

Accelerate Your Innovation

Rev up your hybrid cloud — and business outcomes — with next-gen Dell EMC PowerEdge servers and VMware





One of the broadest portfolios with more than 200 configurations³ across Dell EMC vSAN Ready Nodes, which are PowerEdge servers that have been jointly certified to run VMware vSAN



130% faster deployment with OpenManage Integration for VMware vCenter[®] (OMIVV)⁴



Get up to **30% more operations per minute** with PowerEdge and vSphere 7⁵

Build your hybrid cloud on a flexible, proven foundation

A total of 92% of organizations have both public and private cloud environments installed.¹ While this is encouraging, especially from a business standpoint, the truth of the matter is that every hybrid cloud is different, and your platform should accommodate your unique workloads and needs. At the same time, IT is in a constant state of flux. You're always adapting, evolving, upgrading and adding new technologies to accommodate new apps and more workloads — all of which intensify the demand on your infrastructure.

While you can't control the rapid pace of change, you can standardize on a hybrid platform that gives you flexibility today and tomorrow. With a proven foundation, built on Dell EMC PowerEdge servers and VMware[®] software, you can move forward with greater ease and, more importantly, on your terms.

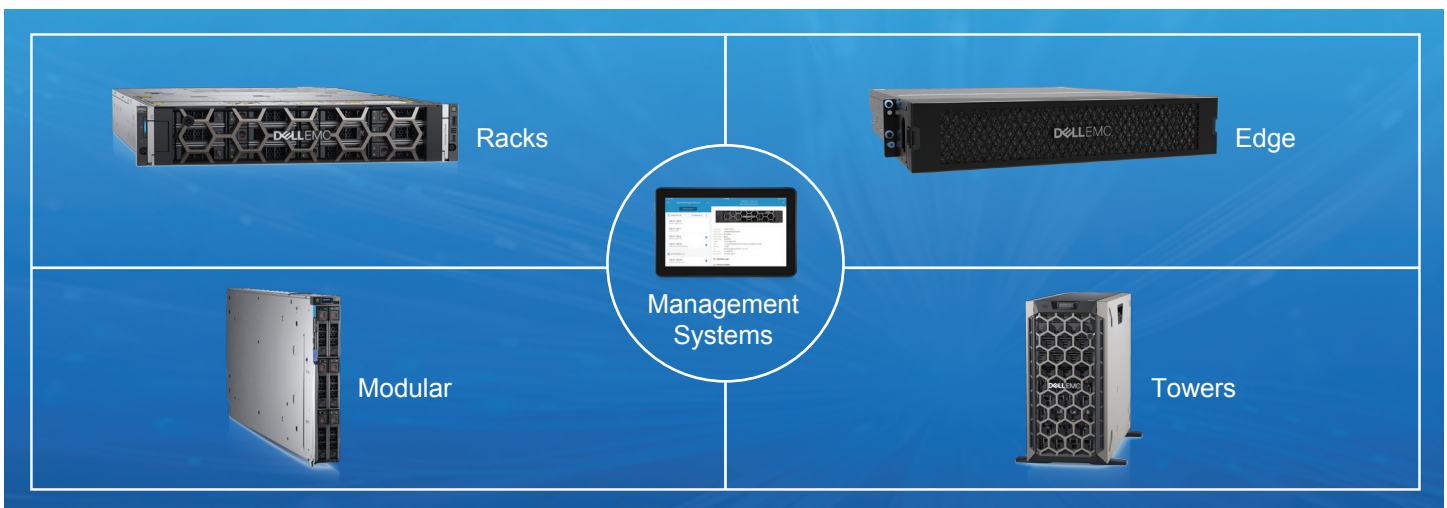
Dell Technologies and VMware

Dell EMC PowerEdge servers with VMware software combines industry leading x86 servers² plus software in joint solutions that allow you to pick and choose optimal configurations depending on your needs.

PowerEdge servers provide a secure infrastructure and foundation that's scalable to different workloads and business objectives. Our servers empower your systems to work together and independently so you can build connected experiences across the organization and with your customers.

VMware, in turn, brings virtualization with VMware vSphere[®], readies your infrastructure for modern apps when you use vSphere with Tanzu[™], helps modernize and simplify storage with VMware vSAN[™], enhances networking and security with VMware NSX[®] and completes the entire stack with VMware Cloud Foundation[™].

Working together, we provide integrated solutions that help you flexibly architect and scale, automate and empower — regardless of workload. We also protect your hybrid cloud and containers so you can focus on innovating and driving your business further.



¹ Deepak Patil, "Empowering Business to Thrive in a Multi Cloud World," LinkedIn, May 20, 2020.

² IDC, WW Quarterly x86 Server Tracker, 4Q2020 Unit Shipments, March 11, 2021.

³ Based on Dell EMC review of vSAN Ready Node offering across all OEMs listed in VMware vSAN Compatibility Guide on March 21, 2021.

⁴ Based on Dell EMC internal competitive testing of PowerEdge and OMIVV versus Cisco[®] UCS[®] manual OS deployment.

⁵ Principled Technologies report commissioned by Dell EMC, "Upgrade to Dell EMC PowerEdge R940 servers with VMware vSphere 7.0 and gain greater OLTP performance," January 2021.

Get up to

36.1%

more orders
per minute and

25%

more VMs per node
with PowerEdge MX +
SQL and VMware vSAN⁶

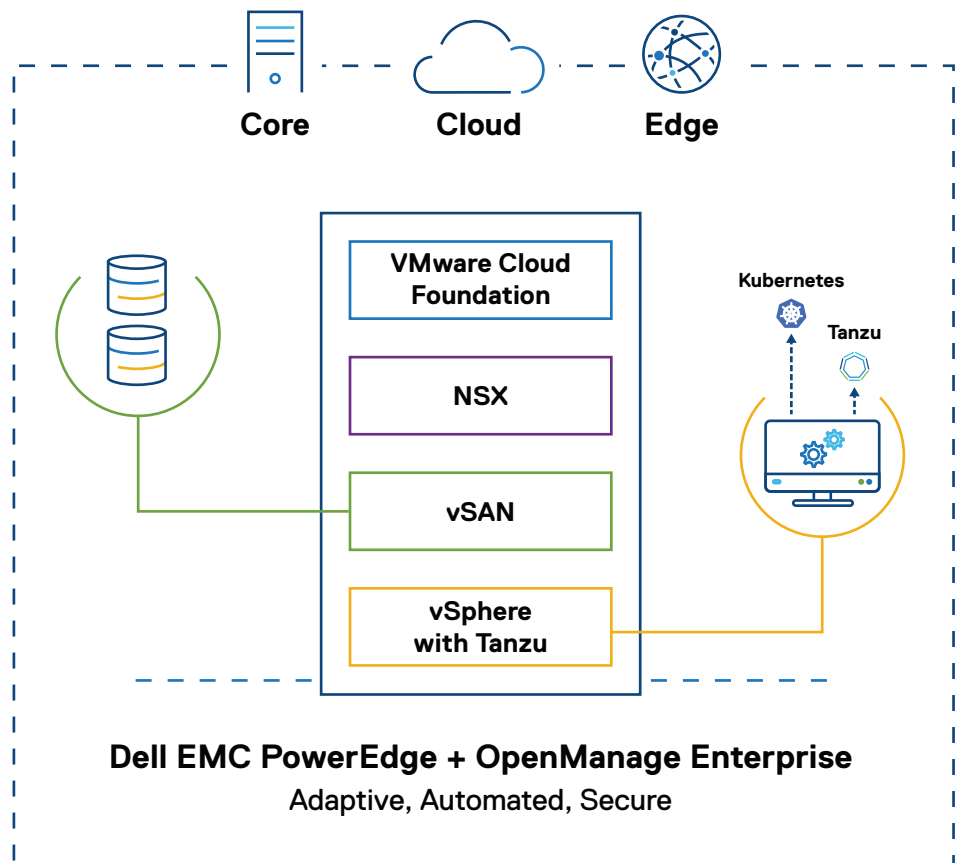
Modernize and power your hybrid cloud

Take control with an IT infrastructure and virtualization options designed for today and tomorrow. You can mix and match hardware and software components to fit your needs. Plus, you can seamlessly expand and scale to meet dynamic and varying workload requirements with accelerated performance and reduced latency across core, cloud and edge deployments.

Industry leading PowerEdge servers and HCI building blocks — Dell EMC vSAN Ready Nodes — provide a flexible and proven foundation, enabling you to confidently build your hybrid cloud strategy. The latest VMware software continually improves your capabilities. For example, **VMware vSAN 7 with HCI Mesh** supports disaggregation of compute and storage, enabling utilization of capacity across non-HCI and HCI clusters. **VMware vSphere 7 enhancements** take management and security to the next level, while **VMware vSphere 7 with Tanzu** supports the largest traditional and modern app environments. VMware vSphere 7 with Tanzu is the fastest way to get started with Kubernetes[®] workloads.

Use containers in the standard data center

vSphere with Tanzu for containerized applications brings developers and operations together with a developer-ready infrastructure. Now you no longer need multiple separate systems for VMs and containers. Instead, vSphere with Tanzu enables the DevOps model with infrastructure access for developers through Kubernetes APIs.



⁶ Principled Technologies report commissioned by Dell EMC, "PowerEdge MX OLTP Performance," April 2021.

Reduce admin
time up to

97%

using OMIVV⁴

Automate the infrastructure and empower IT

To help manage both x86 servers and software, we offer an aligned tool set that streamlines operations, generates new efficiencies and saves valuable time.

Empower IT to automate routine tasks, manage and control with ease and consistency, and focus on strategic projects. You can significantly reduce admin time with:

- **Dell EMC OpenManage Enterprise (OME)**, the management console that enables you to easily and systematically manage all rack, tower and modular PowerEdge servers.
- **OpenManage Integration for VMware vCenter (OMIVV)**, the plug in from Dell EMC that goes straight into vCenter so you don't have to learn anything new. With a single OMIVV plug in, you can manage up to 15 vCenters, up to 2,000 servers and up to 15 parallel cluster aware updates.
- **vSphere Lifecycle Manager (vLCM)**, which enables unified software and firmware lifecycle management from within vCenter.
- **vLCM and OMIVV**, together enable you to complete hypervisor and firmware updates in fewer than four minutes vs. 3.5 hours manually.⁷

Protect your hybrid cloud and your business

Security is an important component of any hybrid cloud solution. Dell and VMware deliver joint innovation and investment protection through built in security measures and professional support capabilities.

Together, we work hard to protect your data and fortify business operations with secure hardware, software, containers and virtualization solutions across your hybrid cloud. We deliver enterprise grade data security from chip to server to VM to cloud native applications. We build protection into all of our solutions beginning with Dell's Secure Supply Chain assurance process and a well-established silicon Root of Trust all the way to asset retirement. Our **cyber resilient Dell EMC PowerEdge architecture** allows you to **start strong**, with servers that are secure before you ever turn them on; **stay strong** with around-the-clock protection; and **outmaneuver threats** before they impact your business.

At the same time, VMware delivers intrinsic security with **vSphere Trust Authority** and built-in **key management server (KMS)** with **vSphere Native Key Provider**. Likewise, vSAN 7, which already boasts strong security for data-at-rest, now features **FIPS 140-2 validation** of data-in-transit, making it easier than ever to meet compliance mandates.

Software centric networking and security via VMware NSX extends networking to wherever applications are run, which speeds up network provisioning and application deployment. Optimize traffic flow, reduce latency and vastly improve application performance. Micro segmentation adds another layer of protection, defining security policies and controls for individual workloads and dynamic security groups.

⁷ Principled Technologies report commissioned by Dell Technologies, "New VMware vSphere 7.0 features reduced the time and complexity of routine update and hardware compliance tasks," August 2020.

1,800+
VMware-certified
Dell EMC support
professionals

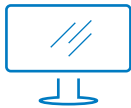
Dell Technologies Services

There's additional peace of mind knowing your solution is backed by both Dell Technologies and VMware. **Dell EMC ProDeploy Plus** is the market's most complete deployment offering, enabling up to 68% faster deployment⁸ of PowerEdge servers. And **Dell EMC ProSupport** offers a single contact — one call — for both hardware and software with 1,800+ VMware certified Dell Technologies support professionals.

Discover your plus — with Dell Technologies + VMware solutions

Take advantage of the benefits of the cloud while still maintaining security and control with Dell EMC PowerEdge and VMware solutions. If done properly, you can operate simply and with great flexibility, creating a proven yet agile foundation that powers your workloads and drives desired business outcomes. No two clouds are alike. So, make sure yours is optimized to meet business, IT and DevOps requirements. And it delivers scalability, intelligence and security needed to power your innovation and drive the business forward.

⁸ Based on a Principled Technologies Test Report commissioned by Dell Technologies comparing in-house deployment vs. Dell EMC ProDeploy for Enterprise deployment service for Dell EMC PowerEdge R740 servers, Dell EMC Unity Storage array and Dell EMC PowerSwitch S4048-ON, September 2020. Actual results will vary. Full report: <http://facts.pt/JPIIWM>.



Learn more about how Dell EMC and VMware can flexibly power your hybrid cloud. Visit our [website](#).



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