

Introducing APEX Cloud Services

Accelerate your cloud adoption

APEX Cloud Services deliver integrated compute, storage, networking, and virtualization resources so you can build the cloud of your choice. With a simple way to order and manage cloud infrastructure, you can quickly deploy secure and consistent operations across public and private clouds, and ensure your workloads are placed in the best environment. In a few clicks, subscribe to instances designed for your workloads through the APEX Console and get your cloud infrastructure delivered

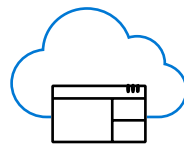
and deployed to your datacenter, co-location facility and edge locations in as few as 14 days.¹

APEX Cloud Services are available in two flavors, APEX Private and Hybrid Cloud, with predictable monthly pricing through 1- or 3-year term subscriptions — where hardware, software, and services (deployment, rack integration, support, asset recovery) components are included.



Simplify your IT experience

Easily build the cloud of your choice with tailored solutions in just a few clicks.



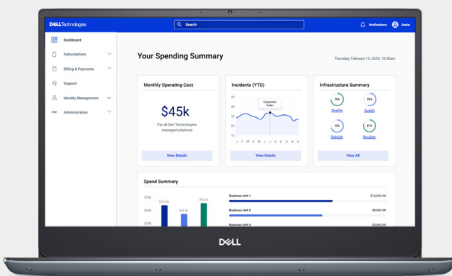
Rapidly respond to changing business needs

Meet your business and application needs with a flexible cloud solution.



Be in complete control of your cloud strategy

Protect your organization and maintain control across cloud environments.



Management is simple with the APEX Console

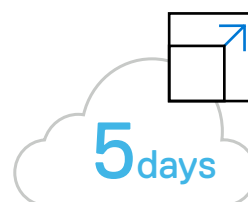
APEX Console is a brand-new online platform that reduces complexity in discovering, subscribing to, deploying, monitoring, optimizing, and growing IT services.

- Manage cloud workloads and services through a single web interface
- Integrated monitoring tools help streamline your operations with real-time actionable insights
- Give users what they need with access based on role while retaining IT oversight

The industry's fastest private and hybrid cloud deployment¹



Deploy your private or hybrid cloud in as few as 14 days¹



Expand your private or hybrid cloud in as few as 5 days¹

Meet your enterprise workload needs with purpose-built instance types

With APEX Cloud Services it's easy to make the right choice to achieve your business outcomes. Instances deliver standardized combinations of compute, memory, storage, and networking resources, on which a virtual machine or container can run. They are aligned and optimized to your workload requirements, ranging

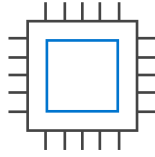
from small (4GB) to extra-large (32GB) memory-to-CPU core ratios. Additionally, we offer special purpose instance types with Graphics Processing Units (GPUs) from Nvidia™ to address Artificial Intelligence/Machine Learning (AI/ML) and Virtual Desktop Infrastructure (VDI).

Instance types

Compute optimized instances

Deliver high performance for running workloads that are compute intensive.

4GB Memory-to-core ratio



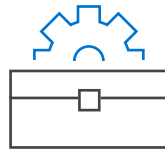
Application examples

- 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



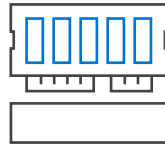
Application examples

- 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



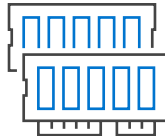
Application examples

- Relational databases
- Midsize in-memory databases
- 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



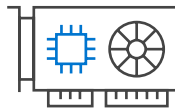
Application examples

- High performance relational databases
- Large in-memory databases
- Data mining
- Large 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.

APEX Cloud Services supports your entire cloud journey

APEX Cloud Services are designed to support you wherever you are in your cloud journey. In partnership with VMware, APEX Cloud Services offer multiple options that enables you to choose the best cloud infrastructure that fits your cloud strategy. This means you can start small and scale up in a phased approach that matches your application and business needs.

	APEX Private Cloud	APEX Hybrid Cloud
	Get started with private cloud for as low as \$25 per instance per month ²	Get started with hybrid cloud for as low as \$47 per instance per month ³
Infrastructure	Virtualized compute and storage	Virtualized compute, storage and networking
Cloud operations	Simplify VMware cloud adoption and update legacy infrastructure with next-generation technology — a great first step to application modernization	Deploy a full enterprise cloud operating model by automating and orchestrating all your cloud environments for consistent operations and security
Workload examples	Perfect for edge workloads — a manufacturing production line for example	Deploy Virtual Desktop Infrastructure (VDI), Artificial Intelligence/Machine Learning (AI/ML), high performance relational databases, etc.
Cloud stack*	VMware vSphere Enterprise Plus™, vSAN Enterprise™	VMware Cloud Foundation - Standard or Enterprise License edition
Hardware	Dell EMC VxRail	
Included services	Rack Integration, ProDeploy Plus, ProSupport Plus and Asset Recycle included in price	
Rack infrastructure	<ol style="list-style-type: none"> Fully configured rack owned by Dell incl. Rack, PDUs, switches (ToR & mgmt), cabling Customer provides own rack: you provide rack, PDUs, switches (ToR & mgmt), cabling 	<ol style="list-style-type: none"> Fully configured rack owned by Dell incl. Rack, PDUs, switches (ToR & mgmt), cabling Customer provides own rack: you provide rack, PDUs – we provide switches (ToR & mgmt), cabling
Lifecycle management	VxRail Manager	VxRail Manager deeply integrated with VMware Cloud Foundation SDDC Manager
Cloud native with Tanzu (optional add-on)	Add Tanzu Basic Edition for the fastest way to get started with Kubernetes workloads	Add Tanzu Standard Edition to get the best way to run Kubernetes workloads at scale

* Or customer ELA

Built for VMware, with VMware

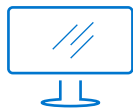
VxRail, powered by Dell EMC PowerEdge server platforms and VxRail HCI System Software, delivers deep integration across the VMware ecosystem. This means you can rapidly deploy secure on-premises cloud infrastructure and take advantage of a full stack single-click lifecycle management experience, which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



¹ 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.

² 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.

³ 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
APEX Cloud Services

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