

DELL Technologies / Forum

REAL TRANSFORMATION

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Virtustream – A Dell Technologies Business

An Enterprise-Class Cloud for
Mission-Critical Applications

Dell Technologies

The Only Company That Can Support All Parts of the IT Modernisation Journey

To become the essential infrastructure company – from the edge to the data centre to the cloud – not only for today's applications, but also for the multi-cloud world we're entering

IT
Transformation

Workforce
Transformation

Security
Transformation

Application
Transformation



DELL EMC

Pivotal

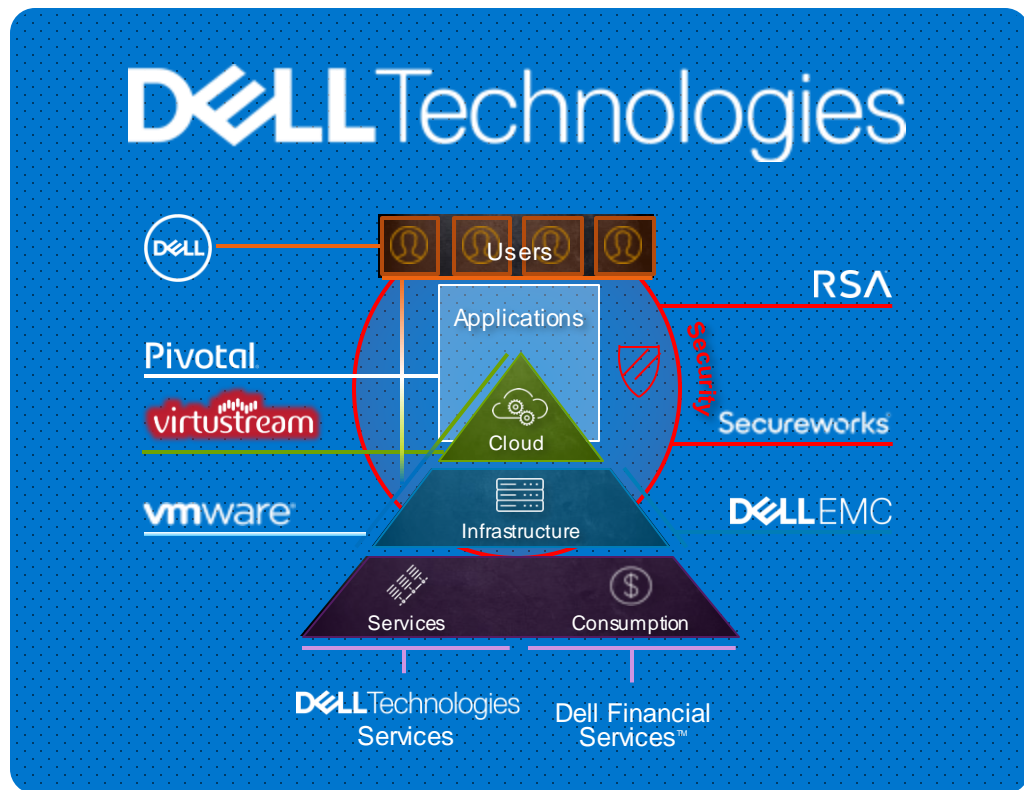
RSA

SecureWorks

virtustream

vmware

The Dell Technologies Advantage

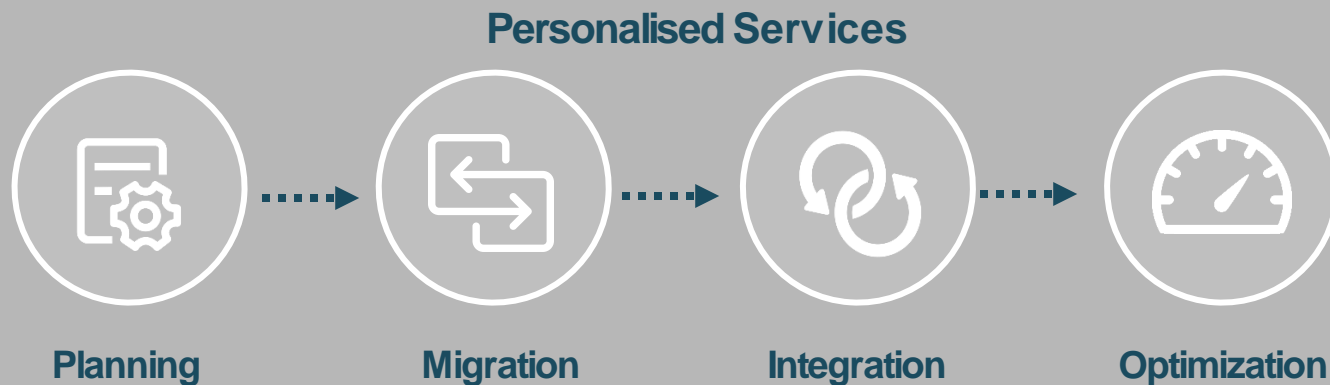


“...it is clearly becoming a multi-cloud world and Dell leads with data integration with Boomi and a **mission critical cloud with Virtustream.**”

- Michael Dell

A Proven Approach for Enterprise Applications

Virtustream takes a proven, comprehensive approach to delivering an end-to-end industrialised process to modernise enterprise applications while delivering highly personalised services.



One hand to shake. Virtustream expertise and services across the infrastructure, operating system, database and application stacks

SAP, Oracle, Healthcare, Disaster Recovery, Backup and Replication

Focused on Mission Critical

Delivering the critical requirements to support mission critical applications:

- Consistent high performance
- Very high availability, with guaranteed service levels
- Secure customer data
- Regulatory compliance certifications
- Geographic scalability
- Affordable economics



“Force-fitting a ‘lift and shift’ approach to migrating some apps, particularly mission critical ones, often results in firms choosing between cost and performance.”

- Lauren Nelson, Forrester Principal Research Analyst

Virtustream Enterprise Cloud

xStream
powered cloud

Built for mission-critical enterprise applications

- Designed for mission-critical, I/O-intensive apps
- Availability* and performance SLAs
- Defense-in-depth security model
- Government and industry specific compliance solutions

Professional and managed services

- Assessment, planning and migration services
- Managed services from infrastructure up to application
- Deep application expertise

xStream cloud management portal

- Greater control and automation
- Usage, SLA and billing reporting

Hybrid cloud deployments

- Virtustream Enterprise Cloud Connector for VMware vRealize Automation
- Federate with global footprint of xStream-powered cloud service providers

***Virtustream is the only cloud provider that delivers both infrastructure (99.999%) and application (99.9%) SLAs. Hyperscalers don't match these (Limited 99.99% availability SLA at infrastructure level only), and often have complex SLAs, roles and responsibilities.**



An Enterprise-Class Cloud Partner

The Cloud Provider of Choice for Mission Critical Applications

- Trusted end-to-end **Mission Critical** cloud partner
- Integrated **One Hand to Shake** execution
- Outstanding personalised **Customer Experience**
- Unparalleled expertise and tailored solutions
- Supported by **Dell Technologies** portfolio of technology leaders

Customer Success – Multi Cloud & Mission Critical

Global Port Operator ANZ hosted Global deployment

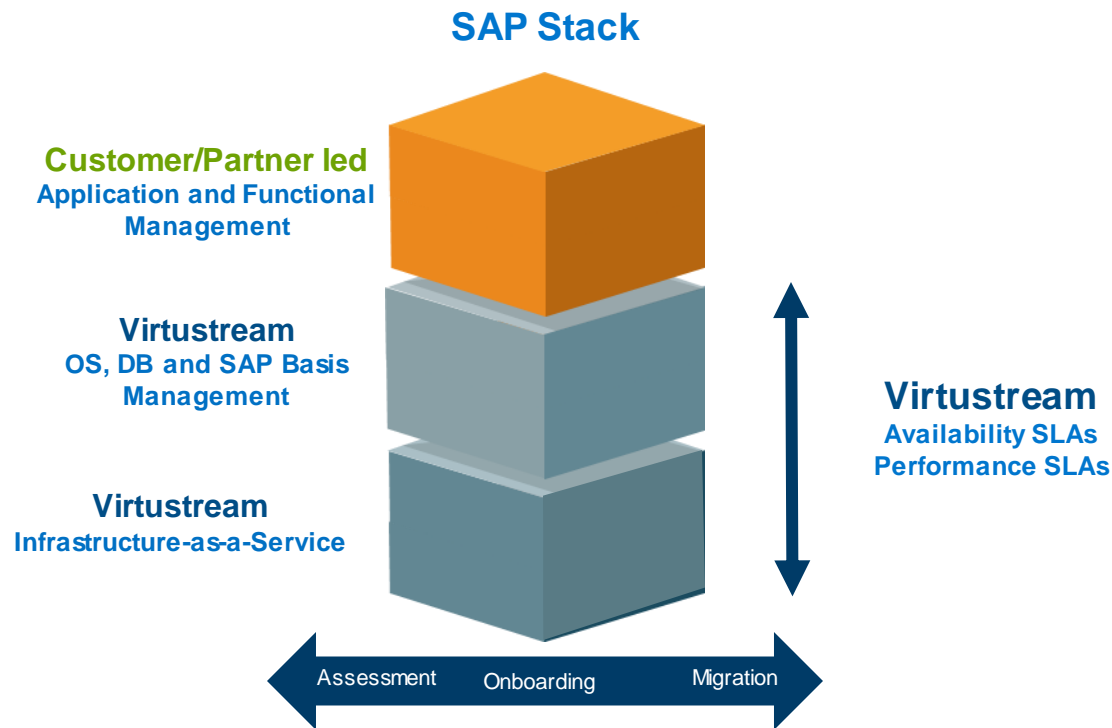
- Global Port Operator with 30+ Shipping terminals in 20 countries
- More than 10,000,000 TEU's handled globally each year
- Large scale SAP migration to the Virtustream Cloud including extensive SDWAN implementation and AD services.
- Reduced the overall cost and burden on their IT team while also improving the performance of their SAP applications and solving challenges with previous shared DC

Dell Technologies delivers multi cloud solution to enable Global Port Operator to scale and improve operational efficiency.



Simplifying the SAP Cloud Journey

Cloud Operating Model for IaaS, OS, DB and SAP Basis



Virtustream’s “single hand to shake” approach delivers the least complexity and highest value, reducing the business risk inherent in operating mission critical applications such as SAP.

- Fully managed, end-to-end solution
- Personalised ‘white glove’ service delivery
- Service tailored to customers’ specific requirements
- Best-in-class migration and customer integration speed and simplicity
- Only cloud provider to deliver both infrastructure and application SLA’s (99.999% / 99.9%)