Dell Server and Storage Solutions for NSSA.

Delivering the technology you need, the right advice and better value.
This guide is designed to help familiarise you with the Dell portfolio of end-to-end solutions, capabilities and services that are available through the NSSA framework. It is also designed to give you easy access to the right advice, products and support from Dell at the best possible prices.

At Dell, as a world-leading supplier of IT solutions, we are proud to be part of the NSSA agreement, of having helped NSSA members for the last six years and of our standing within the NSSA framework.

In addition to providing relevant products, end-to-end solutions and services to education and research institutions across the UK, we are committed to delivering:

• Continually updated purchase opportunities under the pre-tendered framework agreement
• Exclusive offers and promotions
• Experienced consultancy services
• A comprehensive support and installation service
• The very best value for money

For more information, please contact your Dell Account Manager or, if you prefer, do not hesitate to contact me via my email at claire_vyvyan@dell.com

Claire Vyvyan
Director and General Manager – Public Sector at Dell

Dell EqualLogic™
Market Leader for iSCSI Storage for the third year in a row.
IT Brand Pulse iSCSI Storage Awards, February 2013.
What makes Dell servers so good?

From tower to rack to cloud – servers that meet the needs of the education and research environments

The Dell PowerEdge™ range of servers, powered by Intel® Xeon® processors, is comprehensive and industry-proven, ranging from 1-socket, 1U entry-level rack servers to hyperscale-inspired 4 x 2-socket, 2U shared infrastructure servers capable of meeting the demands of the densest data environments in university research departments.

Our PowerEdge server range includes tower, rack, blade and cloud servers that are purpose-built for reliability, enabling education establishments at all levels to:

- Save time
- Reduce costs
- Improve productivity
- Benefit from easier infrastructure management

PowerEdge servers are virtualisation-enabled, giving your organisation the power to process more tasks more quickly and the scalability to grow as work demands increase. And now, our 12th Generation PowerEdge Servers are available, delivering more power, more flexibility and even more productivity.

NSSA Lot 1

Supply, support, maintenance and delivery of Intel or equivalent-based servers and associated management hardware and software.

Tower Servers

Dell PowerEdge tower servers are designed for flexibility, scalability and outstanding price performance. The range includes 1- and 2-socket servers with a wide choice of performance and functionalities which support file-sharing, centralisation, high availability demands, virtualisation, system management and energy efficiency.

Rack Servers

Dell PowerEdge rack servers maximise productivity and deliver performance and efficiency in a rack form factor, from 1-socket, 1U rack servers to 4-socket, 4U rack servers for mission-critical applications in data centres and for workloads needing the highest performance, reliability and I/O scalability.

Blade Servers

Dell PowerEdge blade servers offer density without compromise, delivering solutions that are simpler, faster and more power efficient. The unique array of options range from a portfolio of modular servers and networking to a scalable converged blade and storage solution that helps simplify infrastructure deployment and management. The Dell M1000e Blade is winner of the InfoWorld Test Centre Editor’s Choice Award.

Cloud Servers

Dell PowerEdge C servers are designed for organisations that need hyperscale-inspired performance and efficiency, delivering the most compute power in the least amount of space through a shared infrastructure design. Available as a family of rack servers, microservers and a PCI expansion chassis, they are designed for scale-out cloud computing, Web 2.0 services, high-performance computing and big data applications.

For more information visit dell.co.uk/servers

Contact the Dell UK Higher Education Team on 01344 373 716
or email higher_education@dell.com
At Dell, our Infrastructure Consulting Services experts know how to effectively assess, design and optimise an existing environment and implement new solutions, having addressed the challenges presented by complex IT infrastructures for customers across the globe.

This comprehensive hands-on experience enables us to provide the services that allow you to take more advantage of industry standards, to utilise emerging technology, ensure scalability and maximise the performance and value of your overall IT investment.

**Infrastructure consulting services**

- **IT Strategy and Planning**
  Strategic planning for a manageable, efficient and agile IT environment tailored to your specific needs.

- **Application and Database Infrastructure**
  Implement databases and enterprise applications to enhance data availability and improve performance, security, monitoring and management.

- **Data Centre Planning and Management**
  Optimise your data centre through server and storage consolidation, end-to-end management and the introduction of a standards-based environment.

- **Server Virtualisation and Platform Optimization**
  Enhance server utilisation and improve responsiveness while reducing the costs of IT growth.

- **Business Continuity and Disaster Recovery**
  Protect information, maintain productivity, speed recovery and meet compliance requirements.

**Configuration and deployment services**

- **Configuration Services**
  Simplify deployment, control costs and improve consistency and compatibility by integrating custom Dell components.

- **Data Centre Deployment**
  Accelerate installation and maximise uptime with on-site server deployment services.

- **Asset Resale and Recycling**
  Re-sell, recycle, recover or return computer equipment in a secure, compliant and environmentally-conscious manner.

**Support services**

- **Dell ProSupport**
  You can tailor your support to align with your institution’s entire IT landscape. Support becomes easy, even with your increasing complex needs. By leveraging our ProSupport specialists, multivendor hardware support and a mix of protection and advisory services — you’ll be able to get in front of IT problems.

- **Advisory Services**
  More than just break-fix, support is about preventing problems so you can anticipate, identify and correct issues before they occur. IT Advisory Services consists of two packages to suit your unique needs, providing features and functionality focused on reducing downtime and helping you optimise your IT environment.

Making room for more – Dell storage solutions that can dramatically reduce your Total Cost of Ownership (TCO)

At Dell, we are breaking away from legacy technology that limits growth, wastes capacity, exacerbates system complexity and increases costs. We are building a new breed of data management solutions that are capable of the intelligent management and automatic storage of data in the right place, at the right time and at the right cost.

Our award-winning EqualLogic™, PowerVault™ and Compellent™ storage arrays have delivered storage improvements for thousands of customers around the world, providing new levels of efficiency, flexibility and agility. Dell best-of-breed storage solutions enable you to:

- Maximise the efficient use of existing resources
- Protect and secure critical data
- Simplify operations and administration
- Enable affordable scaling as capacity demands grow
- Leverage virtualisation efficiencies

Awards won include ‘Champion’ status in the InfoTech report and ‘Best Storage Product’ for Dell Compellent storage at the UK TechWorld Awards.

**Minimise cost and complexity**

Dell EqualLogic storage area networks (SANs) have the lowest total cost of ownership (TCO) of common storage array architectures, with a full one-third to half of the total cost of competitors over a five-year period.

**Manage data at a more granular level**

Dell Compellent Fluid Data technology can help optimise efficiency, agility and resiliency to slash storage costs by up to 80%, scale on a single platform and secure data against downtime and disaster.

**Plan for future growth**

Dell pay-as-you-grow solutions enable you to plan intelligently so that your storage scales with your business needs.

“After we swapped two existing SANs for two Dell Storage Centre SANs, we more than doubled the storage capacity and improved the performance – and all within the budget.”

Dave Thornley,
Head of Network Infrastructure, Sheffield Hallam University

For more information visit [dell.co.uk/servers](http://dell.co.uk/servers)

For more information visit [dell.co.uk/storage](http://dell.co.uk/storage)
NSSA Lot 2

Enterprise data volumes continue to grow exponentially while IT budgets are shrinking. At Dell we help customers tackle these challenges by standardising IT infrastructures, simplifying operations and automating processes. At the same time, efficiencies gained through virtualisation, automation and consolidation can help your institution to prepare for future growth while saving time and resources.

Networked Storage

Dell Compellent offers self-optimised, intelligent tiered storage that unifies block and file. With advanced storage software, Dell Compellent Storage Centre allows institutions to actively manage data at a highly granular level, using built-in intelligence and automation. Dell EqualLogic is built on an advanced peer-scale platform that automatically scales capacity and performance, while Dell EqualLogic storage arrays are designed to simplify the deployment and administration of consolidated storage.

Direct-Attached Storage

Energy-efficient and affordable DAS arrays allow PowerEdge servers to expand beyond their regular storage capacities and are designed for use with high performance applications such as email, database, web, or file sharing. Dell PowerVault storage arrays help institutions to cost-effectively address the challenges of relentless data growth with versatile solutions that are optimised for smaller-scale storage consolidation, flexible virtualisation projects and high business continuity.

Object Storage

With seamless scalability and long-term retention, the Dell DX Object Storage Platform is redefining cloud and archive storage through intelligent object technology to support your long-term storage vision at a massive scale. You can also increase data value while reducing data costs with the self-healing, self-managing, and metadata-aware DX Object Storage Platform, offering a powerful combination of data and storage management features.

Data Protection

The business-critical nature of information systems means that protecting data and service levels is crucial. While many institutions are updating their data protection strategies, Dell offers a full portfolio of data protection products and services that can help to establish a flexible data protection strategy that balances the cost of protection with the value of the applications being protected.

Services

At Dell, our storage services incorporate the supply, support, maintenance and delivery of storage and back-up solutions in addition to associated consultancy services for both hardware and software. Storage services include:

Environment Assessment

- Innovation from the word go - Dell has developed an innovative tool - the Dell Performance Analysis Collection Kit, or DPACK.
- Complimentary tools and reports – the complimentary DPACK tool, and the subsequent report, helps you to make the most impactful IT solution recommendations, whether they are to do with reducing wasteful spending or analysing opportunities for virtualisation or datacentre expansion.
- Confidence-inspired – DPACK gives you a true sense of your current IT environment as well as the confidence and knowledge you need to make the right decisions for your business.

Storage Solution Design

- Understand your environment - with the information provided by DPACK, we can identify current or potential bottlenecks and hotspots that need to be engineered out of the new design.
- The future - Dell will provide you with a detailed design highlighting specific benefits and what they will mean for your business. As your total solution partner Dell will work with you every step of the way to make the most impactful business decisions.
- The Solution - your proposed Dell storage solution will be designed to minimise costs and complexity, to manage data more automatically and more efficiently and to allow for seamless future growth.

Partnering

- Tried, tested and proven – partnering enables you to benefit from extensive integration and optimisation work performed by Dell and our partners to help you to:
  - Ensure full interoperability of all software and hardware components of your application programme.
  - Protect and manage application data to maximise business continuity.
  - Design, implement and manage IT solutions tailored to your specific needs and business environment.
- Leading providers - Dell storage solutions have been developed with the leading providers of virtualisation, data protection and archival software, including Microsoft, VMware, Citrix, CommVault and Symantec.

For more information visit dell.co.uk/storage

Contact the Dell UK Higher Education Team on 01344 373 716 or email higher_education@dell.com
Next steps

The NSSA agreement provides member institutions with the ability to purchase Dell IT infrastructure without going to individual EU tender and is supported by a strict service level agreement, ensuring quality of service backed by a comprehensive framework portfolio of competitive pricing.

Step 1

Dell can help you realise your ICT infrastructure projects by utilising our extensive portfolio of servers and storage. We can support your institution by delivering enterprise-class technology, which will deliver performance, availability and reliability within your data centre.

Step 2

Contact Dell, direct or through one of our specialist NSSA partners, Esteem or Kelway.

The dedicated Dell Higher Education Team will understand the outcomes that you want to achieve. On request, Dell can arrange for an Enterprise Specialist to assist your institution in the development of your data centre strategy. To contact a member of the UK higher education team, call 01344 373 716.

Alternatively, to contact one of Dell’s approved specialist NSSA partners, please either call Esteem on 01937 861 000 or Kelway on 0207 791 6210.

Step 3

Once the outcomes and strategies for success are understood, Dell will create a proposal, with timelines, services and hardware to be delivered, and a full breakdown of costs. The NSSA framework allows for data centre infrastructure to be supplied, in addition to services for an end-to-end solution. Throughout the process the proposal will be managed by your Dell Account Manager.

Take advantage of the products and services available within the NSSA

The choices of products and services are extensive and include Dell PowerEdge rack, blade and tower servers, along with EqualLogic, Compellent and PowerVault storage solutions.

- All Dell Server products are available through Lot 1
- All Dell Storage solutions are available through Lot 2

Services are available to customers to support the design, implementation and maintenance services for the solutions that are purchased through either Lots 1 or 2, so you can be assured of a quality of service that provides maximum value to your organisation.

The NSSA agreement also allows for the supply of Dell products through two channel partners who are available to provide complementary services to those from Dell:

- Esteem are a long established supplier to the UK higher education sector with a specialism in supporting complex solutions and outcomes in organisations.
- Kelway are a national company with a long-term commitment to UK higher education and can provide logistics, asset management and data centre implementation services.

Esteem and Kelway tendered for the supply of Dell products and are recognised partners with Dell within the NSSA framework agreement.

Best value for education organisations through the NSSA framework

Dell is committed to delivering the best value to higher education institutions, large or small, for complex or simple solutions. We achieve this value by offering competitive NSSA discounts across our entire range of servers and storage solutions. The discounts are rigorously checked, as are our list prices, which we review in the UK and globally.

As a Dell customer you are therefore assured that you will be buying enterprise-class products that offer:

- High levels of quality and ease of maintenance, reducing operational costs
- Industry standards, allowing for easy integration
- High levels of resilience, ensuring quality of service to your users
- World class management for server and storage products
- Lower operational costs, through exceptional design for limiting power and heat usage
- Competitive pricing models to maximise capital budgets

To find out more or to receive a server or storage quotation under the terms of the NSSA framework agreement, please contact a member of the Dell UK Higher Education Team on 01344 373 716.