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Dell Technologies Cloud

Changing needs of workloads are driving cloud strategies

Cloud strategies must match the needs of each workload

Existing Workloads			Cloud Native Workloads	
Modernize	Utilize Hybrid Infrastructure	Refactor	Develop for Cloud	Replace
Optimize workloads using modern infrastructure	Shift portions of multi-tier workload to public cloud	Modify workload, new environment, on-prem or in the cloud	New cloud native workload deployed on-prem & IaaS	Move to SaaS version of packaged application

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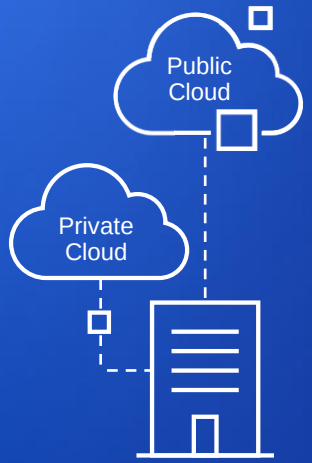
Organizations require multiple clouds

EXPECTATION



REALITY

93%[1]

of customers will deploy workloads across two or more clouds[1]

[1] IDC White Paper, sponsored by Cisco, Adopting Multicloud — A Fact-Based Blueprint for Reducing Enterprise Business Risks, June 2018.

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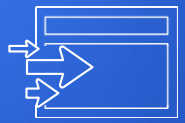
Operating in multiple clouds leads to organizational complexity



Complex Workload Migrations

Operational Silos

Disparate M&O Tools

Uncertain Security Postures

New Skills & Processes

Inconsistent SLAs

Slowing cloud adoption & limiting its effectiveness

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Hybrid cloud provides a simpler path

Private Cloud

Public Cloud

Edge

Consistent Infrastructure | Consistent Operations

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Introducing the Dell Technologies Cloud

#1 Global Provider of Cloud Systems Management Software[1]
#1 Global Provider of Hyperconverged Infrastructure Software[3]

#1 Globally in Cloud IT Infrastructure Revenue[2]

ONE cloud strategy… Two leaders ….

[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

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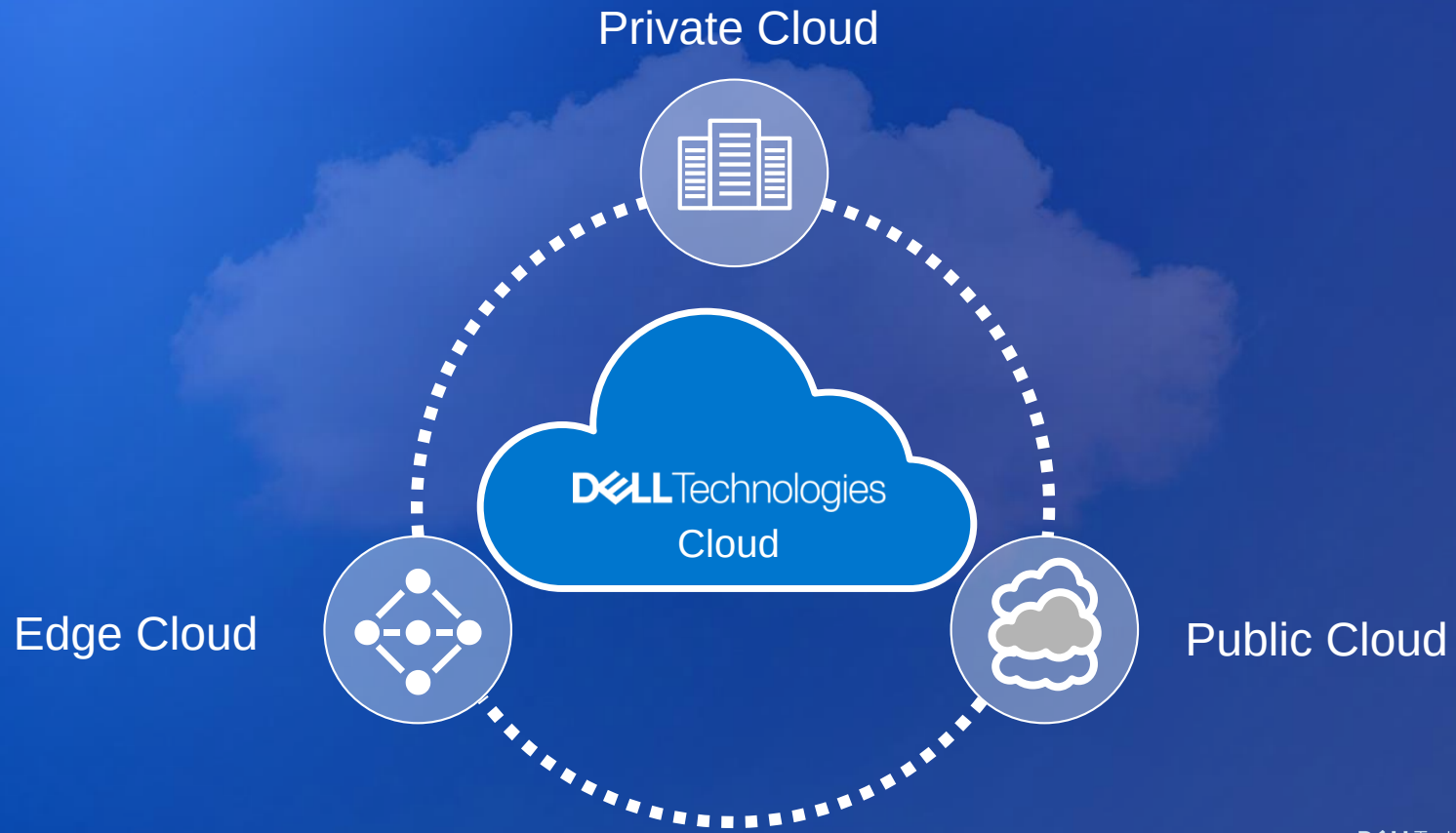
One cloud experience



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Dell Technologies Cloud

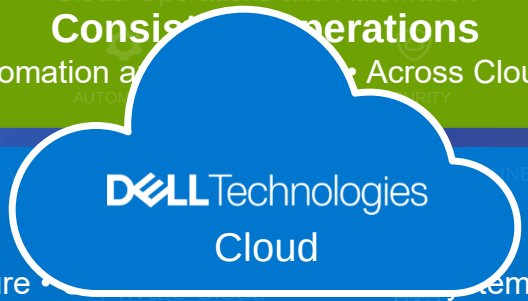
The complete portfolio for the Hybrid Cloud Journey

Consistent Value Added Services

Cloud Operations and Automation

Consis[illegible]perations

Automation a[illegible] Across Clouds



VM Infrastructure • [illegible] [illegible]ems Infrastructure

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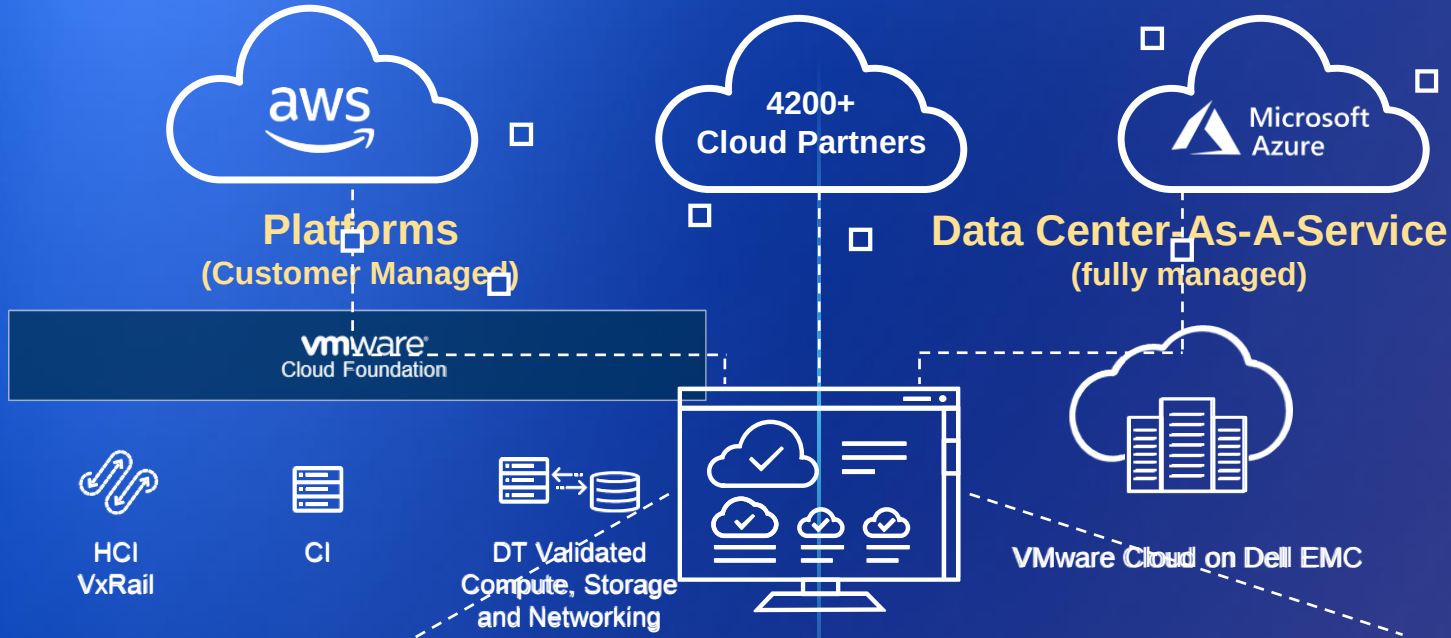
Introducing Dell Technologies Cloud



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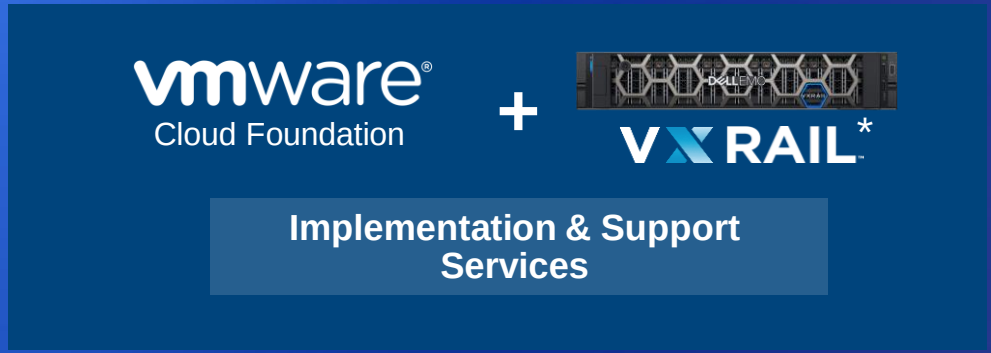
Available Now: Dell Technologies Cloud Platforms

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



Full stack integration

ONE

Available single-vendor support

Automated lifecycle management

Frictionless path to public cloud

Network flexibility

*Powered by Intel® Xeon® Scalable Processors

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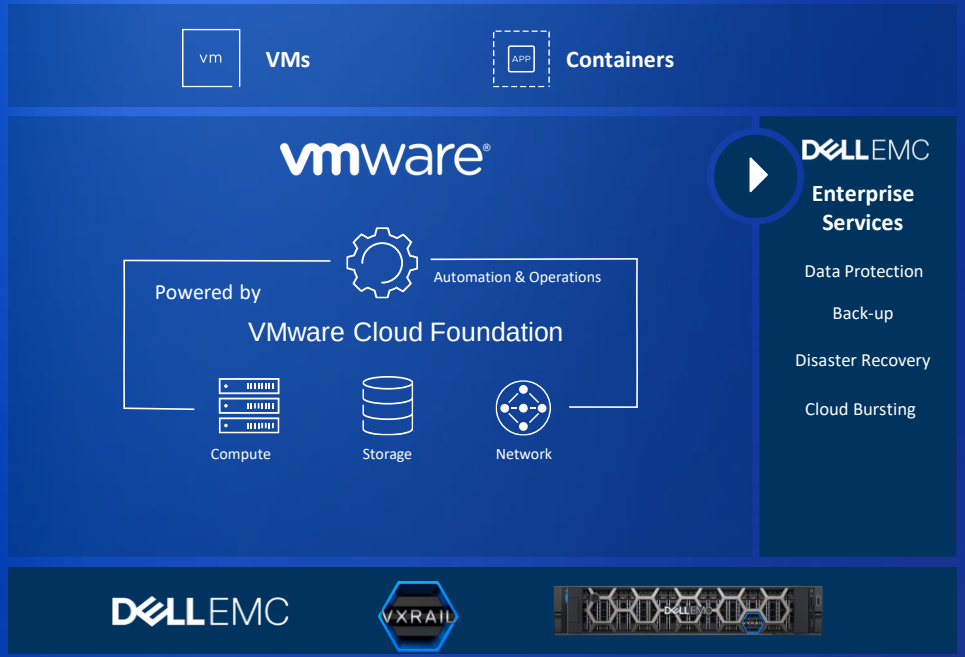
Dell Technologies Cloud Data Center-as-a-Service

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

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The value of Dell Technologies Cloud

Increase
business agility

Accelerate
time-to-market

Improve
cloud economics

Reduce
business risk

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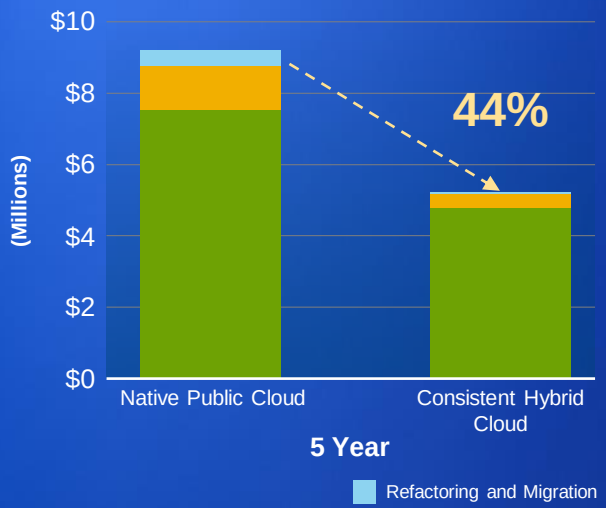
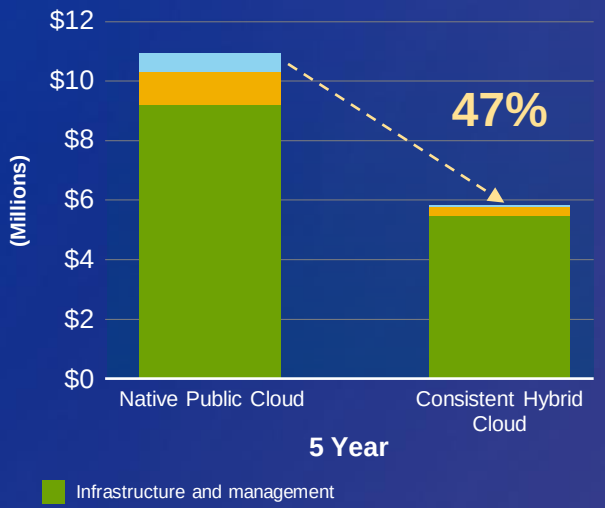
Dell Technologies Cloud TCO Savings vs Native Public Cloud

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

Scale out VDI workload bursting to Public Cloud



Traditional Mixed IT Workload with DR in Public Cloud



Refactoring and Migration | Operations and training | Infrastructure and management

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

Source: IDC Study IDC White Paper, sponsored by Dell, 'Benefits of the Consistent Hybrid Cloud: A Total Cost of Ownership (TCO) Analysis of the Dell Technologies Cloud', April 2019 Cost benefits of the Consistent Hybrid Cloud: A Cost Benefits Analysis of the Dell Technologies Cloud
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%.

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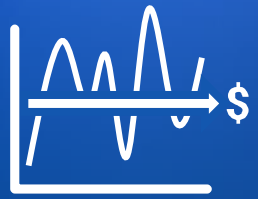
Consistent cloud economics in your data center

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

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Dell Technologies Services for Cloud

Align stakeholders and build a roadmap

Applications

Optimize the Portfolio

Infrastructure

Deploy, extend, and run a resilient infrastructure

Operating Model

Create a business-focused cloud model

Validate and develop cloud skills

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Getting started with Dell Technologies Cloud

Modernize existing infrastructure

Assess workloads for cloud readiness

Align consumption and deployment models

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Pivotal
RSA
Secureworks
virtustream
vmware