Dell EMC makes it easy to adopt scalable IT capabilities delivered by the Azure Cloud. Dell EMC provides:

- “White Glove” rapid on-boarding and subscription set up
- Single point of monitoring for usage and billing across all of your Azure subscriptions
- 24x7x365 support for billing/usage, technical, account set up and access
- Basic and enhanced support plans with a variety of SLAs and engagement points

Azure Cloud Services from Dell EMC include:

- Business Continuity - a unified system with backup, data retention, automated app replication and recovery, log analytics, continuous health monitoring
- Data Backup - A flexible, secure, scalable solution for data running in Azure, virtual machines, or on physical servers. Stores multiple copies of data in multiple datacenters/regions, encrypts data in transit and at rest
- Dev/Test Labs - accelerate Windows and Linux app development and enhance developer productivity with templates and VM pools, constrain costs with quotas and policies for VMs per user and VMs per Lab and automated VM shutdown

Go Hybrid and Modernize with Azure Cloud Services

A hybrid cloud environment can take advantage of the efficiencies, scalability and elasticity of the public cloud, and the control and security of a private cloud for sensitive or regulated data. Public cloud services can be an important and flexible part of your hybrid cloud environment.

By extending and enhancing your on-premise data center systems and IT capabilities, Azure cloud services will help your IT organization quickly transform your IT service delivery to new modern agile environments. Dell EMC customers are using Azure Cloud Services today to modernize core IT capabilities including: backup, application migration/replication, infrastructure as a service, business continuity and software development/testing.

Azure Cloud Services from Dell

Dell EMC offers a growing collection Microsoft Azure Cloud Services including IT infrastructure services for core compute, storage, database and networking capabilities, application development and deployment, predictive analytics and business intelligence capabilities. With Azure Cloud Services from Dell EMC there are no up-front capital expenses. You pay only for services consumed with pay as you go pricing to help you adopt hybrid clouds quickly and effortlessly.

Dell EMC provides a streamlined on-boarding and set-up process for Azure Cloud Services. We take care of all of the mechanics for account and subscription set up and we will have you fully operational in a matter of hours. Dell EMC provides a single point of monitoring and integrated billing with the Dell EMC Azure Control Portal for all of your Azure Cloud Services, so your IT staff can concentrate on strategic projects and not get mired down in dealing with cloud billing procedures. The Dell EMC Azure Control Portal delivers a single source of truth for consumption and usage of all of your Azure Services and lets you easily monitor and manage your engagement with all the Azure Cloud Services you adopt.
<table>
<thead>
<tr>
<th>Azure Service</th>
<th>Capabilities and Specifications</th>
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| **Business Continuity**       | Provides a unified system including backup, data retention, automated app replication and recovery, log analytics, continuous health monitoring. Dell EMC remote consulting experts work with you to identify and assess risks and vulnerabilities to your business operations and applications, and establish back up, failover and recovery protocols and procedures in a Digital Recovery Plan. This plan serves as the foundation for operationalizing your business continuity systems in Azure.  
  • Affordable and easy to use, subscription-based pricing  
  • No need to invest in and operate a secondary datacenter  
  • Comprehensive protection for VMWare and Hyper-V virtual machines and physical servers  
  • Safeguard apps and data with scalability delivered by the global Azure Cloud of over 130 data centers  
  • Test your disaster recovery procedures as often as you want, without affecting production workloads  
  • Data sovereignty with geo-replicated off-site storage.  
  • Meet regulatory compliance requirements with data retention up to 99 years  
  • Proactive, continuous monitoring and alerting on issues before your business is impacted |
| **Azure Backup**              | A flexible, secure, scalable backup solution in Azure cloud.  
  • No capital investment, consumption based pricing delivers significant cost savings  
  • Stores three copies of data in three different locations in the primary Azure datacenter and another three copies in a second Azure remote site  
  • Data is encrypted before it leaves your datacenter, sent over a secure connection. and is stored encrypted  
  • Schedules can be daily, monthly, weekly and yearly with retention up to 99 years  
  • Protects data running in Azure, in virtual machines, or on physical servers  
  • Centralized monitoring and reporting covers on-premises and Azure cloud  
  • Built-in compression helps limit network utilization and throttling shapes the network traffic  
  • Can be integrated with System Center Data Protection Manager for advanced workload protection or run from a stand-alone Azure Backup Server |
| **Azure Dev/Test Labs**       | Provides a dedicated self-service cloud based Development and Test lab environment.  
  • Quickly provision development and test environments  
  • Minimize waste with quotas and policies for number of VMs per user and VMs per Lab  
  • Author and manage custom artifacts in a repository and share them in a lab and across different labs  
  • Policy based automated VM shutdowns to minimize costs  
  • Create a VM in a few clicks with reusable templates  
  • Create once, use everywhere, share environment templates within your organization with source control  
  • Quickly scale up load testing by provisioning multiple test agents  
  • Supports Windows and popular Linux environments |
| **Dell Value Add**            | Capabilities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| **Provisioning, Billing**    | Dell provides a seamless accelerated on-boarding and provisioning experience for Azure Services with a single point of contact.  
  • Dell orchestrates and manages the establishment of subscriptions in Azure on your behalf so you get started quickly and efficiently  
  • Dell manages the provisioning of new Azure Cloud services, eliminating the administrative burden for your staff.  
  • Simplifies managing Azure Cloud services with a single point of contact  
  • Dell helps you optimize your costs with “pay-as-you-go” consumption based pricing, and no long term contracts  
  • Dell delivers one source of truth for all Azure Services with Integrated billing  
  • Dell provides a single point of contact for all provisioning, administration, billing and support |
**End-to-end technology solutions**

Reduce IT complexity, lower costs and eliminate inefficiencies by making IT and business solutions work harder for you. You can count on Dell EMC for end-to-end solutions to maximize your performance and uptime. A proven leader in Servers, Storage and Networking, Dell EMC Enterprise Solutions and Services deliver innovation at any scale. And if you’re looking to preserve cash or increase operational efficiency, Dell EMC Financial Services has a wide range of options to make technology acquisition easy and affordable. Contact your Dell EMC Sales Representative for more information.

**https://azure.microsoft.com/en-us/overview/what-is-azure/**

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FY17Q3_708_Azure Cloud Services From Dell Spec Sheet_Refresh_103116

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### Control Portal

Dell establishes an account portal for every Azure customer to provide integrated account management and complete visibility into Azure Cloud Services usage and costs.

- Delivers a single source of truth for consumption and usage of all Azure Cloud Services
- Monitor and manage pay-as-you-go pricing
- Monitor and track usage of all Azure Cloud Services with one integrated tool
- Intuitive self-service portal

### Integrated Support

**Enhanced Support Plans**

Single point of contact, 24x7x365 for comprehensive support for all on-boarding, provisioning, billing and technical aspects of Azure Cloud Services. Included with all Azure Cloud Services from Dell EMC.

Enhanced Support Plans are available as follows:

- Enhanced - includes all the features of Basic support along with unlimited 24x7 break/fix technical support through online submission, and < 8 hour maximum initial response time for service incidents
- Premium - includes all the features of Enhanced support with the addition of callback phone support (up to three times a month) and a < 2 hour maximum initial response time.
- Premium Plus - includes all the features of Premium support along with the addition of proactive monitoring of incidents and elevated access to Microsoft resources and best practices.
  - < 1 hour maximum initial response time for incidents
  - Unlimited callback phone support
  - Escalation management support for priority issues
  - Proactive monitoring of incidents
  - Limited advisory support based on Azure best practice guidance
  - Monthly service reviews

Azure Cloud Services from Dell EMC improves IT efficiency by eliminating the administrative burden on IT for provisioning and enabling cloud services. Dell EMC provides a seamless rapid provisioning process so you can adopt utility like cloud services hosted in Azure to optimize costs as you are charged only for the services consumed. Leverage Dell EMC and Microsoft expertise to extend and enhance your cloud data center operations with trusted agile cloud services already used by more than 66% of the Fortune 500**

Get started today, email us at Get_Azure@Dell.com