



**Dell APEX Cloud Platform for
Microsoft Azure and Dell Professional Services**
Build your Multicloud by Design

Simplify consumption of infrastructure

The growing shift to embrace different consumption models for infrastructure provides IT organizations with the ability to focus more on the business, with less time spent managing IT infrastructure. Dell APEX Cloud Platform for Microsoft Azure provides infrastructure technology that combines the ease of operations and simplicity of the public cloud with the performance and security of the private cloud.

Make it easier for business stakeholders to consume infrastructure-as-a-service

When your business stakeholders, such as data scientists and application developers, need resources and services to get their jobs done, their overall experience is crucial. If it's difficult for them to get what they need, they will often just resort to public cloud resources because of simplicity and speed. Your ability to address this challenge will depend on your IT organization's cloud operational maturity model, existing skillsets, and the time available to focus on improved IT service delivery initiatives.

Improving the IT service experience for the business stakeholder requires Dell APEX Cloud Platform for Microsoft Azure to provide the infrastructure agility that the organization needs, and experts from Dell to empower IT with the ability to build and deploy environments that accelerate innovation.

Essentials:

- Build a successful cloud IT service delivery model
- Deliver a consumer consumer-grade cloud experience on on-premises
- Seamlessly extend applications and data to Microsoft Azure

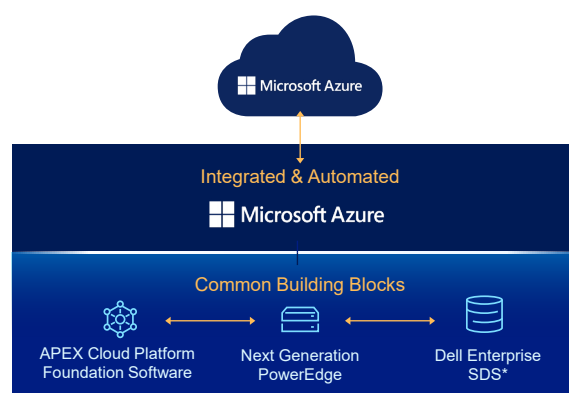
Align on organizational needs and design a plan that meets them

Cloud is a journey that begins with understanding your future desired state. Clearly, without this knowledge, it is difficult to plot your course and impossible to know when you've arrived.

When defining your multicloud architecture and developing an understanding of what you need, Dell begins by looking closely at your business and existing infrastructure. This includes defining your application and data strategy for multicloud, and how to accelerate onboarding your applications to the cloud to improve developer productivity. Is cloud native development with Azure Kubernetes Services needed for the future state of the business?

Many customers overlook the needs of their cloud consumers whose needs are an important aspect of your future state. What will they need to be productive and innovate? What tools and processes will you need to build into the plan for them? Take time to gauge your IT organization's cloud readiness and skills, assessing if there is education needed to support and deliver services your cloud consumers will need. Aligning development with IT will ensure a successful outcome that accounts for your people, processes, and workloads.

Put your strategic plan into action and begin launching your APEX Cloud Platform architecture



With strategy and roadmap in hand, stakeholders aligned, and infrastructure selected, there are many tasks that Dell can help you with before the cloud platform arrives on on-site, starting with your application portfolio. During the strategy phase, you reviewed the cloud needs of the business, including application cloud landing zones. With your to-to-be state defined, you can analyze your application portfolio, validating what applications will be a good fit for the new cloud, and how to get them there.

Plans on how to reduce business interruptions and achieve a non-stop resilient business is also important to address during

this phase. Optimizing how your IT organization will operate in a cloud model, including maintaining ongoing governance, management, and operationalization of cloud services, as well as roles and responsibilities across teams is also important to review.

Once the infrastructure is deployed, you can begin creating and delivering foundational infrastructure, developer, and resiliency services. For multicloud environments, your team would want to build connections across cloud environments to lay the groundwork for operational consistency and workload mobility. You then have a foundation on which to provide development teams with a production grade Azure Kubernetes Services platform to build and develop cloud native applications.

Operationalize your cloud and speed IT service delivery

Now that your infrastructure is implemented and you have the tools and processes in place for IT to deliver cloud services, it's time to operationalize your cloud infrastructure. Dell will help you move applications and data to their identified best fit targets to accelerate cloud adoption. In many cases, migration will include application upgrades and modernization for cloud, i.e., to become cloud native. Now is also the time to evaluate how to reduce toil, costs and increase the speed and security of your application and data pipelines, by improving communication between development and operations, and embracing Site Reliability Engineering best practices.

During this important phase, you may uncover projects that are outside your team's skillset, or that they may not have time to address. Dell has certified technologists who will act as an extension of your IT staff, designing and driving specific outcomes that improve processes and accommodate business growth.

Gauge whether the cloud is meeting success metrics and fine-tune accordingly

Measuring and improving IT services delivered is key to keeping cloud stakeholders engaged, productive and innovating. For data scientists, getting meaningful information out of the data that is now in the cloud can be vital to many areas of the business. For cloud consumers, they might be more productive with an improved digital portal for requesting IT services. Implementing tools to continuously measure and prove key success criteria for cloud consumers can influence many areas of the IT roadmap, with positive outcomes retaining much needed talent. Keeping systems running and optimal is also important to continued productivity, with Dell's proactive and predictive support. Lastly, engage Dell managed services to keep your team focused on innovation.

Make Dell Services your multicloud by design partner

Our outcome focused approach will accelerate your ability to deliver a multicloud by design that will drive your business forward, harmonizing business and IT strategies. With Dell as your trusted partner, you can focus more on delivering services to your business and your business can focus on delivering innovation and growth.

Over 35 years in partnership with Microsoft

Our co-engineered solutions, services and technical expertise provide you with a more complete partnership to drive outcomes and accelerate digital transformation.

- ✓ Global Microsoft FastTrack Partner
- ✓ 47,000+ Microsoft certifications held by Dell Technicians
- ✓ 7/7 Microsoft Solution Area Competencies
- ✓ Member of Microsoft Intelligent Security Association

Take the next step in your path to modernization

Dell Technologies Services offers an extensive portfolio of services for Microsoft technologies to empower your teams and help you realize your business outcomes.



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