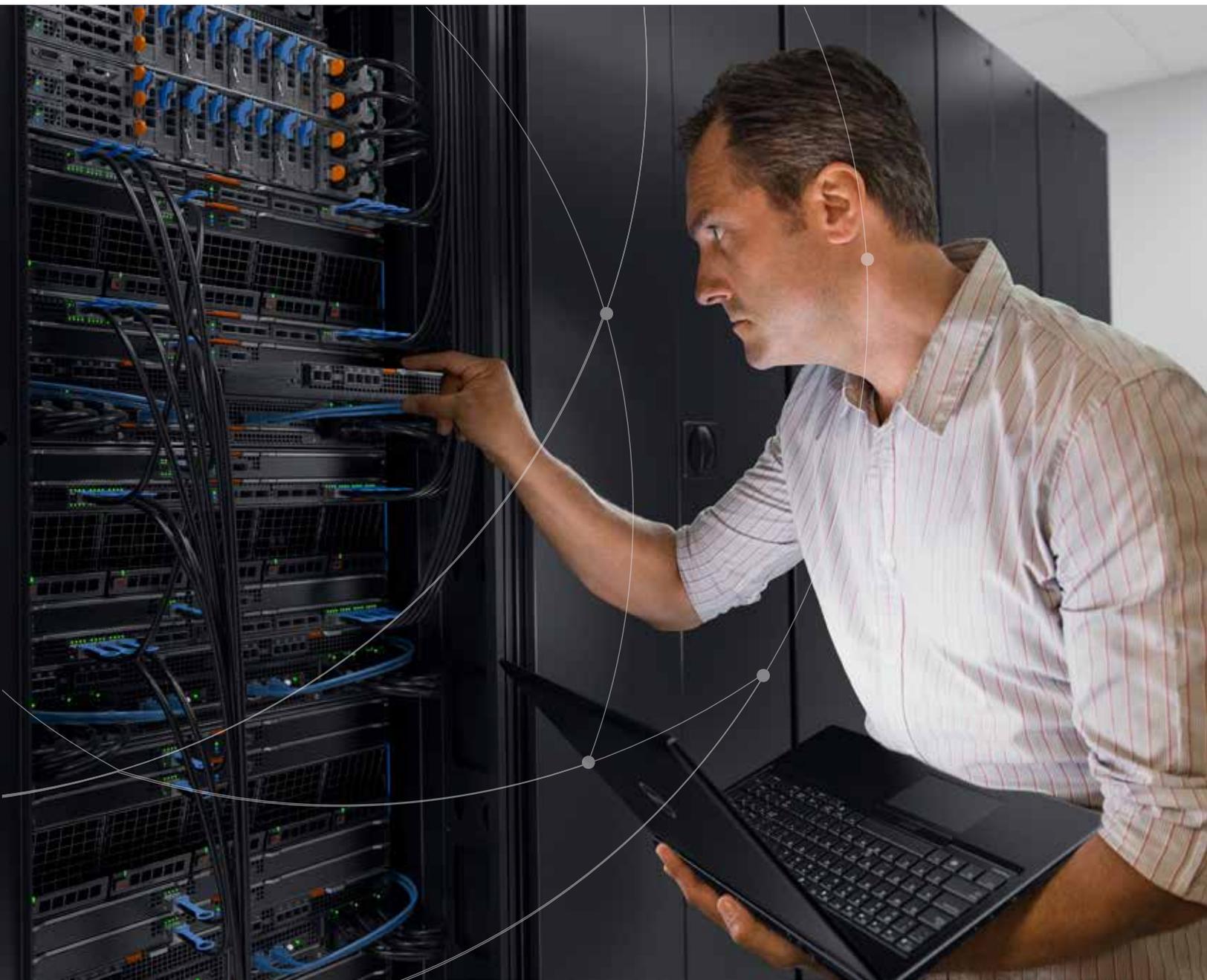


# Choose your path to hybrid cloud.

Wherever you are in your journey, Dell EMC PowerEdge™ servers and VMware can take you where you want to go.





## Compete today. Win tomorrow.

IT leaders understand the competitive advantages of data center transformation. Finding the right software-defined data center (SDDC) solutions helps IT organizations better address the heavy demands of data and application growth, traditional and emerging high-performance workloads, robust security needs, and legacy hardware systems. The challenge is, where to begin?

Together, Dell EMC PowerEdge servers and VMware take the pain out of choosing your transformation path, with infrastructure and support designed to meet you wherever you are—and take you wherever you want to go.



## Turn to one team: Dell EMC and VMware.

As the world leaders in x86 servers<sup>1</sup>, virtualization<sup>2</sup> and hyperconverged infrastructure (HCI)<sup>3</sup>, Dell EMC and VMware make moving to hybrid cloud simple. Our “one team” approach to SDDC pairs Dell EMC PowerEdge servers, the bedrock of the modern data center, with VMware SDDC solutions to drive lower total cost of ownership (TCO), scalable architectures, intelligent automation and management, and multilayer security.

<sup>1</sup> IDC WW Quarterly x86 Server Tracker, 2018Q3, Dec. 11, 2018 – Units & Vendor Revenue.

<sup>2</sup> Network World, Feb. 20, 2019.

<sup>3</sup> IDC WW Quarterly Converged Systems Tracker, 2018, Q3, Dec. 18, 2018 - Vendor Revenue.

## Take control of your data center.

Whether building your SDDC from the ground up or looking for ways to evolve and scale quickly, Dell EMC PowerEdge servers and VMware offer the flexibility you need to meet the most demanding business and technology requirements. Dell EMC and VMware work together to make your infrastructure simple, more efficient, and secure.

### 2.4x return on investment within a year<sup>4</sup>

VMware vSphere® simplifies your IT management experience with the industry's leading virtualization platform.<sup>2</sup>

### Over 100 certified ready node configurations<sup>5</sup>

Power HCI with VMware vSAN™ and preconfigured, tested, and jointly certified Dell EMC vSAN Ready Nodes.

### Consistent, automatable network security

VMware NSX® Data Center streamlines networking capabilities with a software-defined networking approach—connecting data centers, clouds, endpoints, and things.

### 15x faster cloud deployment<sup>6</sup>

VMware Cloud Foundation™ (VCF) enables a simple, consistent hybrid cloud experience with the industry's most advanced hybrid cloud platform. Dell EMC vSAN Ready Nodes on PowerEdge MX can be ideal for VCF.

## Automate. Manage. Empower.

Evolving your IT organization from reactive to proactive starts with making sure your teams have the time and resources they need to think strategically, evaluate challenges and opportunities before they arise, and develop innovative services that add value to your business' bottom line.

Dell EMC OpenManage Enterprise (OME) systems management software simplifies data center management, allowing management of all PowerEdge platforms, regardless of form factor, through a single management console. With OME, increase the productivity, reliability, and cost-effectiveness of your servers while making IT operations more efficient.

OpenManage Integration for VMware vCenter® (OMIVV) is a native vCenter plugin that dramatically reduces complexity, speeds deployment, and minimizes operational risk. OMIVV bridges the gap between the physical and virtual by automating and consolidating key PowerEdge server management tasks within the vCenter console.



OMIVV also enables creation of ESXi deployment profiles, speeding up vSphere deployment (up to **130%** faster) and reducing administrative time up to **97%**.<sup>7</sup>

<sup>4</sup>VMware vSphere 6.7 datasheet.

<sup>5</sup>Based on VMware Compatibility Guide for vSAN as of Feb. 1, 2019.

<sup>6</sup>VMware Cloud Foundation datasheet.

<sup>7</sup>Based on Dell EMC internal competitive testing of PowerEdge and OMIVV versus Cisco UCS.



## Protect your operations. Enhance profitability.

From chip to hardware to VM, Dell EMC and VMware work together to ensure the performance, efficiency, and security of your infrastructure deliver value to your bottom line.

### Dell EMC PowerEdge Servers

Enhanced Cyber Resilient Architecture leverages silicon-based root of trust to further harden system security

### VMware vSphere

- Protect the integrity of apps running on vSphere with VMware AppDefense™
- PowerEdge MX moves VMs in up to 42.3% less time than competing solutions<sup>8</sup>

### VMware vSAN

- The industry's first native software-based, FIPS 140-2 validated HCI encryption
- A PowerEdge MX solution with vSAN delivered a 55.9% faster response time than a Cisco UCS® solution and a 41.3% faster response time than an HPE Synergy solution<sup>9</sup>

### VMware NSX Data Center

- Leverage micro-segmentation to align granular security controls to apps with data encryption for an added layer of security
- Dell EMC Networking is the physical underlay for overlay technologies such as NSX

### VMware Cloud Foundation (VCF)

- Comes enabled out-of-the-box with vSphere encryption, vSAN encryption, and NSX micro-segmentation
- Place up to eight Dell EMC vSAN Ready Nodes in a PowerEdge MX7000 chassis to create a foundation for a self-sustained VCF cluster

Through encryption and protection of data both in motion and at rest, vSphere, vSAN, NSX Data Center, and VCF enable a secure application infrastructure across your applications, VMs, data centers, networks, and clouds.

<sup>8</sup> Principled Technologies report commissioned by Dell EMC, "Migrate VMs faster with a new Dell EMC PowerEdge MX solution," August 2018.

<sup>9</sup> Principled Technologies report commissioned by Dell EMC, "Ensure greater uptime and boost VMware vSAN cluster performance with the Dell EMC PowerEdge MX platform," November 2018.

<sup>10</sup> Based on internal Dell EMC services data.

<sup>11</sup> Principled Technologies Report commissioned by Dell EMC, "Bring new systems to production readiness faster and with less effort from in-house administrators," November 2017.

<sup>12</sup> IDC WW Quarterly Enterprise Storage Systems Tracker, 2018 Q3, December 12, 2018, Vendor Revenue.

<sup>13</sup> IDC WW Semiannual Software Tracker, April 2018.

<sup>14</sup> IDC WW Quarterly Cloud IT Infrastructure Tracker, Q2 2018, based on vendor revenue from sales of infrastructure products (server, storage, and Ethernet switch) for Cloud IT.

## A complete solution: Dell EMC and VMware

At Dell EMC, we realize choosing the right SDDC solutions for your needs represents only half of the challenge. That's why we're committed to ensuring our decades of expertise are put to good use, easing and simplifying deployment of your private or hybrid cloud environment.

Our more than 1,800 VMware-certified Dell EMC support professionals ensure you have a single point of contact for hardware and software questions or advice, with virtually all calls handled by Dell EMC without escalation to VMware.<sup>10</sup>

IT staff can get up to 66% faster deployment with Dell EMC ProDeploy Services,<sup>11</sup> which can include software installation and configuration of the OS, firmware, and VMware hypervisors.

## Together as one team

Dell EMC and VMware deliver a robust portfolio of SDDC infrastructure and solutions. Through 17 years of partnership and thousands of joint customers, we have emerged to lead the industry across servers,<sup>1</sup> storage,<sup>2</sup> virtualization,<sup>2</sup> SDS,<sup>13</sup> converged and hyperconverged systems,<sup>3</sup> and cloud IT infrastructure.<sup>14</sup>

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