Industry's Fastest Hybrid Cloud Deployment[1]
Dell Technologies Cloud Platform with subscription pricing[2]

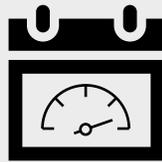**Subscription pricing brings speed and simplicity**

To meet ambitious transformation goals, organizations are looking for flexibility in the way they consume IT infrastructure. The concept of applying the cloud consumption model to data center infrastructure is steadily gaining momentum—shifting spending from the traditional capital expenditure to an ongoing operating expense. At the same time, organizations want to accelerate delivery of their IT projects by shortening the time from initial vendor contact to final deployment.

Addressing these challenges requires asking the

right questions about cloud consumption:

- Do we have freedom of choice between CapEx and OpEx models to better align costs with business objectives and growth?
- Can we start small and scale easily depending on business needs?
- Do we have pricing transparency and predictability?

With subscription pricing that is optimized for speed and simplicity, organizations can easily meet these challenges.

Rapid Deployment and Expansion

Deploy your hybrid cloud in
as few as **14 days**[1]

Easy to Buy and Scale

Get started with hybrid cloud for as
low as **$70**[3] per node per day

Predictable monthly costs with one simple price

One of the challenges organizations have when purchasing IT infrastructure today is that many offers on the market have complex pricing structures lacking transparency and predictability. With subscription pricing, it's now simpler than ever before to buy and scale hybrid cloud environments with a true cloud consumption model for VMware Cloud

Foundation on VxRail, the Dell Technologies Cloud Platform (DTCP). Organizations can choose between 6 pre-configured node options for different workloads. All options are offered through a 1- or 3-year subscription term—where all hardware, software and services (support, deployment, asset recovery) components are included and paid for in a per node per month manner.

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[1] Applies to select fixed node configurations, contact your sales representative for details. Excludes orders over 24 nodes, certain vRealize (vRA, vRO) components, and some other features. Customer credit approval, site survey and configuration workbook must be completed before order is placed. Product availability, holidays and other factors may impact deployment time. Deployment includes delivery, standardized installation and hardware and software configuration. US only.

[2] Charges for the Subscription Term begin on the first day of the month following Deployment at the Customer's Service Location. Charges will continue monthly for the Subscription Term unless Customer elects to pay annually or up front. Subscriptions Terms are not cancellable. Customer must provide two-months' notice of intent to end the Subscription Term to avoid monthly charges after the expiration of the Subscription Term. U.S. only. See Terms and Conditions for details.
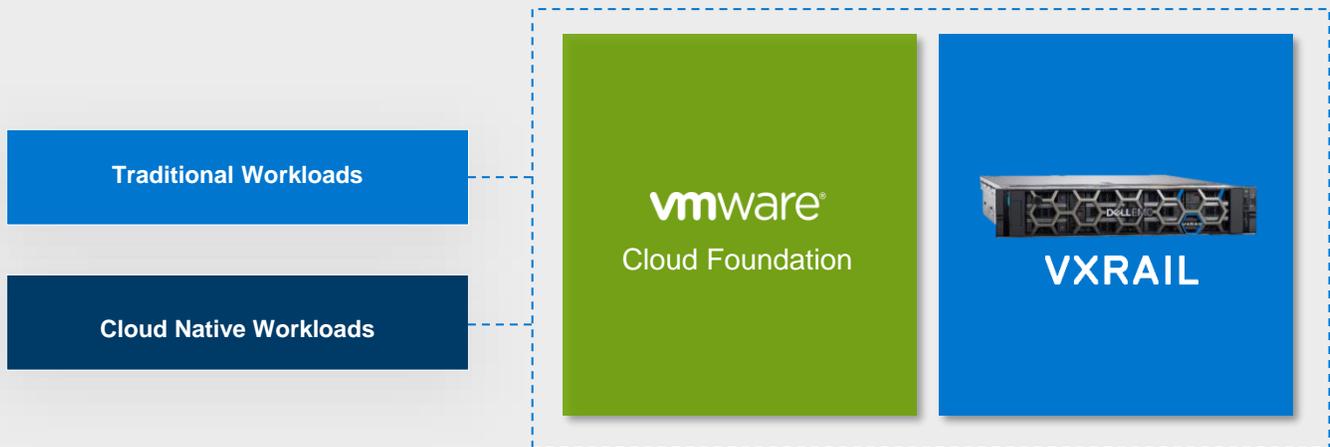
[3] Based on a 3-year term with the minimum starting configuration (4 x 1M1s.small + 3 x 1G1s.sm) and an average monthly price of $2104 (USD). Pricing for DTCP with subscription may vary depending on the number and type of nodes in your configuration. For details on pricing, consult your account manager.

Lower barrier to entry for hybrid cloud

Subscription pricing for DTCP makes it easy to get started with hybrid cloud for as low as $70 per node per day. By eliminating up-front costs and forecasting risks, organizations can budget their IT spend without surprises or hidden costs. Deploy a hybrid cloud environment in as few as 14 days—and expand deployment in as few as 5 days[3]. With more choices in how you consume cloud infrastrucure, it's now easy to get your cloud journey started.

Dell Technologies Cloud Platform

Flexible purchasing to mirror business growth

Organizations can now easily add additional nodes as they grow without having to renegotiate terms or, in some cases, without having to extend contracts[4]. The new nodes are simply added to the existing subscription term. By aligning predictable costs with business objectives, the result is lower cloud IT spend.

A consistent hybrid cloud experience for traditional and cloud-native workloads

Dell Technologies Cloud is a set of cloud infrastructure solutions—combining the power of VMware and Dell EMC infrastructure—designed to make hybrid cloud environments simpler to deploy and manage. Organizations can now eliminate complexity of multi-cloud operational silos by deploying a hybrid cloud solution with consistent operations and infrastructure across IT resources regardless of location - private and public clouds and the edge.

Learn more about Dell Technologies Cloud solutions

Contact a Dell Technologies Expert

View more Cloud resources

Join the conversation with @DellEMCCloud

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[4] Customers who desire expansion within three months of the expiration of their subscription term must extend their subscription term by either one or three years to add expansion nodes.