Together, Dell Technologies and VMware accelerate digital transformation—enabling state and local government organizations to deliver innovative resident experiences, simplify management, secure data everywhere, and drive new digital capabilities.
DELL TECHNOLOGIES AND VMWARE DELIVER:

- A wide range of solutions for your entire digital transformation journey, from edge to core to cloud
- Co-engineered technologies and turnkey solutions to increase productivity and reduce total cost of ownership (TCO)
- Deep solutions expertise and integrated support
- Flexible consumption models that enable your organization to access technology in a manner that meets your business needs

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EMPOWER YOUR WORKFORCE
Transforming the way government works

Today more than ever, secure mobility is essential to keep government working the way it should. Dell Technologies and VMware bring together best-in-class solutions to enable secure mobile workflows to meet the diverse needs of field workers, teleworkers, office personnel, first responders, law enforcement, contractors, and more.

Government organizations need to provide their remote workforce with access to data from anywhere at any time, including legacy mainframe applications. Virtualized desktop infrastructure (VDI) and the digital workspace offer a path to that data for responsive, modern government.

Dell EMC VDI Complete Solution powered by VMware Horizon

Deliver secure, high-performance computing experiences that are quick to deploy and simple to manage with an edge to core to cloud VDI environment. The solution includes fully-integrated, preconfigured, and pretested Dell EMC VxRail hyperconverged infrastructure appliances.

- Empower your users to work anytime from any location with virtual desktops and applications.
- Deliver uncompromising security and high-quality end user experiences.
- Streamline IT operations and cost management through a simplified approach to provisioning and patching user environments that can be seamlessly delivered to centrally managed devices.

VMware Workspace ONE digital workspace for government

Empower the digital workspace to improve resident services and mission outcomes with secure anytime, anywhere access to government data and resources. Address the unique needs of individuals across the workforce including police, dispatch, emergency response, and more.

- Enable productivity by providing users with fast single sign-on access and a centralized location for all their apps.
- Equip IT to minimize manageability hassles, drive down TCO, and save time on deployment and support. With Pro Deploy Plus, simplify deployment with ready-to-use devices shipped anywhere.
- Modernize security with real time, end to end security safeguards for all endpoints.

EMPOWER YOUR WORKFORCE

50% of state and local government IT decision-makers view modernization as way to increase end-user productivity and efficiency.
TRANSFORM SECURITY
Endpoint Security

With every endpoint being a possible entry point, Dell Safeguard and Response powered by VMware Carbon Black and Secureworks is a solid antidote. This industry-leading next-generation antivirus (NGAV) and behavioral endpoint detection and response (EDR) solution consolidates security in the VMware Carbon Black Cloud™ using a single agent, console, and data set to empower a fully-automated security operations process.

- Improve protection for known and unknown attacks with full visibility into endpoints to close security gaps and identify indicators of attack (IOA), and indicators of compromise (IOC)
- Stay ahead of emerging attacks by leveraging the power of the VMware Cloud with more than 500B events across millions of global endpoints monitored daily
- Consolidate multiple endpoint agents for simplified management
- Implement flexible prevention policies or leverage default policies based on best-practices

VMware NSX® and Dell Technologies for multi-layer security in the data center

VMware NSX running on industry-leading Dell Technologies infrastructure streamlines networking capabilities with a software-defined networking approach—connecting data centers, clouds, endpoints, and the Internet of Things (IoT).

- Leverage micro-segmentation to align granular security controls to data, apps, and services with data encryption for an added layer of security
- Dell EMC Networking is the physical underlay for overlay technologies such as NSX.

Cyber criminals targeting government are relentless, your security should be as well

The increase in government organizations’ remote workforce equates to an increasing threat landscape, with more devices and more potential targets open to cyberattacks. According to a joint alert issued by the U.S. and the U.K., attackers have taken note, and there has been a large uptick in attacks targeting government agencies.²

Business-as-usual-security can’t keep pace with these threats. A holistic, new approach is required that can adapt to unexpected changes, factoring in users, IDs, devices, assets and data. It must be intelligent, automated and security must be intrinsic; built in to everything.
Build a foundation for the fastest digital innovation

Our world is in a state of continuous, rapid change. Government organizations find themselves in the center, being asked to deliver new services to residents and government employees at the speed of now. You can deliver new digital products by strengthening in-house competences in data and software. You can gain critical adaptive capabilities, get to market faster and more consistently, all while optimizing workloads and protecting against cyber threats.

Modernization means cloud and network enhancements to deliver government services to citizens on demand when needed.”
– IT Decision-Maker, State Government

Customer Story | City of North Las Vegas

- Virtualized most of its servers with VMware vSphere, running nearly 300 virtual machines (VMs) on Dell PowerEdge hosts
- Provided emergency services with more mobile, flexible information access
- Gave IT staff “force multiplier” tools to improve productivity without adding headcount
- Reduced operating expenditures (OpEx) for IT

Take control of your data center with Dell Technologies and VMware

Whether building your data center from the ground up or looking for ways to evolve and scale quickly, Dell Technologies and VMware work together to make your infrastructure simple, more efficient, and secure.

- Simplify your IT environment by leveraging Dell EMC PowerEdge servers, the world leader in x86 servers, and VMware vSAN and vSphere solutions for software-defined agility, efficiency and security.
- VMware virtualization technology vSphere minimizes downtime, shrinks the data center footprint, simplifies management of IT operations, and helps you achieve a cloud-ready environment.
- VMware vSAN delivers flash-optimized, secure shared storage with the simplicity of a VMware vSphere-native experience for all your critical virtualized workloads. Reduce TCO and easily scale by adding nodes or disks for additional resources.
- For the easiest and fastest way to simplify and extend a VMware environment, look to Dell EMC VxRail—the only specifically developed and fully optimized hyperconverged appliance co-designed and built with VMware. VxRail includes VMware vSAN for virtualized storage, along with vSphere virtualized compute—all running on best-in-class Dell EMC PowerEdge servers.

Read the Case Study
INNOVATE WITH NEW DIGITAL SERVICES
The City of Doral built a hyperconverged infrastructure on Dell Technologies to power smart city initiatives and create new and improved digital services for its residents.

Deploy a consistent operating model across clouds to advance smart city initiatives

Government organizations are leveraging the latest in cloud technologies to advance the lives of its residents, better emergency management, lower costs, enact environmental safeguards, and improve law enforcement. With upwards of 68 percent of the global population expected to live in urban areas over the next several decades, optimizing the efficiency of city operations and services to support rapid urban growth becomes paramount. Connecting communities through digital technologies with a multi-cloud approach will be the driving force behind supporting these operations, furthering advancements to urban society and revolutionizing how we live, work and play.

Realize the promise of advanced technologies with a multi-cloud approach

VMware together with Dell Technologies offer solutions that accelerate modern application development and enable a multi-cloud strategy.

- Transform IT and digital business with Dell Technologies portfolio of trusted hybrid cloud and big-data solutions, built upon a modern data center infrastructure.
- Introduce cutting-edge services with Dell Technologies Cloud—a consistent hybrid cloud platform experience via VMware Cloud Foundation across multiple cloud environments spanning private infrastructure, public cloud platforms, as well as thousands of regional and national cloud service-provider partners.
- Overcome smart city challenges. Together, Dell Technologies and VMware can help you onboard, manage, monitor and secure all your IoT things throughout their life cycle to create greater efficiencies at regional/municipal levels, promote transparency and compliance for residents and enable more effective overall collaboration.
- Partner with VMware Tanzu to modernize software development to provide engaging digital services to residents and enable the government workforce to drive mission effectiveness—all while keeping applications and data safe.
- Introduce more digital services faster to improve resident experiences with VMware Tanzu and Pivotal-ready architecture. The stack includes Tanzu and VMware virtualization atop Dell EMC VxRail hyperconverged infrastructure. The solution delivers a fast, simple way to deploy and run Tanzu in your data center.

82% of state and local government IT decision-makers identify better future planning as the greatest benefit of modernizing their IT infrastructure.¹

INNOVATE WITH NEW DIGITAL SERVICES

Deploy a consistent operating model across clouds to advance smart city initiatives

INNOVATE WITH NEW DIGITAL SERVICES
Two industry leaders, one team

Dell Technologies and VMware deliver a robust portfolio of products, solutions and services to enable you to transform your digital ecosystem. Through 17 years of partnership and thousands of joint customers, we have emerged to lead the industry across servers, storage, virtualization, SDS, converged and hyperconverged systems, and cloud IT infrastructure.

- VMware software forms a digital foundation that powers applications, services, and experiences transforming the world. Spanning compute, cloud, networking and security, and digital workspace, our software unlocks new possibilities by streamlining the journey for organizations to become digital organizations, delivering exceptional end user experiences and empowering employees to do their best work.
- Dell Technologies aligns the unique advantages of VMware software to deliver value by providing the essential infrastructure, solutions and services to empower your workforce, modernize IT, transform security, and enable you to innovate with new digital services.

We’re here to help you, every step of the way

Our more than 1,800 VMware-certified Dell Technologies support professionals ensure you have a single point of contact for hardware and software questions or advice, with virtually all calls handled by Dell Technologies without escalation to VMware.

Dell Technologies Consulting and Services experts can also help you get the most from your investments. From white-glove consulting and deployment to the global power of Dell ProSupport and Dell ProDeploy to maintenance and training to managed services—we offer services across the entire life cycle.
Together we’ll help accelerate your digital transformation

The challenges facing government today are unprecedented. Dell Technologies and VMware are working together to empower state and local government organizations with technologies that solve its biggest challenges. Find out more about how you can accelerate your digital state and local government transformations to deliver on the promise of better, safer, and smarter communities for your residents and everyone you serve.

2. National Cyber Awareness System Alert, us-cert.gov/ncas/alerts/AA20126A
3. IDC WW Quarterly x86 Server Tracker, 2018Q3, Dec. 11, 2018 – Units & Vendor Revenue.
4. 2018 Revision of World Urbanization Prospects, United Nations, Department of Economic and Social Affairs, May 2018.
7. 3 IDC WW Semiannual Software Tracker, April 2018.
9. IDC WW Quarterly Cloud IT Infrastructure Tracker, Q2 2018, based on vendor revenue from sales of infrastructure products (server, storage, and Ethernet switch) for Cloud IT.
10. Based on internal Dell EMC services data.

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