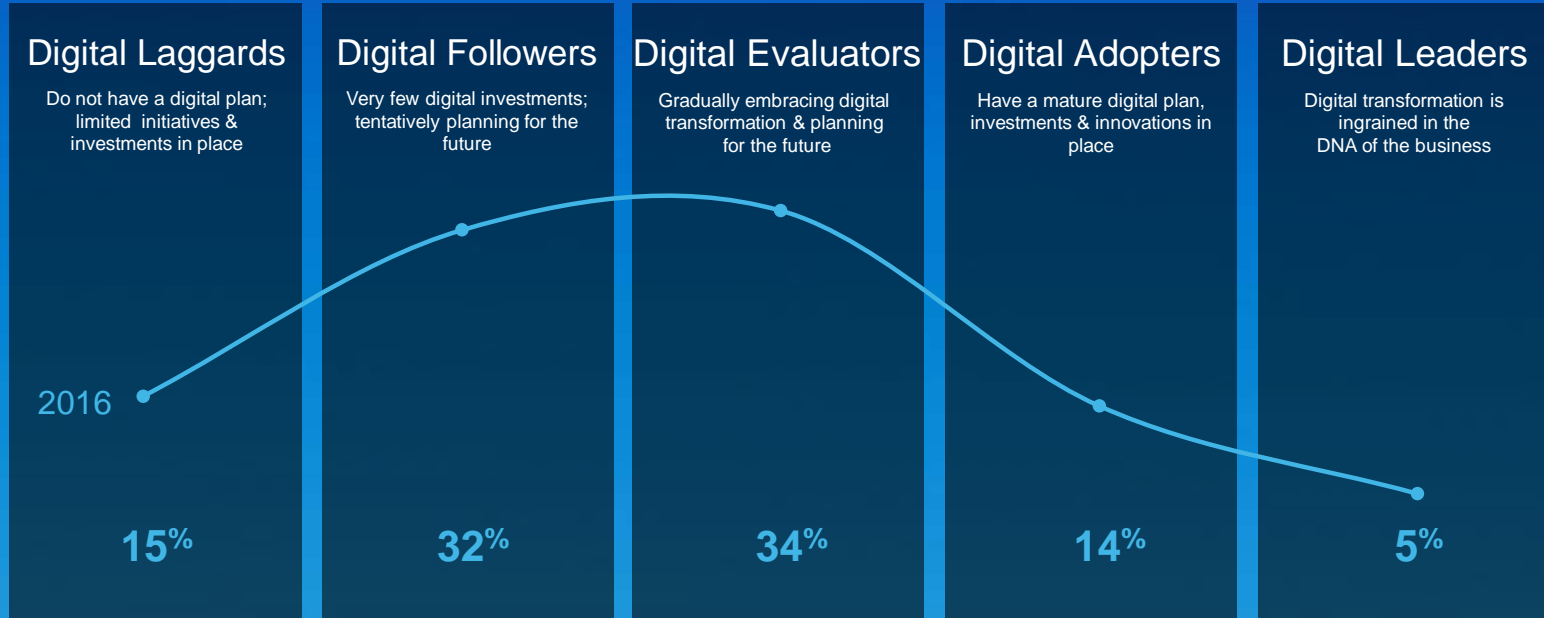


33ZB

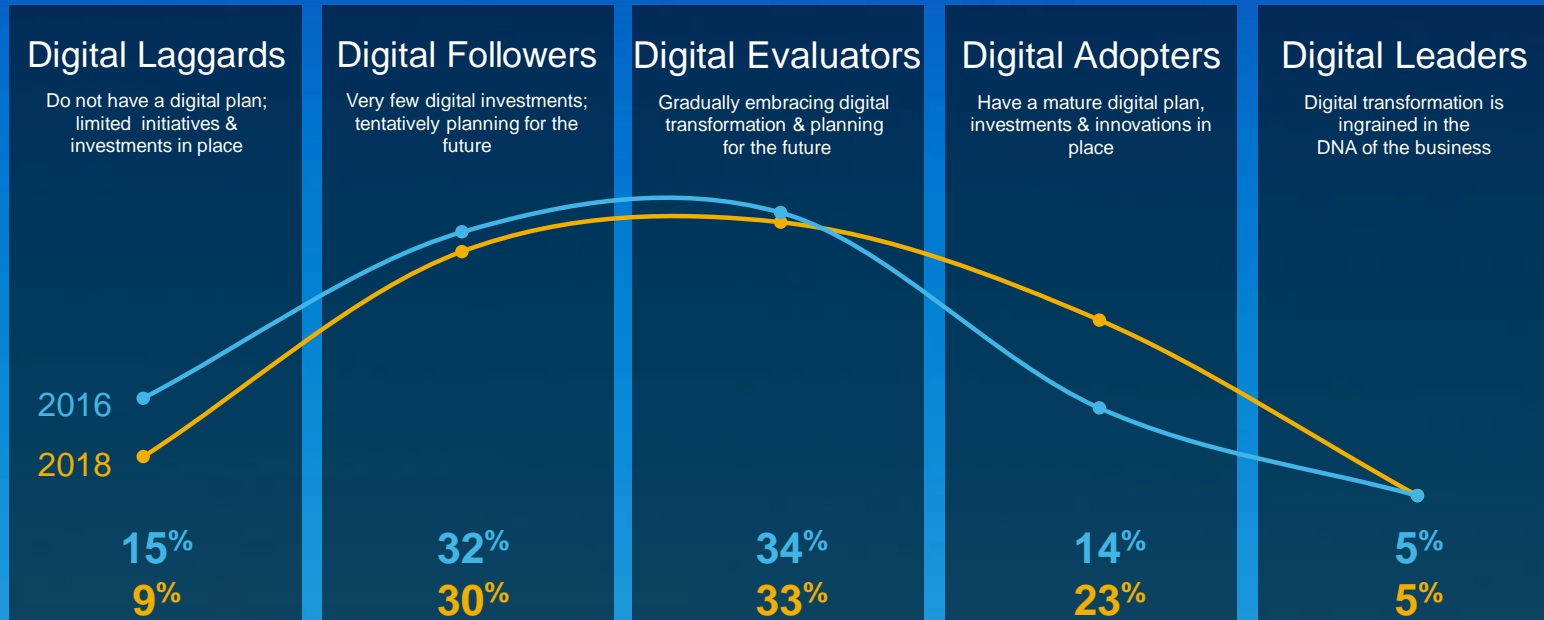
data in 2018



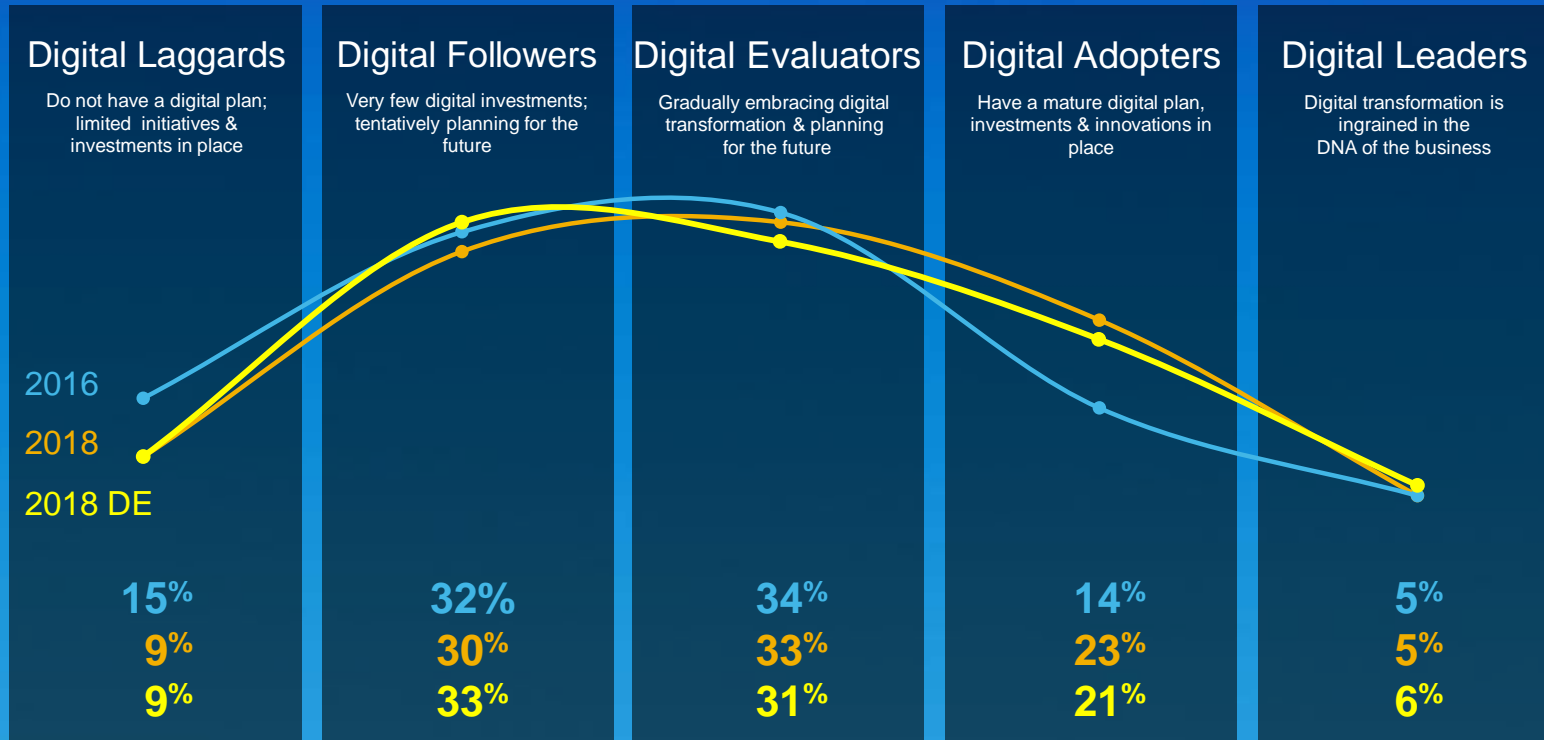
How ready is your organization?



How ready is your organization?



How ready is your organization?



Every organization needs to be a **digital** organization,
powered by data, running in a multi-cloud world.



IT
transformation



WORKFORCE
transformation



SECURITY
transformation



APPLICATION
transformation



DELL EMC

Pivotal.

RSA

Secureworks

virtustream.

vmware



IT
transformation



Modern service delivery



Modern and consistent operations



Modern infrastructure



IT
transformation



Servers & Networking



Storage



CI & HCI



Data Protection



Next-
Generation
Media



Multi-
Dimension
al Scale



Software-Defined
Architectures



Hybrid, Multi-
Cloud



Security & Data
Protection

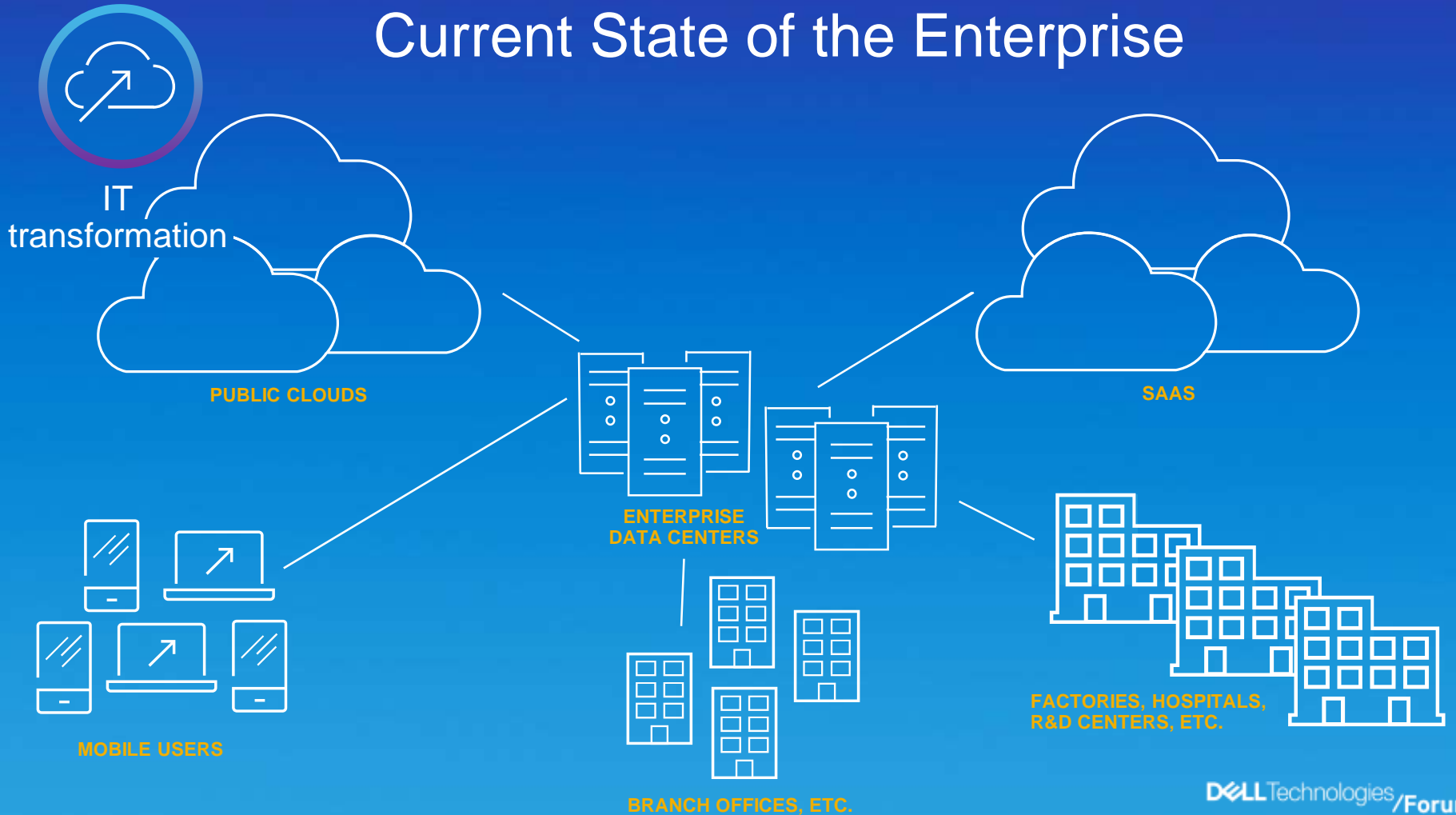


AI/ML

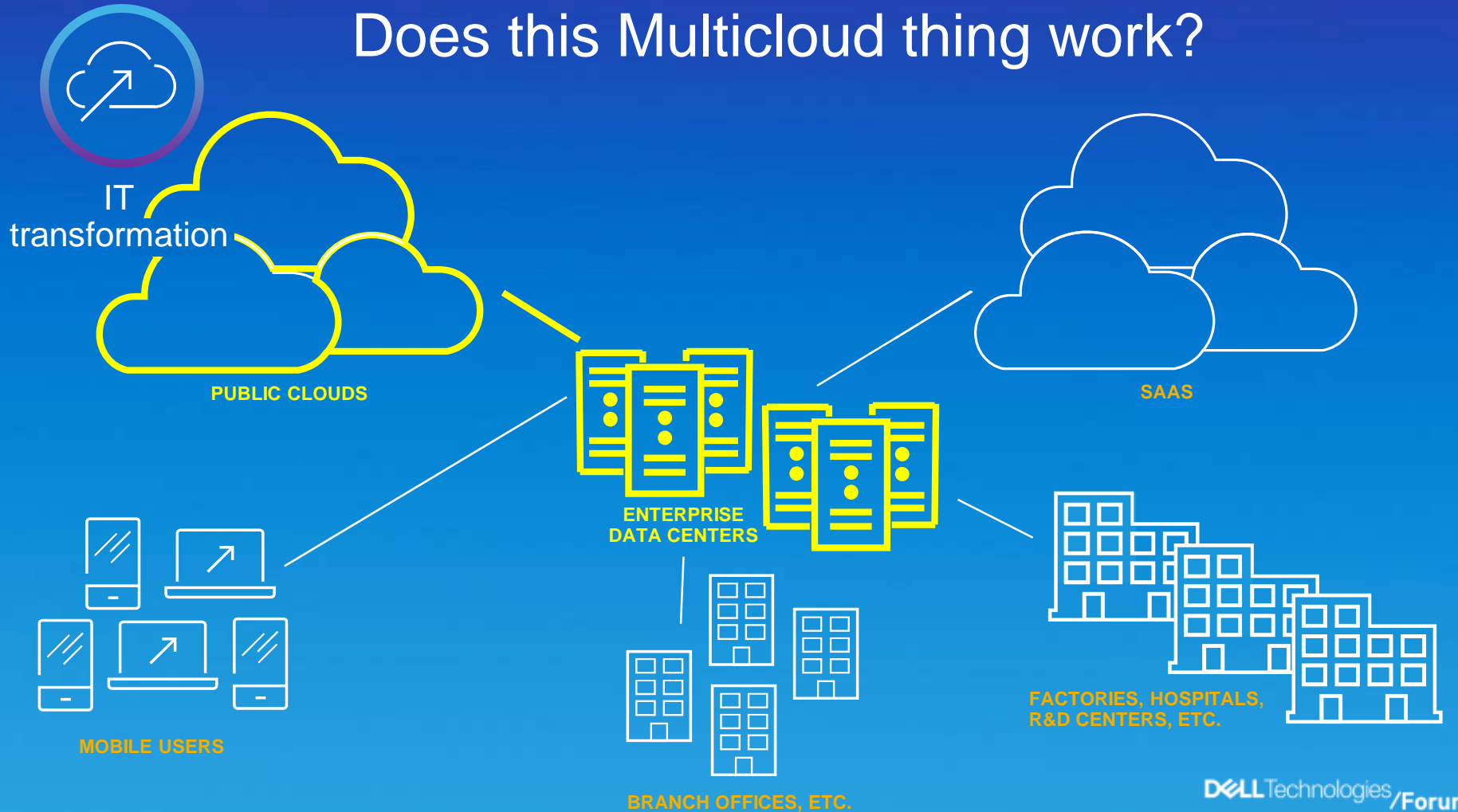
**WHAT
IS
MISSING?**



Current State of the Enterprise



Does this Multicloud thing work?



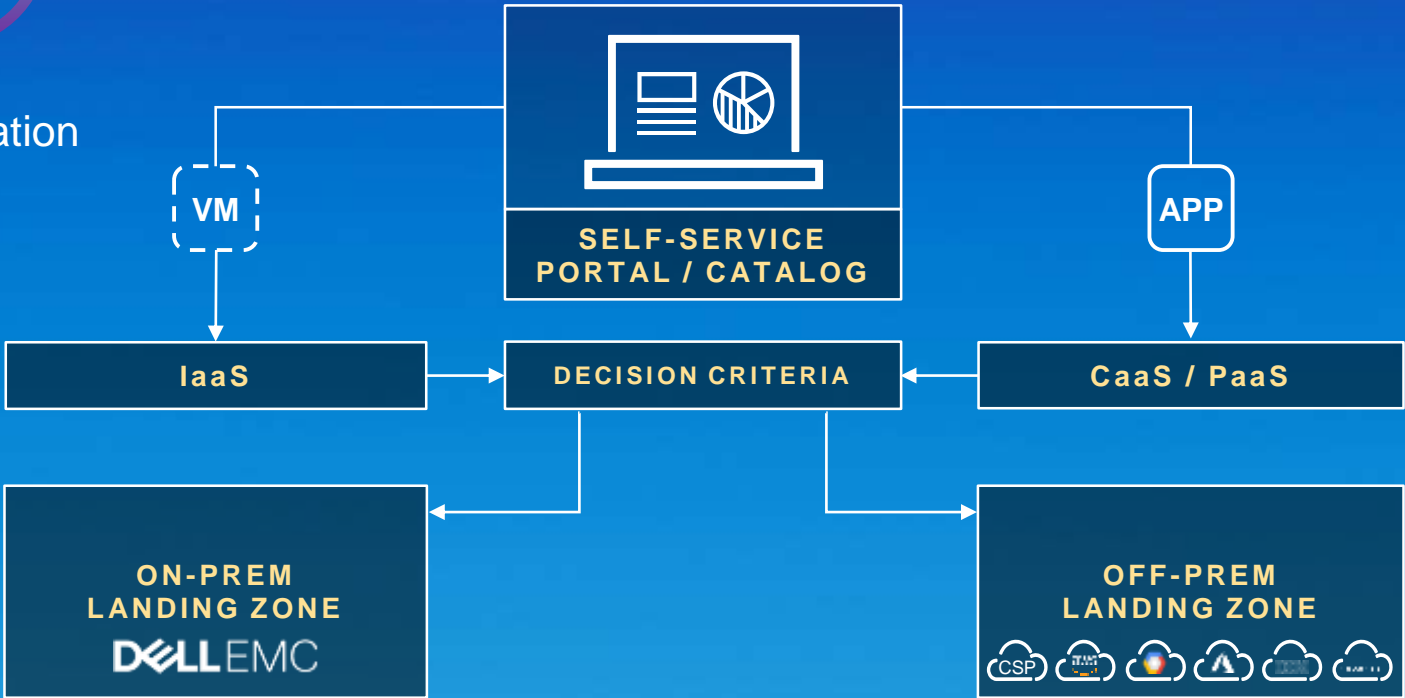
The background of the slide is a reproduction of the painting 'The Scream' by Edvard Munch. It depicts a figure in the foreground with a pale, yellowish face and an open mouth, appearing to be in a state of intense emotional distress or agony. The figure is standing on a bridge with a railing, and the background shows a turbulent, swirling sea and a dark, stormy sky. The overall mood is one of profound suffering and mental anguish.

Multi-
cloud?

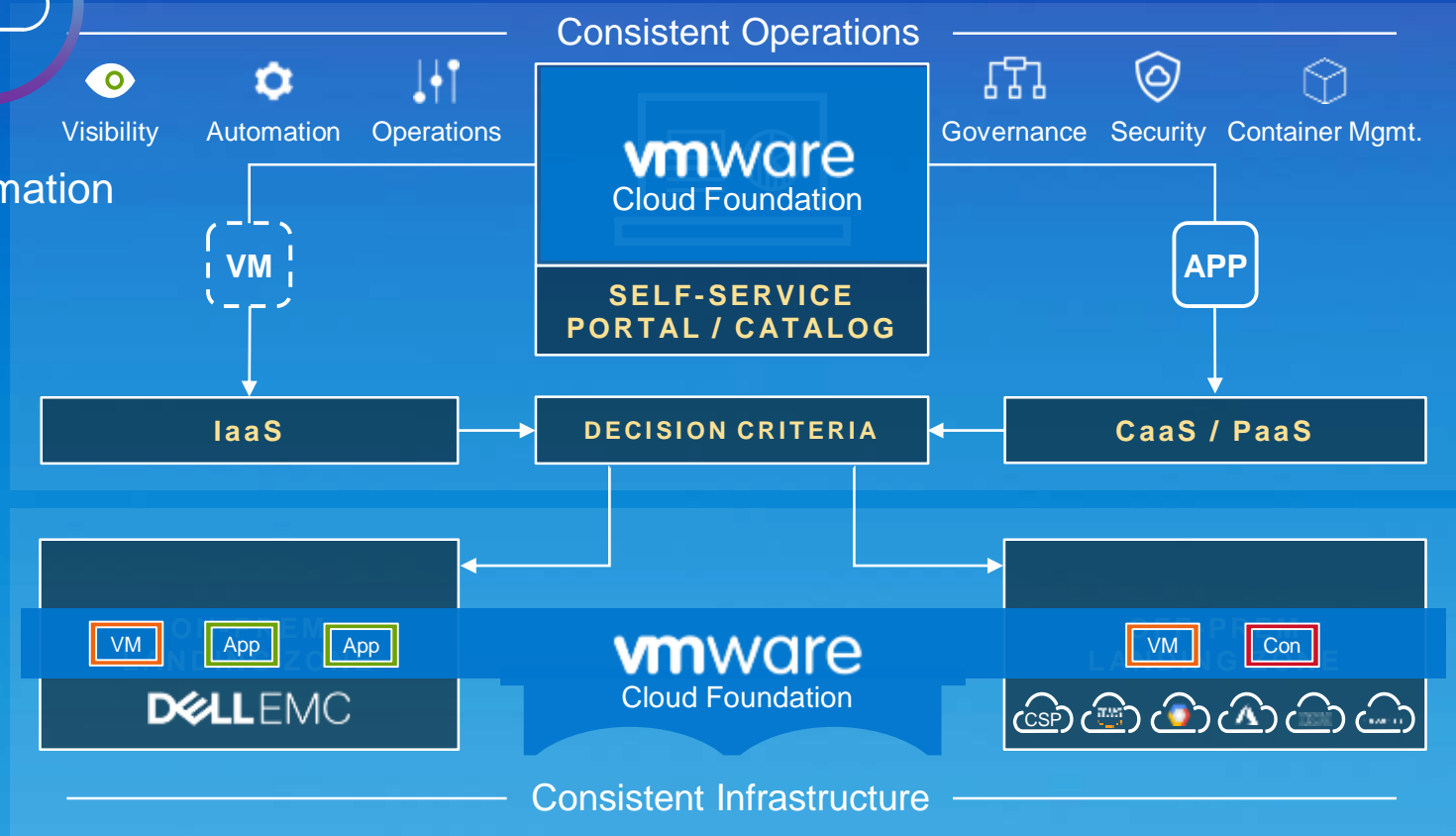
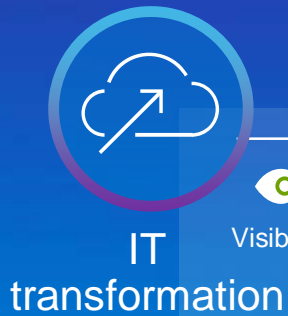
Dell Technologies Cloud



IT
transformation



Dell Technologies Cloud







WORKFORCE
transformation



Trusted, transparent and innovative security



Integrated & intelligent modern management



Smarter, faster & inspired user experiences



WORKFORCE transformation

From One Device to a Unified Workspace



2

Modern Operations

1 Modern Devices



3

AAS

144

Awards, Honors, & Inclusions





APPLICATION
transformation



Minimize application delivery risk



Streamline application operations



Accelerate software innovation

How change events impact cloud adoption

Applications experience
change events




Multiple options to
manage these changes

 **Repurchase**
Transition to SaaS

 **Rewrite**
Build new

 **Re-platform**
Containerize

 **Rehost**
Lift and shift

 **Retain**
No change

 **Retire**
Decommission

IT must determine how to
“catch” these workloads



SaaS



Public Cloud

Private Cloud

PaaS
CaaS
IaaS



Virtual Environment



Physical Environment



SECURITY
transformation



Empower people



Simplify security



Embrace risk



From Security Today

SECURITY transformation



INTRINSIC SECURITY VIA VIRTUAL SERVICES



DZ Bank Group Worldwide Rollout BCM across a Banking Group (with RSA Archer GRC)

- Manage all Business Continue Plans at DZ Bank and „Genossenschaftliche Finanzgruppe der Volksbanken/ Raiffeisenbanken
- Visualize internal and external Risk
- Manage Compliance and Governance

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vmware

The Dell Digital Way

Dell IT practitioners sharing **expert knowledge** and **best practices** to help customers create world class experiences & accelerate their business outcomes

Executive Briefings

CIO to CIO sharing of Transformation best practices and strategic guidance



Best Practice Sharing

On infrastructure, end-user experience, next gen apps and multi-cloud



IT Peer Engagement

For collaboration, insight and guidance

THANK YOU

DELL Technologies



DELL EMC

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