Changing needs of workloads are driving cloud strategies

Cloud strategies must match the needs of each workload

<table>
<thead>
<tr>
<th>Existing Workloads</th>
<th>Cloud Native Workloads</th>
</tr>
</thead>
<tbody>
<tr>
<td>Modernize</td>
<td>Develop for Cloud</td>
</tr>
<tr>
<td>Optimize workloads using modern infrastructure</td>
<td>New cloud native workload deployed on-prem &amp; IaaS</td>
</tr>
<tr>
<td>Utilize Hybrid Infrastructure</td>
<td>Replace</td>
</tr>
<tr>
<td>Shift portions of multi-tier workload to public cloud</td>
<td>Move to SaaS version of packaged application</td>
</tr>
<tr>
<td>Refactor</td>
<td></td>
</tr>
<tr>
<td>Modify workload, new environment, on-prem or in the cloud</td>
<td></td>
</tr>
</tbody>
</table>
Organizations require multiple clouds

EXPECTATION

REALITY

Operating in multiple clouds leads to organizational complexity

- Complex Workload Migrations
- Operational Silos
- Disparate M&O Tools
- Uncertain Security Postures
- New Skills & Processes
- Inconsistent SLAs

Slowing cloud adoption & limiting its effectiveness
Hybrid cloud provides a simpler path

Private Cloud      |      Public Cloud      |      Edge

Consistent Infrastructure      |      Consistent Operations
Introducing the Dell Technologies Cloud

ONE cloud strategy…
Two leaders ….

#1 Global Provider of Cloud Systems Management Software¹
#1 Global Provider of Hyperconverged Infrastructure Software³

#1 Globally in Cloud IT Infrastructure Revenue²

¹ IDC Worldwide Quarterly Cloud System Management Software Market Shares September 2018 – Doc #US44282218
² IDC Worldwide Quarterly Cloud IT Infrastructure Tracker, March 2019
³ IDC Worldwide Hyperconverged Infrastructure Software, Apr 2019
One cloud experience

Private Cloud

Edge Cloud

Public Cloud
Dell Technologies Cloud

The complete portfolio for the Hybrid Cloud Journey

Consistent Value Added Services

Consistent Operations
Automation and Operations • Across Clouds

Consistent Infrastructure
VM Infrastructure • Container Infrastructure • Systems Infrastructure
Introducing Dell Technologies Cloud

Platforms (Customer Managed)

Data Center-As-A-Service (fully managed)

Common operating experience for all your clouds

VMware Cloud on Dell EMC
Available Now: Dell Technologies Cloud Platforms

Jointly engineered to be the simplest and fastest hybrid cloud to deploy

Full stack integration
Available single-vendor support
Automated lifecycle management
Frictionless path to public cloud
Network flexibility
Dell Technologies Cloud Data Center-as-a-Service

Introducing VMware Cloud on Dell EMC

• Deliver cloud model to core Data Center and edge locations
• Fully managed by Dell Technologies and VMware
• Hybrid cloud control plane to provision and monitor resources
• Monthly subscription model

Available H2 2019
The value of Dell Technologies Cloud

- Increase business agility
- Accelerate time-to-market
- Improve cloud economics
- Reduce business risk
Dell Technologies Cloud TCO Savings vs Native Public Cloud

Consistent Hybrid Cloud delivers up to 47% lower TCO than Native Public Cloud

IDC study finds lack of consistency increases complexity of deployments across cloud platforms adding to management and manpower costs and higher TCO.

Both are built on the same baseline infrastructure requirement comprising of, 1500 VMs, with 12TB of aggregate customer usable RAM and 75TB of customer usable SSD storage across all VMs. Each VM consists of 2 vCPUs and 8GB of RAM, and the target vCPU to physical core ratio is 10%.
Consistent cloud economics in your data center

Align consumption and deployment models with Dell Financial Services flexible consumption

Predictable costs for elastic capacity

Pay as You Grow

Flex on Demand

Datacenter Utility

Use the model that works for you
Dell Technologies Services for Cloud

Align stakeholders and build a roadmap

Applications
Optimize the Portfolio

Infrastructure
Deploy, extend, and run a resilient infrastructure

Validate and develop cloud skills

Operating Model
Create a business-focused cloud model
Getting started with Dell Technologies Cloud

- Modernize existing infrastructure
- Assess workloads for cloud readiness
- Align consumption and deployment models