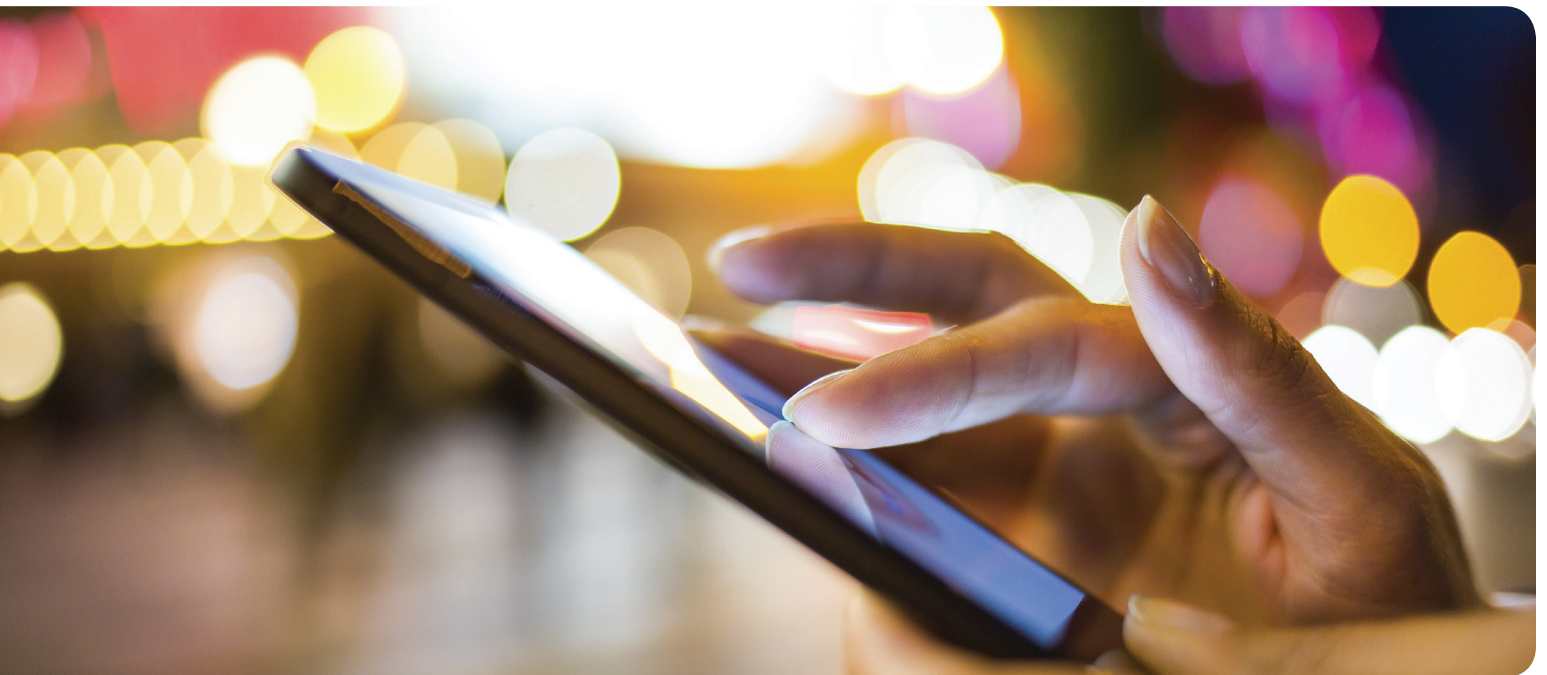


Uncover the benefits of cloud with Dell Cloud On Demand.

May 2016



Navigating the cloud conundrum

Cloud is redefining business operations and IT services delivery. This rapid rate of cloud adoption means dealing with a broad range of new options. And navigating the vast ecosystem of providers, partner programs, cloud applications and the shift to subscription-based software sales can be challenging.

To add to the complexity, you may run into roadblocks with cloud adoption caused by new operational tasks. The need to run cloud at scale; the myriad of differences among cloud services; the varying levels of functionality,

transparency, support and security of cloud offerings; and the complexity of managing multiple suppliers are just a few challenges that can hinder your cloud adoption.

So how can you maximize business value — and unlock the benefits of cloud IT — from transitioning to cloud computing? You need a partner that can aggregate, integrate and customize the delivery of cloud services to meet specific business needs.

Dell understands that flexibility and freedom of choice are critical, and a

single technology or vendor doesn't meet all your requirements.

A key aspect of our cloud strategy, Dell Cloud On Demand gives you access to a portfolio of public cloud solutions for a variety of cloud needs spanning compute, storage and hosted exchange. This is possible through our extensive, global partner ecosystem, which allows you to take advantage of cloud capabilities through proven cloud providers that offer a wide range of use cases, technologies, solutions and pricing models to meet your needs.

Partnering to win

Our partner-centric approach ensures we provide end-to-end cloud solutions tailored to your needs that quickly deliver and demonstrate business value, flexibly align services with your business objectives, and automate core IT processes — allowing you to create new revenue streams.

Take advantage of our comprehensive solutions that we deliver in association with our partners.



Amazon Web Services (AWS)

Our cloud expertise combined with AWS compute and storage services provide world-class solutions that address key challenges, such as the high cost of disaster recovery and backup. Regardless of your organization's size, we get services up and running — and easily scale usage up or down to meet your changing needs.

[Learn More >](#)

Microsoft Azure

Reduce costs and deliver innovation on the Microsoft® Azure™ platform with Dell's application services. Get the flexibility to move existing workloads or develop new applications using the language and platform of your choice, making data storage, backup and recovery more efficient and economical. It's also easier to build applications that span on-premises infrastructures and the cloud.

[Learn More >](#)

Google

Get the products and developer tools — such as infrastructure as a service (IaaS), platform as a service, storage and big data analytics — to rapidly build, test and deploy a wide array of applications. You benefit from the combination of a reliable cloud infrastructure with compute, storage and data services and Dell's advanced management and operations expertise.

[Learn More >](#)

Joyent

Experience peak performance runtime for data and user-intensive applications that delivers exceptional performance, end-to-end stack visibility and a better economic return on your multi-tenant cloud investment. You can take advantage of a high-performance cloud infrastructure that's designed for your demanding big data, web and mobile applications.

[Learn More >](#)

ScaleMatrix

Gain access to a wide choice of capabilities, including cloud, hosting, colocation, disaster recovery as-a-service and managed services. Our solutions meet demanding security or performance requirements with Dell enterprise hardware supported and maintained in ScaleMatrix data centers.

[Learn More >](#)

Six Degrees Group

This partnership delivers a range of highly secure, flexible, resilient and accessible IaaS options. Combining Dell compute and storage with VMware virtualization, this solution features a multi-tenant environment that delivers a self-service public cloud environment hosted in one of Six Degrees Group's state-of-the-art, tier-4-aligned data center facilities.

[Learn More >](#)

Peer 1 Hosting

The combination of Peer 1's FastFiber Network and Dell's advanced management and operations expertise delivers the speed, control and redundancy you need for an exceptionally responsive, reliable and secure hosting experience. Our managed services features — such as advanced monitoring, live backups, external storage and advanced networking — allow you to create a customized infrastructure.

[Learn More >](#)

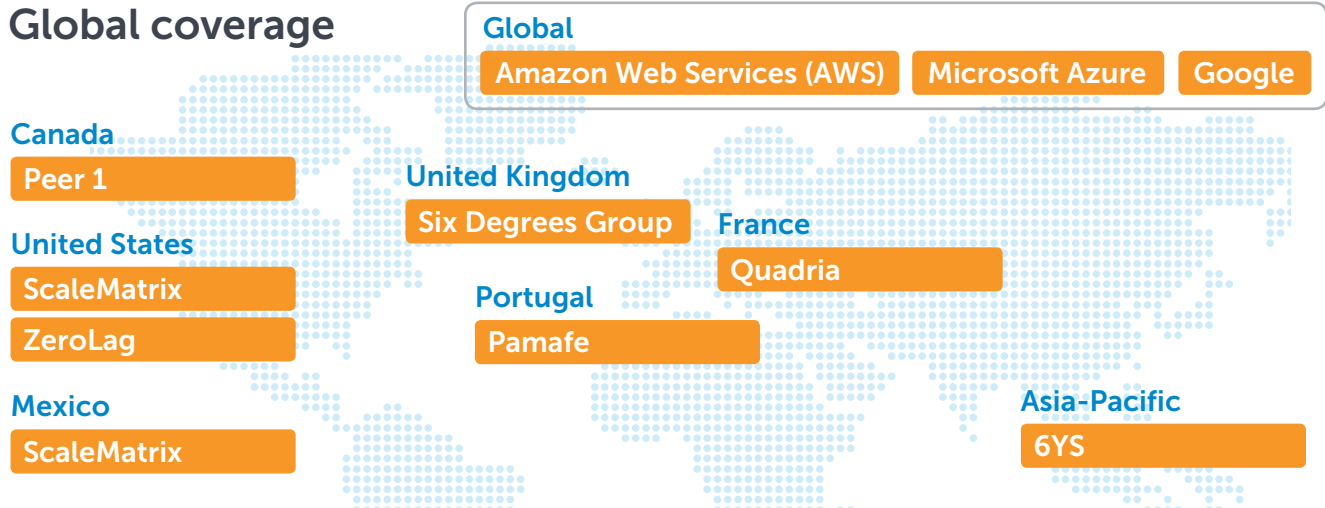
ZeroLag

Get access to state-of-the-art hardware, software and networks, with specialization in Microsoft Exchange™ and SharePoint® hosting as well as VMware cloud technologies. This solution provides you with fully managed hosting services that feature top-notch security, performance and reliability.

[Learn More >](#)

Dell cloud partner ecosystem

Global coverage



Systems

- VMware**
 - ScaleMatrix
 - ZeroLag
 - CenturyLink
 - Quadria
 - Pamafe
 - Six Degrees Group
- Hyper-V**
 - Microsoft Azure
- Open source**
 - CenturyLink
 - Google
 - Joyent
 - Peer 1
 - AWS
- High performance computing (HPC)**
 - R Systems

Use cases

- Infrastructure as a service**
 - ScaleMatrix
 - ZeroLag
 - Peer 1
 - Quadria
 - Pamafe
 - Six Degrees Group
 - Joyent
 - Google
- Disaster recovery as a service**
 - ScaleMatrix
 - ZeroLag
 - Six Degrees Group
- Exchange**
 - ScaleMatrix
 - ZeroLag
 - Six Degrees Group
- High performance computing (HPC)**
 - R Systems
- Storage as a service**
 - ScaleMatrix
 - Joyent
- SharePoint**
 - ScaleMatrix
 - ZeroLag
 - Six Degrees Group
- Platform as a service**
 - Google
- All**
 - AWS
 - Microsoft Azure
 - Six Degrees Group

CenturyLink

Dell and CenturyLink deliver a complete suite of cloud services that provide you with comprehensive compute, storage and networking functions via application programming interfaces or an intuitive web portal. Our world-class cloud solutions and outstanding support for complex workloads increase agility with enterprise-grade virtual servers. Whether you're looking to offload a few virtual machines, create new applications or migrate legacy workloads, our infrastructure and management tools offer you an enterprise-ready path to the cloud.

[Learn More >](#)

R Systems

Enhance your ability to operate production workloads that might otherwise be limited to custom, on-site operations in a hosted private cloud. Dell high-performance computing cloud solutions with R Systems are designed to provide you with a secure private cloud environment, hosted and managed by Dell and R Systems.

[Learn More >](#)

Quadria

Reduce your infrastructure costs by sharing resources — and run your information system much easier. With its dual-site architecture, Quadria offers VMware-based cloud infrastructure solutions that are in line with stringent industry and government standards.



Making cloud a reality

Dell brings together all technical resources for cloud-based service delivery, and integrates and manages suppliers of separately contracted cloud services. This ensures that you don't deal with the complexities of vendor management — and that you benefit from a single, trusted partner for your cloud solutions.

As our ecosystem of cloud partners grows, we add value to our products, technologies and service offerings to meet your evolving needs. By transforming your IT to utilize the power of cloud, we can help you speed innovation, support differentiation, open up new markets, strengthen customer relationships and increase responsiveness.

Dell certified solution architects



For more information about any of our service offerings, please visit Dell.com/dellcloudondemand or contact a Dell representative.



Scan or click this code to learn how Dell Services can help your organization.

Product and service availability varies by country. To learn more, customers and Dell Channel Partners should contact their sales representative for more information. Specifications are correct at date of publication but are subject to availability or change without notice at any time. Dell and its affiliates cannot be responsible for errors or omissions in typography or photography. Dell's Terms and Conditions of Sales and Service apply and are available on request. Dell and the Dell logo are trademarks of Dell Inc. Other trademarks and trade names may be used in this document to refer to either the entities claiming the marks and names or their products. Dell disclaims proprietary interest in the marks and names of others. © 2016 Dell Inc. All rights reserved. May 2016 | D728 - Dell Cloud On Demand.indd | Rev. 1.2

