

# Drive digital transformation success with VMware Embedded and Dell EMC OEM Solutions

DELL EMC

OEM

There is an easier way to bring appliances and cloud services to market. Instead of working with multiple vendors, engage Dell EMC OEM Solutions. We have partnered with VMware to create a comprehensive portfolio of offerings that include hardware, operating systems, support services and VMware Embedded. With one point of contact for products, support and licensing, you can speed time-to-market, simplify lifecycle management and boost ROI.

## Simplify your shopping journey

Dell EMC OEM Solutions and VMware provide co-engineered and turnkey solutions.

Dell EMC OEM Solutions is the only Tier 1 manufacturer that provides VMware Embedded with global distribution rights and no minimum purchases.

In addition to VMware Embedded, you can get end-to-end, Tier 1 hardware, software and services from Dell EMC OEM Solutions.

Dell EMC OEM Solutions is the only organization that provides built-in Level 1 and Level 2 support for VMware Embedded and technologies from Dell and Dell EMC.

Achieve on-demand scale by having Dell EMC OEM Solutions help to validate your products and ship them anywhere in the world.

## One complete experience

Product builders who get everything they need from Dell EMC OEM Solutions

VS

## Dealing with multiple vendors

Product builders who need to go to multiple vendors to get their technologies and services



One point of contact



VMware Embedded with distribution rights and no minimum purchase



Best-in-class servers, storage, networking, client devices and services



Builders get optional built-in Level 1 and Level 2 support for everything including VMware



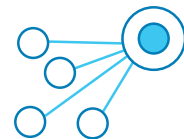
Dell EMC OEM will ship to global customers



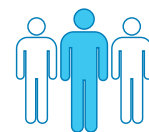
Multiple points of contact



No distribution rights with non-embedded versions of VMware



Work with different providers



Must provide staff to support L1 & L2



Builders must assemble the products they bought themselves and ship them to customers



## Increase competitiveness and simplify growth with Dell EMC and VMware

Building your appliance and customer solution on a VMware virtual machine provides you extended lifecycles on your existing hardware. Your software image can run on any device and operating system. To resell your customer solution that includes the VMware Hypervisor, you need VMware Embedded. When you engage Dell EMC OEM solutions, you now have the ability to purchase a VMware license with global redistribution rights, plus many other benefits.



### One point of contact for Level 1 and Level 2 support

We provide Level 1 and Level 2 support for your solution's hardware and software through Dell EMC ProSupport. As a result, you and your customers enjoy industry-leading global support services from a single vendor throughout your products' lifecycles, saving everyone time and frustration.



### Best-in-class technologies, co-engineered solutions and expert guidance

Instead of engaging many vendors, you can choose leading technologies from VMware, Dell EMC as well as our co-engineered solutions such as Dell EMC VxRail appliances. Our offerings are proven to meet the requirements of small and large global organizations, in all industries. In addition, our experts from Dell EMC and VMware help you validate your solution, so you can reduce time spent on testing and tuning, bring competitive products to market faster—and drive growth.



### No minimums, no maximums and unlimited scale—whether you're starting small or big

Meet demand using the order and distribution processes that deliver the best ROI for your business model. Whether you prefer to manage inventory or take advantage of on-demand, order-fulfillment services, you can order any number of hardware devices, software licenses and support contracts. In addition, we will deliver your products as scheduled to any global location.

### Proven in all industries

We offer comprehensive IT solutions and services that support applications in all industries and environments, from the edge to the cloud, regardless of complexity, environment or scale.

40+ industries across 70+ countries including:



Telecom



Oil & Gas



Industrial Automation



Military and Defense



Healthcare



Video Surveillance



Information Technology



Maritime



OEM

Learn more about Dell EMC OEM Solutions, including offerings with VMware Embedded.

