Microsoft Field Kit
Dell Software Group

Dell Software Field Kit

A solution guide for accelerating
Microsoft platform adoption

DELL Software

About Dell

Dell has made technology more affordable and accessible, improving the way people live, organizations operate and the world works. Today, we are harnessing the forces of cloud, mobile, big data and security to put more power in the hands of more people than ever before.

Connecting
END USERS

Integrating and
optimizing the
ENTERPRISE

Simplifying and
securing through
SOFTWARE

Accelerating
innovation with
SERVICES

DELL Software

Dell Software capabilities

Data center & cloud management

- Server & client management
- Performance monitoring
- Virtualization & cloud management
- Windows Server management

Quest Software
Enstratius

Information management

- Database management
- Business intelligence/analytics
- Application & data integration
- Big data analytics

Quest Software
Boomi
StatSoft

Mobile workforce management

- Mobile device management
- Desktop virtualization
- Application access

Quest Software
SonicWALL

Security management & data protection

- Identity & access management
- Network security
- Endpoint security
- Email security

- Enterprise backup/recovery
- Virtual protection
- Application protection
- Disaster recovery

SonicWALL
Quest Software

Quest Software
AppAssure

Driving Microsoft deployments with Dell

Old
Windows Server 2003
Windows XP/Windows Vista
Lotus Notes
GroupWise
Google
Zimbra
POP/IMAP
Sun ONE/iPlanet
Exchange legacy
SharePoint legacy
Box and Dropbox
Sametime

Deployment services
Managed services
Skilled mutual partners
Assessment tools
Migration tools
Coexistence tools
Management tools
LSP (Software licenses)
Tablets & touch devices
Support services

New
Windows Server 2012
Windows 8.1
Office 365
Exchange Server 2013
SharePoint Server 2013
OneDrive for Business
Lync Server 2013
Yammer

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Microsoft technology platforms supported

Office 365
Prepare, migrate, coexist and manage legacy Exchange/SharePoint and competitive platforms to Office 365

Windows Azure
Launch new software-as-a-service (SaaS) solutions in the Azure cloud

Exchange
Prepare, migrate, coexist, manage legacy Exchange and competitive platforms to Exchange Server 2012

SharePoint
Prepare, migrate, manage and customize legacy SharePoint and competitive platforms to SharePoint Server 2012

Windows 8
Discover, test, fix and package applications from Windows XP to Windows 8.1

SQL Server
Monitor performance, analyze and manage big data and analytics

Windows Server
Discover, assess, target, migrate Win Server 2003 to Win Server 2012

Prepare, migrate, coexist, manage Legacy AD/NDS to Win Server 2012

System Center
ChangeBASE integrates with SCCM

Loads application packages faster

Lync
Report and analyze usage, adoption and productivity with MessageStats

Microsoft Dynamics
Integrate Dynamics with any combination of SaaS, cloud or on-premises application

Windows Phone
Monitor, view, receive alerts and respond from anywhere, anytime on your Windows Phone 8

Yammer
Migrate Jive discussions and files to Yammer

Powering Microsoft big bets

Of the hundreds of products Dell Software offers, how can we best drive net new revenue, deployments and activations for Microsoft? The big bets represent the chosen few high-impact products that will receive product management, marketing and sales focus this fiscal year because they align directly with Microsoft's FY15 go-to-market strategies.

Under these key umbrellas, look for Dell Software to drive programs that support Microsoft field sales goals, activate the partner ecosystem and contribute to your team hitting its quota.

Cloud platform
- Win Server 2003 EOS
- AD modernization
- SMB solutions
- DRaaS

Cloud productivity and enterprise social
- Mail and AD migration
- App and Data migration
- Social migration
- Cloud integration

Business insights and mission critical
- Spotlight on SQL Server
- StatSoft
- The Toad Business Intelligence Suite

DELL Software

Cloud platform

Win PaaS and IaaS with Azure, Hyper-V, Systems Center and Dynamics

Dell Software offers a broad portfolio of data center and cloud management software solutions that can help you achieve your IT modernization objectives and meet business needs while simplifying IT management.

Win Server 2003 EOS

Dell Software provides everything you need to streamline the Windows Server 2003 migration process, minimize risk and reduce downtime to users.

- Pre-migration inventory or assessment
- Active Directory migration, consolidation and restructuring
- Post-migration management solutions help maintain compliance and IT governance, facilitate effective disaster recovery and automate daily management tasks.

Boomi: connect any combination of software-as-a-service (SaaS), cloud and on-premises applications including Microsoft Dynamics GP, AX and CRM Online

ChangeBASE: automate application compatibility testing, remediation, packaging and virtualization to reduce the risk of migrating

ChangeAuditor: track, report and alert on vital configuration changes to Microsoft Active Directory® in real time and without the overhead costs of native auditing

Enterprise Reporter: enable administrators, security officers and help-desk staff to collect, store and report on configuration of Active Directory, Windows Servers and SQL Servers.

Migration Manager for AD: migrate, consolidate and restructure Active Directory

vWorkspace: deploy and manage virtual desktops

Recovery Manager for AD: automate backup and recovery, from objects to full forests

AD modernization

Increase productivity, reduce costs and mitigate risk by taking command of aging and often overwhelmed Active Directory infrastructures. Dell Software offers a unique end-to-end solution to modernize Active Directory and better enable organizations to meet today's business and technology demands. The solution ensures you can restructure, manage, recover, provision and get and stay compliant and secure.

ChangeAuditor: track, report and alert on vital configuration changes to Microsoft Active Directory in real time and without the overhead costs of native auditing

Enterprise Reporter: enable administrators, security officers and help-desk staff to collect, store and report on configurations of Active Directory, Windows Servers and SQL Servers.

Recovery Manager for AD: automate backup and recovery, from objects to full forests

SMB solutions

With Dell CloudRunner, MSPs can offer SMB customers an automated application hosting desktop-as-a-service (DaaS) management and monthly billing platform. CloudRunner provides a non-IT user, click-together approach.

CloudRunner: become a one-stop shop for all your customers' IT-as-a-service (ITaaS) needs

DRaaS

AppAssure's backup, replication and recovery functionality provides advanced data protection in a simple, single solution. Ensure fast, easy protection of your virtual, physical or cloud environment with backup, replication and recovery software delivering near-continuous data protection (CDP) and faster, safer restores.

AppAssure: back up, replicate and recover

Software

Cloud productivity and enterprise social

Drive Office 365, Yammer and CRM Online

Whether driven by a merger, acquisition, organizational change or a need to upgrade or change platforms, you can trust Dell Software to help you mitigate the risk of migrations, consolidations or restructuring — with ZeroIMPACT to end users and minimal impact to IT.

With more than 35 million mailboxes migrated to Exchange, 40 million users migrated to Active Directory and terabytes of data migrated to SharePoint, Dell Software has the experience to ensure your move is seamless, fast and stress-free.

Mail and AD migration

Activate Office 365 licenses and keep customers away from Google and other competitive platforms. For a seamless, ZeroIMPACT migration to Exchange 2013 or Office 365 (Exchange Online), Dell Software provides complete migration solutions with a methodology that supports every phase of your migration: prepare, migrate, coexist and manage. With Dell solutions, you can accelerate the time to project completion while minimizing the costs, risks and disruptions to users.

GroupWise® Migrator for Exchange: Easily transfer email, calendars, tasks, personal address books, frequent contacts, archives, recurring meetings, etc., from GroupWise to Exchange on-premises, hosted Exchange or Office 365.

- **Coexistence Manager for GroupWise:** Provide complete directories and consistent calendars while enhancing messaging collaboration in order to maintain business productivity.

Migration Manager for Exchange: Provide seamless migration to Exchange 2010/2013 or Office 365 (Exchange Online) with zero impact on the end users.

Migration Manager for AD: Migrate and restructure Active Directory and ensure that migrated and unmigrated users retain secure access to critical server resources when data is moved.

Notes Migrator for Exchange: Easily transfer email, personal address books, calendars, archives, etc., from Lotus Notes to Exchange on-premises, hosted Exchange or Office 365.

- **Coexistence Manager for Notes:** Ensure seamless collaboration between IBM® Lotus Notes® and Microsoft Exchange in order to maintain business productivity throughout the coexistence period.

OnDemand Migration for Email: Whatever your client's source, OnDemand Migration for Email can get them to Office 365, Exchange on-premises or hosted Exchange.

App and data migration

SharePoint Migration Suite: Move an entire SharePoint environment, as well as Windows files, Google Drive content and Microsoft Exchange public folders to on-premises versions of SharePoint, SharePoint Online or a hybrid of the two.

Social migration

Dell Social Migrator enables you to streamline and automate the migration of your social content from IBM Connections 3.x or 4.0 to Microsoft SharePoint. Quickly find and choose only the content you want to migrate to speed the process while preserving user profiles, content and communities. Migrate discussions and files from Jive to Yammer.

Dell Social Migrator: Easily, seamlessly integrate social content to SharePoint. Migrate discussions and files from Jive to Yammer.

Cloud integration

A leader in Gartner's Magic Quadrant, Boomi — the industry's largest iPaaS — connects and syncs any combination of cloud and on-premises applications (for example, Salesforce integration). ISVs, SIs and businesses gain rapid time to value, easy access to your data whether in the cloud or on-premises, and significant cost savings over traditional integration solutions.

Eliminate the costs associated with integrating and maintaining integrations using legacy middleware, appliances or custom code.

Boomi: The industry's first and leading integration cloud connects any combination of cloud and on-premises
applications without software or appliances.

Enstratius: Deploy and manage enterprise-class applications across public, private and hybrid clouds.
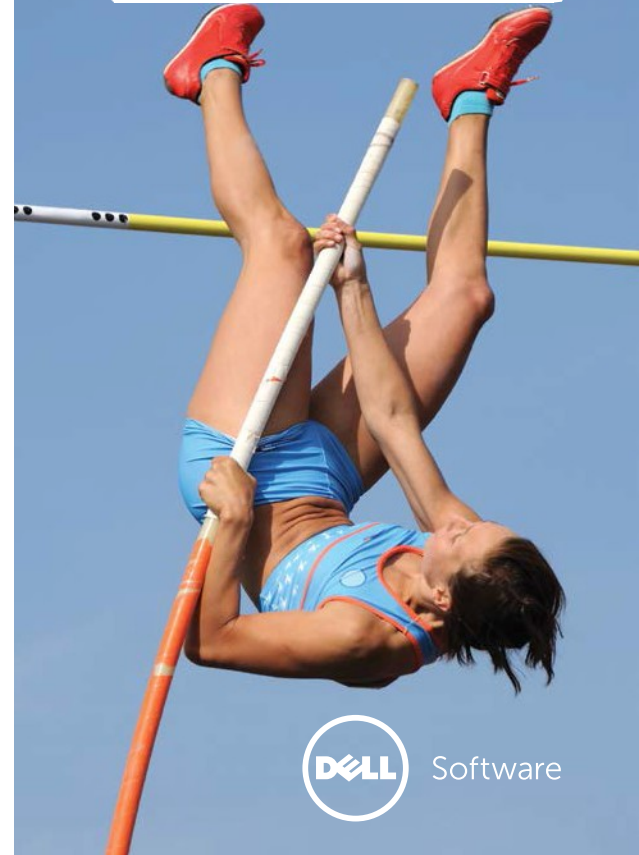
Microsoft Partner
2013 Partner of the Year Winner
Office and SharePoint App
Developer

DELL Software

Business insights and mission critical

Grow SQL Server through Power BI, Big Data and Performance Monitoring

Dell Software, a powerhouse in database management, drives millions in SQL Server licenses for Microsoft year after year. Plus, Dell Software's simple, yet powerful, software provides a range of technologies to meet your SQL Server needs. Whether you need to easily develop, monitor, analyze and tune your SQL Server databases anywhere, anytime, or capitalize on the power of big data by easily working with all data types — Dell Software can help.

Spotlight on SQL Server: Detect and diagnose performance issues

The Spotlight on SQL Server solution helps DBAs monitor, manage, protect and improve their SQL Server environment. A major component is Spotlight Essentials, powered by Microsoft Azure, which turns 150 TB of SQL Server performance data from customers into health checks that provide actionable insight using collective intelligence and community-driven collaboration.

StatSoft

StatSoft's STATISTICA platform combines comprehensive statistical analysis with advanced analytics to help organizations better understand their businesses, predict change, increase agility and control critical systems. StatSoft adds advanced analytics to Dell's robust set of software capabilities that includes database management and optimization, application and data integration, and big data analytics, all underpinned by Dell's myriad software, storage, server and services offerings and industry relationships.

The Toad Business Intelligence Suite

The Toad BI Suite enables connections not only to traditional sources (like SQL Server) but also to the emerging sources that are now coming into the enterprise. Move your current workforce to NoSQL and cloud data sources like SQL Azure, HBase, Hive, Cassandra and others with a minimum of training. Create standard SQL statements against these sources to get up and running quickly and minimize the skills gap.

Case study: Business insight

University simplifies business intelligence, saving 20 hours a week

Kennesaw State University transforms HR processes with the Toad™ Business Intelligence Suite to deliver fast and accurate HRMS, employment, benefits and payroll services.

Challenge

The university required a faster and easier way to access, analyze and report on data to eliminate time-consuming, error-prone processes.

Solution

Kennesaw State University implemented the Dell Toad™ Business Intelligence Suite to enable timely and accurate decision making through secure, simplified, self-service data analytics.
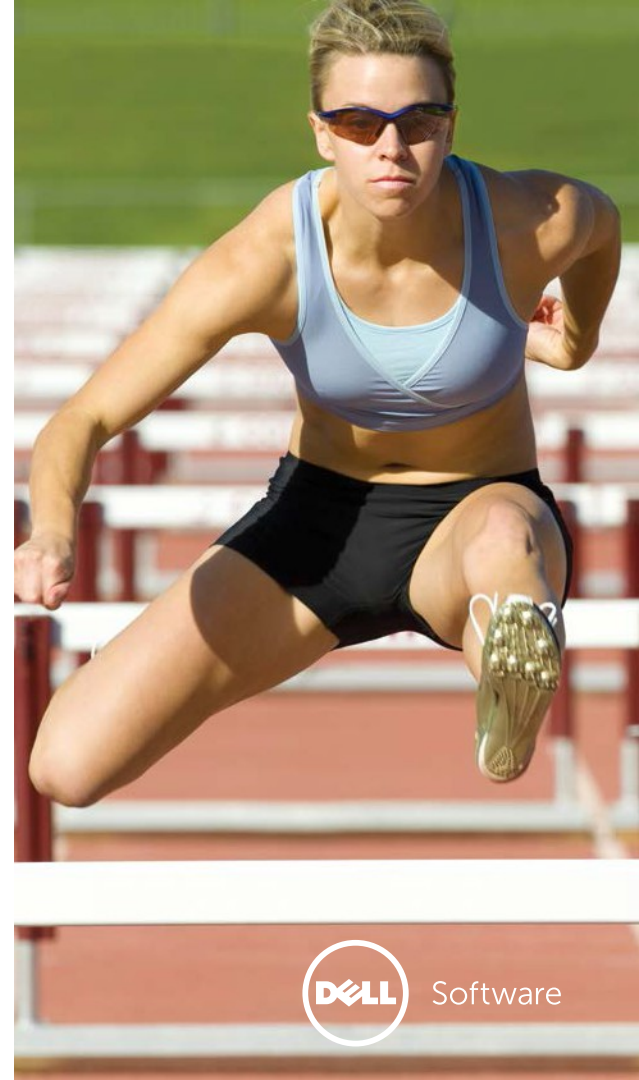
Benefits

- Automated report creation, eliminating mistakes and saving 20 hours a week on HRMS, employment, benefits and payroll services
- Extended simplified and secure self-service business intelligence to non-technical users
- Empowered HRIS to implement and support the application — without significant assistance from IT or Enterprise Information Management teams
- Improved data visibility, decision making and collaboration

"We went from having 12 reports a year to having 50 automated reports developed and implemented within a month."

Brad T. Smith, Director of Payroll Services and Human Resource Information Systems (HRIS)

DELL Software

Accelerating Microsoft platform adoption

Activate unused licenses and deliver the true value of the Microsoft platform with Dell Software. We have a long history of helping clients simplify the adoption, deployment and support of Microsoft platforms to maximize IT investments and light up the enterprise.
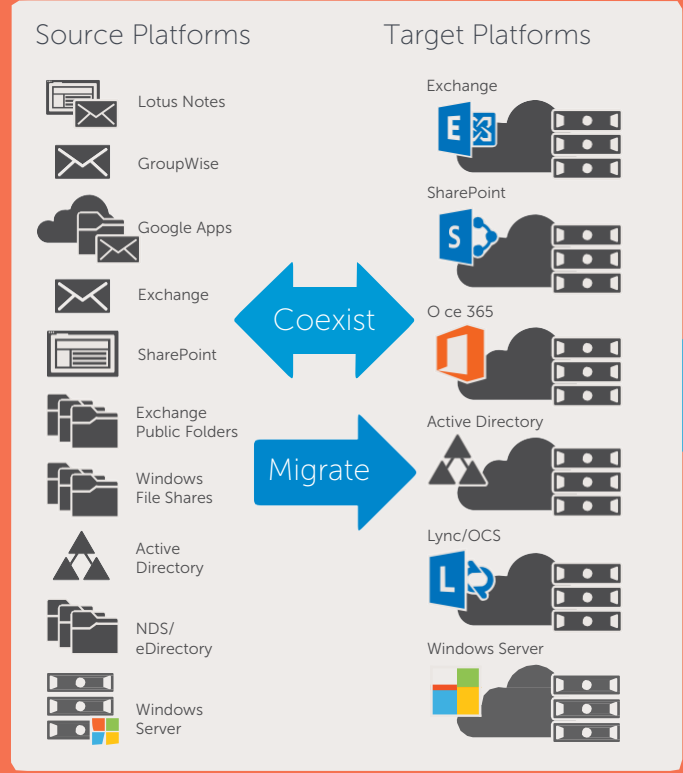
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Dell Software: ZeroIMPACT migration solutions

Prepare

Pre-migration

- Usage and data analysis
- Inventory reporting
- Clean-up opportunities
- Architecture planning

Source Platforms

- Lotus Notes
- GroupWise
- Google Apps
- Exchange
- SharePoint
- Exchange Public Folders
- Windows File Shares
- Active Directory
- NDS/ eDirectory
- Windows Server

Coexist

Migrate

Target Platforms

- Exchange
- SharePoint
- O ce 365
- Active Directory
- Lync/OCS
- Windows Server

Manage

Post-migration

- Compliance and security
- IT management
- Development and customization

Schedule & automate tasks

Manage & report status

Provision users & sites

DELL Software

Accelerating Microsoft platform adoption

Microsoft priorities	Dell Software	Dell	Customer benefit

Exchange migration

Accelerate Exchange and OCS/Lync migrations and consolidations with less risk to business operations. With more than 35 million mailboxes migrated, Dell Software specialists have the experience to simplify your project.

Office 365 migration

Get to the cloud with ease — and without loss of productivity or data. Dell Software provides pre-migration prep and coexistence during the migration for extended projects, as well as hybrid email environments

SharePoint migration

Reduce the risk, time and effort required to plan and execute SharePoint 2010/2013 migrations.

Lync adoption

Gain deep insight into unified communications usage with Dell MessageStats™ for Lync®. This solution gives you comprehensive usage reporting and analysis by enhancing Lync's built-in reporting capabilities.

Dell

Dell Services helps customers implement Exchange, Lync, SharePoint and Office 365 solutions faster, easier and with less disruption.

From a detailed assessment of current applications and content to managed execution of a complete migration plan, Dell Services can help customers control and deliver migration to on-premises, hybrid or cloud versions of Microsoft's platforms.

By combining Dell's powerful software and deep services experience with Microsoft's industry-leading products, customers get effective, easy-to-use collaboration and communications tools that meet their business needs.

Customer benefit

Accelerate the time to value for deployment of Microsoft universal communications and collaboration products.

Help customers achieve the right level of Lync for their business requirements.

Build a solid foundation for future Lync deployments.

Migrate data and settings from legacy systems (including GroupWise and IBM Lotus Notes) and older versions of Exchange, SharePoint and Lync, with high-fidelity coexistence where needed.

Accelerating Microsoft platform adoption

Microsoft priorities	Dell Software	Dell	Customer benefit
Windows Server	From initial discovery, to setting up GAL synchronization from day one, merging Active Directory forests, restructuring Active Directory and consolidating non-Windows infrastructure into Active Directory, Dell Software has the products to smooth the inevitable rough edges and tense times that accompany the melding of IT infrastructures.	Windows Server 2012 R2 and Dell PowerEdge networking and storage offer a comprehensive virtualization platform that helps IT administrators create dynamic data centers and cloud infrastructures that provide flexible workloads, networks and storage and deliver secure access to data anytime, anywhere on any device. Dell Consulting Services offers a customer-specific OS migration solution including pre-migration analysis, planning, design and migration. Dell Consulting Services leverages industry-leading processes and tools, including Dell Transformation Manager, to help manage the complexity of migration and minimize risk.	Accelerate and simplify your migration to Windows Server with ZeroIMPACT on end users, IT and productivity.
Windows 7/8 migration	Migrate twice as fast at half the cost with automated application compatibility tools.	Dell's end-to-end end-user computing solutions (Windows 7/8) provide customers the best productivity, security and manageability across all devices, including desktop virtualization computing and mobility solutions.	Reduce risks and costs migrating to Windows 7/8.

DELL Software

Accelerating Microsoft platform adoption

Microsoft priorities	Dell Software	Dell	Customer benefit
Azure consumption	Dell On Demand is a collection of foundational services built on top of Azure, which enables Dell Software to more quickly launch new software- as-a-service (SaaS) solutions in the Azure cloud. One of the solutions leveraging Dell On Demand is OnDemand Migration for Email which migrates mailboxes to Office 365. Dell Software continues to build additional Azure integration into product roadmaps in order to meet customers' private and public cloud needs.	Dell enables customers to develop, manage and monitor tools and applications across the Azure platform, and to quickly and easily deploy Azure to begin realizing cloud benefits. Dell cloud-ready solutions and services are helping to drive further adoption of Azure while simplifying the move to and experience with private and public clouds.	Promotes Azure as a widely used and reliable platform. Offers speed, scale, and economics on the most consistent, flexible, and trusted cloud platform available. Manages deployments with robust protection, monitoring, governance, and automation.
SQL Server management	Dell solutions for SQL Server management are award-winning productivity tools that enable organizations to gain unprecedented visibility into their systems, and automate development and administration tasks.	Simplify performance analysis, monitoring, SQL development and administration by providing broad visibility across database environments and award-winning productivity tools.	Maximizes user productivity, and database performance and availability.
SQL Server usage	Many of our award-winning solutions utilize SQL as the back-end database, showing our support for and promotion of SQL as the database of choice.	Dell Global Services offer the expertise and skills needed to take the worry out of implementation, optimization and maintenance of SQL Server environments. Our SQL-based data warehouse even includes start-up and training services, reducing risk and accelerating time to value.	Customers will need a SQL license every time they deploy our solutions.

D∈LL Software

Dell Software's solutions drive Windows Server deployments for Microsoft

1 Discover
Catalog your software and workloads

2 Assess
Categorize applications and workloads

3 Target
Identify your destination(s)

4 Migrate
Make the move

Discover	Assess	Target	Migrate
Catalog server applications	Rationalize content	Remediate applications	ZeroIMPACT moves
Identify dependencies on AD	Adjust settings	Ensure accurate planning	Project status reporting
Inventory file content	Inspect permissions	Prioritize content	Coexistence
Report on settings, permissions and more	Evaluate application readiness	Support on-premises, cloud or hybrid	24 x 7 Premier Support

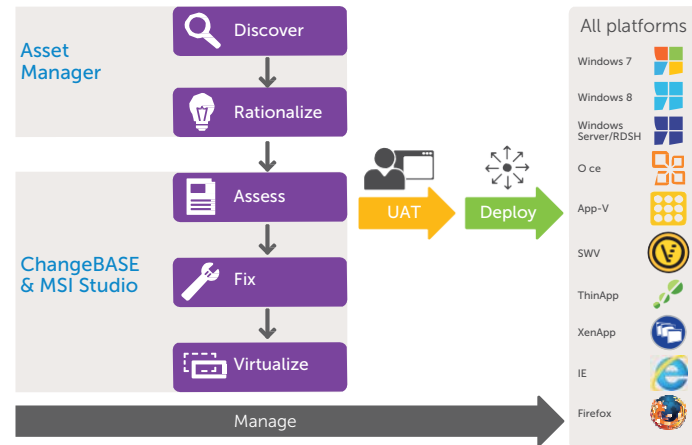# Application migration readiness & asset management

Automated Discovery

Dell Asset Manager Discovery Edition (DE)

- Automates application discovery
- Enables rationalization/consolidation
- Identifies compatible versions

Automated Assessment / Remediation

Dell ChangeBASE

- Automates application compatibility testing, remediation, packaging and application virtualization
- Assesses impact of OS patch updates

How it helps with Windows Server 2003 migrations

Application readiness enables organizations to quickly and easily assess and prepare applications to move to a session virtualization or virtual desktop infrastructure (VDI) environment with Windows Server 2008 R2, Windows Server 2012 and Remote Desktop Session Host (Terminal Server).

Asset Manager DE can be used to discover which server applications you have installed and can provide a full inventory list.

ChangeBASE helps to determine which applications will work optimally in a server-hosted desktop virtualization environment on Windows Server 2008 R2, Windows Server 2012 or RDSH.

ChangeBASE automates the assessment of your applications, making it easier to find out which applications will work and which ones may experience issues. ChangeBASE provides detailed reports on the exact issues with automated fixes or guidance on how to fix.

Pre-migration reporting assessment

1 2 3 4

Enterprise Reporter for Active Directory enables administrators, security officers and help-desk staff to collect, store and report on configuration of Active Directory, Windows Servers and SQL Servers.

Armed with this information, organizations can perform security assessments, pre- and post-migration analyses, and operational reporting, thereby enabling informed strategic planning and proactive management of the IT infrastructure.

Dell Software offers world-class services, a highly skilled partner community and award-winning global support

With 50+ million AD accounts migrated and 86+ million AD accounts under management, Dell Software has the experience necessary to ensure success

75.8 million users and mailboxes audited using our solutions

How it helps with Windows Server 2003 migrations

Pre- and post-migration assessments

- Inventory assets
- Identify unused assets for cleanup
- Determine impact of migration
- Find the best way to stage migration projects
- Verify migration is completed as planned

Compliance and security configuration visibility

Scalable data collection

- Schedule collections during off-peak hours

Decrease workload with automated reporting

- Report generation and delivery for multiple consumers
- Meet unique reporting needs with customizable reports
- Provides separation of duties, ensuring help-desk staff and IT managers get exactly the reports they requested

Change auditing for all migration stages

ChangeAuditor audits, alerts and reports on all user and administrator activity, including security and configuration changes to the Windows environment — all in real time and without the overhead of native auditing.

The advantage of ChangeAuditor is its ability to audit the Microsoft environment while simultaneously preventing dangerous, unwanted changes from causing security or performance issues.

Customers rely on ChangeAuditor to:

- Achieve complex compliance audit challenges with built-in reports for SOX, PCI DSS, HIPAA, FISMA, SAS 70 and more
- Simplify IT governance to prevent internal and external security breaches
- Increase performance across the enterprise with before and after analysis of IT controls

How it helps with Windows Server 2003 migrations

Discover applications dependent on AD

- What systems need connectivity to AD during and after migration
- Find inefficient queries that slow AD performance and queries that don't conform to internal policies

Checks and balances

- Assess who is doing what, when, where, why and from what workstation
- Be alerted to critical changes
- Prevent critical changes from happening
- Auditor-ready, best-practices reporting
- Discover changes made during migrations in highly regulated verticals such as finance, healthcare or oil and gas

Dell Migration Manager for AD and File Servers

The Dell solution for Active Directory and file server migration includes Dell Migration Manager for Active Directory with Dell Secure Copy to make your move from Windows Server 2003 to Windows Server 2012 a success.

Migration Manager for Active Directory and File Servers not only empowers you to efficiently migrate and restructure Active Directory and file servers, it also ensures that users retain secure access to critical resources as the data is moved. Simplify the migration process and integrate workflows for pre-migration analysis, setup, object migration, resource updating, reporting and post-migration cleanup.

How it helps with Windows Server 2003 migrations

Active Directory

- Facilitate your move from Windows Server 2003 to Windows Server 2012, and restructure your AD as you migrate

- Ensure zero impact on your users with seamless coexistence throughout the migration — both migrated and not-yet-migrated users maintain proper access to network resources (printers, SQL Servers, SharePoint sites and more)

- Ensure that users have the same access to resources after the migration, promoting security and compliance in the new Windows Server 2012 environment

File Servers

- Facilitate the movement and restructuring of file server data from Windows Server 2003 to Windows Server 2012

- Maintain all security and access points as the data (files, folders, NTFS security, file shares, local users and groups, compression settings, etc.) is moved

- Plan and verify a successful Windows Server 2003 to Windows Server 2012 data migration with robust reporting tools and automation

Johnson Matthey accelerates AD consolidation

Johnson Matthey strikes gold with Dell's AD management and migration solutions, consolidating 27 forests and 10,000 users into one AD within eight months.

Challenge

Johnson Matthey needed to consolidate its 27 AD forests into one single AD within a tight deadline. After migration, it needed to effectively manage the new AD, including the delegation of admin rights to each office for local access management. In addition, to ensure security and comply with industry regulations, the company needed to be able to audit changes to its AD.

Solution

Johnson Matthey found Migration Manager for Active Directory from Dell to be the most comprehensive AD migration solution on the market. For AD management, ActiveRoles Server from Dell "leapt out as the best solution." In addition, ChangeAuditor for Active Directory was chosen to provide AD security.

Benefits

- Ensured a smooth directory consolidation with no data loss or business disruption
- Cut migration time by 83 percent, from four years to eight months
- Reduced local admin support by 98 percent
- Improved security
- Enabled compliance with industry regulations

"Migration Manager exceeded our expectations. We completed the migration in eight months, whereas a manual approach would have taken us at least four years."

Stephen Way, Divisional IT Director, Johnson Matthey Plc

DELL Software

Email migration

Compelling events

New servers purchased: Customers frequently purchase servers in preparation for a planned Exchange, AD or SharePoint migration. If your customers are interested in new servers, find out why and what they intend to do with them.

Merger or acquisition: When companies merge, in addition to needing new hardware they often need to create new organizational structures for the merged organization. This often includes a redesign of their Exchange, AD or SharePoint environments.

Migration to Office 365: Many organizations want to take advantage of the cloud and are therefore migrating to Office 365. Like any other migration, this type of move requires planning and post-mi- gration management.

Existing contracts are expiring: Organizations reassess their service contracts and may choose to move from one platform to another (for example, Notes to Exchange) to avoid recontracting for costly maintenance.

Solution impact

Our four-part ZeroIMPACT methodology ensures a successful migration and helps customers get the most from the investment in their new environments. Dell's migration and consolidation solutions efficiently move and restructure user accounts, data and systems without impacting users or business productivity.

On Demand Migration for Email

Get your customers activated on Office 365. On Demand Migration for Email enables you to securely migrate users and data to Office 365 (Exchange Online), on-premises Exchange or hosted Exchange email platforms from virtually any source, including Exchange 2000 and above, Gmail, Lotus Notes 7.0.3 or higher, GroupWise 7.0.3 or higher, POP/IMAP, Office 365, Sun, 7 or 8. Simultaneously migrate multiple users from a single console, moving data such as email, calendars and folders. You can also quickly filter out unwanted data to reduce migration time — all without installing or maintaining migration software.

Why is this good for everyone?

The Dell Software team has successfully migrated:

- More than 35 million mailboxes to Exchange, including more than 10 million mailboxes migrated from Notes, GroupWise and Google.
- More than 40 million users to Active Directory, including nearly 10 million users migrated from Novell's NDS.

Drive Exchange 2013, Office 365 and Windows Server 2012 adop-tion: With our proven methodology, your customers will get to the latest platforms faster and with ZeroIMPACT.

Fight off Google: Migrate mail, contacts, calendars and Google Drive content quickly and reliably, reducing migration cost and complexity, thanks to Dell Software.

Get your customers off legacy Exchange: Our migration solutions for Exchange 2013 and Office 365 will get customers off of Exchange 2003 and earlier in one step.

Acquisition of TPPG requires fast email migration

Challenge

After being acquired by a private equity firm, TPPG needed to quickly migrate users from an on-premises Exchange environment to Office 365, with only a small IT team and while respecting the security concerns.

Solution

With OnDemand Migration for Email, TPPG completed its migration on schedule without having to install any software. The migration was quick and seamless, rating strong reviews in the company's follow-up user satisfaction survey.

Benefits

- Ensured a seamless migration with high user satisfaction
- Enabled the migration to be completed on schedule
- Solved security concerns by not requiring the installation of any software
- Reduced costs by enabling the migration to be performed by the existing small IT team
- Reduced end-user time requirements by 90 percent, from one hour each to just 5–7 minutes

"OnDemand Migration for Email literally did exactly what Dell said it would do, and it did it perfectly. That's all you want, isn't it? The Dell tool just worked."

Max Smith, Unified Communications Business Consultant, CGI

DELL Software

SQL Server

SQL Server management tools

Spotlight on SQL Server Enterprise: delivers operational monitoring, diagnostics, administration, and automated tuning for SQL Server; Microsoft's Bing Advertising Group runs it in production

Benchmark Factory for Databases: improves database performance and scalability through testing, including database workload replay

Discovery Wizard for SQL Server: detects SQL Server instances and monitors network for changes

Foglight for SQL Server: provides scalable, webbased, 24x7 database monitoring

Foglight Performance Analysis for SQL Server: offers detailed wait-event analysis and optimization

Foglight for Cross-Platform Databases: monitors diverse platforms from one consolidated view

LiteSpeed for SQL Server: improves backup and recovery; Microsoft is a case study customer

Toad Data Modeler: provides simple, accurate and low-cost data modeling and design

Toad Data Point: simplifies data access, analysis and provisioning for data management professionals

Toad for SQL Server: automates repetitive DBA and development tasks; winner of multiple Best of TechEds, Readers Choice and Editors' Choice 2012 awards from SQL Server magazine

Toad Multi-DB Suites: provides DB user productivity with multi-platform support at a reduced cost

Spotlight on SQL Server Enterprise 10

Detect and diagnose performance issues
Understand your SQL Server infrastructure health at a glance.

Receive instant alerts at the server level
Extend robust built-in metrics and alarms with custom collections and alerts.

Resolve issues before they impact the business
Analyze performance data automatically to resolve issues quickly, including long-running processes, blocking locks, deadlocking and more.

Full visibility into the operating system and VM layer
- Context-specific dashboards
- Full context playback
- Custom alarm thresholds
- Over 80 diagnostic views
- Custom alarm actions

Jenkon provides better service with information management solutions from Dell Software

Dell's solution enables Vancouver, Washington-based Jenkon to efficiently support the sales forces of some of the world's most recognized brands through specialized web services and turnkey software.

Challenge

With billions of dollars of commerce at stake for customers, Jenkon's previous technology vendor could not provide solutions that supported its rapid growth and future strategy. Jenkon turned to Dell as a trusted partner.

Solution

To ensure its SQL Server database environments deliver optimal performance, Jenkon uses Dell Software's Spotlight on SQL Server Enterprise monitoring solution and LiteSpeed for SQL Server for backup, compression and restore functionality.

Benefits:

- Detect issues proactively and fix them before they strike
- Monitor the health and performance of their SQL Server environment anytime, anywhere using the mobile app
- Back up, compress and restore SQL Server data and move it easily across the environment

"Dell Software has made a real difference in how we move forward as a business."

Robert Cavitt, CEO, Jenkon Corporation

Software

SharePoint

Dell's solution allows customers to manage, migrate and customize their SharePoint environments to easily satisfy end-user demands, while improving SLAs and maximizing their SharePoint investment.

Compelling events

Migration: Prepare for and execute a successful migration, which likely will include server and storage hardware from Dell.

Management: Manage numerous challenges including those around recovery, security and storage. Centrally address all these issues and help organizations plan for the long range.

Customization: Dell Software enables super users — who may do as much harm as good without best practices — as well as time-crunched IT developers to deliver a consistent, secure product with efficiency and ease.

Solution impact

More IT organizations then ever rely on SharePoint for not only basic file collaboration, but also for line of business applications, business intelligence, social applications, enterprise search and more. Managing, migrating and customizing their environment are most organizations' key concerns. Dell solutions help organizations control the chaos and maximize their SharePoint investment.

Microsoft Partner
2013 Partner of the Year Winner
Office and SharePoint App
Developer

Qualifying questions

How are you using SharePoint? What challenges do you face?

Are you planning a migration? How important is the content you are migrating?

Do you have a good understanding of what's in your environment, what needs to be migrated, in what order/priority, and what can be removed?

Do you have a migration project plan in place?

What kinds of things are you doing that require custom code?

What is your backup and recovery plan for SharePoint content?

Why is this good for everyone?

Drive SharePoint 2013 upgrades with an end-to-end solution: Dell offers software, services and even Windows and SQL hardware to ensure a successful migration.

Accelerate SharePoint/Office 365 deployments globally: Customers can reduce the time, cost and risk of migrating SharePoint sites, Google Drive content, Windows files, Exchange public folders and Notes applications to SharePoint on-premises, Office 365 and OneDrive for Business.

Prevent competitive switchers: Consolidate and upgrade content from legacy SharePoint versions (2003/2007/2010) directly to SharePoint 2013 or Office 365.

Migrating data while boosting performance

Conexus Credit Union uses flexible storage solution to externalize data during a migration, while increasing SharePoint performance.

Challenge

Conexus Credit Union wanted to use Microsoft SharePoint to manage business-critical data while storing that data in a repository other than Microsoft SQL Server.

Solution

The company deployed Dell Storage Maximizer for SharePoint, which externalizes data from SQL Server to more flexible storage while keeping the data accessible in SharePoint.

Benefits

- Conexus migrates 1.2 million documents without disrupting business
- Solution boosts SQL Server performance and enhances employee productivity
- Integration with SharePoint and timely support ease IT administration
- Organization projects cost savings from using cheaper storage
- Conexus has solid foundation for growth

"We're getting the SharePoint performance we need because Storage Maximizer externalizes many of our documents."

Joanne Klein, SharePoint Administrator, Conexus

DELL Software

Dell Software's
commitment to
Microsoft

Dell Software has won multiple WPC awards

- Office Development App of the Year - 2013
- Global ISV Partner of the Year in 2007 & 2004 (finalist in 2011, 2010, 2009, 2008, 2006 & 2005)

Worldwide Alliance Partner with the Microsoft Technology Centers (MTCs)

Part of the Azure TopDeals program, committed to driving up to $5 million in Azure revenue in 4 years

Builds more than 125 products on the Windows and SQL Server platforms and participates in multiple Microsoft early adopter and beta programs

Redmond-based alliance team that manages the Microsoft corporate relationship to drive roadmap and GTM discussions with MS product teams

Dedicated resources in the field for North America, Latin America and EMEA sales engagement with the MS ATU and STU to drive joint pipeline and wins

"Dell Software has continually demonstrated innovation and leadership with their breadth of solutions that support the Microsoft platform. Dell Software is a key strategic relationship that aligns with our cloud strategy and can be instrumental in helping customers deploy Office 365, drive Azure consumption, and adopt the latest and greatest Microsoft technologies."

Steve Guggenheimer,
CVP Developer Experience

D∈LL Software

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Developer

Lync Billing & Reporting
MessageStats
Microsoft qualified solution

Best of TechEd
Spotlight on SQL
Server Enterprise
Winner 2012

Best Security/Auditin g/
Compliance Product
ChangeAuditor for
SQL Server
Community Choice

Best New Product or Service –
Software/Business/Competitive
Intelligence Solution
MessageStats Business Insights
Stevie Award 2013

Best SharePoint Product
Site Administrator
for SharePoint
Windows IT Pro 2013

Best of TechEd
Recovery Manager
for SharePoint
Finalist in 2011

Best Network Auditi ng
Solution
Active Administrator
Readers' Choice Award

Best Database
Development Product
Toad for SQL Server
Readers' Choice Award

Best Messaging Product
MessageStats Business
Insights
Windows IT Pro 2013

Best SharePoint
Development Tool
Quick Apps for SharePoint
Windows DevPro 2013

Best Disaster
Recovery Product
Recovery Manager
for SharePoint
Windows IT Pro 2013

DELL Software

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