DELL EMC CLOUD FOR MICROSOFT AZURE STACK

Your simplest and fastest path to Microsoft Azure Stack for IT digital transformation
Introduction
Navigating today’s digital economy
One hybrid cloud platform for all apps

Why Dell EMC
Your path to digital and IT transformation
Start small - Grow big
Scale capacity and performance
Managing system updates are simple and easy
Modernize your business with IT service delivery
Reduce risk and fast-track resolution

Customer Story
KPMG embraces a global cloud-first strategy

Next Steps
Accelerate your hybrid cloud initiatives
INTRODUCTION
The Changing Face of IT

According to an *IDG global survey* of IT executives the connection between hybrid cloud and digital business prowess is powerful - companies that aggressively adopt hybrid cloud are 3x more likely than non-adopters to be approaching their digital business and infrastructure readiness goals.

Here are some of the key findings:

- **88%** view hybrid cloud as important or critical to enabling digital business transformation.
- **78%** of the survey participants agreed that hybrid cloud models speed IT delivery.
- **76%** agreed that hybrid cloud positions the organization to be more agile and innovative.
- **24%** is the average IT cost savings realized from hybrid cloud.

For the new digital customer, user experience trumps all. Rising customer expectations are driving businesses to rapidly transform and innovate through intelligent applications – built in and for the cloud – that are always available with real-time updates and insights. In order to meet these demands, organizations are embracing digital and IT transformation initiatives, enabled by hybrid cloud platforms.
A Dynamic Partnership

The cloud partnership between Dell EMC and Microsoft runs deep. Dell EMC was the first and only Microsoft partner to support the complete array of Microsoft cloud solutions. Now, Dell EMC has partnered with Microsoft to deliver Dell EMC Cloud for Microsoft Azure Stack, a hybrid cloud platform for delivering infrastructure and platform as a service with a consistent Azure experience on-premises and in the public cloud.
WHY DELL EMC
With Dell EMC Cloud for Microsoft Azure Stack, we make the complex simple with a fully engineered, trusted hybrid cloud platform. Organizations can now build modern applications across hybrid cloud environments, balancing the right amount of flexibility and control.

Our Approach
- Modernize your business with automated IT service delivery for your Microsoft Azure Stack apps.
- Adopt a DevOps model to fast-track the development and deployment of cloud-native applications to run anywhere in your Azure ecosystem.
- Reduce complexity with a robust end-to-end solution from the integration of hardware, software and services, to fully automated lifecycle management with seamless upgrades.
- Accelerate cloud adoption with confidence through a turnkey hybrid cloud platform for Azure Stack with integrated services that are delivered in days.
The Dell EMC Cloud for Microsoft Azure Stack is a fully-engineered hybrid cloud platform powered by Intel Xeon processors. It provides a simple, cost-effective solution that delivers multiple performance and capacity options to match any use case and cover a wide variety of cloud native applications and workloads.

**Hardware That Works Hard**

Dell EMC Cloud for Microsoft Azure Stack is built on best-in-class hyper-converged architecture from Dell EMC, specifically designed to support Microsoft Azure Stack ecosystem. It delivers enterprise-grade performance and resiliency, along with optional enhanced data protection and security from Dell EMC’s software portfolio.

**An Engineered Approach to Growth**

Based on Microsoft’s Windows 2016 software defined architecture and built with new 5th generation Intel® Xeon™ processors, Dell EMC HCI allows customers to start small and grow, scaling capacity and performance easily with minimal disruption. Scaling in predictable units ensures a “pay-as-you-grow” approach for future growth.
SCALE CAPACITY AND PERFORMANCE

This architecture consists of common modular building blocks that scale linearly from 4 to 16 nodes in a scale unit (SU).

Capacity configurations are optimized for overall value and mixed use.

Azure Stack expansion must be done with compute nodes identical to those in the Scale Unit.

Scaling can be done in single node increments, however Dell EMC recommend scaling 4x nodes at a time.

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Specification Sheet (PDF)
Click to learn more
Managing System Updates Are Simple and Easy

One of the key challenges that system operators face is to safely and reliably update their Azure Stack infrastructure while providing highly available, mission-critical services to customers.

Updates can range in scope from software to hardware across the core components of the system. When manually done, this can be extremely time consuming as each node needs to be brought in and out of maintenance mode individually with multiple steps per-node, taking several hours to complete.

One Step Process

Dell EMC’s exclusive orchestration tool allows customers to update the firmware, drivers, and operating system updates on HLH and firmware updates on the SU nodes on their entire Azure Stack scale unit in one step. Dell EMC and Microsoft have implemented this framework – pre-validated and automated - so updates and patches are easily deployed with minimal disruption to tenant workloads, enabling IT staff to focus on creating business value and reduce time spent managing updates.

Automated patch and update system provides flexibility and operational control

- The only Azure Stack with automation of Scale Unit Nodes and HLH P&U
- Allows customers to update the firmware on their entire Scale Unit in one step
- Streamlined process significantly reduces risk and keyboard time (from hours to minutes) for Operators

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Our consulting services for Microsoft Azure Stack will help customers implement and integrate Azure Stack into their existing environments. Our end goal is to accelerate time to value. We break these service offerings into three main categories: Prepare, Deploy and Extend.

**Prepare**
This service helps you prepare for the solution deployment by understanding the best use of cloud for your business and how to optimize your integration.

**Deploy**
Leveraging our experience and expertise with hybrid cloud platforms, we have engineered an optimal Rack Integration that ensures a consistent technology build, quality assurance and comprehensive oversight from configuration to delivery.

**Extend**
We can help integrate Azure Stack both internally and externally to provide a cloud-ready directory services platform, single sign on, and the ability to more easily consume and integrate with cloud applications and services.

**MODERNIZE YOUR BUSINESS WITH IT SERVICE DELIVERY**

Bring the power of Microsoft Azure Stack into your data center
REDUCE RISK AND FAST-TRACK RESOLUTION

With Premium single support model from Dell EMC

**Simplified Support Experience**
When you purchase the Hybrid Cloud for Azure Stack, you also receive single contact support with **ProSupport Plus** — the highest level of support available, giving IT teams the confidence that each component will be fully supported by industry-leading Dell EMC experts, a dedicated Technical Account Manager, 24x7 access to elite hardware and software engineers and collaborative third-party assistance.

**End to End Support**
If you ever have an issue with your Dell EMC Cloud for Microsoft Azure Stack, you can just Contact Dell EMC providing you’ve purchased the Dell EMC CSP utility for Azure public cloud to receive the full “end to end” support from Dell EMC. For customers who have an Enterprise License Agreement with Microsoft, you’ll call Microsoft and Dell EMC for a collaborative resolution.

**Issue Analysis, Diagnosis, and Management**

**Collaborative Resolution**

**Contact Dell EMC**

Customer or Partner

Solutions Support Teams

Strategic Partner
CUSTOMER STORY
KPMG NORWAY
EMBRACES A GLOBAL CLOUD-FIRST STRATEGY

“A CONSISTENT CLOUD PLATFORM TO EXTEND AZURE CAPABILITIES ON PREMISES”

“With Azure Stack and Azure, we have the flexibility to adapt to change, no matter where change comes from.”

DAG JØRGENSEN  CHIEF INFORMATION OFFICER

Challenges
- Reduce operational costs, increase agility & improve responsiveness to the business
- Move IT from a cost center to an IT-as-a-Service business
- Transform IT—technology, people & process digital business initiatives

Objectives
- A CONSISTENT CLOUD PLATFORM TO EXTEND AZURE CAPABILITIES ON PREMISES
- RAPID TIME-TO-MARKET WITH NEW IDEAS
- MEET CONSTANTLY CHANGING REGULATORY AND CUSTOMER REQUIREMENTS
- BE AN ALL-CLOUD COMPANY EVEN WHILE RUNNING APPLICATIONS IN ITS OWN DATACENTERS

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NEXT STEPS
ACCELERATE YOUR HYBRID CLOUD INITIATIVES

With Dell EMC Cloud for Microsoft Azure Stack, you can bring the power of Azure into your data center, behind your firewall — engineered, tested, delivered, serviced and supported by Dell EMC. It simplifies the complex while helping you accelerate your hybrid cloud adoption with confidence.

Implement and integrate Microsoft Azure Stack into your existing environment

Take the Next Steps
Contact your Dell EMC sales representative to learn more about Dell EMC Cloud for Microsoft Azure Stack and how it can benefit your organization

Contact Us
To Learn More, visit our website: www.dellemc.com/azurestack

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