Dell and VMware Alliance
Redefining IT Efficiency from the Desktop to the
Datacenter to the Cloud

"VMware is dedicated to helping customers quickly onboard a virtualization infrastructure so they can scale to a cloud computing environment. Dell vStart, powered by VMware vSphere®, is one example of how together with Dell, VMware delivers a complete IT solution including servers, storage, switches and management – making it easier and faster for companies to adopt virtualization."

– Gary Green
  Vice President, Global Strategic
  Alliances, VMware

Why Dell and VMware

The combined strength of Dell and VMware can deliver significant benefits for small, medium, and large organizations across all industries and sectors.

TWO INDUSTRY LEADERS

- 84% of all virtualized applications in the world run on VMware.
  (source Gartner, December 2009)
- 100 percent of Fortune 500 companies use VMware.
- Dell is one of the largest and most successful information technology companies in the world through delivering innovative technology and services that provide their customers with the power to do more.

CLOSE COLLABORATION

- Dell and VMware have been working together for more than 9 years.
- Tightly integrated engineering and testing efforts.

COMPLETE PORTFOLIO OF SOLUTIONS

- VMware and Dell provide comprehensive virtualization solutions from the desktop to the datacenter for SMB to global enterprises.
- Dell has the largest total number of vSphere certified server/storage solutions of any Tier 1 OEM.
- Dell validated reference architectures for VMware enable fast time to value with reduced cost and risk.

GLOBAL SERVICE AND SUPPORT WITH EXTENSIVE VIRTUALIZATION EXPERTISE

- Dell invests substantially in VMware Training for Dell sales and services personnel.
- Dell IT operates one of the largest production installations of VMware in the world with ~10K VMs, $150M in cost savings, and application deployment times reduced from 45 to 4 days.

ONE-STOP-SHOP FOR VIRTUALIZED INFRASTRUCTURE SOLUTIONS

- From assessment to implementation, Dell offers complete services and support to simplify implementation and reduce risk.

Key Solutions

Datacenter Virtualization

Dell and VMware's tightly integrated, proven virtualization solutions let customers of all sizes quickly and confidently deploy Dell / VMware architectures into production IT environments. The combined solutions are easy to deploy and powerful enough to run the most demanding business-critical applications. Integration with VMware vSphere, VMware vCenter, and VMware vCloud Director help to simplify management and provide a flexible foundation for building private and hybrid clouds.

Dell PowerEdge™ Servers. Dell's 11th generation PowerEdge servers with VMware vSphere 4 deliver up to 168 percent faster performance than previous generation servers, and their expanded memory and I/O help to overcome performance bottlenecks in virtualized environments.

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"As a core component of the Dell Virtual Remote Desktop (VRD) solution, the latest release of VMware View™ 4.5 furthers customers' ability to standardize, simplify and automate desktop IT. Our unique partnership provides customers with complete virtualization solutions from the datacenter to the desktop via a managed service or private cloud customer-hosted implementation".

— Steve Lalla
   Vice President and General Manager,
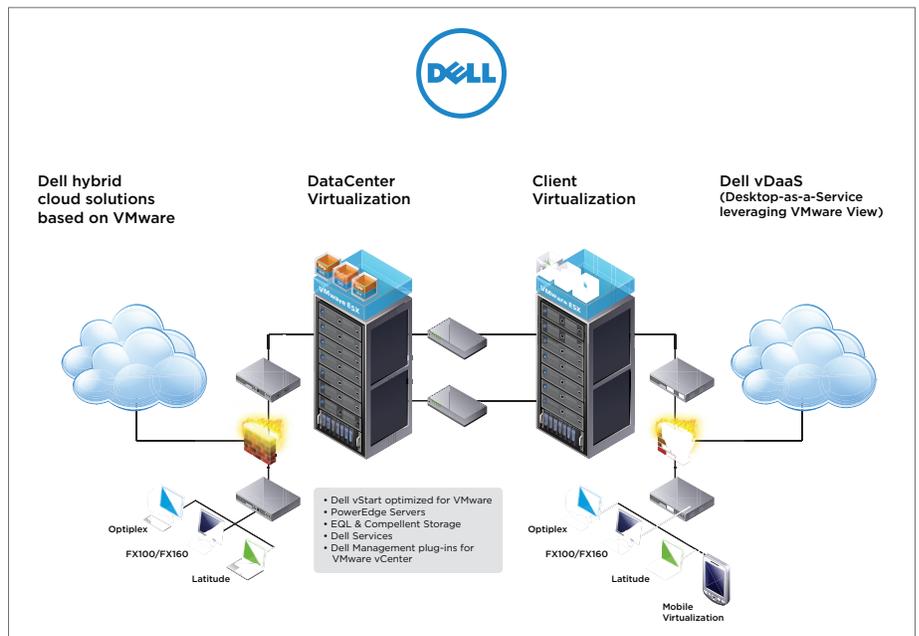   Commercial Client Product Group, Dell

• **Dell Storage**. Dell™ EqualLogic™, Compellent, and Dell PowerVault™ storage solutions deliver simple, affordable, and expandable storage for businesses of all sizes. The Dell EqualLogic PS Series works seamlessly with VMware Site Recovery Manager (SRM) to provide affordable enterprise disaster protection and recovery by simplifying and automating workflows. Advanced storage virtualization and auto replication within the array help to reduce storage capacity and administration requirements while delivering optimized failover across wide area networks.

Dell Compellent storage is the perfect complement to VMware server environments. A smart, virtual storage platform that speeds storage provisioning for virtual machines (VMs); provides a shared storage pool available to all VMs all the time; streamlines VM and storage management with vCenter integration; minimizes the disk capacity required for VM clones; and automates disaster recovery with an SRM adapter.

• **Dell vStart**. vStart accelerates and simplifies virtualization adoption by providing an easy way to purchase and deploy a complete virtual infrastructure solution. vStart is delivered as a pre-assembled unit ready to run physical and virtual workloads from a single management environment. It includes Dell servers, storage, switches, deployment services, VMware vSphere, and VMware vCenter with Dell management extensions.

Client Virtualization

Dell's Desktop Virtualization solutions using VMware View provide integrated, validated solution stacks that enable IT to centralize the management of client assets and deliver anytime, anywhere, any-device computing in a cost-effective, secure, and predictable way. Complete building-block reference architectures include all hardware and virtualization software, and support a wide range of Dell thick, thin, and zero clients. These solutions include virtualization-optimized Dell storage to simplify management and reduce costs.

- **Integrated, Validated Solution Stacks**. Complete building-block reference architectures include all hardware and virtualization software (VMware View, VMware View Manager, VMware ThinApp, and VMware vSphere for Desktops) in fully-integrated solution stacks that enable fast, low-risk implementation, while allowing customers to leverage existing Dell and VMware data center environments.

- **Comprehensive Hardware Support**. Customers can take advantage of Dell PowerEdge servers, switches, and EqualLogic storage arrays – all optimized for VMware environments and certified for VMware View. They can also choose from a wide range of Dell thick, thin, and zero clients to optimize cost models across all end-user and IT requirements (zero clients have no OS image to manage).

- **Optimized Storage**. Integration with VMware vStorage APIs for Array Integration (VAAI) provides exceptional performance and scalability, plus advanced functionality, such as data tiering and linked clones to reduce total storage requirements.

End-to-End Service and Support

Dell offers a comprehensive portfolio of services designed to accelerate virtualization adoption. High-impact, short-duration projects with predictable and measurable outcomes help customers develop and implement strategic virtualization plans that encompass people, process, and technology.

Hosted and Managed Solutions

Dell delivers comprehensive solutions tailored to the needs of each customer, including customer owned/customer managed, customer owned/Dell managed, and Dell owned/ Dell managed implementations. Customer solutions can be hosted in the customer's own data center, or on dedicated or shared infrastructure in Dell's secure, global data center network.

Cloud-based Services

Dell and VMware are transforming how IT is consumed by delivering enterprise hybrid cloud offerings. With dynamic pools of virtualized server, storage, and networking resources, customers can extend their data centers and streamline IT service delivery, while continuing to ensure security, manageability, quality of service, and compliance.

- **Secure and Compliant**. Dell enterprise hybrid cloud solutions include VMware vShield, which provides a full set of services for securing hosts, networks, applications, data, and endpoints in a highly secure Dell certified datacenter.

- **Open and Interoperable**. Dell hybrid cloud solutions are based on the same VMware technology currently used by Dell/VMware customers and includes an open, industry-standard management model. It includes a common management and security model that simplifies application portability across the extended "Virtual Data Center." The use of VMware vCloud APIs enables enterprises to leverage the same VMware cross-cloud standards in their enterprise hybrid cloud.

- **Control and Flexibility**. Dell hybrid cloud solutions powered by VMware gives customers control of all resources through a familiar and compatible user interface, so they can manage, provision and release IT resources without having to retrain IT staff. VMware vCloud Connector enables enterprises to leverage the same VMware cross-cloud management foundation across their private, hybrid, and public cloud environments.

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