

## Introducing Dell Technologies Cloud Platform

### Subscribe to cloud resources in a few clicks

Dell Technologies Cloud Platform (DTCP) delivers application-ready cloud infrastructure with preconfigured instance-based offerings supporting a wide range of enterprise workloads running on virtual machines or containers.

In a few clicks, you can now subscribe to instances designed for your workloads through the Dell Technologies Cloud Console—and get it deployed in your datacenter, co-location facility, and edge locations in

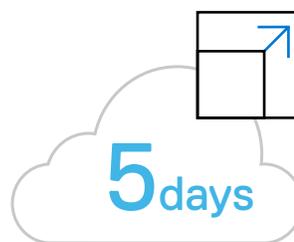
as few as 14 days<sup>1</sup>. With a simple way to size and order on-premises cloud resources, this enables you to focus on your applications instead of infrastructure procurement and upgrades.

All subscription offers are available through a 1- or 3-year term — where hardware, software, and services (deployment, rack integration, support, asset recovery) components are included in a single monthly price.

### The industry's fastest private and hybrid cloud deployment<sup>1</sup>



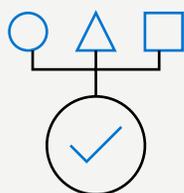
Deploy your private or hybrid cloud in as few as 14 days<sup>1</sup>



Expand your private or hybrid cloud in as few as 5 days<sup>1</sup>

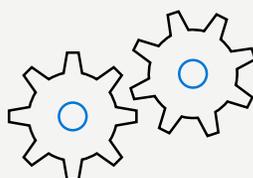
### Deliver IT projects faster

Reduce Total Cost of Ownership (TCO) and streamline operations with a simple path to on-premises cloud.



#### Simplify and automate cloud operations

Converge Kubernetes, containers, and virtual machines on the same platform — with automated lifecycle management.



#### Align costs with business objectives

Size and order on-premises cloud resources easily with transparent pricing and predictable monthly costs.



#### Deliver self-service capabilities

Easily onboard, deploy, manage, and optimize your cloud environment with the Dell Technologies Cloud Console.

## Meet your enterprise workload needs with purpose-built instance types

With DTCP it's easy to make the right choice to achieve your business outcomes. Instances deliver standardized combinations of compute (in some cases GPU/accelerators), memory, storage, and networking resources, on which a virtual machine or container can run. They are aligned and optimized to your workload requirements,

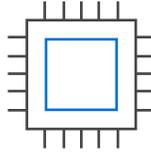
ranging from small (4GB) to extra-large (32GB) memory-to-CPU core ratios. Additionally, we offer special purpose instance types with Graphics Processing Units (GPUs) from Nvidia™ to address Artificial Intelligence/Machine Learning (AI/ML) and Virtual Desktop Infrastructure (VDI).

### Instance types

#### Compute optimized instances

Deliver high performance for running workloads that are compute intensive.

**4GB** Memory-to-core ratio



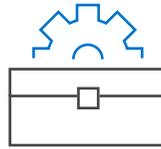
#### Application examples

- Mainstream web servers
- Batch processing apps
- Network appliances
- High performance computing (HPC)
- Media encoding servers

#### General purpose instances

Offer a balance of compute, memory and storage that are ideal for workloads using these resources in equal proportions.

**8GB** Memory-to-core ratio



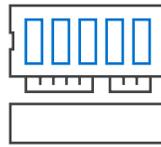
#### Application examples

- Low-medium traffic web servers
- Databases application servers
- Network appliances
- CI/CD pipeline servers

#### Memory optimized instances

Deliver fast performance for workloads that process large data sets in memory, with a high memory-to-core ratio.

**16GB** Memory-to-core ratio



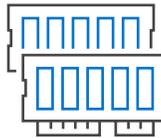
#### Application examples

- High performance relational databases
- Midsize in-memory
- Data mining
- Web scale in-memory caches

#### Large-scale memory optimized instances

Offer fast performance for workloads that process large data sets in memory, with an extra high memory-to-core ratio.

**32GB** Memory-to-core ratio



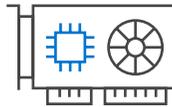
#### Application examples

- High performance relational databases
- Large in-memory databases
- Data mining
- Web scale in-memory caches

#### Accelerator optimized (GPU)

Use hardware accelerators to support machine learning, graphic-intensive and compute-intensive applications.

**16GB** Memory-to-core ratio **+GPU**



#### Application examples

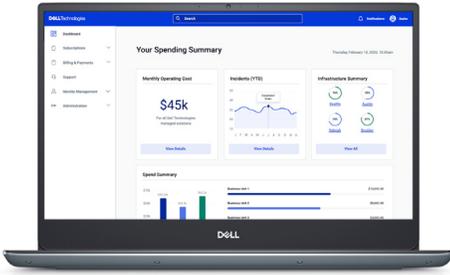
- CPU-based VDI for varying user instance types
- GPU accelerated VDI user instances
- CPU- and GPU-based AI/ML inferencing and training

## Getting started with cloud is easy

Instances are offered in quantities (i.e. blocks) of 25, 50, 100, 200, and 500 instances, enabling you to scale your cloud deployment to meet the requirements of your workloads. Instance blocks can be added together to run a larger quantity of instances of the same type, or

you can mix and match in order to support multiple different workloads within the same solution. It is easy to make the right choice for your business outcomes with an intuitive selection of cloud solutions aligned to your enterprise workloads.

## Management is simple with Cloud Console



The Dell Technologies Cloud Console is a brand-new online platform that delivers a unified and seamless experience, enabling you to more easily manage your on-premises cloud journey.

- Manage cloud workloads and services through a single web interface
- Browse a marketplace of cloud products, services and solutions, and then order a cloud solution built for your business.
- Integrated monitoring and management help streamline your operations with real-time insights

## Built for VMware, with VMware

VxRail, powered by Dell EMC PowerEdge server platforms and VxRail HCI System Software, delivers deep integration across the VMware ecosystem. This means you can rapidly deploy secure on-premises cloud infrastructure and take advantage of a full stack single-click lifecycle management experience, which significantly simplifies operations and ensures clusters are in continuously validated states so that your cloud infrastructure is always up to date.



## DTCP supports your entire cloud journey

DTCP is designed to support you wherever you are in your cloud journey, offering multiple, fully-integrated HCI infrastructure options, so you can choose the solution that best fits your organization's cloud strategy. Start small and scale up in a phased approach that matches your application and business needs.



Get started with private cloud for as low as  
\$25 per instance per month<sup>2</sup>

### DTCP Private Cloud (with VxRail)

Industry-leading virtualization from VMware (vSphere and vSAN) without VMware Cloud Foundation to build the private cloud of your choice.



Get started with hybrid cloud for as low as  
\$47 per instance per month<sup>3</sup>

### DTCP Hybrid Cloud (with VMware Cloud Foundation on VxRail)

VMware Cloud Foundation combines vSphere, vSAN, and NSX along with the automation engine (SDDC Manager) to enable consistent, secure infrastructure and operations. Choose the edition that works best for you with VMware Cloud Foundation Standard or Enterprise license.

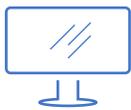
## Choose a fully integrated rack from Dell Technologies or use your existing rack infrastructure

Have a fully configured rack shipped directly to your location or use your own existing rack infrastructure to meet your unique data center requirements.

<sup>1</sup> Applies to select preconfigured solutions, contact your sales representative for details. Excludes orders over 1000 instances, hybrid storage, select vRealize (vRA, vRO) components, and some other features. Customer credit approval, site survey and configuration workbook must be completed before order is placed. Product availability, shipping, holidays, and other factors may impact deployment time. Deployment includes delivery, standardized installation and hardware and software configuration. US, United Kingdom, France, and Germany only.

<sup>2</sup> Estimate based on the purchase of 500 Compute optimized instances for new private cloud deployments over a 3-year term with All Flash Storage, vSphere Enterprise and vSAN Enterprise, and customer provided rack infrastructure, with an average monthly price of \$12,240 (USD) as of February 2021. Pricing for pre-configured solutions with subscription may vary depending on the number and type of instance blocks in your configuration. For details on pricing, consult your account manager. US, United Kingdom, France, and Germany only.

<sup>3</sup> Estimate based on the purchase of 500 Compute optimized instances (C-500 instance block) over a 3-year term with All Flash Storage and VMware Cloud Foundation Standard Edition, with an average monthly price of \$23,500 (USD) as of February 2021. Pricing for pre-configured solutions with subscription may vary depending on the number and type of instance blocks in your configuration. For details on pricing, consult your account manager. US, United Kingdom, France, and Germany only.



Learn more about  
hybrid cloud deployment

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