Need of the hour
While the concept of Service Oriented Architecture (SOA) has been well accepted, several enterprises still shy away from adopting SOA to the hilt. Enterprises do acknowledge that SOA can deliver applications with agility, flexibility, and reusability but still harbor apprehensions attributable to two major entry barriers: cost and time-to-market. Also, while major SOA vendors continue to push their product stacks, the principles of SOA seem to be taking a backseat, and many times, enterprises end up implementing something known as “Vendor Driven Architecture” characterized by vendor lock-ins, captivity to expensive services, proprietary technologies, and product limitations. On the other hand, others, who embark on SOA with insufficient understanding, tend to implement immature manifestations of SOA such as the JBOWS (Just a Bunch of Web Services) architecture.

Dell Services: Delivering effective SOA
With our expertise firmly grounded in principles of enterprise architecture and with deep experience of delivering applications based on SOA, we can deliver effective SOA for your enterprise. Based on our analyses of several industry problem scenarios, our comprehensive service offerings include solutions from conceptualization all the way to delivery and testing.

To accentuate speed and effectiveness and leverage our experience, we have developed an impressive array of solution accelerators such as frameworks, product quick-start kits, consulting toolkits, reusable components, and more. Our holistic solution approach is based on Reference Architecture, which is a culmination of best practices identified over the years and organized into a blueprint of effective SOA for the enterprise. Our methodology, platform, and services not only serve as a technology backbone for SOA application delivery, but also offer structured and streamlined processes for achieving application delivery on schedule, within budget, and with high levels of quality.

Key differentiators of the Dell SOA solution:
- **Best practices**
  - Our SOA Reference Architecture is based on best practices across industries
- **Cutting edge technology**
  - Realizations of our SOA Reference Architecture on vendor and open-source stack
- **Solution accelerators**
  - SOA Solution Accelerators, reusable components, product quick-start kits, and consulting toolkits to boost your application delivery
- **End-to-end services**
  - Comprehensive Service offerings (from visioning & implementation to testing) that address challenges in your enterprise at different levels

Why Dell Services?
With painstaking effort, we have created an established delivery capability for SOA technologies and a strong body of knowledge around architecture principles to guide your organization to success. We take pride in our culture of “customer-centric innovation.” Our endeavour is to create innovative solutions to address and resolve customer issues. For example, the SOA-Lite appliance solution comprises a pre-integrated SOA stack on a virtualization platform coupled with service offerings that complement the inherent agility and cost effectiveness of the appliance. This bundle not only provides an excellent tool for enterprises to leap over entry barriers to SOA, but also...
ensures sustainability. Another example is the lightweight framework that provides a versatile run-time governance with minimal infrastructure in a diverse enterprise. And while we certainly draw strength from our earlier innovations, we have an acute awareness that no two enterprise problems are alike and take on every new problem with fresh innovative zeal.

The Dell SOA Advantage
By virtue of our architecture-driven approach, we ensure that we create a mature SOA implementation that steers clear of vendor lock-in. In addition, our solution accelerators provide competitive edge by reducing implementation time.

Our innovative approach to SOA creates solutions to address the needs of your enterprise. Our solutions such as the SOALite stack or our lightweight governance framework are examples of our innovative culture and impart strength to our SOA delivery capability. However, our bigger source of strength is our core value of innovation that allows us to look at every enterprise problem as a fresh opportunity to innovate.

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