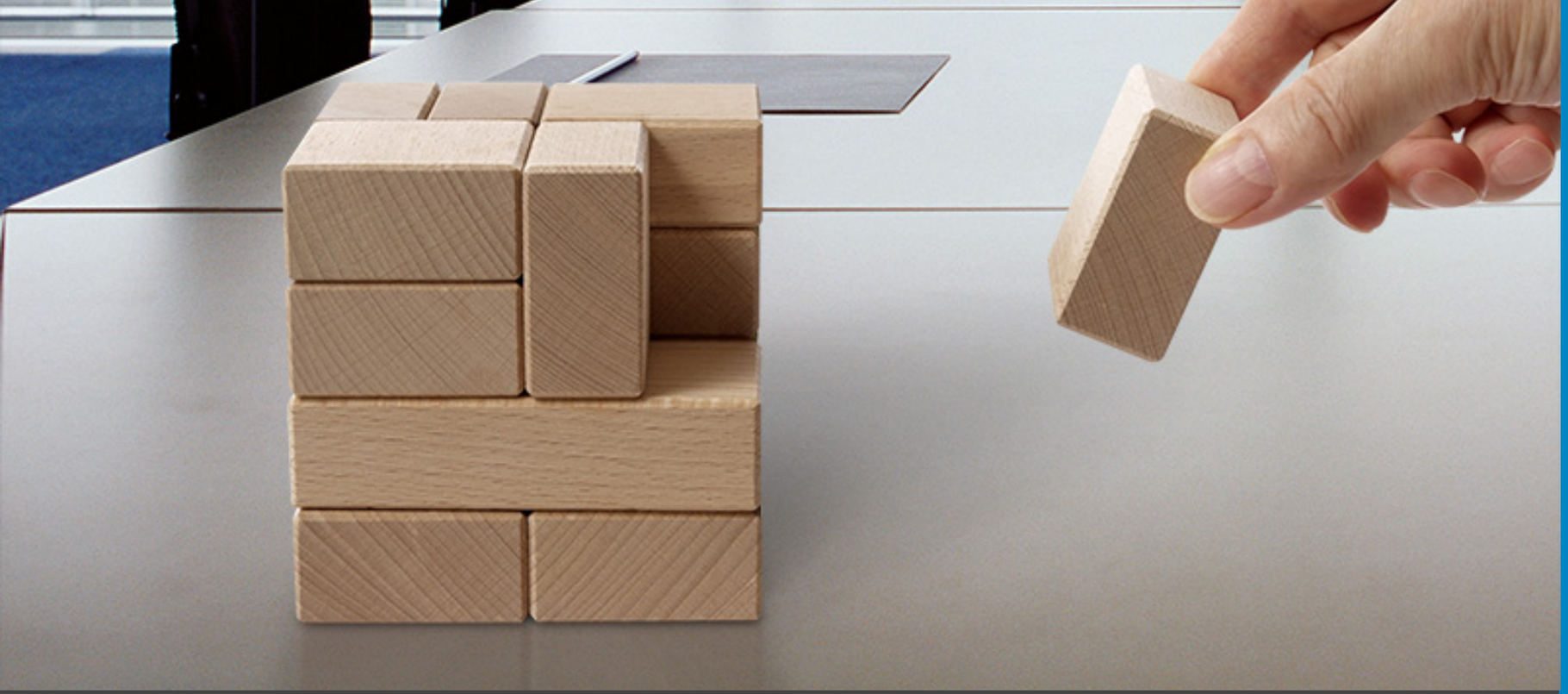


Converged IT tailored today for a future fit.

More than unifying servers, storage and networking, a converged solution should be designed with your business challenges in mind. Tailored for your workloads, Dell has one of the most complete converged portfolios—from integrated infrastructure and reference architectures to purpose-built appliances and hyper-converged solutions—ready to tackle your toughest challenges.

Choose your challenge:

The challenge:

Simplifying complex architectures

The solution

PowerEdge FX: Workload-defined infrastructure, converged

Precisely tailor, quickly deploy and easily manage your infrastructure with the most processing power per rack of any other platform.

See more architecture simplification solutions: XC Series | VRTX

Typical workloads

Virtualization + | Hosting | SDDC

Define a path to software-defined
Move storage closer to compute to accelerate applications and redefine density.

Precisely tailor workload performance
A modular approach lets you tailor resources to meet specific requirements.

More workloads, less space
Get an entire data center in a single 2U chassis, efficiently integrating shared power, cooling and management.

Up to **50%** more available server-side storage than HP[1]

Get up to **3x** the Oracle performance at up to **40% lower cost** vs. HP Proliant.[2]

Support up to **72%** more vSAN virtual desktops in **10x less space** vs. Cisco.[3]

The challenge:

Accelerating applications affordably

Typical workloads

Oracle | SQL | SAP

The solution

PowerEdge m1000e: Converged Blade Data Center

Cutting-edge app performance and efficiency

"We continue to rapidly scale our platform ... I see the Dell Converged Blade Data Center as a great way to support that expansion."

Phil Dalbeck
Infrastructure Architect,
Skyscanner

Streamline management

Manage multiple enclosures and blades from a single console.

Reduce power and cooling

Energy Smart thermal design efficiently cools the chassis and enables better performance in a lower power envelope.

Accelerate applications

Fully modular 10U blade enclosure features up to 8 full-height, 16 half-height or 32 quarter height PowerEdge blade servers, storage, networking and management.

View Photo Gallery ›

Learn about more application acceleration solutions:

FX | XC Series | EVO:RAIL | VRTX

World's most **power-efficient** blade server[1]

220% increase in servers per U vs. previous generation

The challenge:

Delivering IT services faster

The solution

Dell Engineered Solutions for EVO:RAIL
From virtual to value in minutes

Deploy virtual machines and desktops in minutes.


Solution Brief

Dell Engineered Solutions for VMware EVO: RAIL

Hyper-converged appliance optimizes infrastructure and application delivery

View solutions brief ›

"The Dell Engineered Solutions for VMware EVO:RAIL offer ease-of-use, simplicity of deployment, and pay-as-you-go scalability that is ideal for our virtual desktop infrastructure (VDI) initiatives."

John Krull
Information Technology Officer, Oakland Unified School District

Links to other rapid time to value solutions: XC Series VRTX

Typical workloads

Virtualization | VDI

Deliver IT services faster
Plug and play solution includes a Dell 2U/4 node server platform and VMware virtualization software.

Optimize virtualized workloads
Pre-validated configuration integrates into existing environments without disruption, while maximizing performance and flexibility.

Scale rapidly
Add additional appliances in minutes, investing only when you need.

Deploy VMs in just **15 mins** from power on with Dell Engineered Solutions for VMware EVO:RAIL.

Support up to **250** Horizon View desktops per appliance.[1]

Run up to **100** VMs per VMware EVO:RAIL appliance.[2]

The challenge:

Bringing big office IT to the small office

The solution

PowerEdge VRTX: Data center performance at your desk side

Simplicity, efficiency and versatility for ROBO and small office IT with PowerEdge VRTX

"We can effectively control hardware growth and cut TCO by 20 percent with the Dell PowerEdge VRTX."

Fang Rui
Professor, Chengdu University of Information Technology

Links to other application anywhere solutions: EVO:RAIL

Typical workloads

Exchange | CRM | ERP

Right-size for your office
Up to four blade server nodes, 48TB of internal storage and a built-in network connection

Manage across the enterprise
Consistent management features between VRTX and your data center

Redefine office IT
Office power profile and deskside acoustics help VRTX fit in anywhere.

Realize faster time to value
An integrated, pre-tested and certified solution while reducing CapEx and OpEx

View Photo Gallery ›

Up to **26%** lower 5-year TCO vs. a legacy hardware environment[1]

Up to **122%** better performance per Watt vs. HP C3000[2]

Deploy **78.5%** faster vs. a legacy hardware solution.[3]

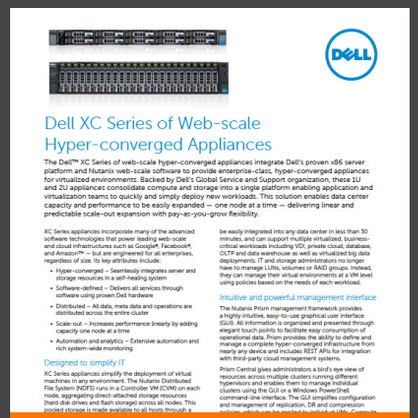
The challenge:

Setting a software-defined strategy

The solution

Dell XC Series: Designed for the software-defined data center

Hyper-converged, highly scalable compute and storage solutions for software-defined workloads


Dell XC Series of Web-scale Hyper-converged Appliances

The Dell™ XC Series of web-scale hyper-converged appliances integrate Dell's proven x86 server platform and Nutanix web-scale software to provide enterprise-class, hyper-converged appliances for virtualized environments. Backed by Dell's Global Service and Support organization, these 1U and 2U appliances consolidate compute and storage into a single platform enabling application and virtualization teams to quickly and simply deploy new workloads. This solution enables data center capacity and performance to be easily expanded — one node at a time — delivering linear and predictable scale-out expansion with pay-as-you-grow flexibility.

XC Series appliances incorporate many of the advanced software technologies that power leading web-scale and cloud infrastructures such as Google#, Facebook#, and Amazon™ — but are engineered for all enterprises, regardless of size. Its key attributes include:

- Hyper-converged – Seamlessly integrates server and storage resources in a self-healing system
- Software-defined – Delivers all services through software using proven Dell hardware
- Distributed – All data, meta data and operations are distributed across the entire cluster
- Scale-out – Increases performance linearly by adding capacity one node at a time
- Automation and analytics – Extensive automation and rich system-wide monitoring

Designed to simplify IT

XC Series appliances simplify the deployment of virtual machines in any environment. The Nutanix Distributed File System (NDFS) runs in a Controller VM (CVM) on each node, aggregating direct-attached storage resources (hard disk drives and flash storage) across all nodes. This pooled storage is made available to all hosts through a

be easily integrated into any data center in less than 30 minutes, and can support multiple virtualized, business-critical workloads including VDI, private cloud, database, OLTP and data warehouse as well as virtualized big data deployments. IT and storage administrators no longer have to manage LUNs, volumes or RAID groups. Instead, they can manage their virtual environments at a VM level using policies based on the needs of each workload.

Intuitive and powerful management interface

The Nutanix Prism management framework provides a highly intuitive, easy-to-use graphical user interface (GUI). All information is organized and presented through elegant touch points to facilitate easy consumption of operational data. Prism provides the ability to define and manage a complete hyper-converged infrastructure from nearly any device and includes REST APIs for integration with third-party cloud management systems.

Prism Central gives administrators a bird's eye view of resources across multiple clusters running different hypervisors and enables them to manage individual clusters using the GUI or a Windows PowerShell command-line interface. The GUI simplifies configuration and management of replication, DR and compression

View XC spec sheet ›

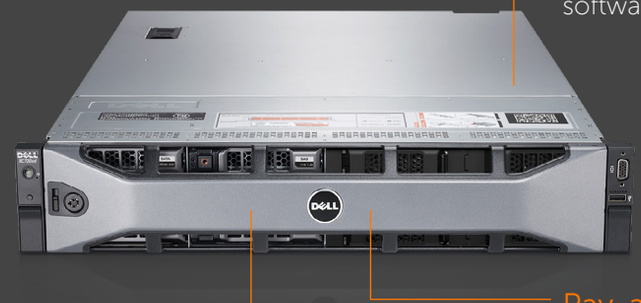
"The Dell XC Series will enable us to support 5,000 full-time students plus staff with an easily scalable infrastructure for virtual desktops."

Daryl Allenby
Director of IT infrastructure and operations, Northern Alberta Institute of Technology

Links to other software-defined solutions: PowerEdge FX | EVO:RAIL

Typical workloads

VDI | Private cloud | Big data



Web-scale at your scale

PowerEdge compute, enterprise-class storage, integrated networking and Nutanix web-scale software in a 1 or 2U appliance

Pay-as-you-grow

Modular expansion lets you scale capacity and performance as needed—without overprovisioning.

Deploy and manage faster

Preconfigured solution reduces rollout time while a single interface for storage and server management streamlines operations.

Up to **27%** lower cost over three years than traditional VDI solutions[1]

Up to **6x** faster time to value compared to traditional VDI solutions[1]

Start your software-defined data center in less than **30 mins.**

More than unified, IT converged.

Dell offers one of the few converged solutions that deliver a single, virtualized layer of compute and storage. This compute-optimized approach fast tracks your software-defined data center.

Get IT together at Dell.com/convergedsolutions

With Dell Converged Solutions, you can:

Lower costs as you run more workloads in less space with the modular, flexible PowerEdge FX Architecture.

Roll out IT services faster with application-specific reference architectures and purpose-built appliances.

Streamline operations as you manage traditional and new IT as one with a highly intuitive user interface and template-driven orchestration.

Sources

PAGE 2:

[1]Based on October 2014 Dell internal analysis of the x86 server market of maximum aggregate SPECint CPU processing power supported in a standard EIA server rack.

[2]Based on "Oracle RAC performance: Dell PowerEdge FX2 with Fluid Cache for SAN vs. competing cache solution", a January 2015 Principled Technologies report commissioned by Dell comparing a Dell PowerEdge FX2 and HP ProLiant DL380p. Actual performance will vary based on configuration, usage and manufacturing variability. Pricing claim based on internal analysis using U.S. list pricing taken from dell.com and hp.com in October 2014.

[3]Based on "VDI Performance comparison: Dell PowerEdge FX2 and FC430 servers with VMware Virtual SAN" a December 2014 Principled Technologies report commissioned by Dell.

PAGE 3:

[1]Based on Dell analysis of the PowerEdge M600 (10th Generation), The PowerEdge M610 (11th Generation) and The PowerEdge M620 (12th) Generation, which all hold the highest SPEC_power scores for their given life cycles. See www.spec.org.

PAGE 4:

[1]Horizon View virtual desktop profile: 2vCPU, 2GB vMEM, 32GB VDisk lined clones. Actual capacity will vary with desktop size and workload.

[2]General purpose server VM profile: 2vCPU, 4GB vMEM, 60GB vDisk, with redundancy. Actual capacity will vary with VM size and workload.

PAGE 5:

[1]Based on a June 2013 Principled Technologies report commissioned by Dell, "Comparing Performance and Cost: Dell PowerEdge VRTX vs. a Legacy Hardware Environment." TCO calculated in U.S. dollars. For more information see, http://www.principledtechnologies.com/Dell/VRTX_performance_TCO_0713.pdf

[2]Results based on testing by the Dell Solutions Performance Analysis Lab May 2013 comparing the performance of the Dell PowerEdge VRTX with four M620 server nodes to the HP ProLiant C3000 with four Proliant BL460c blades in a Microsoft Hyper-V environment using Benchmark Factory to measure performance. Actual performance will vary based on configuration, usage and manufacturing variability. Software and workloads used in performance tests may have been optimized for performance only on Intel microprocessors. Performance tests are measured using specific computer systems, components, software, operations and functions. Any change to any of those factors may cause the results to vary. You should consult other information and performance tests to assist you in fully evaluating your contemplated purchases, including the performance of that product when combined with other products.

[3]"Dell PowerEdge VRTX and M-Series Compute Nodes," a May 2013 Priniciple Technologies Report sponsored by Dell http://www.principledtechnologies.com/Dell/PowerEdge_VRTX_configuration_0513.pdf

PAGE 6:

[1]"Dell and Nutanix Introduce a Converged VDI Application Appliance," David Floyer, November 17, 2014. See: http://wikibon.org/wiki/v/Dell_and_Nutanix_Introduce_a_Converged_VDI_Application_Appliance.