

# Dell Solution Centers



The power to do more



Dell Solution Centers are a global network of dedicated state-of-the-art technical labs that enable you to architect, validate and build solutions, from the data center to the edge of the network.

Our solution center experts will collaborate with you, helping you to explore, test and prove end-to-end solutions that help you to drive business outcomes and create competitive advantage.

Our combination of dedicated labs, teams and infrastructure provides you with a complete experience, allowing you to talk to the experts, understand our technologies and get hands-on knowledge of our solutions. And through a remote infrastructure, our customers can engage through the cloud, enabling virtual access for our global customers to link multiple locations into the capabilities we offer.

// We see the latest updates to Dell technologies and we have the opportunity to experience the real products and solutions. ...In my opinion, Dell Solution Centers is just like the supermarket "Carrefour" for the IT industry; I could get all I need within a single stop."

**Zhong Yong**  
Technical Consultant  
Shanghai East-China Computer Co. Ltd.

// The Dell Solution Center has been instrumental in helping us continue to build out our virtual desktop infrastructure. The people there are an impartial group that really listen and understand our business needs, and partner with us to make sure we're making quality business decisions. Their support has been critical to us."

**Brooks Bennett**  
Chief Information Officer  
City of Round Rock



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# Dell Solution Center locations



## Our Engagements

Our engagements are customized to meet your requirements; our approach is to help you explore the solution possibilities that will address your unique business needs.

Our solution architects do this through discussions and demonstrations in Briefings and Architectural Design Sessions. If you would prefer to prove a solution through hands-on testing, we can conduct a Proof of Concept engagement where we can simulate your production environment and even use your own data to help analyze, diagnose and solve your specific problems.

There is no cost to you to work with us at the Dell Solution Centers - these are complimentary for our customers and partners.

**//** We were able to speed up our decision-making process by discussing the options with the experts from Dell and taking advantage of their insight... It was a great engagement from our perspective."

**Marco Eichstädt**  
Head of IT Technologies  
DIRAK

### Briefings

Through informal discussions with our team of experts you will gain a technical understanding of a solution, along with new ideas gleaned from the wide experience of our team members.

### Architectural Design Sessions

An Architectural Design Session incorporates discussion, white-boarding and technical demonstrations of the solution you are investigating.

### Proof of Concept

A Proof of Concept (POC) engagement will enable you to comprehensively validate your chosen solution and will reduce deployment risk. Using your own applications and test data, you can truly prove that the solution will meet your business needs.

The engagement may take place in one of our dedicated labs or we can support your project remotely through our dedicated network. You will be provided with comprehensive hardware and software resources, and you will work with our experts as you test the solution. One of our senior solution architects will manage the POC, as well as coordinating between us, you and any vendors and partners you choose to include.

## Our focus areas

All engagements begin with a customer challenge. Whether through an interest in learning more about a particular solution or an immediate need to resolve a specific issue, our team of solution experts has the knowledge and experience to help.

Discussing aspects of any of our solutions, we can help you to make decisions that will enable you to:

- Expand your storage capacity or boost server performance
- Explore cloud computing to increase resource utilization and improve consolidation efforts
- Streamline your infrastructure management and manage large IT workloads
- Move to a virtualized environment or improve network resilience
- Protect and secure your environment and data
- Give your users the power to work efficiently and securely while on the move
- Simplify management of business intelligence and big data
- Align your challenges with a specialized industry solution



“ The Dell Solution Center made it possible by giving us an avenue to build a strong relationship with the client, validate a non-standard solution, and support us the whole way through.”

**Nick Wetsel**  
Sales Engineer  
WayPoint Solutions



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## Contacts and Resources

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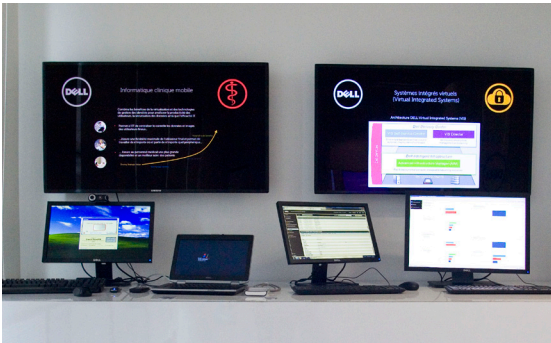


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Talk to your Dell account team today to discuss how a Dell Solution Center engagement will benefit you.

Learn more at [www.dell.com/solutioncenters](http://www.dell.com/solutioncenters)



We make it easier to do business at Dell



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