REAL IZE

GLOBAL SPONSORS

(intel®) ▦ Microsoft

DELLEMC /Forum

DELL EMC VDI Complete Solutions

Accelerate your IT Transformation

Marek Bartyzel
Product Specialist
Dell Cloud client-computing

Kiev, 27.09.2017

GLOBAL SPONSORS

(intel)   ■■ Microsoft

DØLLEMC / Forum

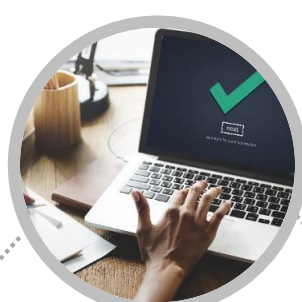# Compute continues to change: Your World Today

>50%

of mid-market companies are using **cloud** models in their business (SaaS).

268 Billion

mobile applications will be downloaded by 2017.

3 Billion

people worldwide now use the Internet, and many access **social media.**

2.5 Quintillion

Bytes of **data** are being created every day. How will you manage that to your benefit?

95%

of cyber attacks originate at the endpoint

$325M

Recorded ransomware payments in the US in 2015.

DELL EMC

The Transformation happens now!

But how do you deliver any desktop or app to any user on any device?

Optimize IT resources
Reduce IT resources, scale and speed deployment

Embrace the Workforce
Enable BYOD, any device / anywhere, enhance user collaboration

Improve security
Control data, recover from disasters, apply policies, comply with regulations, and monitor risk
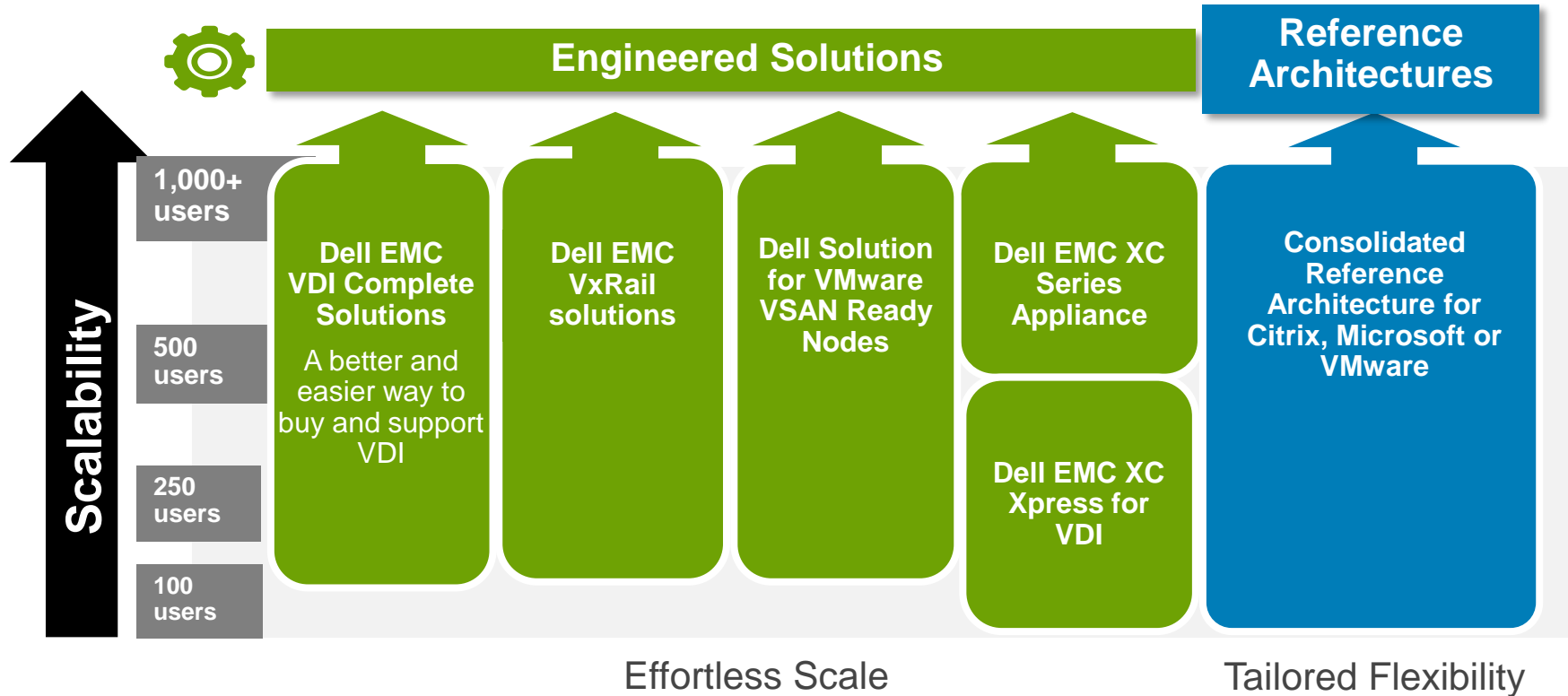
Manage costs
Monitor and optimize total cost of ownership, achieve greater utilization from infrastructure assets, reduce energy use

What is Hyper-converged Infrastructure?

Hyper-converged

Servers
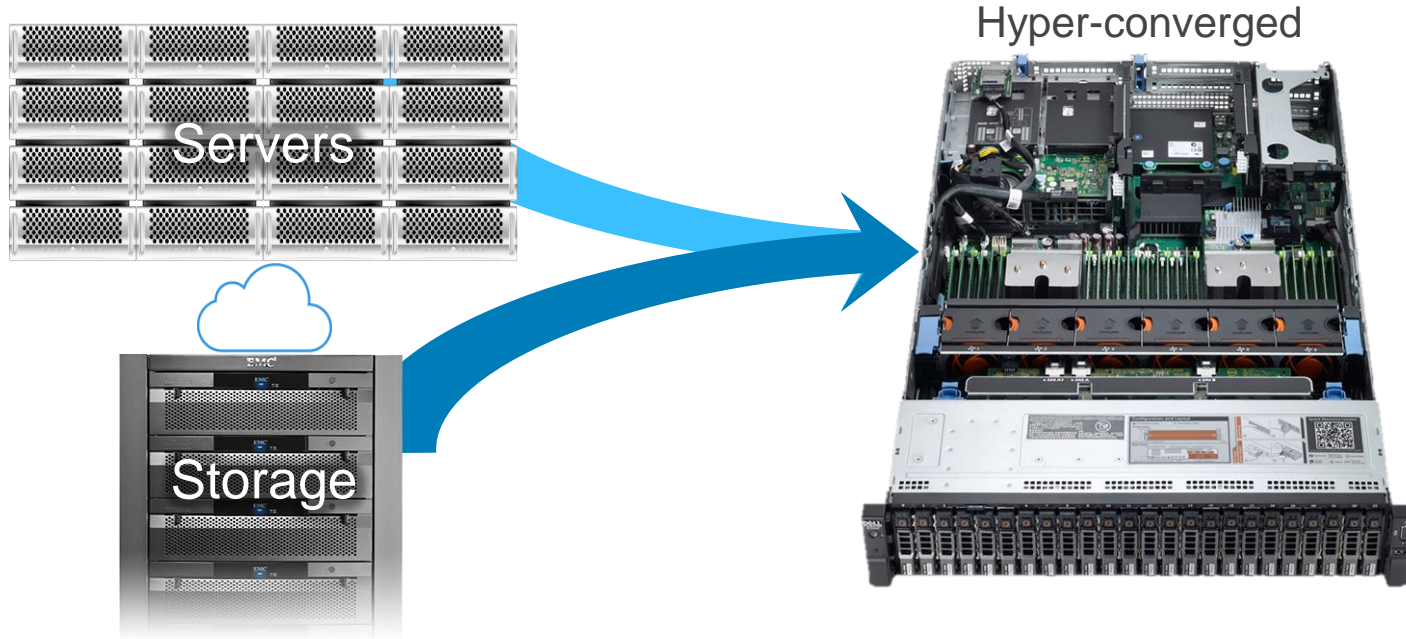
Storage

Hyper-converged infrastructure enables compute, storage and networking functions to be decoupled from the underlying infrastructure and run on a common set of physical resources that are based on industry-standard x86 components.*

*Source: TechTarget

DELL EMC

Most comprehensive portfolio

Engineered Solutions

Reference Architectures

Scalability

1,000+ users

500 users

250 users

100 users

Dell EMC VDI Complete Solutions

A better and easier way to buy and support VDI

Dell EMC VxRail solutions

Dell Solution for VMware VSAN Ready Nodes

Dell EMC XC Series Appliance

Dell EMC XC Xpress for VDI

Consolidated Reference Architecture for Citrix, Microsoft or VMware

Effortless Scale

Tailored Flexibility

DELLEMC

Introducing Dell EMC VDI Complete Solutions

End to end desktop and application virtualization solutions including optional endpoints

Best of breed Dell Technologies portfolio products

Fully optimized and validated complete VDI solutions

One company to call for sales and support

DELLEMC

Infrastructure

vmware®

VM / Desktop and App Virtualization

DELL

Wyse and OptiPlex Endpoints, and Monitors

Industry leading server platforms
Configurable and flexible solutions

VxRail

- Turnkey solution
- Entry level and VDI optimized versions available

vSAN ReadyNode

- Rapid deployment
- Entry level and VDI optimized versions available

Built on Dell EMC PowerEdge Servers

VMware Horizon - the leading choice for VDI

Industry-leading Wyse thin client solutions

Desktop

All-in-One
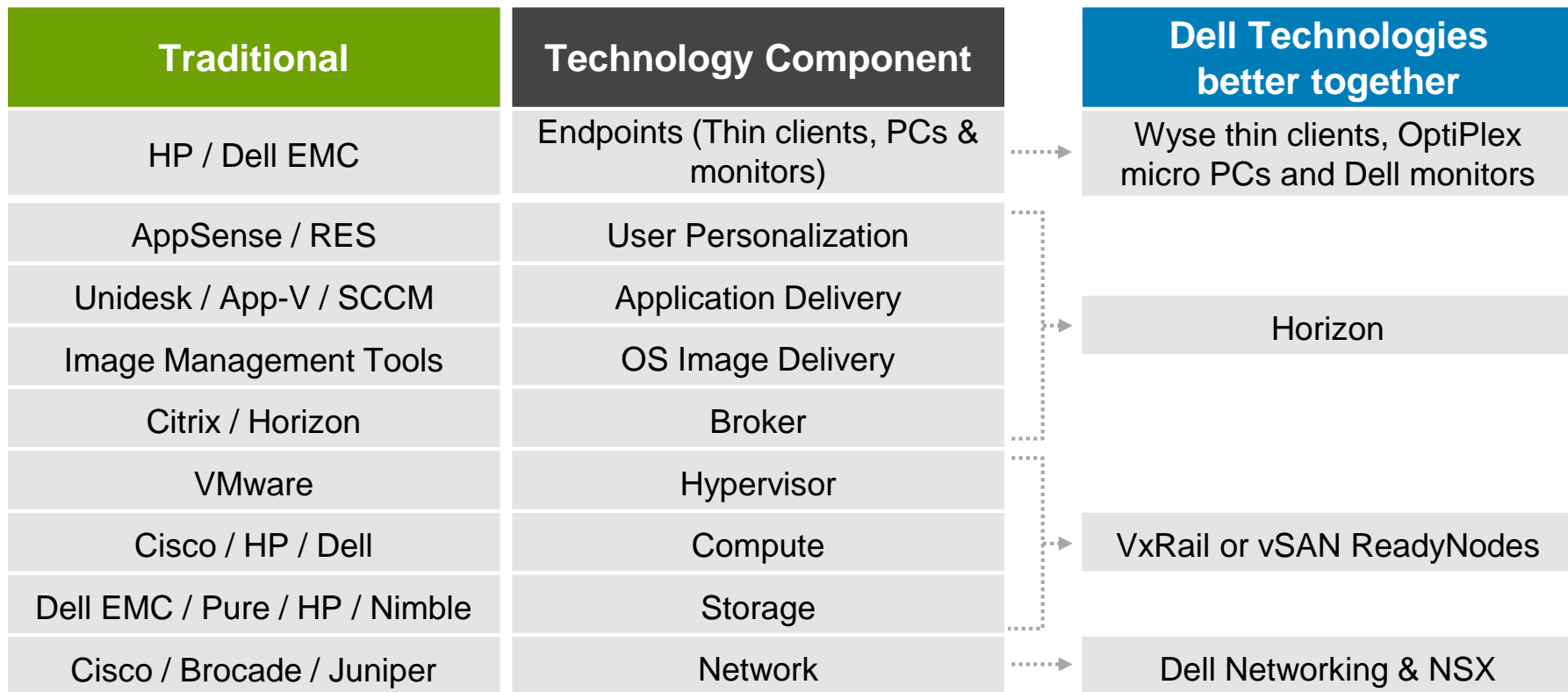
Mobile

Secure

Easy-to-manage

On budget

Performance

DELLEMC

VDI Complete Solutions pricing example

Euro

Configuration	BUILD with Validated Solutions on Dell EMC vSAN ReadyNode		BUY Turn-key Solutions on Dell EMC VxRail		
	Essentials*†	Expanded*	Essentials*	Expanded*	Starter*
	ENTERPRISE/ COMMERCIAL- Large footprint				*SMB- Small footprint*
Hardware	PowerEdge R630 •2 x Intel 2660 processors •384 GB RAM •1 x 800GB SSD •6 x 2TB HDD •3 Nodes •Standard 3 Year Support	PowerEdge R730 •2 x Intel 2698 processors •512 GB RAM •2 x 800GB SSD •12 x 2TB HDD •4 Nodes •Standard 3 Year Support	VxRail E Series •2 x Intel 2660 processors •384 GB RAM •2 x 800GB SSD •4 x 2TB HDD •3 Nodes •Standard 3 Year Support	VxRail V Series •2 x Intel 2698 processors •512 GB RAM •2 x 800GB SSD •6 x 2TB HDD •4 Nodes •Standard 3 Year Support	VxRail E Series •1 x Intel 2609 processors •128 GB RAM •1 x 400GB SSD •2 x 2TB HDD •3 Nodes •Standard 1 Year Support
Horizon Software (Dell OEM Products)	VMware Horizon Advanced Edition •Named user licensing •Standard 3 Year Support	VMware Horizon Enterprise Edition •Named user licensing •Standard 3 Year Support	VMware Horizon Advanced Edition •Named user licensing •Standard 3 Year Support	VMware Horizon Enterprise Edition •Named user licensing •Standard 3 Year Support	VMware Horizon Advanced Edition •Named user licensing •Standard 3 Year Support
Price/ Month** (varies with total # of users)	Starting at €10 per user [price assumes 600 users]	Starting at €14 per user [price assumes 800 users]	Starting at €14 per user [price assumes 600 users]	Starting at €19 per user [price assumes 800 users]	Starting at €17 per user [price assumes 125 users]
Endpoint Add-on Price/month	Wyse 3040 thin client - €5/user/month (ThinOS) Wyse 3030 thin client - €9/user/month (Windows) Wyse 5060 thin client - €11/user/month (Windows 10) Optiplex 3050 i3-7100T; 4GB;500GB - €16/user/month (Windows 10) Optiplex 5050 i5-7500T; 8GB;500GB - €21/user/month (Windows 10)				

DELL EMC

How Dell Technologies can simplify VDI

Traditional	Technology Component	Dell Technologies better together
HP / Dell EMC	Endpoints (Thin clients, PCs & monitors)	Wyse thin clients, OptiPlex micro PCs and Dell monitors
AppSense / RES	User Personalization	
Unidesk / App-V / SCCM	Application Delivery	Horizon
Image Management Tools	OS Image Delivery	
Citrix / Horizon	Broker	
VMware	Hypervisor	
Cisco / HP / Dell	Compute	VxRail or vSAN ReadyNodes
Dell EMC / Pure / HP / Nimble	Storage	
Cisco / Brocade / Juniper	Network	Dell Networking & NSX

DELLEMC

Enjoy 39% Savings with this end-to-end solution

Up to **32%**

Savings on Horizon

Up to **45%**

Savings on Dell EMC Hyper-converged infrastructure

Up to **45%**

Savings on Dell Wyse thin clients, OptiPlex MFF PCs and Monitors

Up to **22%**

Savings on Dell Monitors

Up to **39%**

TOTAL SAVINGS
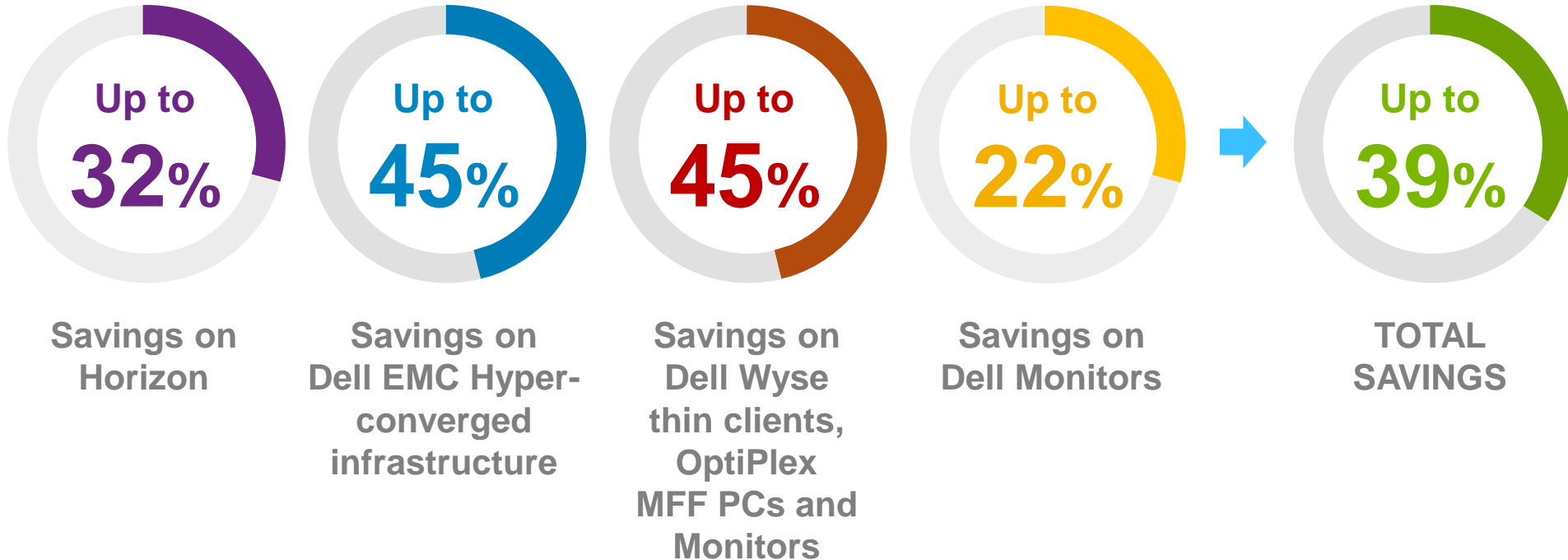
How VDI Complete Solutions is different

End to End Stack

Predictable & Scalable

Leverage Existing Skills

Single Vendor Model

DELLEMC

Want more information?

Visit Dell EMC VDI Complete's Website

www.Dell.com/VDI CompleteSolutions

Visit Cloud Client-Computing's Website

www.Dell.com/Wyse

Contact us

CCC-sales-de @dell.com

DELLEMC