

The Service Provider Program is an exclusive program for our Service Providers partners. A typical "corporate" account cannot purchase with a subscription license.

The Service Provider Program is designed to work with the Service Provider business model. Dell understands that Service Providers want to match their expenses with their revenue. They receive their revenue on a monthly/quarterly and wish to work with vendors that provide them the same flexibility. The Basics of the program include:

- Monthly subscription price
- Usage-based licensing option available
- Quarterly billing in arrears
- Go-to-Market and co-branding support

Our Program allows service provider partners to increase revenue and reduce costs by combining core elements of technology, a pay-as-you-go pricing model, and Go-To-Market support.

## Nine IT as a service solution areas for Service Providers

### **1 Hosted applications & desktop as a service (click to learn more)**

Broker connections to platform-agnostic virtual desktops (Microsoft Hyper-V, Parallels Virtuozzo Containers, and VMware ESX)  
Provide faster provisioning, significant storage savings and precise load balancing with integrated user-experience monitoring  
Pair appropriate applications and technologies to specific user needs while reducing cost per desktop

### **2 Messaging, communication, collaboration & Active Directory as a service (click to learn more)**

Self-serve email migration from any source to any target, co-existence and AD synch & auto-provisioning  
Reduce the complexity of email reporting and usage analysis across legacy and newly implemented platforms.  
Automated permissions, security and auditing management of numerous SharePoint farms

### **3 Network, firewall & managed security as a service (click to learn more)**

SonicWALL firewall-as-a-service combines intrusion prevention, SSL decryption & inspection, and application intelligence  
Unified Threat Management platform combines anti-malware, intrusion prevention, content/URL filtering and apps control  
Deliver high-performance wireless networking and ensure network security with enterprise-class wireless access points

### **4 Identity & access management as a service (click to learn more)**

Automate account creation, access and administration with unified identities, passwords and directories  
Centrally manage privileged accounts with individual accountability through granular control and access monitoring  
Address customers' governance needs for applications, unstructured data, privileged accounts and administrators

### **5 End point management (click to learn more)**

Identify and remediate vulnerabilities on customers' endpoints with an easy-to-use, cost-effective solution.  
Centralize management and enforce compliance with security policies across PCs, servers, tablets and smartphones  
Employ endpoint encryption to protect data wherever it rests — without affecting user performance

### **6 Database management as a service (click to learn more)**

Provide diagnostics, management and protection for Oracle, SQL Server, DB2, Sybase, MySQL and cloud databases  
Transition customers' on-premise workloads, provide high availability or spin up new workloads  
Centralized management across unique environments that cater to customers' deployment needs

### **7 Data protection, backup & recovery as a service (click to learn more)**

Ensure uptime, protect applications and reduce the complexity and management of backup and recovery environment  
Protect data across a wide range of applications, platforms and OS across any size and environment — physical, virtual or hybrid  
Replicate to another location and perform granular recovery of individual files in seconds

### **8 SaaS & application integration (click to learn more)**

Boost the value of master data management (MDM) initiatives, accelerating time to insight with fast deployment  
Capitalize on integration with any combination of cloud and on-site applications, and manage MDM solution through the cloud  
Complete integration projects in days without the need for new hardware, software or coding

### **9 Big data analytics (click to learn more)**

Help customers mine content, discover relationships and realize the full value of big data  
Rapidly transform structured and unstructured data into analytic insights with easy-to-use search and visualization capabilities  
Easily integrate data from diverse data stores and applications, including off- and on-premises sources

Monthly pricing available in USD, Euro, GBP and 16 other currencies  
Single Service Provider Agreement for all of Dell Software  
Over 2,000 partners in the Program

Contact us at [SPquestions@dell.software.com](mailto:SPquestions@dell.software.com)  
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