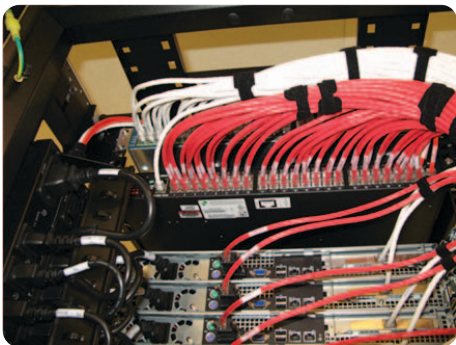![Dell logo]

Dell Configuration Services: **Rack and Stack**

Expert Build and Deployment of your data center products and solutions

Leading edge technologies bring implementation challenges that can be reduced or eliminated with Dell Rack and Stack Services. We have the experience and expertise to engineer, integrate and install your Dell storage, server, or networking solution.

Our proven integration methodology will take you step by step from a plan to a ready-to-use solution:
- Project Management
- Solutioning & Rack Layout Engineering
- Physical integration and validation
- Logistics and Installation

Preparation and oversight

Project Management

Once your order is placed, a Project Manager (PM) will be assigned as your single point of contact for the entire integration process. Your PM will track logistics of the product from the factory to our build center or your site, manage and report out to you on the build process, coordinate logistics schedules with your receiving team or with Dell onsite technicians if you choose to have us help with the install. When the work is complete, the PM will get your sign off and close the project. Your PM is accountable for your satisfaction with our service execution.

Solutioning & Rack Layout Engineering

Time and again we hear customers and integrators say 'It's just a rack of servers – we've done this before' only to find out that complications emerge when implementing shared architecture computing platforms. Are your data center and staff ready to implement a rack of chassis, each of which might have 96 cores, 8 network connections, and put out 60C or more? Why risk it?

Dell has the expertise to help you validate that your facilities meet spec and create a rack layout that will work for your solution and environment. Preparation is key to proper implementation. We make sure we understand the technical requirements of your products and your data center. We then produce a detailed layout and integration plan to build the solution so that it works as expected.

Correct Integration is the Key to Success

Data Center applications require consistency. We ensure:
- Power
- Cooling
- Cable layout & coding
- Component stacking
- BIOS & firmware configuration
- Network configuration are to your spec on all of your racks with our ISO quality facilities and process.

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Physical Integration and Validation

A sophisticated solution which is built on our data center computing products requires an exceptional level of integration that befits both the complexity of the solution and it's importance to you. Our validation process can ensure that:

- Chassis are configured per build spec to the component level
- Rack components are installed per rack layout, including PDUs and fans
- Power & Network cables are properly connected and the cables are cleanly routed (color coded, labeled, uniformity, bend radius, aesthetics)
- BIOS revision is consistent at the level you request and any custom settings applied
- Firmware is consistent (e.g. on HDDs, HBAs, etc.) and any custom settings applied
- Interconnects are tested and configured (e.g. IP addresses, flow control, etc.)
- Physical component test
- Assets are tagged
- The rack layout and asset report are provided to you

Logistics and Installation

If you can receive a complete rack at your location we can build your racks in our facility, and provide 'white glove' logistics to get the fully populated and validated racks to your data center. If you want assistance installing the racks in your data center, we can send expert field engineers to help with that.

If you can't deploy a full rack into your data center, or you just prefer to have the work done on premise, we can send our field engineers to your location to build and validate your solution.

In any case, the job isn't done until you are satisfied we've done the work we promised and you sign off on the project.

Benefit to You	Why Dell?
Remove complexity	Enterprise integration specialists
Hand-off project oversight	In-depth product knowledge
Reduce time-to-live	Extensive Experience
Internal resources can do other value-add work	Low risk
Accountability of a Fortune 50 company	Minimal disruption
Working solution vs. boxes on the dock	Best practices and expert resources
Reduce waste at your site	Trusted by customers like you

For more information about any of our service offerings, please contact your Dell representative or visit dell.com/services.