Discover Your Competitive Advantage

Simplify and accelerate your hybrid cloud journey with Dell EMC PowerEdge servers and VMware
Build your hybrid cloud on a flexible, proven foundation

A total of 92% of organizations have both public and private cloud environments installed. While this is encouraging, especially from a business standpoint, the truth of the matter is that every hybrid cloud is different. And getting your infrastructure where it needs to be can be challenging for IT managers, especially when everything’s in a constant state of flux — you’re always adapting, evolving, upgrading and adding new technologies to best position your business to compete in the digital economy.

While you can’t control the rapid pace of change, you can standardize on a hybrid platform that gives you flexibility today and tomorrow. With a proven foundation, built on Dell EMC PowerEdge servers with VMware software, you can move forward with greater ease and, more importantly, on your terms.

Dell Technologies and VMware

Dell EMC PowerEdge servers with VMware software combines industry-leading hardware plus software in joint solutions that allow you to pick and choose optimal configurations depending on your needs.

PowerEdge servers — in rack, tower and modular form factors — are the bedrock of the modern data center, delivering lower total cost of ownership (TCO), scalable architectures, intelligent automation and management, and multi-layer security. Designed for core data center, cloud and edge use cases, PowerEdge servers deliver proven, robust performance. VMware, in turn, brings virtualization with VMware vSphere®, helps modernize and simplify storage with VMware vSAN™, enhances networking and security with VMware NSX® and completes the entire stack with VMware Cloud Foundation™.

Working together, we provide integrated solutions that help you deploy, automate, empower and protect your hybrid cloud, so you can focus on innovating and driving your business further.

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2 IDC WW Quarterly x86 Server Tracker, 2019Q4, March 12, 2020 - Units.
Dell EMC PowerEdge servers + VMware software

Support up to **40%** more VMs and **55.9%** faster response\(^7\) with PowerEdge MX and VMware vSAN

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**One of the broadest portfolios with over 160 configurations**\(^3\) across Dell EMC vSAN Ready Nodes, which are PowerEdge servers that have been jointly certified to run VMware vSAN

**130% faster deployment** with OpenManage Integration for VMware vCenter\(^4\) (OMIVV)

Up to **40% lower TCO** with PowerEdge MX and Cloud Foundation\(^5\)

Deploy your private cloud in **days rather than weeks** with PowerEdge and VCF \(^4\)

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**Modernize and power your hybrid cloud**

Take control with an IT infrastructure and virtualization options designed for today and tomorrow. You can mix and match hardware and software components to fit your needs. Plus, you can seamlessly expand and scale to meet dynamic and varying workload requirements with accelerated performance and reduced latency across edge, core and cloud deployments.

Industry-leading PowerEdge servers and HCI building blocks — Dell EMC vSAN Ready Nodes — provide a flexible and proven foundation, enabling you to confidently architect your hybrid cloud strategy. **PowerEdge scalable business architecture** supports maximum performance across the widest range of applications. And the latest VMware software continually improves your capabilities. For example, **VMware vSphere 7** enhancements take management and security to the next level, while **VMware vSphere 7 with Kubernetes** supports the largest traditional and modern app environments.\(^6\)

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\(^3\) Based on Dell EMC review of vSAN Ready Node offering across all OEMs listed on VMware vSAN Compatibility Guide on March 25, 2020.

\(^4\) Based on Dell EMC internal competitive testing of PowerEdge and OMIVV versus Cisco\(^6\) UCS\(^6\) manual OS deployment.


\(^6\) Currently vSphere 7 with Kubernetes is ONLY available through VMware Cloud Foundation 4.

Reduce admin time up to 97% using OMIVV

Automate the infrastructure and empower IT

To help manage both x86 servers and software, we offer an aligned toolset that streamlines operations, generates new efficiencies and saves valuable time.

Empower IT to automate routine tasks, manage and control with ease and consistency, and focus on strategic projects. You can significantly reduce admin time with:

- **Dell EMC OpenManage Enterprise (OME)**, the management console that enables you to easily and systematically manage all rack, tower and modular PowerEdge servers.

- **OpenManage Integration for VMware vCenter (OMIVV)**, the plug-in from Dell EMC that goes straight into vCenter so you don’t have to learn anything new. With a single OMIVV plug-in, you can manage up to 15 vCenters, up to 2,000 servers, and up to 15 parallel cluster-aware updates.

- **vSphere Lifecycle Manager (vLCM)**, which enables unified software and firmware lifecycle management scheduled within vCenter.
  (This is a new feature in vSphere 7 that only Dell EMC PowerEdge servers and one other OEM offer.)

At the same time, enable developers with the ability to onboard containerized apps faster and more securely. Increase agility and manageability for traditional and modern apps via vSphere 7 with Kubernetes® and VMware Cloud Foundation 4.

Protect your hybrid cloud and your business

Security is an important component of any hybrid cloud solution. Dell and VMware deliver joint innovation and investment protection through built-in security measures and professional support capabilities.

Together, we work hard to protect your data and fortify business operations with secure hardware, software, containers and virtualization solutions across your hybrid cloud. We deliver enterprise-grade data security from chip to server to VM to cloud-native applications, starting with **cyber-resilient Dell EMC PowerEdge architecture** and extending across firmware, data, operating system, peripheral devices and management operations. Likewise, VMware, with the latest version of vSphere 7, delivers intrinsic security with **vSphere Trust Authority**. This upgrade enables practical security at scale, so you can easily detect tampering, disallow unauthorized changes and provide remote verification for sensitive workloads.

Software-centric networking and security via VMware NSX extends networking to wherever applications are run, which speeds up network provisioning and application deployment. Optimize traffic flow, reduce latency and vastly improve application performance. Micro-segmentation adds another layer of protection, defining security policies and controls for individual workloads and dynamic security groups.
Dell Technologies Services

There’s additional protection knowing your solution is backed by both Dell EMC and VMware. Dell EMC ProDeploy Plus is the market’s most complete deployment offering, enabling up to 66% faster deployment\(^8\) of PowerEdge servers. And Dell EMC ProSupport offers a single contact — one call — for both hardware and software with 1,800+ VMware-certified Dell EMC support professionals.

Discover your plus — with flexible PowerEdge + VMware solutions

Go hybrid and take advantage of the benefits of the cloud while still maintaining security and control. If done properly, you can get there simply and with great flexibility, creating a foundation that works for IT and still drives the business. Because no two clouds are alike, make sure yours is designed to meet both business and IT requirements. Cover all bases with modernization, automation, added security and services—not only to enable what’s necessary today but to gain and retain your competitive advantage today and tomorrow.

\(^8\) Principled Technologies report commissioned by Dell EMC, “Bring new systems to production readiness faster and with less effort from in-house administrators,” November 2017.