

DELL Technologies / Forum

REAL TRANSFORMATION

GLOBAL SPONSORS



DELLTechnologies /Forum

Converged and Hyperconverged Infrastructure

David Baker - Advisory Systems Engineer – Dell Technologies

Scott Kennedy - Regional Offering Leader ANZ - Cloud, Platform
and ITO – DXC

CI and HCI: any workload, any industry

“Applications are faster with Dell EMC VxRail. That means we can help people make reservations, check in and pay for services quicker.”

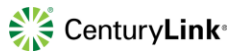
- Chris Stanley, IT Manager
Celtic Manor Resort

“By using the VxBlock System to transform our data center, we now have the ability to deploy solutions in hours as opposed to weeks.”

- Ryan Deppe, Network Operations Supervisor
Cianbro Corporation

“The system manages storage and capacity itself, which allows my team to focus on more strategic activities. We’re delivering better value.”

- Paul Bunker, Business Systems & ICT
Melbourne Airport



Converged Infrastructure

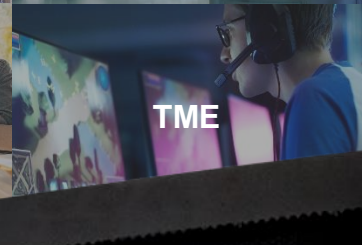
VxBlock for Mission Critical Cloud

~ 4,500
systems installed worldwide

SAMPLE HIGH VALUE WORKLOADS



PROVEN LEADERSHIP





DELL EMC

VxBlock 1000

Turnkey system for high value workload consolidation
built on powerful Dell EMC storage and data protection

HIGH VALUE WORKLOADS

Consolidate, optimize
& protect



CLOUD OPERATIONS

Automate &
proactively manage



LIFE CYCLE MANAGEMENT

Simplify &
lower risk



Consolidate, optimize & protect high value workloads

99%

Less unplanned
downtime*

*Compared to traditional 3-tier system management,
Source: IDC whitepaper sponsored by Dell EMC, "[The Business Value of Modernizing Mission-Critical Applications with Dell EMC VxBlock Systems](#)", October 2017. Actual results may vary.



A fast and trusted way to modernize IT

Flexibility

- Choose the right mix of resources and data services based on application needs

Efficiency

- Maximize utilisation and eliminate stranded capacity with flexible resource pools

Choice

- Select from industry-leading Dell EMC storage and data protection technology



Automate & proactively manage

66%

more efficient
IT operations*

Source: Based on the IDC whitepaper sponsored by Dell EMC, "The Business Value of Modernizing Mission-Critical Applications with Dell EMC VxBlock Systems, October 2017. Actual results may vary.



Automate the entire stack with **VxBlock Central** and **VMware vRealize**

Awareness

- Monitors overall status of system
- Real-time alerts simplify troubleshooting & lifecycle management

Automation

- Engineered workflow for vRealize Orchestrator
- Workflow automation reduces daily tasks

Analytics

- Delivers system metrics to vRealize Operations (vROps)
- Proactive performance and capacity management

Simplify & lower risk with life-cycle management






6x

Faster upgrades and patches*

*Compared to traditional 3-tier system management, Source: ESG sponsored by Dell EMC, "Simplifying IT Infrastructure Upgrades with Dell EMC Converged Infrastructure Systems and Vision Intelligent Operations Software, 2018." Results may vary.



Turnkey infrastructure created, managed, supported & sustained as one

 Engineered	Engineered according to your needs
 Manufactured	Built in ISO-certified factory
 Managed	Centralized management
 Supported	Single call support
 Sustained	Ongoing certified code upgrades

Hyperconverged Infrastructure

Making it real – Dell EMC's HCI portfolio

Powered by Intel® Xeon® Scalable Processors

Dell Technologies

VxRail

vmware

New



vmware

vSAN™

vmware

Cloud Foundation™

Jointly engineered, synchronous full stack integration from edge to core to cloud



vSAN Ready Nodes



Pre-validated & optimised for vSAN

VxFlex

Shared infrastructure



Powered by Intel® Xeon® Scalable Processors

Most flexible and resilient appliances and engineered rack-scale systems

New



VxFlex Ready Nodes



Pre-validated & optimised for VxFlex OS

Fully integrated racks and appliances

Ready Node building blocks

Partner Aligned

Microsoft & Nutanix



Cloud for Microsoft Azure Stack

Consistent Azure experience on-premises

XC Series & XC Core



Based on Nutanix

Azure Stack HCI Ready Nodes*



Pre-validated & optimised for WSSD

*A component of Dell EMC Solutions for Microsoft Azure Stack HCI

© Copyright 2019 Dell Inc.

VXRAIL

FASTEST GROWING HCI SYSTEM¹

Annual
Revenue²

>\$1B

Growth
Rate

178%

of
Customers

4,700+



Powered by Intel® Xeon® Scalable Processors

1. For Q4 2019 year-over-year among TOP 10 product brands. IDC Converged Systems Tracker, Q4-2018, April 2019.

2. On an orders basis.

Introducing VxFlex family – flexibility unleashed

Powered by Intel® Xeon® Scalable Processors



VxFlex OS

Scale-out block storage service to create a scale-out Server SAN or HCI infrastructure

VxFlex Ready Node

Scalable, reliable and highly configurable HCI building block



VxFlex OS GUI, iDRAC, OME, AMS

Manage and monitor node clusters

VxFlex appliance

Summer 2019

Simplified, economic form factor

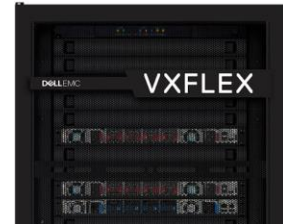


VxFlex Manager

Comprehensive ITOM software

VxFlex integrated rack

The most flexible HCI rack-scale system



Changing needs of workloads are driving cloud strategies

Cloud strategies must match the needs of each workload

Existing Workloads

Cloud Native Workloads



Modernize

Optimize workloads using modern infrastructure



Utilise Hybrid Infrastructure

Shift portions of multi-tier workload to public cloud



Refactor

Modify workload, new environment, on-prem or in the cloud



Develop for Cloud

New cloud native workload deployed on-prem & IaaS



Replace

Move to SaaS version of packaged application

Introducing the Dell Technologies Cloud



#1 Global Provider of Cloud
Systems Management Software¹



#1 Globally in Cloud IT
Infrastructure Revenue²

Two leaders

¹ IDC Worldwide Quarterly Cloud System Management Software Market Shares September 2018 – Doc #US44282218

² DC Worldwide Quarterly Cloud IT Infrastructure Tracker, March 2019

© Copyright 2019 Dell Inc.

Introducing the Dell Technologies Cloud



ONE cloud strategy...

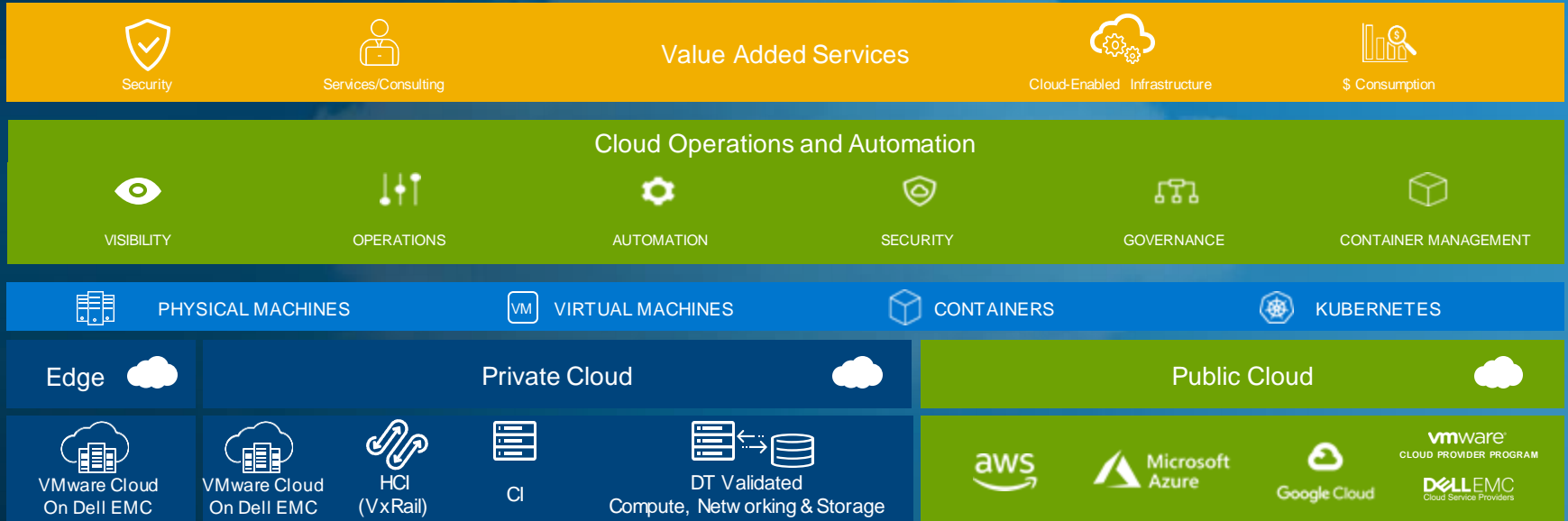
¹ IDC Worldwide Quarterly Cloud System Management Software Market Shares September 2018 – Doc #US44282218

² DC Worldwide Quarterly Cloud IT Infrastructure Tracker, March 2019

© Copyright 2019 Dell Inc.

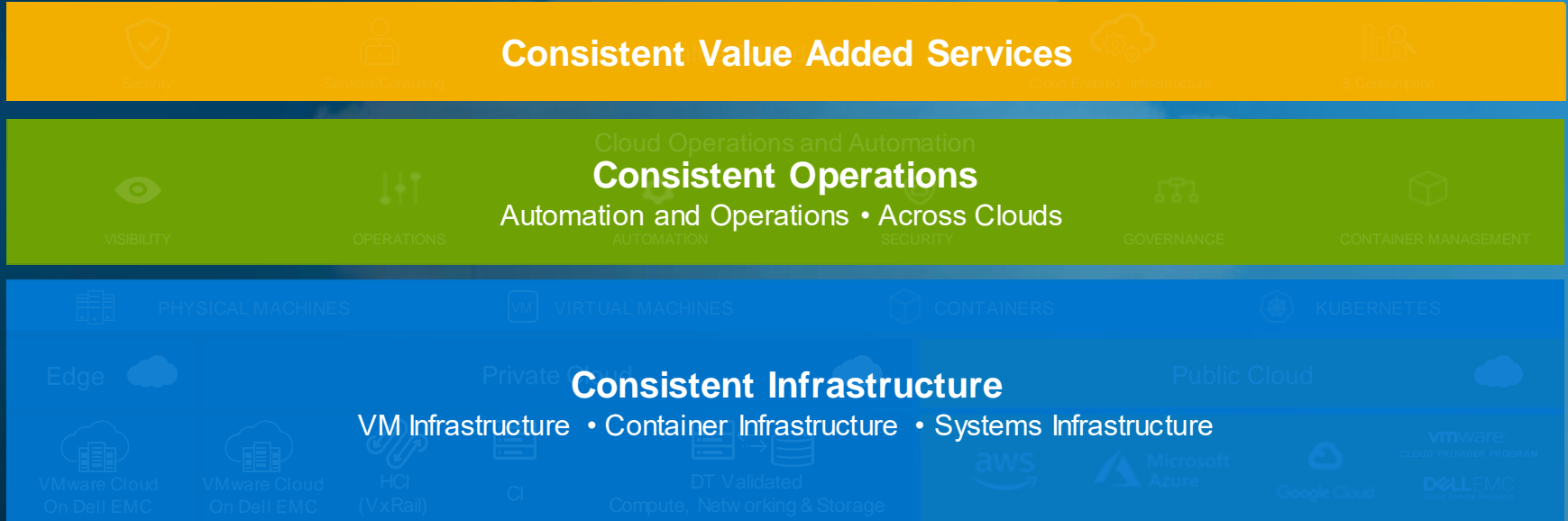
Dell Technologies Cloud

The complete portfolio for the Hybrid Cloud Journey



Dell Technologies Cloud

The complete portfolio for the Hybrid Cloud Journey



VMware Cloud Foundation on Dell EMC VxRail

Flagship Dell Technologies Cloud Platform offering

vmware
Cloud Foundation™

on



Only

VMware Cloud Foundation infrastructure offering with **full stack integration***

Only

Jointly engineered integrated HCI system with VMware Cloud Foundation

*“The integration between VxRail Hyperconverged appliances and Dell EMC/VMware Cloud stack (like **VMware Cloud Foundation**) as a set of integrated software, provides a roadmap for GraceKennedy to **optimally run our business-critical applications** in private and public environments.”*

- Nicole Case, Chief Information Officer, GraceKennedy Financial Group



Full stack integration



Future proof for VMware cloud

ONE

Available single-vendor support



Automated end-to-end lifecycle management



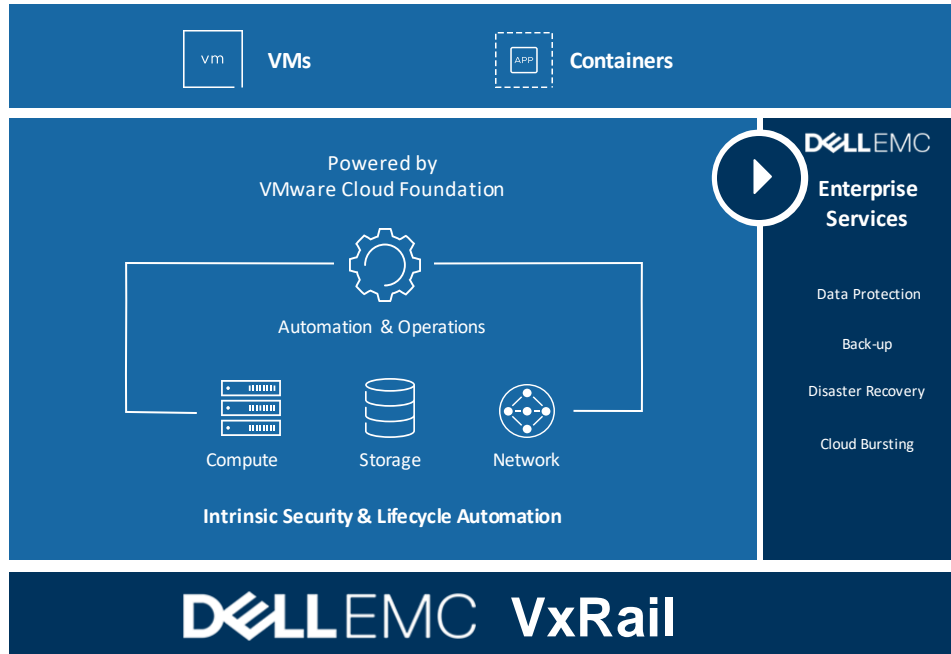
Deployment flexibility

Learn more DellEMC.com/VxRail

*Based on internal analysis in April 2019

Introducing VMware Cloud on Dell EMC

Dell Technologies Cloud Data Center-as-a-Service



- Cloud infrastructure delivered as-a-service on-premises
- Co-engineered and delivered by Dell Technologies; ongoing service fully managed by VMware
- Hybrid control plane to provision and monitor resources
- Built on VxRail – Dell EMC’s enterprise-grade cloud platform
- Monthly subscription model

October 17, 2019

DXC Modern Platform

Modernise and Transform IT with Converged
& Hyper Converged Infrastructure

Agenda

Evolution of agile design for operations

What is DXC's Modern Platform

Putting it into action



All industries evolve

Design for Purpose



Design for Manufacture

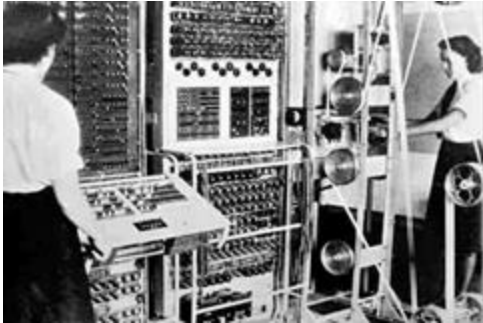


Design for Operations



IT is no different

Design for Purpose



Design for Manufacture

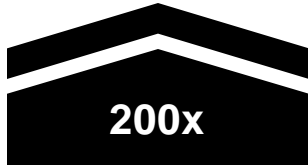


Design for Operations

NETFLIX

Agile, Agile, Agile

High-performing IT organisations report experiencing:



more frequent
deployments



faster recovery
from failures



lower change
failure rate



shorter
lead times

Business Agility

Agile Software Platform

Agile Infrastructure

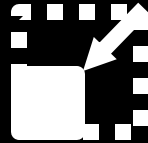
Agile Infrastructure – DXC's Modern Platform



**Partner
Engineered
System**



**Hyper
Converged
Infrastructure**



**Small Entry
Level**



**Value
Optimised
Infrastructure**



**Sales
enablement**

Design for Operations

Better together...

Modern Platform leverages DELL Technologies R&D to:

- Reduce latency and orientates DXC investment into higher order differentiated services
- Implement faster technology adoption with joint GTM cycles, evergreen
- Pre-integration with other DXC platform capabilities such as BCS, Backup and Storage
- Speed to value reduced from months to weeks – DC ready within 45 days
- True scalability from 100 VMs through to rackscale capabilities

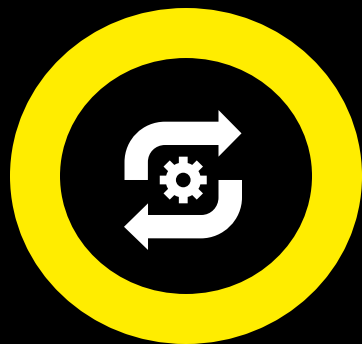
20+ Year
History

30+ Joint
Solutions

10,000 Dell
Certified DXC
Resources

\$1B+ Rev for
Dell Tech

How we help clients transform



Deploy hybrid IT and Cloud at scale

Challenge

A major Australian Insurance organisation had a large, complex and ageing IT environment which grew following acquisitions. They needed to speed up their ability to bring new products and services to market and progressively integrate into the CICD processes.

Outcome

Dell Technologies and DXC, delivered a scalable HCI solution to improve operational efficiency and ensure regulatory compliance, whilst providing the business with a platform to deliver customer focused outcomes enabling them to deploy new capabilities such as big data and analytics, modernise their business applications and a secure and reliable manner.

Major Australian Insurance organisation



What we delivered

- Dell Technologies VSAN ready Nodes delivering over \$16m savings across 5 years
- Scalable platform which supports controlled incremental growth – enabled 20% capacity growth delivered seamlessly
- Leveraging end-to-end VMWare stack with integration into the client's development automation tools
- 1400% reduction in storage costs



How we delivered it

- Enable SDDC - Full abstraction between hardware & software. Software defined Data Centre, easier to automate & orchestrate – leverage CICD pipeline capabilities
- Operational Improvement – All flash have no moving parts, operational reliability is vastly improved and management via existing owned toolsets.
- Extreme Performance – moving to VSAN enables extreme performance in storage