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REASONS

# DELL TECHNOLOGIES FOR ADVANCED ANALYTICS

Dell Technologies provides validated solutions that are designed to simplify adoption and handle demanding analytics workloads, such as artificial intelligence (AI), data analytics and high-performance computing (HPC). Customers rely on these solutions to accelerate innovation wherever their workloads need to run: on-premises, off-premises and across hybrid and edge clouds. Conceived, designed and engineered with our groundbreaking analytics technology partners, these solutions pave the way for rapid deployment, agility and exceptional value, with intrinsic security to help protect your operations and your data. Dell EMC infrastructure enables organizations to Modernize IT so they can discover, learn and grow their abilities to accelerate digital transformation using advanced analytics.

## 1 | Continuous innovation via customer and industry partnerships

Count on innovation based on the latest advanced analytics capabilities and best practices from around the world. Our global network of partnerships includes other analytics technology leaders, customer digital leaders and the Dell Technologies' worldwide HPC & AI Centers of Excellence. These centers evaluate new technologies and share best practices through a network of resources based on the wide-ranging experience of technology developers, service providers and industry subject matter experts.

## 2 | Limitless use cases to leverage data and technology for business advantage

Gain a comprehensive understanding of use cases supported by AI, data analytics and HPC technologies that enable you to meet business challenges and opportunities head-on. Customer Solution Centers and AI Experience Zones showcase the business benefits of advanced analytics and provide ready access to the latest Dell EMC solutions for practical, hands-on experience.

## 3 | Business and IT alignment using a proven methodology

Create and implement an IT strategy aligned to digital transformation initiatives across mission-critical areas of your business such as marketing, sales, research and development, supply chain, finance, and human resources. The cornerstone of advanced analytics projects is the organization's use case and related outcomes they must achieve. Dell Technologies Consulting Services and partner services help customers attain faster time-to-results by shortening use case and outcome identification, system design, configuration and deployment time.

## 4 | Access to world-class skills, infrastructure and best practices

Accelerate your projects with greater confidence when you work with our dedicated group of computer scientists, data scientists, engineers and subject matter experts in our HPC and AI Innovation Lab. These professionals hone their expertise through early access to new technologies, integrating and tuning solutions, benchmarking applications, and developing best practices in team settings. They work directly with you to design, develop and test your advanced analytics solution in our 13,000-square-foot data center housing thousands of servers, a TOP500 cluster, and a wide range of storage and network systems.

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### 5 Solutions that bridge the gap between data science and IT

Empower your data scientists with on-demand access to resources for training models and run them in production with minimal impact to IT budget and human resources. Ready Solutions for AI empower data scientists to request and relinquish resources as needed. Based on pre-validated infrastructure stacks, these solutions enable IT to efficiently deliver, scale and re-purpose capacity.

### 6 Broad, deep offerings and guidance spanning the analytics continuum

Deploy the right infrastructure for your advanced analytics use cases. Dell Technologies provides AI-optimized workstations, as well as servers, storage and networking designed to handle AI, data analytics and HPC demands and scale as you grow. Whether your data and analytics need to work for you in a private, hybrid or public cloud, or at the edge in extreme environments, we've got you covered. Validated reference architectures speed up your advanced analytics projects, whether you choose to implement on your own or work with Dell Technologies Consulting or partner services.

### 7 Intrinsic security and world-class data protection

Have the confidence to embrace promising data-driven projects. With security capabilities built into our infrastructure and industry-leading data protection solutions, Dell Technologies can help you plan for business continuity and the safety of your data while automating tasks that free your teams to work on business-building initiatives.

### 8 Proven customer success across the analytics journey

Achieve more value over time from your advanced analytics projects. Since Dell Technologies introduced our first Hadoop® big data solution in 2009, we've helped customers across every industry derive greater insights from their data. From data analytics and HPC to AI, we've guided customers of every size from descriptive to prescriptive to predictive analytics, helping them automate and streamline processes and decision-making to improve operations and customer experience.

### 9 Choice of direct or as-a-service management models

Optimize and manage your advanced analytics IT operations even when skills and time are constrained. With Dell Technologies Cloud, you can manage your own on-premises cloud or choose an as-a-service model. Both options enable consistent management across all your clouds—private and public. We also provide managed services, including optimized solutions for data storage, backup, converged infrastructure and more so you can focus on innovation. With our unique approach, we help you achieve and optimize business and technology value faster by handling the burden of both strategic and routine operations. And we back our solutions with the service levels you need to run and transform your business.

### 10 Flexible consumption options

Free up capital reserves by shifting budget spending to ongoing operating expenses. Dell Technologies On Demand consumption-based options help you align your technology infrastructure spending with the way you consume IT, as you grow it or as you use it. Consumption-based models help you lower costs, increase productivity, and enhance business agility – while delivering the insights you need to drive more predictable outcomes.

**Contact your sales representative to accelerate your advanced analytics projects, or learn more about our solutions at [DellTechnologies.com/AI](https://DellTechnologies.com/AI).**