Data on demand.
Insights on command

The future is hyper-converged. This is your IT infrastructure – simplified.

Your customers are scaling to keep pace with the competition. You need more advanced data solutions that can keep up with their needs, all while complying with industry/local regulations. It takes agility, reliability, service and support to make it happen: That’s where hyper-converged infrastructure (HCI) comes in – and over 60% of companies have or will have deployed it within the next two years.*

Why HCI for OEMs:

- Modernize your solutions and eliminate complexity
- Lower costs through converged systems by almost 36%
- Reduce downtime by up to 96%
- Reduce time spent for general IT maintenance by 41%
- Add infrastructure in minutes, not hours, days or weeks
- Provide a cloud like experience to your customers while keeping some control over data and performance
- Drive faster time to market for new services almost 4.5x faster than traditional infrastructure

What is HCI?

Converged infrastructure (CI) technology brings together the disparate infrastructure elements that power IT — including servers, data storage devices, networking functions, virtualization, management software and applications. This creates a more reliable IT environment, meaning more attention can be devoted to business-generating innovations rather than IT maintenance. HCI does what CI does, but in a scalable rack or appliance.

(1. Source: Based on responses from companies that were interviewed in the 451 Research, Voice of The Enterprise (VoTE): Servers and Converged Infrastructure, Vendor Evaluations November 2016.)
Dell EMC OEM is your HCI solutions advantage.

We help you focus your effort on where the real value is — in your software, services and innovation — by delivering a full turnkey HCI experience that’s engineered, manufactured, managed, supported and sustained as a single product.

Dell EMC is the only vendor with a full converged systems portfolio for all deployment and use cases, from core data centers, to departments, to edge, and for the most mission-critical workloads. Choose from a broad portfolio of computing, networking, storage and virtualization technologies.

With Dell EMC market-leading technologies, you can ensure the highest levels of performance and availability. Plus, the standardization of our systems provides the predictable performance your apps require.

Ready to get started? Visit DellEMC.com/OEMdatastorage today.

Where is your focus as an OEM?

**BUILD**

“Value of my business and differentiation is in the way we build our solutions”

Benefits of building your own HCI

- Platform & configuration flexibility
- OEM Customization
- Ready nodes

**BUY**

“Our value is all in the application, the hardware is just a delivery method”

Benefits of buying an HCI appliance

- Reduce time to market
- Simplified lifecycle management
- Easy scalability