Partner Quote Sheet

Active Infrastructure

"Consumerization and BYOD are driving the need for enterprises to enable mobile workstyles for their employees. Customer interest in desktop virtualization to support access to corporate apps and data from anywhere is at a new high," said Krishna Subramanian, VP Marketing and Business Development, Citrix. "To address enterprise-wide mobility initiatives, organizations are looking for scalable yet efficient approaches. Citrix desktop virtualization solutions combined with the Dell Active Infrastructure addresses this need for a converged infrastructure approach.

"For more than 30 years, the Microsoft and Dell alliance has focused on one primary goal — simplifying IT for customers," said Kevin McCuistion, Director Partner, Server and Tools Business, Microsoft. "Dell's new converged infrastructure family, Active Infrastructure, provides an ideal foundation for customers to rapidly and flexibly deploy Microsoft applications through pre-integrated Dell Active System solutions. And with Active Solution, Dell and Microsoft can help organizations realize their full potential for delivering and managing private clouds with Windows Server 2012 and System Center 2012."

"Dell's new Active Infrastructure portfolio provides a choice of pre-integrated systems and reference architectures that can help organizations gain greater agility, efficiency and IT service quality out of their infrastructures. This helps organizations drive greater adoption of VMware cloud infrastructure in support of business-critical applications while speeding time-to-value," said Gary Green, vice president, Global Strategic Alliances, VMware. "Dell's intuitive, highly flexible and comprehensive approach to converged infrastructure can help organizations realize significant gains in computational density, network bandwidth, and performance per watt, all of which provides added gains to their virtualization and cloud computing initiatives."

Dell Emerging Solutions Ecosystem

"We are excited to have Dell join the ecosystem of hardware vendors, SIs, VARs and Linux distributions who are working together to bring the value of the Ceph Distributed Storage System to the market, globally," says Bryan Bogensberger, CEO of Inktank. "And by joining Dell's Emerging Solutions Ecosystem, we look forward to working with Dell to make enterprise cloud storage reliable through open solutions."

"SUSE Cloud leverages the Dell-developed Crowbar framework so our customers can more easily and quickly deploy OpenStack-powered private clouds," said Michael Miller, vice president of global alliances and marketing, SUSE. "We're pleased to be part of Dell's Emerging Solutions Ecosystem and looking forward to collaborating more with Dell and other ecosystem partners to deliver solutions customers can use to build OpenStack clouds in hours instead of days."

Dell Storage Partner Ecosystem

"BYOD policies allow employees maximum choice and flexibility but they also raise new challenges in managing, securing and storing valuable corporate information," said Clemens Bloemen, CEO, Ippany B.V. "As a member of Dell's storage partner ecosystem and by certifying our Cloud Connector with the Dell DX Object Storage Platform, we're helping IT organizations build private cloud solutions that secure access to corporate data while providing employees the flexibility to securely access data when and where they need it."

"CIOs are faced with the challenge of delivering file sharing and collaboration while maintaining compliance, security and control of their corporate data," states Rahul Bakshi, Senior Vice President, Sales & Marketing, Mezeo Software. "By joining Dell's storage partner ecosystem, we have worked with Dell to deliver an integrated File Sharing and Collaboration solution designed for the Enterprise. Mezeo Software solutions enable secure file sync and share capabilities with rich services while Dell's server, storage and networking solutions deliver the quality and performance that enterprises demand. Together, we offer a powerful solution that enables IT to maintain control of where their corporate data resides, while delivering the end user experience employees want."

Security

"At a time when an increasing number of companies fall victim to cybercriminals targeting their corporate data, CEOs and CSOs must now invest in more comprehensive security solutions that address the rapidly evolving threat landscape," said Ashar Aziz, founder, vice chairman, and CTO of FireEye. "The launch of the FireEye Certified Service Provider program - and our relationship with Dell SecureWorks - will give more companies even better access to the next-generation threat protection they need."