Customers today are seeking an alternative to the traditional Wide Area Network (WAN), which has expensive bandwidth, data center dependence and complex infrastructure. Dell Technologies and VMware have transformed the edge, helping customers to modernize and evolve their WANs to handle the demanding requirements of a dynamic hybrid cloud world.

The Dell EMC SD-WAN Solution powered by VMware including an orchestrator and a global network of gateways is a business necessity offering:

**All-in-one simplicity:** Leading VMware VeloCloud SD-WAN software preloaded on Dell Technologies appliances

**Efficiency:** Software saves on transport cost, while value-designed hardware saves on CAPEX

**One-call support:** Dell Technologies provides global world class support for hardware and software

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**EDGE**
Modernize the WAN

**CORE**
Build smarter fabrics

**CLOUD**
Implement hybrid cloud

Dell Technologies Cloud combines the power of VMware software and Dell Technologies infrastructure to make hybrid cloud environments easier to operate. Powered by PowerSwitch and SmartFabric Services, Dell Technologies Cloud streamlines operations and improves cloud economics through a consistent management experience.

The data center fabric is the foundation on which all IT functions run. Responsible for the fast and reliable transportation of information across the customer data center network, it is the engine that drives all existing operations. Physical networks are often slow to provision, have performance bottlenecks and inconsistent security policies. The Dell EMC PowerSwitch portfolio and family of SmartFabric software offerings enables smarter fabrics and end-to-end management of physical to virtual environments, offering customers the benefits of faster provisioning, better management and micro-segmentation and security.

Dell EMC SmartFabric Director, developed by Dell Technologies and VMware, is the industry’s only fabric management platform. SmartFabric Director is:

**Simple:** Reduce time to create VMware-ready physical fabrics by up to 98%

**Efficient:** Lower TCO by putting an end to network over provisioning for NSX

**Open:** SmartFabric Director can support modern Google networking protocols (gNMI) and OpenConfig to support future NOS including SONiC

Software-defined Networking users are more likely to be **significantly faster than competitors on time-to-market**

ESG Research Insights Brief commissioned by Dell EMC, May 2018. Results based on an ESG survey of 4000 IT professionals