Dell Technologies Cloud: Cloud Without the Chaos

Ronnie Ng
Senior Director, South Asia Presales
Dell Technologies
Technology is changing every industry

THE ECONOMY IS GOING DIGITAL

Global GDP

60% by 2022¹

DATA

SOFTWARE

Success means delivering digital services, powered by data.
Running in a multi-cloud world.

Cloud is not a destination, it's an operating model

<table>
<thead>
<tr>
<th>Laws of physics</th>
<th>Laws of economics</th>
<th>Laws of the land</th>
</tr>
</thead>
<tbody>
<tr>
<td>92%</td>
<td>83%</td>
<td></td>
</tr>
<tr>
<td>Have cloud strategies inclusive of on premises data centers</td>
<td>Value consistency of infrastructure from data center to cloud</td>
<td></td>
</tr>
</tbody>
</table>

The Future isn’t Public or Private. It’s Both.

---

1. ESG Research Hybrid Cloud Tipping Point, June, 2018
2. VMware Cloud Market Study, January 2018
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</td>
<td>Replace</td>
</tr>
<tr>
<td>using modern</td>
<td></td>
</tr>
<tr>
<td>infrastructure</td>
<td></td>
</tr>
<tr>
<td>Utilize Hybrid</td>
<td></td>
</tr>
<tr>
<td>Infrastructure</td>
<td></td>
</tr>
<tr>
<td>Refactor</td>
<td></td>
</tr>
<tr>
<td>Shift portions of</td>
<td>Move to SaaS version</td>
</tr>
<tr>
<td>multi-tier workload</td>
<td></td>
</tr>
<tr>
<td>to public cloud</td>
<td>of packaged application</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>Modify workload,</td>
<td></td>
</tr>
<tr>
<td>new environment,</td>
<td></td>
</tr>
<tr>
<td>on-prem or in the</td>
<td></td>
</tr>
<tr>
<td>cloud</td>
<td></td>
</tr>
<tr>
<td>New cloud native</td>
<td></td>
</tr>
<tr>
<td>workload deployed</td>
<td></td>
</tr>
<tr>
<td>on-prem &amp; IaaS</td>
<td></td>
</tr>
</tbody>
</table>

Optimize workloads using modern infrastructure.
Various factors lead to cloud proliferation in organizations

- Public Cloud
  - Unique Vendor Services
  - Risk Mitigation
- Public Cloud
  - Mergers & Acquisitions
- Public Cloud
  - Shadow IT
- Private Cloud
… and that creates complexity

Management and Operational Silos

Public Cloud → Public Cloud → Public Cloud → Public Cloud

Private Cloud
... and that creates complexity

Management and Operational Silos

Complex Workload Migrations

Private Cloud

Public Cloud
... and that creates complexity

Management and Operational Silos
Complex Workload Migrations
New Skills & Processes

Public Cloud
Public Cloud
Public Cloud
Public Cloud

Private Cloud
APP
APP
APP
APP

… and that creates complexity
Management and Operational Silos
Complex Workload Migrations
New Skills & Processes
Uncertain Security Postures

... and that creates complexity
Consistent hybrid cloud can address these issues

- Consistent management and operations
- Radically Simplified Workload Migrations
- Leverage Existing Skills and Processes
- End-to-End Security Built In
Introducing the Dell Technologies Cloud

Two leaders

ONE cloud experience
One cloud experience

Private Cloud

CONSISTENT:
- Services
- Operations
- Infrastructure

Edge Cloud

Public Cloud
Dell Technologies Cloud

• The complete portfolio for the Hybrid Cloud Journey
One cloud experience with consistency and choice

Dell Technologies Cloud

Dell Technologies
Infrastructure

vmware
Cloud Foundation

aws
Microsoft Azure

Google Cloud

4200+
Cloud Partners

Dell Technologies
Partner Clouds
Ways to consume Dell Technologies Cloud

**TURNKEY**
- HCI

**FLEXIBILITY**
- Best-of-breed storage, compute, and networking

**FULLY MANAGED**
- VMware Cloud on Dell EMC
- DATA CENTER-AS-A-SERVICE

**PARTNER CLOUDS**
- aws
- Microsoft Azure
- Google Cloud
- 4200+ Cloud Partners
Dell Technologies Cloud Platforms

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

ONE

Full stack integration  Available single-vendor support  Automated lifecycle management  Frictionless path to public cloud  Network flexibility

*Powered by Intel® Xeon® Scalable Processors
Dell Technologies Cloud Supports VMware PKS

The fastest path to secure, consistent enterprise-grade Kubernetes

<table>
<thead>
<tr>
<th>Empower developers</th>
<th>Faster time to production</th>
<th>Automated Kubernetes workload deployment on VMware Cloud Foundation with VxRail</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foster operational freedom</td>
<td>Single, consistent platform for any app</td>
<td>Full stack integration for infrastructure, hybrid cloud, and container workloads with intrinsic security</td>
</tr>
<tr>
<td>Evolve predictably</td>
<td>Trusted, mature cloud-native architecture</td>
<td>PaaS-ready based on Pivotal, VMware &amp; Dell EMC, adopted by some of the largest organizations</td>
</tr>
</tbody>
</table>

Dell Technologies Cloud Platform

- Traditional Workloads
- Cloud Native Workloads
- VMware PKS
- Cloud Foundation
The value of Dell Technologies Cloud

- Increase business agility
- Accelerate time-to-market
- Improve cloud economics
- Reduce business risk
How can we help?
Dell Technologies can help with your cloud journey

**DISCOVER**

Your business priorities and existing environment

**ANALYZE**

Existing infrastructure and application cloud suitability

**DESIGN**

Build out cloud strategy and define infrastructure