Growing Business Demands

"Capitalonline is a nationwide professional telecom operator and cloud computing service provider. Facing market competition and emerging technologies in the Internet industry, we need to consider how to effectively integrate and use technology, to better serve the company's business. Dell's servers and solutions are currently supporting our entire IT infrastructure and playing an important role in guaranteeing the high-quality of our main business operations". -- **Zhao Yongzhi, Vice President, Capitalonline (China)**

"As an infrastructure-as-a-service provider, we need lots of configuration flexibility to accommodate the wide-ranging needs of our different customers. The new Dell PowerEdge servers are the 'Swiss Army knife' for cloud environments. With so many memory, I/O, and storage options, it lets us tailor the solution to the customer." -- **Alex Rodriguez, Vice President of Systems Engineering and Product Development, Expedient**

"One of our primary goals is to reduce IT costs while providing a better user experience to employees. The large onboard storage capacity offered by the new Dell™ PowerEdge™ server we evaluated could help us cut costs by eliminating some of the direct attach storage arrays that we use for server backups and storing Microsoft® Exchange mailboxes. We can cut hardware acquisition costs and reduce power expenses while simultaneously improving IT performance—that's the biggest win we could hope for." **--W. Drew Duke, IT Manager, Compute and Storage Engineering, Lennox International**

"At Moneygram International, we have virtualized more than 1,000 applications and databases in our infrastructure to control costs through server consolidation and improve the agility of the business to respond to marketplace changes. Currently, the memory capacity of our existing systems limits our ability to run more virtual machines on each host. The large-scale memory capacity available on the new Dell™ PowerEdge™ servers could give us the flexibility to significantly increase our virtual machine consolidation. We can increase the return on our hardware investments and reduce our software licensing costs—these are changes that will have a positive impact on our bottom line." -- **Stacey Brown, Senior UNIX Administrator, Moneygram International**

As an IT hosting provider, we are always searching for ways to deliver the performance and reliability our customers demand while also improving the efficiency of our infrastructure. In our testing, we were able to run a large number of virtualized workloads on a single Dell PowerEdge R720xd server. By standardizing on this new Dell server, we can give customers what they need, accommodate continued business growth, and control our operating costs." **-- John Hamner, Server Line Product Manager, Peer1 Hosting**

"SpryWare is dedicated to providing ultra low-latency financial market data to its customers. We constantly refresh our hardware to accommodate the rapidly increasing speed and volume of transactions that we need to process and redistribute to customers. Our testing showed that the increased core count and improved processor architecture of the new Dell™ PowerEdge™ servers significantly boosted performance of our software compared with previous-generation servers. By processing more data and delivering that data to customers faster, we can help them make better and more timely financial decisions." **--Al Pintoy, Director, Research and Development, SpryWare LLC**

As we plan future high-performance computing clusters for the Texas Advanced Computing Center, we are constantly evaluating new technologies that could enhance research across a range of scientific fields. The increased floating-point performance and memory bandwidth offered by the new Dell™ PowerEdge™ blade servers could produce substantial performance improvements for many scientific applications. Building clusters with these servers could ultimately help biologists to run more detailed molecular simulations or astrophysicists to create larger models of galaxies. The possibilities are very exciting." **--Dr. Tommy Minyard, Director of Advanced Computing Systems (ACS), Texas Advanced Computing Center, The University of Texas at Austin**

Exceptional performance

"We look forward to integrating the new Dell™ PowerEdge™ servers into the Tier 2 high-performance computing cluster at Caltech. The new servers will help deliver the increased performance and data throughput that researchers need to address a wide range of complex scientific problems. At the same time, moving to the Dell platform gives us access to Dell engineers, who can help us address any potential deployment and configuration challenges, and it enables us to work with a leading-edge manufacturer that has an integrated view of server and network architectures. We gain a consistent future path for servers and network equipment that will help us advance the state of the art of long-distance data transfer and support new collaborative work in science." --**Harvey Newman, Professor of Physics, California Institute of Technology**

“Dell’s enterprise-class products boast high quality and a strong price/performance ratio which is important in a University setting. Dell’s cloud computing solutions and the new generation server technology fits better to the university’s IT infrastructure as well as the teaching and the research of individual school. At the University we pay great attention to high-performance, reliability, and manageability of IT equipment. Dell provides products and solutions for dozens of our departments to support the teachings and scientific discoveries”. --**Zheng Weimin, Professor at Computer Science Department, Tsinghua University and President of ChinaGrid (China)**

DHM | RI

“We are continuously looking for ways to speed up scientific research. The raw compute performance and large-scale on-board storage capacity of the new Dell™ PowerEdge™ server we evaluated could help significantly improve the performance of scientific applications that need to access large databases, such as our proteomics analysis application. Accessing data from on-board storage, instead of across the network, could help applications deliver results to researchers faster than ever before.” **-- Mark Burke, Senior Director of Information Resources, David H. Murdock Research Institute**

ENS DE LYON

“The Dell PowerEdge R620 running future Intel® Xeon® processor E5 family cuts the time it takes to complete our calculations. This level of performance will make a huge difference to our research faculty and students.” **--Hervé Gilquin, Head of Department for Centralised Hardware Dedicated to Scientific Calculation, ENS Lyon**

FIU | FLORIDA INTERNATIONAL UNIVERSITY

“We have a team of researchers using large data volumes from Europe’s Large Hadron Collider (LHC) to help uncover some of the most fundamental questions in physics. Our testing suggests that we can answer large, complex scientific questions faster and more efficiently than ever by taking advantage of the I/O and processing performance enhancements introduced with the Dell™ PowerEdge™ R720 server.” **--Jorge Rodriguez, Assistant Professor of Physics, Florida International University**

GfK

“The databases that we’re planning to virtualize are quite memory-hungry, so the large memory capacity of the new Dell PowerEdge servers will give us the capability to consolidate them. After virtualizing most of our other applications and web servers, this is the next logical step for us.” -- **Max Wagener, Head of Enterprise Architecture, GfK (Germany)**

"Restaurants operate on very tight margins. To attract and retain restaurants as customers for our scheduling, communications, and forecasting applications, we need to keep our services affordable. The new Dell™ PowerEdge™ servers can provide the processing performance and large-scale memory capacity to help us increase our hardware consolidation through virtualization. By providing outstanding services from a smaller, more energy-efficient infrastructure, we can sustain our profitability and keep our customer prices low." -- **Matthew Woodings, Chief Technology Officer, HotSchedules**

"Our OEM customers who build security appliances previously needed expensive, third-party network-processing cards to achieve the required performance for deep-packet inspection tasks. We can help them eliminate the need for those cards by taking advantage of the tremendous performance improvements offered by 12th generation Dell™ PowerEdge™ servers with the future Intel® Xeon® processor E5 family. Our customers can reduce component costs, enhance energy efficiency, and speed time to market of their solutions using these new Dell servers." -- **Austin Hipes, Vice President of Technology, NEI**

"Hosting or cloud services are more competitively priced than ever, so servers have to process faster and with greater efficiency. The new generation of Dell servers meets this need with their excellent design and technical specifications. -- **Thomas Franken, Systems Architect, Datacentre & Infrastructure, PIRONET NDH (Germany)**

"At the University of Kentucky, we need a flexible hardware platform that we can use to support a wide range of enterprise, high-performance computing, and virtual desktop workloads so we can help address the changing needs of faculty. The new Dell™ PowerEdge™ server we evaluated could give us the processing performance, memory capacity, and large-scale storage capacity we need for multiple uses, all in a familiar, industry-standard platform. Standardizing on these Dell servers would provide us with a flexible building block for creating a dynamic resource pool that supports numerous workloads while controlling costs and complexity." --**Cody Bumgardner, Enterprise Architect, University of Kentucky**

"The more computational power we have, and the faster we can move data, the more we can accelerate our time to results. We hope that the Dell™ PowerEdge™ 12th generation servers with the future Intel® Xeon® processor E5 family will help our researchers analyze more data, faster than before, helping them turn complex physics questions into answers." --**Shawn McKee, Research Scientist & Director of the ATLAS Great Lakes Tier-2 Center, Department of Physics, University of Michigan** (*Expressed opinions of Dr. Shawn McKee and not those of the University of Michigan)*

Simplified Management and Maintenance

"Running many of our analytical engineering workloads requires large-capacity, high-speed storage. Unfortunately, most of our smaller satellite offices don't have the physical space or resources to support multiple direct attach storage arrays or complex storage area networks. The large-scale storage capacity available with the Dell™ PowerEdge™ server we evaluated would enable us to deliver the capacity and storage performance our analysts need in a single box while reducing costs and complexity." -- **Scott Crosby, Network Operations Manager, Belcan Engineering**

"To attract and retain managed hosting customers, we need to provide the right server technologies for running their workloads. In the past, we had to install additional third-party server adapters for some customers because their applications were not supported by the cards included with the system. With the Dell™ Select Network Adapter technology available with the new Dell PowerEdge™ servers, we can choose the adapter vendor, technology, and speed that our customers require. We save the time and money of installing additional hardware, we conserve card slots for other uses, and our customers get the technology they need." -- **Dustin Mathews, Director of Technical Operations, Connectria**

"We're in the process of virtualizing desktops used by students and faculty in our applied engineering, construction management, computer, and graphics departments to help cut down the costs of desktop management. The challenge has been finding technology that will help us not only streamline administrative tasks but also deliver a very responsive desktop experience for users. Based on the results of performance testing, the new Dell™ PowerEdge™ servers will help us deliver a fast and responsive experience to students and faculty. Whether they are working on a computer animation project or designing a new building, students will have a similar experience to running the software on the local desktop. At the same time, using desktop virtualization will enable the IT group to greatly simplify desktop management." -- **Paul Campbell, Computer Operations & Systems Analyst, North Carolina Agricultural and Technical State University**

"Sina provides users with a range of services including online news and content, microblog, mobile value-added service and e-commerce, etc. Our servers and network devices are scattered in over 30 cities across the country and have extremely high requirements for daily operation, maintenance, and monitoring. So how to quickly and accurately grasp the running status of the servers, and achieve timely monitoring and early warning are key concerns of Sina's operation and maintenance team. Dell's new servers boast innovative product design and excellent performance while also meeting the computing needs of Sina. In addition, Dell's technical support team can quickly respond to our needs, both pre-sales and post-sales". **-- Wang Shuo, IT Director, Sina (China)**

"The advanced performance of the Dell PowerEdge R720 is quite clear. Dell continues to deliver greater value with each new generation of its PowerEdge servers." -- **Hervé Bouvet, Server Infrastructure Manager, Sopra Group**

"In managing and maintaining the high-performance computing systems at the University of Utah, we need to be very responsive to new requests and potential issues, around the clock. We rely on the Integrated Dell Remote Access Controller (iDRAC) to address problems remotely—sometimes from home, in the middle of the night—without having to run into the data center. The iDRAC7 available with the new Dell PowerEdge servers will help ensure that HPC resources are available whenever users need them. We couldn't run without iDRAC." --**Erik Brown, System Administrator, Center for High-Performance Computing, University of Utah**

"The health plan brokers that are our customers operate in a very competitive field. To provide them with dependable application hosting, we need to ensure high uptime and respond to any of their issues right away, no matter where our IT administrators happen to be at the time. Because we use multiple remote facilities for hosting, the Integrated Dell Remote Access Controller 7 (iDRAC7) available with the new Dell™ PowerEdge™ servers will play a key role in streamlining the management of our infrastructure. Our administrators can access the server console at a distant facility without having to be on-site. As a result, we can manage systems anytime, from anywhere, to keep our customers up and running."**-- IT Director, from a leading health insurance SaaS provider**

OEM Solutions

"By working with Dell OEM Solutions, we've reduced customer deployment time of our Unified Communications solution based on Dell PowerEdge servers by about 80 per cent – from approximately twenty days to four days. We chose Dell PowerEdge servers due to its best in class performance and reliable uptime and expect a seamless transition and even better experience on Dell's 12th generation servers." -- **Andrea Acquaroni, Head of Unified Communications, fabbricadigitale**

"With OEM solutions, software drives innovation. The Dell™ PowerEdge™ 12th generation servers will provide our developers with the freedom to continue providing industry-leading innovation and differentiation in video management solutions." **--Christopher Barrett, System Support Engineer, Teleste Corporation**

The Dell OEM XL program enables us to continue to offer and support previous-generation servers as part of our video security appliances even after the release of new servers. As a result, we can launch new products based on the new Dell™ PowerEdge™ servers, synchronizing the integration of new hardware with the next version of our software." --**Shahar Ze'evi, Product Manager, Tyco Security Products**

"As a supplier to telecom operators, we're excited about Dell's new NEBS level-3 certified servers and look forward to continuing our partnership in this space with Dell OEM Solutions. Our lawful interception management systems require carrier-grade hardware that is operational 24x7 with zero downtime, even in harsh environments." - **René Nitzinger, Product Manager, Utimaco**