

# Innovation That Drives Modern Transformation

Data Protection Solutions from Dell Technologies and VMware

**DELL**Technologies | **vmware**<sup>®</sup>



# Modern Transformation

## What is modern transformation?

It's the benefits of cloud computing with proven and modern solutions for virtual machines.

It's the ability to leverage your physical and virtual infrastructure to deliver true organizational value:



**Faster through integration**



**Simpler through automation**



**Safer with protection**

Modern transformation is more than IT.  
It's better business.

## Business Benefits of IT Transformation<sup>1</sup>

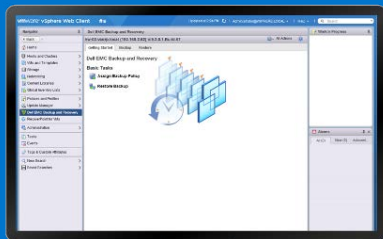
- 1 Improved operational efficiency
- 2 Faster time to market
- 3 The ability to meet customer expectations

<sup>1</sup> Forbes, 100 Stats On Digital Transformation And Customer Experience

# Integration: Physical + Virtual = Speed

Accelerate modern transformation with deep and seamless integration into VMware, AWS and Azure native management tools.

## SEAMLESS INTEGRATION



LEVERAGE NATIVE  
VSPHERE UI



VMWARE VREALIZE  
AUTOMATION INTEGRATION



VMWARE CLOUD

VMWARE ADMIN EMPOWERMENT

HYPERVISOR INTEGRATED

VSAN CERTIFIED



VSPHERE WEB  
CLIENT



VSPHERE  
VCENTER



VMWARE CLOUD  
DIRECTOR



VREALIZE LOG  
INSIGHT



VREALIZE OPERATIONS  
MANAGER



VREALIZE  
AUTOMATION

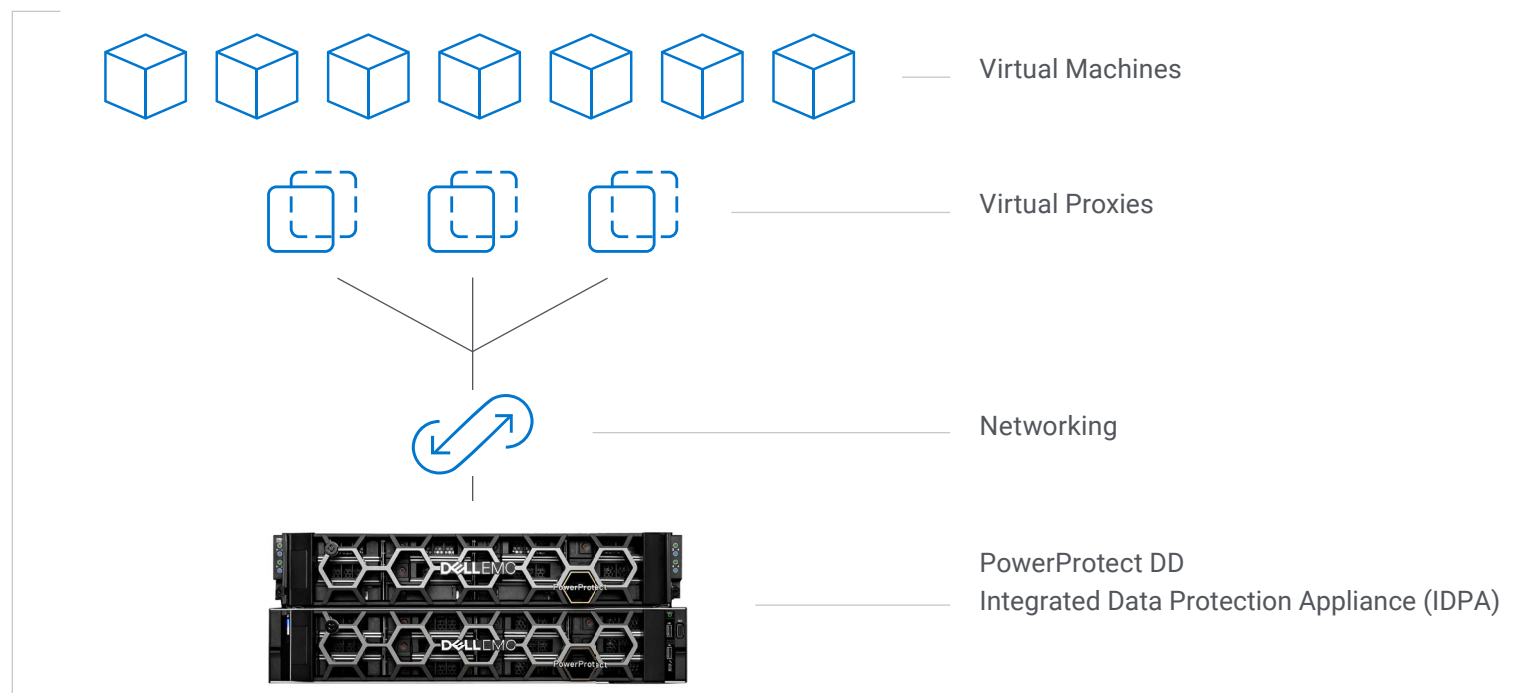
# Automation: Simplify to Move Faster

Automate across the entire VMware stack to streamline management of VM growth and the entire data protection environment from a single, centralized modern interface.

Automation enables modern transformation with proven and agile solutions for private, hybrid and multi-cloud environments.

The result is faster, more consistent delivery of applications and services that drive competitive advantage.

Automation  
across the entire data  
protection stack



# Protection: Data Drives Smarter Business

Why is data protection so critical? Because data is vital to your business.

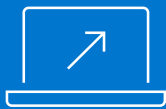
As organizations pursue modern transformation, data protection strategies must also evolve. In today's hyper competitive, innovation-driven environment, the biggest risk most companies face is not having a disaster recovery plan or data protection strategy.

**Dell Technologies is an innovation leader, strategically first to market with VMware and at the forefront of emerging technology, with proven and modern data protection solutions.**

**82%**

of organizations suffered from a disruptive event (e.g. downtime or data loss) in the last 12 months<sup>1</sup>

**BUILT WITH VMWARE**



### Native VMware Interfaces

Deep integration delivers self-service data protection with co-engineered solutions

**INNOVATION**



### Moderns Apps Support

Kubernetes solutions developed with VMware takes advantage of Cloud Native Storage and First Class Disks

**MULTI-CLOUD**



### Multi-Cloud Leaders

More than 1000+ companies trust Dell to protect their data in the cloud<sup>2</sup>

**PROVEN**



### Trusted Data Protection

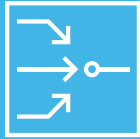
8 out of the top 10 Global Banks are using Dell EMC Data Protection and cyber recover solutions<sup>3</sup>

<sup>1</sup> Global Data Protection Index March 2020

<sup>2</sup> Based on Internal Dell research, February 2020

<sup>3</sup> Based on internal analysis of Dell EMC sales and publicly available bank rankings, October 2019

# Innovation is Thriving at Dell

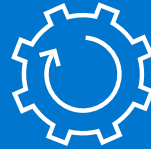


## Data Protection for VxRail

Single Vendor Solution and Support

Tightest Integration with VMware, Managed by vCenter

Easy to Install, Use, Manage and Upgrade



## Protection & Automation for Modern Apps

Enterprise-grade Data Protection for Kubernetes

Management for Enterprise IT and for Kubernetes Admins

Built in Collaboration with VMware



## Data Protection for Dell Technologies Cloud

Disaster Recovery

Long Term Retention

Cloud Backup

In-Cloud Workloads

# Use Cases

Protecting your business begins with protecting your data.



Edge

## Remote & Branch Office

Dell Technologies solutions produce a documented process for compliance and governance that includes file recovery and restoration – even while employees work from home.

[LEARN MORE:](#)



Core

## Data Protection

Trust that your data is always protected wherever it lives with the industry's broadest portfolio of data protection solutions for the modern data center.

[LEARN MORE:](#)



Cloud

## Get Your Cloud On

Learn how Dell EMC cloud data protection can accelerate your path to the cloud.

[LEARN MORE:](#)

## CUSTOMER SPOTLIGHT

### State of Michigan

2500+ VMs, consolidates data protection and storage to capture \$4 million in cost savings and productivity gains

### Xavier University

95% virtualized with VMware, to backup 20TB of data that reliably completes in a single evening!

### Ochsner Health

The tight integration between Dell EMC and VMware protects over 2500 VMs with confidence

### Republic Bank

Relies on Dell for all its data, leveraging tight integration with VMware for easy data management and automated backups

### Watermark

Replaced a competitor with the DP4400 to automatically protect over 1000 VMs and offer multiple levels of DR to the companies it hosts

### Revelation Software Concepts

Replaced a competitor with DP4400 to protect their all-VMware environment and reduced their backup window by 94%!

# The Last Line of Defense

Dell Technologies gives organizations an effective way to recover the lifeline of their business when other strategies fail. Only PowerProtect Cyber Recovery combines multiple layers of protection and security into a turnkey solution to provide maximum protection for critical data.

GOOD...



Integrated LockSEC  
17a-4(f) Compliant

WORM Immutable

Elevated Security Credentials

BETTER...



Protection from  
Insider Attacks

Heterogeneous Backup  
Software Vendor Support

BEST



Automated, Vaulted Air Gap

Full Context Indexing with  
AI / ML Analytics

Enhanced Recovery Tools

CYBER RESILIENCE



# Modern Transformation Enabled by Data Protection Solutions from Dell Technologies and VMware

**Modern transformation is founded upon partnership that delivers data protection, higher performance and automation across the entire VMware stack.**

It's streamlined management of data and VM growth and the ability to manage the entire protection environment from a single centralized modern interface. It brings together innovation in physical and virtual infrastructure to maximize your IT investment with unparalleled levels of performance at a low TCO.

It's Data Protection solutions from Dell Technologies and VMware. Together.

Learn more at [www.DellTechnologies.com/VMwareProtection](http://www.DellTechnologies.com/VMwareProtection)