Dell partner quotes

12th Generation Dell PowerEdge severs

"By bringing together the latest technology, software and services from Microsoft and Dell, customers can accelerate and simplify their journey to cloud computing with integrated virtualization, private cloud services and management solutions — all built on the Microsoft Private Cloud Fast Track reference architecture with 12th Generation Dell PowerEdge servers." – **Mark Hassall, Director Partner and Channel Marketing, Windows Server and Management Marketing, Microsoft**

"The VMware Cloud Infrastructure Suite with vSphere 5 is optimized for Dell PowerEdge servers to deliver customers a complete, robust and efficient IT solution for running all aspects of datacenter operations. Coupled with Dell Cloud with VMware vCloud® Datacenter Service, joint customers can improve the agility of their existing data centers to achieve the true benefits of a hybrid cloud model by leveraging internal and external resources in a compatible, compliant and flexible manner, based on common Dell and VMware architecture." – **Gary Green, vice president, Global Strategic Alliances, VMware**

End-to-End Application Solutions

"Dell is one of Microsoft's largest global partners to sell and deploy enterprise collaboration solutions including Exchange, SharePoint and Lync. Dell's robust server platform, diverse storage portfolio, proven professional services, and strong partnership with Microsoft has enabled Dell to deliver end-to-end solutions to customers around the world. Dell and Microsoft together help customers increase operational efficiency and save costs." – **Sue Hogg, senior director of channel and partner marketing for the Microsoft Office Division**

Dell Desktop Virtualization Solutions

"Dell and Citrix are bringing the benefits of desktop virtualization to the mass market with Dell DVS Simplified, the industry's first integrated VDI appliance that makes virtual desktops simple, with affordable and predictable costs. This easy to deploy and easy to manage appliance expands our ability to deliver on the vision of empowering efficient workplaces that support mobility, the freedom to Bring Your Own Device and streamlined IT management to businesses that may have previously lacked the resources and infrastructure needed for desktop virtualization. Combining the simplicity of the solution with the presence that Dell has in the desktop space, we are excited about the opportunity to reshape the desktop virtualization market." – **Kumar K. Goswami, vice president of Products, Citrix**

"The new Dell DVS Enterprise infrastructure solution empowers organizations with more demanding IT needs to deploy a robust virtual desktop infrastructure that scales. By working closely together, Citrix and Dell have combined the industry-leading capabilities of XenDesktop with the power of the new Dell 12th generation PowerEdge servers. DVS Enterprise infrastructure enables our mutual customers to centralize the management of their

Dell partner quotes

desktops - supporting mobile work styles and increasing the flexibility of their business." – **Bob Schultz, group vice president and general manager, Desktop and Applications Group, Citrix**

"Dell and VMware's collaboration efforts continue to enhance the end user experience and performance of virtual desktop environments for customers of all sizes. With the availability of Dell Desktop Virtualization Solutions Enterprise for VMware View™ 5, Dell expands upon its desktop virtualization portfolio to deliver secure and easily managed VDI solutions at lower overall cost-of-ownership." – **Vittorio Viarengo, vice president, End-User Computing, VMware**

Dell QuickStart Data Warehouse Appliance

"To give customers the full benefits of a new generation of technology—the new Dell 12G platform and Microsoft® SQL Server® 2012—Dell and Microsoft have worked closely together to deliver a new appliance for small data warehouses. Through integration of the 12G platform and SQL Server 2012, this appliance provides optimal price performance in scenarios such as departmental data warehouses." – **Bernardo Zamora, group product manager, SQL Server, Microsoft**