Dell EMC Ready Solutions

Get workload-optimized solutions that help you scale faster with confidence while improving financial metrics

1. In the digital age, IT is critical to the success of the business. To continue growing market share and revenue, organizations require IT that is optimized for key workloads, quick to deploy and ready to scale as business needs grow. Dell EMC Ready Solutions are jointly engineered with our partners to provide tested and validated configurations, designed from the start to dynamically fit needs based on specific use cases. By offering flexible design choices and guidance on choosing the right components, Dell EMC Ready Solutions dramatically shorten deployment timelines by reducing or eliminating the time it usually takes to design, procure, validate and integrate components. As preconfigured solutions, Dell EMC Ready Solutions also enable fast scaling with minimal disruption to operations.

2. Customers and employees alike demand uninterrupted access to tools and information. Dell EMC Ready Solutions are stringently tested and validated by Dell EMC engineering and our solution partners to deliver an “it just works” experience that helps take the guesswork — and the risk — out of deploying new IT solutions. Plus, businesses benefit from the simplicity of a solution that’s supported globally by Dell EMC and our channel partners for streamlined, collaborative support from the first call. Solution confidence is further enhanced by addressing concerns about information security, hacking and malware attacks. Advanced hardware and software data security measures, available only from Dell EMC, provide security from the data center to the endpoint to protect organizations against cyber threats.

3. In this fast-changing landscape, leveraging the latest technology can lead to significant competitive advantage—but controlling IT costs is just as critical. Dell EMC Ready Solutions start out by reducing the time and effort it takes to deploy and manage infrastructure, which reduces operational expense (OpEx). In addition, Dell EMC Ready Solutions are offered in a variety of easily scalable configurations, starting at easy entry points, so there’s no need to tie up capital with overbuying or overprovisioning. And because they’re designed and tested to optimize specific workloads, these solutions are more resource-efficient, so more budget can be allocated to innovation rather than maintenance. Finally, modernizing with more efficient IT solutions on cost-efficient industry-standard hardware provides the same — or more — computing power with a smaller footprint, and consolidation leads to power and cooling savings, and can even lower licensing fees.
Ready Solutions taxonomy

Priority conversations

**HPC**  
Not just a bare server

**Data analytics**  
Not just a bundle

**Business applications**  
Not just converged or hyper-converged

**VDI**  
Software-defined infrastructure

**Hybrid cloud**  
Not just a cloud

**Ready Nodes**  
Ready Bundles  
Ready Systems  
Hybrid Cloud Platforms

**NOT JUST A BARE SERVER**
- Ready Nodes are building blocks for starting or scaling workload-specific deployments
  - Tested and validated
  - Deployment guides
  - Sizing guides
  - Pre-configured
  - Accelerated quoting

**NOT JUST A BUNDLE**
- Ready Bundles include servers, storage, networking, software and services in use case-optimized configurations
  - Tested and validated
  - Deployment guides
  - Sizing guides
  - Deployment services
  - Accelerated quoting
  - Contextual, collaborative support
  - Additional value adds (for example, benchmarking)

**NOT JUST CONVERGED OR HYPER-CONVERGED**
- Ready Systems are rack-scale converged or hyper-converged infrastructure in configurations tested and validated for specific use cases
  - Workload validation and certification on engineered systems
  - Deployment guides
  - Sizing guides
  - Additional value adds (such as related docs and tools)

**NOT JUST A CLOUD**
- Hybrid Cloud Platforms combine the security, compliance and reliability of private cloud with the simplicity, flexibility and easy access of public cloud
  - Performance characterization
  - Sizing guidance
  - Workload deployment automation
  - Full lifecycle automation
  - Comprehensive support
  - Cloud bursting guidance
Contents

Dell EMC Ready Solutions for HPC
DELL EMC READY BUNDLE FOR HPC.............................................. 7
DELL EMC READY BUNDLE FOR HPC RESEARCH.......................... 8
DELL EMC READY BUNDLE FOR HPC LIFE SCIENCES...................... 9
DELL EMC READY BUNDLE FOR HPC DIGITAL MANUFACTURING...... 10
DELL EMC READY BUNDLE FOR HPC NFS STORAGE......................... 11
DELL EMC READY BUNDLE FOR HPC LUSTRE STORAGE..................... 12

Dell EMC Ready Solutions for Data Analytics
DELL EMC READY BUNDLE FOR CLOUDERA HADOOP..................... 16
DELL EMC READY BUNDLE FOR HORTONWORKS HADOOP.................. 17
DELL EMC READY SYSTEMS FOR SPLUNK..................................... 18
DELL EMC READY BUNDLE FOR SPLUNK....................................... 19

Dell EMC Ready Solutions for Business Applications
DELL EMC SAP HANA EDGE READY NODES.................................. 22
DELL EMC SAP HANA SCALE UP READY NODES.............................. 23
DELL EMC READY BUNDLE FOR SAP HANA SCALE OUT.................... 24
DELL EMC READY SYSTEM FOR SAP HANA ON VXBLOCK................ 25
DELL EMC READY BUNDLE FOR SAP LANDSCAPES........................... 26
DELL EMC READY BUNDLE FOR MICROSOFT SQL........................... 27
DELL EMC READY BUNDLE FOR ORACLE...................................... 28
DELL EMC READY BUNDLE FOR MICROSOFT EXCHANGE.................. 29

Dell EMC Ready Solutions for VDI
DELL EMC READY SYSTEM FOR VDI ON VXRAIL............................ 32
DELL EMC READY SYSTEM FOR VDI ON XC SERIES....................... 33
DELL EMC VMWARE VSAN READY NODES FOR VDI......................... 34
DELL EMC MICROSOFT STORAGE SPACES DIRECT READY NODES FOR VDI.............................................................. 35
DELL EMC READY BUNDLES FOR VDI........................................... 36

Dell EMC Ready Solutions for Software-Defined Infrastructure
DELL EMC VSAN READY NODES.................................................. 39
DELL EMC MICROSOFT STORAGE SPACES DIRECT READY NODES.... 40

Dell EMC Ready Solutions for Hybrid Cloud
PIVOTAL READY ARCHITECTURE BY DELL EMC............................ 43
DELL EMC CLOUD FOR MICROSOFT AZURE STACK......................... 44
DELL EMC READY BUNDLE FOR RED HAT OPENSTACK PLATFORM....... 45

Why Dell EMC Ready Solutions?
WHY DELL EMC READY SOLUTIONS?........................................... 47
WORLDWIDE EXECUTIVE BRIEFING PROGRAM......................... 48
WORLDWIDE DELL EMC CUSTOMER SOLUTION CENTERS............. 49
DELL EMC LABS, DEMOS, AND “TRY AND BUY”............................ 50
PARTICIPATE IN DELL EMC COMMUNITIES AND USER GROUPS....... 51
DELL EMC PARTNER PROGRAMS............................................... 52
DELL EMC SERVICES AND SUPPORT............................................ 53
Dell EMC Ready Solutions for HPC

Expanding the boundaries of what's possible to drive more innovations and discoveries
Dell EMC Ready Solutions for HPC

1. Every day, more and more engineers, researchers and designers are using the power of HPC to change our world in astonishing ways.

2. Dell EMC is helping expand the boundaries of this exciting new frontier with scalable, flexible, market-ready solutions built to deliver breakthroughs faster, and Dell EMC HPC experts are active innovators and collaborators in the worldwide HPC community.

3. Dell EMC is the only company in the world with an end-to-end HPC portfolio. Our unique approach to HPC focuses on three areas to achieve faster results, enable discovery and drive the creation of intellectual property with price/performance optimized for better value.
Dell EMC Ready Bundle for HPC

Quickly develop HPC solutions that match the unique needs of a wide variety of enterprise workloads

The advantage in today’s marketplace goes to the data driven enterprise. For many organizations, HPC is — or is becoming — an important source of competitive advantage. An optimized HPC solution delivers the throughput and capacity needed to manage the rapid data growth and increased workload demands presented by advanced data analytics and other enterprise workloads. The Dell EMC Ready Bundle for HPC enables quick development of an HPC solution that matches the needs of the complex applications that drive success. Dell EMC is committed to advancing, democratizing and optimizing HPC so enterprises can dream bigger and act faster than ever before.

CUSTOMER BENEFITS

- **Advancing HPC** — Tap into a world-class team of industry experts with the domain expertise to design HPC solutions from desktop to petaflop
- **Democratizing HPC** — Get answers faster with a simplified design, configuration and ordering process that takes a matter of hours instead of weeks
- **Optimizing HPC** — Choose from a robust portfolio of products and services optimized for HPC and delivered by a company that will be there for the long haul

OFFER TECHNOLOGIES AND SERVICES

- Choice of Bright Cluster Manager® or OpenHPC
- Dell EMC PowerEdge Servers
- Choice of Dell EMC Networking H-Series Director-Class Switches based on Intel® Omni-Path Architecture, Mellanox® InfiniBand®
- Dell EMC Ready Bundles for HPC NFS Storage or HPC Lustre Storage
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

LEARN MORE

- Visit the Dell EMC web page: dellemc.com/hpc
- Read the Dell EMC Ready Bundle for HPC solution overview
- Join the Dell EMC HPC Community at dellhpc.org
- Contact your local representative or reseller
- Find customer success stories at dellemc.com/poweredge-stories
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

- < 1 minute real-time queries on 200TB of data
- **Instant processing** of a customer’s full data set, compared to 1–2 weeks
- **17,000,000** smart data points

Read the Sensus energy/utility case study: Sensing problems before they occur, with big data analytics
Develop HPC solutions that match the unique needs of research workloads, more quickly and cost-effectively

Many research organizations are in a race to address complex research challenges, such as handling massive amounts of simulation and machine-generated data from sensor systems and scientific instruments; dealing with complex algorithms for modeling, rendering and analysis; and managing the time-criticality of research projects. This makes HPC an important source of competitive advantage. The Dell EMC Ready Bundle for HPC Research enables quick development of an HPC solution that matches the needs of complex research applications. It delivers the performance and throughput, large shared memories, and ultrafast interconnect fabrics required to keep up with demanding research workloads.

CUSTOMER BENEFITS

- **Optimize investments** — Tailored for specific workloads to speed deployment, reduce software and hardware issues, and optimize performance
- **Customize a solution** — A flexible building-block approach that helps efficiently design, implement and scale HPC solutions
- **Test and tune** — Dell EMC HPC and AI Innovation Lab engineers work closely with customers and partners to optimize and test these solutions

OFFER TECHNOLOGIES AND SERVICES

- Choice of Bright Cluster Manager® or OpenHPC
- Dell EMC PowerEdge Servers
- Choice of Dell EMC Networking H-Series Director-Class Switches based on Intel® Omni-Path Architecture, Mellanox® InfiniBand®
- Dell EMC Ready Bundles for HPC NFS Storage or HPC Lustre Storage
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

LEARN MORE

- Visit the Dell EMC web page: dellemc.com/hpc
- Read the Dell EMC Ready Bundle for HPC Research solution overview
- Join the Dell EMC HPC Community at dellhpc.org
- Contact your local representative or reseller
- Find customer success stories at dellemc.com/poweredge-stories
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

- **20X analytics** acceleration
- **99% reduction** in I/O latencies
- **100% workload** acceleration

Read the Texas Advanced Computing Center case study: HPC big data analytics, a potent research tool
Dell EMC Ready Bundle for HPC Life Sciences

Accelerate time to insight with high throughput and fast turnaround

Amazing work is being done today in healthcare and the life sciences. For some projects, every hour closer to discovery and results can mean the difference between life and death. But organizations face many factors that may hinder discovery and cause inefficiencies. The Dell EMC Ready Bundle for HPC Life Sciences can accelerate time to insight for a range of applications, including drug design, cancer research, agriculture, forensics, genomics and bioinformatics.

CUSTOMER BENEFITS

- Faster time to production — Enables efficient planning, design and implementation
- Better performance — Recommended configurations facilitate achieving performance and reliability goals
- Easier Scalability — Design makes it easy to manage and extend storage and networking on-premises so the solution can grow over time

OFFER TECHNOLOGIES AND SERVICES

- Choice of Bright Cluster Manager® or OpenHPC
- Dell EMC PowerEdge Servers
- Choice of Dell EMC Networking H-Series Director-Class Switches based on Intel® Omni-Path Architecture, Mellanox® InfiniBand®
- Dell EMC Ready Bundles for HPC NFS Storage or HPC Lustre Storage, Isilon Scale-out NAS
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

LEARN MORE

- Visit the Dell EMC web page: dellemc.com/hpc
- Read the Dell EMC Ready Bundle for HPC Life Sciences solution overview
- Join the Dell EMC HPC Community at dellhpc.org
- Contact your local representative or reseller
- Find customer success stories at dellemc.com/poweredge-stories
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

- 4X increase in compute power
- 50% reduction in IT complexity
- 75–80% reduction in compute time

Read the Tsinghua University Protein Technology Center case study: Science computing supports near-atomic structural studies

--- RETURN TO TABLE OF CONTENTS
Dell EMC Ready Bundle for HPC Digital Manufacturing

Remove barriers to adoption with HPC building blocks that are purpose-designed to simplify and speed digital manufacturing workloads

Small to medium manufacturers are interested in using reliable and accurate virtual simulations and modeling to help reduce design cycle time and errors. However, many struggle with insufficient scalability and performance to get the job done. This can result in slow or incomplete job runs, poor product lifecycle planning, costly development cycles and delays to market. The Dell EMC Ready Bundle for HPC Digital Manufacturing combines compute, storage and networking into a single, easy-to-manage solution, configured to fit specific manufacturing requirements through a core set of powerful and flexible building blocks.

**CUSTOMER BENEFITS**

- **Faster performance** — Rigorously tuned for specific applications and workloads, with a focus on efficiency, performance and reliability
- **Easier scaling** — A flexible building-block approach that helps efficiently design, implement and scale HPC solutions
- **Reduced risk** — One source for solution design, delivery and support

**OFFER TECHNOLOGIES AND SERVICES**

- Choice of Bright Cluster Manager® or OpenHPC
- Dell EMC PowerEdge Servers
- Choice of Dell EMC Networking H-Series Director-Class Switches based on Intel® Omni-Path Architecture, Mellanox® InfiniBand®
- Dell EMC Ready Bundle for HPC NFS Storage or Dell EMC Ready Bundle for HPC Lustre Storage
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

**LEARN MORE**

- Visit the Dell EMC web page: dellemc.com/hpc
- Read the Dell EMC Ready Bundle for HPC Digital Manufacturing solution overview
- Join the Dell EMC HPC Community at dellhpc.org
- Contact your local representative or reseller
- Find customer success stories at dellemc.com/poweredge-stories
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

**WHY DELL EMC?**

- 20% improvement in software performance
- ~40% more compact than previous workstations
- Several minutes ➔ seconds for boot up

Read the Mikuni case study: Designing automobiles of the future

--- RETURN TO TABLE OF CONTENTS
Dell EMC Ready Bundle for HPC NFS Storage

Low cost, scalable and performant HPC storage for lower I/O needs

Storage solutions based on the NFS protocol are widely used for HPC clusters because NFS is simple and time-tested, and is a standard package in virtually every Linux® distribution. Dell EMC Ready Bundles for HPC NFS Storage are preconfigured, tested and validated solutions that allow deployment of large-capacity storage solutions more easily and with less risk, while preserving resources and budget for higher-value activities. They also provide the power to quickly and easily scale storage capacity as computing needs grow.

CUSTOMER BENEFITS

- **Low cost** — Compute, storage, networking and software are integrated to provide excellent performance and scalability for the money.
- **Performant** — Tuned to get 30% throughput improvement over non-optimized solutions¹
- **Scalable** — Meets future needs more easily with the ability to scale easily up to 64 nodes and 480TB raw capacity in a supported single namespace

OFFER TECHNOLOGIES AND SERVICES

- Dell EMC PowerEdge Servers
- Choice of Dell EMC Networking H-Series Director-Class Switches based on Intel® Omni-Path Architecture, Mellanox® InfiniBand® EDR, or Dell EMC 10/40GbE connectivity
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

LEARN MORE

- Visit the Dell EMC web page: dellemc.com/hpc
- Read the [Dell EMC Ready Bundles for HPC Storage solution overview](dellemc.com/hpc)
- Join the Dell EMC HPC Community at dellhpc.org
- Contact your local representative or reseller
- Find customer success stories at dellemc.com/poweredge-stories
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

Impressive benchmarks²

- Up to 480TB raw capacity
- Up to 1.84GB/s of sequential write throughput
- Up to 6.57GB/s of sequential read throughput
- Up to 6.5K IOPS maximum random write
- Up to 18.7K IOPS maximum random read

¹ Dell EMC internal testing results; benchmark performance results obtained from solutions equipped with Intel OPA network connectivity.
² Benchmark performance results obtained from systems equipped with Intel OPA network connectivity.
Dell EMC Ready Bundle for HPC Lustre Storage

High-performance, massively scalable and cost-effective HPC storage

Today’s HPC workloads require storage infrastructure that scales endlessly and delivers unmatched I/O levels. Open-source Lustre® solutions can deliver performance and capacity, but can be complicated and time-consuming to deploy. The Dell EMC Ready Bundle for HPC Lustre Storage parallel file storage solution can deliver a higher level of computing power and throughput to drive innovation, deliver higher-quality product designs and sustain competitive advantage. It provides the power and scalability of Lustre, with simplified installation, configuration and management features on cost-optimized, industry-standard Dell EMC storage.

CUSTOMER BENEFITS

- **High performance** — Run larger and more complex applications faster with over a petabyte in sustained capacity
- **Massively scalable** — Get 960TB of raw storage for each object storage server pair, and scale up and down without losing performance; scale to tens of thousands and beyond an exabyte in capacity
- **Cost-effective** — Get more performance for the HPC budget, and protect IT investments with simplified solutions for scaling out HPC

OFFER TECHNOLOGIES AND SERVICES

- Dell EMC PowerEdge Servers
- Choice of Dell EMC Networking H-Series Director-Class Switches based on Intel® Omni-Path Architecture, Mellanox® InfiniBand® EDR, or Dell EMC 10/40GbE connectivity
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

LEARN MORE

- Visit the Dell EMC web page: dellemc.com/hpc
- Read the Dell EMC Ready Bundles for HPC Storage solution overview
- Join the Dell EMC HPC Community at delhpc.org
- Contact your local representative or reseller
- Find customer success stories at dellemc.com/poweredge-stories
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELLEMC?

- Get twice the value with a solution that can serve as the file system for Hadoop® analytics and HPC storage
- Leverage an integrated plug-in for Hadoop MapReduce applications
Dell EMC HPC and AI Innovation Lab

Developing innovative high-performance computing technologies through community collaboration for world-class HPC systems

The Dell EMC HPC Innovation Lab is a 13,000-square-foot data center devoted exclusively to HPC. It houses thousands of servers, a TOP500 cluster, and sophisticated storage and network systems. But the lab is more than world-class infrastructure. It’s staffed by a dedicated group of computer scientists, engineers and PhD subject matter experts who actively partner and collaborate with customers and other members of the HPC community.

CUSTOMER AND PARTNER BENEFITS

- **System parameter sweep** — Set up a system test bed to find out what combination of core count, system RAM, processor speed and other elements optimize application performance.
- **Efficiency tuning** — Determine the optimum basic input/output system (BIOS), settings and configurations for your workload.
- **HPC storage system optimization** — Build and test HPC storage and file systems, tiered or otherwise, for optimum performance.

OFFER TECHNOLOGIES AND SERVICES

- **The Zenith cluster** is the result of a partnership between Dell EMC and Intel®. It serves as benchmarking system for internal teams, and a showcase for evaluations.
- **The Rattler cluster** is the result of a partnership among Dell EMC, Mellanox®, Bright Computing® and NVIDIA®. The system is designed to showcase extreme scalability, benchmarking, and characterizations.
- **Collaborate with engineers** with advanced degrees and many years of industry experience in domains such as mechanical engineering, bioinformatics and areas of expertise such as file systems, interconnects and management tools.

LEARN MORE

- Read the [HPC Innovation Lab Brochure](#) or flyer
- Join the Dell EMC HPC Community at [dellhpc.org](http://dellhpc.org)
- Contact your local representative or reseller
- Find customer success stories at [dellemc.com/poweredge-stories](http://dellemc.com/poweredge-stories)
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

- As a leader in the market, Dell EMC has an extensive portfolio of solutions, global services and support to help you break new ground, make important discoveries, and solve some of the most important challenges of our time.
- The Dell EMC Zenith cluster ranks #292 on TOP500.
Dell EMC Ready Solutions for Data Analytics

Reshape the core of your modern business
Dell EMC Ready Solutions for Data Analytics

1. The data-driven age is dramatically reshaping industries and reinventing the future. Leveraging vast amounts of data from diverse sources is both critical and transformational for your business. Today, data is currency.

2. Mastering data and data analytics holds tremendous potential for dramatically growing revenue and controlling costs. But it’s often difficult know where to begin. That’s where Dell EMC can help.

3. Dell EMC Ready Solutions for Data Analytics can help you unlock the value of your data. The breadth of the Dell EMC portfolio makes it easy to find a solution that’s right for where you are on your data analytics journey. And, together with our partners, Dell EMC also offers consulting, installation, implementation, support and education services for data analytics.
Dell EMC Ready Bundle for Cloudera Hadoop

A fast, easy and secure modern data solution

Many organizations struggle to make Apache® Hadoop® projects successful. Selecting a suitable hardware solution for Hadoop is a significant part of any implementation. Organizations are often constrained by a lack of Hadoop expertise and end up spending too much time and effort on the front-end work. The Dell EMC Ready Bundle for Cloudera Hadoop delivers the core elements of Apache Hadoop, including scalable storage and distributed computing, within a solution based on Cloudera® Enterprise software and Dell EMC hardware and services. Cost-effective, future-ready Dell EMC Ready Bundle for Cloudera Hadoop is a purpose-built solution that helps address data analytics requirements, reduce costs and optimize performance.

CUSTOMER BENEFITS

- **Fast for business** — From analytics to data science and everything in between, Dell EMC Ready Bundle for Cloudera Hadoop delivers the performance required to unlock the potential of data
- **Easy to manage** — Focus on results, not fighting fires; keep mission-critical applications up and running, especially at scale
- **Secure without compromise** — Meet stringent data security and compliance needs without sacrificing business agility and innovation

OFFER TECHNOLOGIES AND SERVICES

- Cloudera Enterprise distribution of Hadoop
- Dell EMC PowerEdge Servers
- Dell EMC Networking and Storage
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services
- Optimized for active archive, ETL offload, and testing and proofs of concept

LEARN MORE

- Visit the Dell EMC web page: dellmc.com/hadoop
- Read the Dell EMC Ready Bundles for Hadoop solution overview
- Find customer success stories at dellmc.com/poweredge-stories
- Contact your local representative or reseller
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

- Accelerates new product revenue with payback in six months. NPV: $56M. ROI: nearly 2X
- Omneo® streamlines its supply chain and realizes US$15–25M in savings per year
- Enables an entry-level technician to execute an ETL job for performing data validation in 60.3% less time compared to a senior engineer using DIY open-source tools

---

Dell EMC Ready Bundle for Hortonworks Hadoop

Open and stable foundation with a growing ecosystem to build and deploy big data solutions

Despite the tantalizing benefits of Apache® Hadoop®, many organizations struggle to make projects successful. Expertise and infrastructure matter when building a Hadoop environment. The Hortonworks® Data Platform® makes business intelligence on Hadoop a reality, combining a fast in-memory SQL engine to create data marts with an online analytical processing (OLAP) cube engine that enables huge data set queries in seconds. Dell EMC has worked with Hortonworks to develop a well-designed and scalable solution for Hortonworks Hadoop. Cost-effective, future-ready Dell EMC Ready Bundle for Hortonworks Hadoop is a purpose-built solution that helps address data analytics requirements, reduce costs and optimize performance.

CUSTOMER BENEFITS

- **Open** — Hortonworks is committed to an open approach to software development that spurs innovation
- **Interoperable** — Open-source architecture enables Hortonworks to interoperate with a broad range of business intelligence and other applications
- **Enterprise-ready** — Hortonworks is built for enterprises, providing consistent operations with centralized management and monitoring of clusters through a single pane of glass

OFFER TECHNOLOGIES AND SERVICES

- Hortonworks Data Platform distribution of Hadoop
- Dell EMC PowerEdge Servers
- Dell EMC Networking
- Distributed storage or shared Dell EMC Isilon® storage options
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

LEARN MORE

- Visit the Dell EMC web page: [dellemc.com/hadoop](http://dellemc.com/hadoop)
- Read the Dell EMC Ready Bundles for Hadoop solution overview
- Find customer success stories at [dellemc.com/poweredge-stories](http://dellemc.com/poweredge-stories)
- Contact your local representative or reseller
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

- Dell built the first purpose-built platform for Hadoop in 2009
- Proven and certified architectures allow confident deployment of high performance, scalable analytics solutions in just days
- State-of-the-art Dell EMC Customer Solution Centers enable Dell EMC customers to explore, architect, validate and build solutions
Dell EMC Ready Systems for Splunk

Support enterprise-level machine data analytics and real-time operational intelligence
Splunk® Enterprise software is the easy, fast and secure way to search, analyze and visualize massive streams of machine data to deliver real-time visibility across the entire business. But many organizations find it complex and time-consuming to design, architect, test and validate hardware configurations for Splunk. Dell EMC Ready Systems for Splunk reduce IT risk and total cost of ownership (TCO) while improving time to market, putting the focus back on business innovation — not ongoing IT operations.

CUSTOMER BENEFITS
• Provide a rack-scale hyper-converged infrastructure (HCI) including servers, storage, networking, and virtualization and management software, in tested and validated configurations
• Address current and future needs with VxRack and VxRail
• Optimize storage data tiering for performance and high retention with Dell EMC Isilon® Scale-out NAS storage

OFFER TECHNOLOGIES AND SERVICES
• Splunk Enterprise, Splunk Universal Forwarder
• VMware® vSphere® Enterprise, vCenter Server®, vSAN™ Enterprise, vRealize® Log Insight™
• Red Hat® Enterprise Linux 64-bit
• Dell EMC VxRail™ or Dell EMC VxRail™ FLEX
• Dell EMC PowerEdge Servers
• Dell EMC Networking
• Dell EMC Isilon Scale-out NAS Storage
• Dell EMC Professional Services, ProDeploy, ProSupport, and Financial Services

LEARN MORE
• Visit the Dell EMC web page: dellemc.com/splunk
• Read the Dell EMC Ready Solutions for Splunk solution overview
• Find customer success stories at dellemc.com/poweredge-stories
• Contact your local representative or reseller
• Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?
• Hundreds of apps and add-ons enhance productivity¹
• 82% decrease in time to deploy VxRail FLEX²
• Five minutes to add a new node with VxRail³

Dell EMC Ready Bundle for Splunk

Drive digital transformation and business value with real-time insights from machine data

Splunk® software makes it simple to collect, analyze and act upon the untapped value of the data generated by infrastructure, security solutions and business applications — providing the insights to drive operational performance and business results. But many organizations find it complex and time-consuming to design, architect, test and validate hardware configurations for Splunk. Dell EMC Ready Bundles for Splunk provide a validated, supported and configurable solution that fits the big data scale-out model, so businesses can meet their specific needs and significantly reduce time to results.

CUSTOMER BENEFITS

• Provides a tested and validated Splunk-optimized bundle with servers, storage, networking, software and services
• Features detailed deployment and implementation guidance for low-risk and fast time-to-results
• Scales from small businesses to medium enterprise deployments; and can be scaled out to handle future needs without extensive upgrades or expensive refreshes

OFFER TECHNOLOGIES AND SERVICES

• Splunk Enterprise, Splunk Universal Forwarder
• Red Hat® Enterprise Linux® 64-bit
• OneFS
• Dell EMC PowerEdge Servers
• Dell EMC Networking
• Dell EMC Isilon Scale-out NAS Storage
• Dell EMC Professional Services, ProDeploy, ProSupport
• Dell Financial Services

LEARN MORE

• Visit the Dell EMC web page: dellemc.com/splunk
• Read the Dell EMC Ready Solutions for Splunk solution overview
• Find customer success stories at dellemc.com/poweredge-stories
• Contact your local representative or reseller
• Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

• Hundreds of apps and add-ons enhance and extend the Splunk platform with ready-to-use functions ranging from optimized data collection to monitoring security, IT management and more¹
• Up to 210 days data retention

Dell EMC Ready Solutions for Business Applications

Optimize performance, reliability and efficiency for business-critical applications
Dell EMC Ready Solutions for Business Applications

1. The competition is relentless, and coming at you from every angle. To prevail, you need to make sure your workforce has everything they need to succeed.

2. That includes high performance and availability from the business applications they rely on, as well as an efficient IT environment that shaves costs, simplifies management and maintenance, and speeds time to productivity.

3. Dell EMC Ready Solutions for Business Applications give you high performance, reliability and efficiency to enable rapid response times and operational continuity in areas such as data processing, email and other business-critical applications. The breadth of the Dell EMC portfolio makes it easy to find a solution that’s right for your needs and goals.
The latest evolution in predictive analytics, streamlined for mid-market implementations

Organizations are adopting SAP® HANA® to respond more quickly to changing market conditions. Dell EMC and SAP have teamed up to provide optimized SAP HANA solutions that offer record-breaking benchmarks and easy deployment, designed and delivered by a team with the expertise to deploy an SAP HANA solution that fits into existing environments. Dell EMC SAP HANA Edge Ready Nodes come with the software preloaded and include a consulting workshop — with an aggressive entry price. This makes them ideal for small and medium businesses (SMBs) interested in a preintegrated appliance with graphical features and training included for predictive analytics.

**CUSTOMER BENEFITS**

- **Simple** — Enables near real-time self-service reporting and predictive analytics
- **Efficient deployment** — Solution is ready to run on delivery and includes on-site implementation, training, data migration and business adoption
- **Designed for SMBs** — Specifically engineered and sized for mid-market implementations

**OFFER TECHNOLOGIES AND SERVICES**

- SAP HANA Edge Edition; Linux®
- SAP Predictive Suite
- SAP Lumira advanced visualization software
- Dell EMC PowerEdge Servers
- Includes on-site implementation, training and data migration
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

**LEARN MORE**

- Visit the Dell EMC web page: dellemc.com/hana
- Read the Dell EMC Ready Solutions for SAP HANA solution overview
- Find customer success stories at dellemc.com/poweredge-stories
- Contact your local representative or reseller
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

**WHY DELL EMC?**

- ~50% reduction in business intelligence costs
- 80% of data updated in real time
- $6.17M in benefits
- 77% improvement in average data compression
- 100% ROI after only nine months
- 87% reduction in ETL times

Read the SAP case study: University of Kentucky
Dell EMC SAP HANA Scale Up Ready Nodes

Real-time business analytics and applications in a single solution

In today’s highly competitive business climate, many organizations are turning to SAP® HANA® to accelerate the pace of innovation. Dell EMC SAP HANA Scale Up Ready Nodes are optimized to offer record-breaking benchmarks and easy deployment, designed and delivered by a team with the expertise to fit an SAP HANA solution into existing environments. The SAP HANA software is loaded, and services are optional. This makes Dell EMC SAP HANA Scale Up Ready Nodes ideal for organizations needing a certified option to establish or expand their environment, or to perform test and development with a solution that is pre-configured and ready to go into production.

CUSTOMER BENEFITS

• **Flexible** — Configure a solution to meet specific needs with an agile, multi-sized appliance; options are tuned to use cases and needs with multiple configuration options
• **Powerful** — A rich mix of product components delivers performance, density and power efficiency for both transactional processing and analytics
• **Scalable** — Increase power and performance without rip-and-replace upgrades

OFFER TECHNOLOGIES AND SERVICES

• SAP HANA
• SUSE® Linux® Enterprise Server (SLES) or Red Hat® Enterprise Linux (RHEL)
• Dell EMC PowerEdge Servers
• Dell EMC Professional Services, ProDeploy, ProSupport
• Dell Financial Services

LEARN MORE

• Visit the Dell EMC web page: [dellemc.com/hana](dellemc.com/hana)
• Read the [Dell EMC Ready Solutions for SAP HANA solution overview](dellemc.com/hana)
• Find customer success stories at [dellemc.com/poweredge-stories](dellemc.com/poweredge-stories)
• [Contact](dellemc.com/poweredge-stories) your local representative or reseller
• Channel partner and internal resources on [SalesEdge](dellemc.com/poweredge-stories) and [Solution Enablement Center](dellemc.com/poweredge-stories)

WHY DELL EMC?

• ~50% reduction in business intelligence costs
• 80% of data updated in real time
• $6.17M in benefits
• 77% improvement in average data compression
• 100% ROI after only nine months
• 87% reduction in ETL times

Read the SAP case study: [University of Kentucky](dellemc.com/poweredge-stories)
Dell EMC Ready Bundle for SAP HANA Scale Out

Modular growth using building blocks without disruption to existing solutions

SAP® HANA® provides insight into business operations as they happen, so organizations can respond to quickly changing market conditions. Dell EMC and SAP have teamed up to provide optimized SAP HANA solutions that offer record-breaking benchmarks and easy deployment, designed and delivered by a team with the expertise to deploy an SAP HANA solution that fits into existing environments. The Dell EMC Ready Bundle for SAP HANA Scale Out includes rack integration with on-site or remote deployment for fast setup and optional custom services such as data migration. This makes it ideal for medium to large enterprises who run data analytics and value an integrated solution and the ability to expand without disruption.

CUSTOMER BENEFITS

- **Modular scalability** — Starts with high availability at 3TB RAM and grows incrementally to 48TB RAM without disruption
- **Single-source solution** — Preconfigured analytics solutions include hardware, software and a wide range of services
- **Fast deployment** — Get to productivity in hours with Dell EMC services for configuration, installation, migration and post-installation documentation, guidance and support

OFFER TECHNOLOGIES AND SERVICES

- SAP HANA
- SUSE® Linux® Enterprise Server (SLES) or Red Hat® Enterprise Linux (RHEL)
- Dell EMC PowerEdge Servers
- Dell EMC Networking and Storage
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

LEARN MORE

- Visit the Dell EMC web page: dellemc.com/hana
- Read the Dell EMC Ready Solutions for SAP HANA solution overview
- Find customer success stories at dellemc.com/poweredge-stories
- Contact your local representative or reseller
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

- ~50% reduction in business intelligence costs
- 80% of data updated in real time
- $6.17M in benefits
- 77% improvement in average data compression
- 100% ROI after only nine months
- 87% reduction in ETL times

Read the SAP case study: University of Kentucky
Dell EMC Ready System for SAP HANA on VxBlock

VxBlock systems delivered with SAP HANA-certified blades and storage

Many organizations are adopting SAP HANA® to drive responsiveness, productivity, innovation and growth. Optimized SAP HANA solutions from Dell EMC and SAP® offer record-breaking benchmarks and easy deployment, designed and delivered by a team with vast SAP HANA expertise. Dell EMC Ready System for SAP HANA on VxBlock offers deployment flexibility and enables scaling to millions of IOPS and petabytes of data — plus lifecycle management to mitigate risk, streamline deployment and simplify operations. This makes it ideal for medium to large enterprises running data analytics who value an integrated system and the ability to expand without disruption.

CUSTOMER BENEFITS

• **Accelerate deployment** — Flexibility accelerates SAP HANA implementation on a single converged system or separate systems
• **Scalability** — Recent technologies for scale-up applications enable scaling to millions of IOPS and petabytes of data
• **Simplicity** — A converged system plus lifecycle management mitigates risk and streamlines deployment while simplifying overall operations

OFFER TECHNOLOGIES AND SERVICES

• SAP HANA
• SUSE® Linux® Enterprise Server (SLES) or Red Hat® Enterprise Linux (RHEL)
• Cisco® UCS® (Unified Compute System)
• Choice of Dell EMC Unity, VMAX, XtremIO or VPLEX storage
• Dell EMC Professional Services, ProDeploy, ProSupport
• Dell Financial Services

LEARN MORE

• Visit the Dell EMC web page: dellemc.com/hana
• Read the Dell EMC Ready Solutions for SAP HANA solution overview
• Find customer success stories at dellemc.com/poweredge-stories
• Contact your local representative or reseller
• Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

• ~50% reduction in business intelligence costs
• 80% of data updated in real time
• $6.17M in benefits
• 77% improvement in average data compression
• 100% ROI after only nine months
• 87% reduction in ETL times

Read the SAP case study: University of Kentucky

--- RETURN TO TABLE OF CONTENTS

DELL EMC Ready Solutions
Streamline and consolidate SAP landscapes while preparing to adopt SAP S/4HANA

SAP® landscapes are mission-critical environments that often sprawl over several systems. It can be very challenging to manage the master data across these systems while keeping the SAP application consistent across production, non-production, and test and development systems. The Dell EMC Ready Bundle for SAP Landscapes has been carefully designed to streamline SAP landscapes to reduce complexity and maintenance costs, while giving you better performance and investment protection for your mission-critical data.

CUSTOMER BENEFITS

- **Streamline and reduce costs** — Better at meeting business needs for greater performance and agility, better efficiency, and security, while lowering operating expenses
- **Get faster results** — Optimize application performance and reduce the time it takes to realize the benefits of a modern SAP infrastructure
- **Prepare for the digital economy** — Chart a clear migration path to SAP S/4HANA®

OFFER TECHNOLOGIES AND SERVICES

- SAP
- VMware vSphere® 6.5 (purchased separately)
- Dell EMC PowerEdge Servers
- Dell EMC VMAX All Flash storage
- Dell EMC networking
- Dell EMC Data Domain
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

LEARN MORE

- Visit the Dell EMC web page: [dell EMC.com/landscapes](dell EMC.com/landscapes)
- Read the Dell EMC Ready System for SAP Landscapes solution overview
- Find customer success stories at [dell EMC.com/poweredge-stories](dell EMC.com/poweredge-stories)
- Contact your local representative or reseller
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

- World record on the 4-socket SAP Sales and Distribution (SD) Benchmark held by Dell EMC PowerEdge R940 Server¹
- Up to 44% faster performance with the Dell EMC PowerEdge R940 Server with Intel® Xeon® Scalable Platinum 8180 processors, compared to the PowerEdge R930 with Intel Xeon E7-8893-v4 CPUs in an SAP SD Sybase environment¹

¹ Based on Dell EMC internal testing using the SAP Sales and Distribution benchmark test, June 2017. Actual performance will vary based on configuration, usage and manufacturing variability.
Dell EMC Ready Bundle for Microsoft SQL

A solution designed for performance, cost savings and future-ready scalability

Microsoft SQL Server® performance depends on the right architectural design and sizing. The server and implementation can have a huge impact on the results. Dell EMC understands these challenges. Dell EMC has both the SQL expertise and the extensive portfolio to quickly identify the right solution, implement the right processes and get the right performance while minimizing risk. The Dell EMC Ready Bundle for Microsoft SQL is designed for superior performance, significant cost savings and future-ready scalability.

**CUSTOMER BENEFITS**

- **Performance** — Delivers breakthrough mission-critical capabilities with in-memory performance and operational analytics built in
- **Cost savings** — Consolidate into a more efficient data center solution on cost-efficient, industry-standard hardware with a smaller footprint — and consolidation means savings
- **Future-ready scalability** — Scale without sacrificing performance

**OFFER TECHNOLOGIES AND SERVICES**

- Microsoft Windows Server®, Microsoft SQL Server
- Dell EMC PowerEdge Servers
- Dell EMC Networking
- Dell EMC Storage All-in-One Arrays, Unity, Microsoft® Storage Spaces Direct Ready Nodes
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

**LEARN MORE**

- Visit the Dell EMC web page: [dell EMC](https://www.dell EMC.com)
- Read the Dell EMC Ready Bundle for Microsoft SQL solution overview
- Find customer success stories at [dell EMC](https://www.dell EMC.com)
- Contact your local representative or reseller
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

**WHY DELL EMC?**

**Measurable benefits**

1. 42% increase in transactions per second
2. 41% increase in transactions per second
3. 50% decrease in actual query response time

---

1 Based on a Dell EMC Engineering study using the TPC-C benchmark to test Microsoft SQL Server 2016 using a Dell EMC PowerEdge Server R740 configured with VDIMM-Ns running Microsoft SQL Server 2016 OLTP workload, when compared to the same server without VDIMM-Ns. Source: [Accelerating Microsoft SQL Server Performance with VDIMM-N on Dell EMC PowerEdge R740](https://www.dell EMC.com), August 2016.
Dell EMC Ready Bundle for Oracle

Safeguard Oracle availability with a purpose-built solution that reduces costs and increases productivity

Virtualization simplifies database management and provides the flexibility to mix OLAP, online transaction processing (OLTP) and testing and development (test/dev) workloads on the same infrastructure. But optimizing and managing virtualized Oracle environments can be complex and costly. The Dell EMC Ready Bundle for Oracle is purpose-built to support OLTP, OLAP and test/dev at the same time without sacrificing performance or storage space. With these Oracle® databases existing together and functioning optimally, the result is enhanced availability, hardware, data center and database license savings, and breakthrough simplicity for deployment, management and provisioning.

CUSTOMER BENEFITS

- **Safeguard availability** — Virtualized applications continue to access critical data during workload optimization, bug fixes, patches and updates
- **Reduce costs** — Offers a lower entry point, consolidates servers and reduces the costs for expensive database licenses
- **Increase productivity** — Shortens the design cycle and configuration time with a solution that’s tested and validated for easier planning and deployment

OFFER TECHNOLOGIES AND SERVICES

- Oracle Database 12c Release 2 Real Application Cluster (RAC)
- VMware® vSphere®, Red Hat® Enterprise Linux®
- Dell EMC PowerEdge Servers
- Dell EMC Networking
- Dell EMC VMAX All Flash Storage
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

LEARN MORE

- Visit the Dell EMC web page: [dellemc.com/oracle](http://dellemc.com/oracle)
- Read the [Dell EMC Ready Bundle for Oracle solution overview](#)
- Find customer success stories at [dellemc.com/poweredge-stories](http://dellemc.com/poweredge-stories)
- [Contact](#) your local representative or reseller
- Channel partner and internal resources on [SalesEdge](#) and [Solution Enablement Center](#)

WHY DELL EMC?

- **55% lower base cost** when comparing small-, mid-, and large-size configurations with Exadata
- **Six-nines availability with VMAX**, with only 30 seconds to 1 minute downtime per year
- Up to 20% lower licensing costs, thanks to Dell EMC PowerEdge Servers with Intel® Xeon® processors

---

1 Source: Dell EMC Internal cost analysis; September 2017.
2 Source: Dell EMC VMAX All Flash and VMAX3 Reliability, Availability, and Serviceability.
3 Source: Dell EMC Launches Next Generation of the World’s Best-Selling Server Portfolio.
Making email workloads affordable, highly scalable and quick to implement

When it comes to Microsoft Exchange®, the choice of environments, hardware, software and services — as well as the design and deployment of solution elements — can affect employee satisfaction, time to market, customer service and TCO. Yet few organizations have the time to plan, deploy and manage an Exchange installation or expansion. Dell EMC Ready Bundle for Microsoft Exchange is a high-density, efficient and scalable solution designed for on-premises Exchange implementations in medium and large organizations. Dell EMC Ready Bundle for Microsoft Exchange gives IT the power to quickly implement affordable infrastructure for Exchange 2016, and scale just as quickly as the number of employees — and inbox sizes — grow.

CUSTOMER BENEFITS

• **Savings** — Lower TCO through efficient storage design and simplified management
• **Speed** — Faster deployment by shortening the design cycle and configuration time with validated solutions based on Microsoft best practices
• **Scale** — Future-ready solution provides exceptional scalability and flexibility

OFFER TECHNOLOGIES AND SERVICES

• Microsoft® Windows Server®
• Microsoft Exchange Server
• Dell EMC PowerEdge Servers
• Dell EMC Networking
• Dell EMC MD-Series Storage
• Dell EMC Professional Services, ProDeploy, ProSupport
• Dell Financial Services

LEARN MORE

• Visit the Dell web page: dell EMC.com/exchange
• Read the Dell EMC Ready Bundle for Microsoft Exchange solution overview
• Find customer success stories at dell EMC.com/poweredge-stories
• Contact your local representative or reseller
• Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

• $1M in expected savings by consolidating infrastructure
• Email servers consolidated from 49 to 6 data centers

Read the Microsoft case study: One virtual office that spans the globe
Dell EMC Ready Solutions for VDI

Enhance productivity with secure virtual desktop solutions that are quick and easy to implement.
Dell EMC Ready Solutions for VDI

1. Data center transformation initiatives often lead to an exploration of desktop and application virtualization. However, organizations looking to adopt VDI have typically faced a number of hurdles, including long planning and procurement cycles, significant upfront infrastructure investments, and difficulty delivering a consistent user experience across locations and devices.

2. These hurdles have turned many organization away from adopting VDI, despite its security and productivity advantages.

3. Dell EMC offers validated and optimized VDI solutions that provide the requisite data and application security while allowing IT to get started quickly and deliver optimized end-user performance. Dell EMC Ready Solutions for VDI provide a wide range of choices to meet a variety of needs and come with optional Dell EMC endpoints and familiar management tools that allow you to get up and running faster and streamline your day-to-day operations.
Dell EMC Ready System for VDI on VxRail

Fully integrated, configured and tested VMware® HCI appliance for VDI

Dell EMC VxRail appliances are the standard in HCI and have been jointly developed by Dell EMC and VMware. The Dell EMC Ready System for VDI on VxRail is ideal for a range of VDI environments, including those that need to start small and grow, or those that require GPU acceleration. The Dell EMC Ready System for VDI on VxRail removes the complexities of having to stand up a new traditional, yet siloed, infrastructure to run VDI, dramatically speeding time to deployment and reducing costs.

CUSTOMER BENEFITS

• Simplicity — Simple setup for multiple VDI clients and remote management along with a single point of global 24x7 support for hardware and software make the solution ideal for organizations with limited on-site staff.
• Integrated lifecycle management — VxRail integrates management into a single pane of glass for the entire appliance.
• Rapid deployment — Streamlined procurement, simplified deployment and integrated tools drastically shorten the time to have the appliance up and running.

OFFER TECHNOLOGIES AND SERVICES

• Dell EMC PowerEdge Servers
• Dell EMC V570F All-Flash Storage
• NVIDIA® Tesla® GPUs
• VMware software
• Citrix® XenDesktop®
• Dell EMC Professional Services, ProDeploy, ProSupport
• Dell Financial Services

LEARN MORE

• Visit the Dell EMC web page: dellemc.com/vdi
• Read the Dell EMC Ready Solutions for VDI solution overview
• Find customer success stories at dellemc.com/poweredge-stories
• Contact your local representative or reseller
• Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

• Fast issue resolution with round-the-clock access to ProSupport engineers and next business day Advanced Exchange1
• Single source for VDI, including Wyse thin and zero clients that are certified to work with Citrix, Microsoft® and VMware
• Security from the data center all the way to the endpoint, to protect organizations against cyber threats

1 Next business day Advanced Exchange available on select Wyse products. Availability varies by region.
Dell EMC Ready System for VDI on XC Series

Scale predictably and efficiently with a flexible and massively scalable solution powered by Nutanix

Simplify desktop virtualization and application through easy-to-order appliance-based configurations with predictable per-seat scaling costs to fit a broad range of use cases, and a combination of native tools and a powerful UI which allows users to deploy and manage virtual desktops and application more easily. Perfect for virtual desktop environments of any size, the Dell EMC Ready System for VDI on XC Series is ideal for organizations looking for a virtualization solution that deploys rapidly and scales easily.

CUSTOMER BENEFITS

• **Flexibility** — Supports several different hypervisors and connection brokers for customers needing choice.
• **Massive scalability** — Scale from 3 to 1,024 nodes per cluster.
• **Predictable cost, performance, and linear scale** — Add nodes to support a growing workforce or increase performance while avoiding “step function” infrastructure costs through a converged infrastructure with compute and storage for a specific number of users.¹

OFFER TECHNOLOGIES AND SERVICES

• Dell EMC XC Series, based on PowerEdge Servers
• NVIDIA® Tesla® GPUs
• Choice of Citrix®, Microsoft® Hyper-V®, or VMware® hypervisor
• Nutanix® Prism®
• Dell EMC Professional Services, ProDeploy, ProSupport
• Dell Financial Services

LEARN MORE

• Visit the Dell EMC web page: dellemc.com/vdi
• Read the Dell EMC Ready Solutions for VDI solution overview
• Find customer success stories at dellemc.com/poweredge-stories
• Contact your local representative or reseller
• Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

• Fast issue resolution with round-the-clock access to ProSupport engineers and next business day Advanced Exchange²
• Single source for VDI, including Wyse thin and zero clients that are certified to work with Citrix, Microsoft and VMware
• Security from the data center all the way to the endpoint, to protect organizations against cyber threats

¹ Number of users varies with the broker selected and the type of appliance used. Check with Dell EMC for more exact sizing information.
² Next business day Advanced Exchange available on select Wyse products. Availability varies by region.
Dell EMC VMware vSAN Ready Nodes for VDI

Reduce project risk and lower TCO with a VMware vSAN building block that’s fast and easy to scale

Dell EMC vSAN Ready Nodes for VDI are built on Dell EMC PowerEdge servers that have been configured, tested and certified to run VMware® vSAN™. Dell EMC VMware vSAN Ready Nodes for VDI include just the right amount of CPU, memory, network input/output (I/O) controllers, hard disk drives (HDDs) and solid-state drives (SSDs) that are well-suited for VDI workloads on VMware vSAN.

**CUSTOMER BENEFITS**

- **Control the system build** — Jointly validated solutions come in tested, certified configurations with choice of hardware selections.
- **Improve storage efficiency** — Choice of flash or hybrid performance as well as predictable and linear cost increase with growth. Reduces the time and effort required to deploy and manage compute and storage infrastructure.
- **Scale quickly** — To scale up, simply add drives and/or flash devices for increased performance and capacity. To scale out, just add more hosts with hybrid or all-flash devices.

**LEARN MORE**

- Visit the Dell EMC web page: dellemc.com/vdi
- Read the Dell EMC Ready Solutions for VDI solution overview
- Find customer success stories at dellemc.com/poweredge-stories
- Contact your local representative or reseller
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

**OFFER TECHNOLOGIES AND SERVICES**

- Dell EMC PowerEdge Servers
- NVIDIA® Tesla® GPUs
- VMware software
- Citrix® XenDesktop®
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

**WHY DELL EMC?**

- Fast issue resolution with round-the-clock access to ProSupport engineers and next business day Advanced Exchange
- Single source for VDI, including Wyse thin and zero clients that are certified to work with Citrix, Microsoft® and VMware
- Security from the data center all the way to the endpoint, to protect organizations against cyber threats

---

1 Next business day Advanced Exchange available on select Wyse products. Availability varies by region.
Dell EMC Microsoft Storage Spaces Direct Ready Nodes for VDI

Software-defined storage building blocks provide confidence, convenience and customer support

To keep up with data storage requirements, IT is challenged to find new storage solutions that are simpler and more streamlined and cost-effective than traditional approaches. Microsoft is answering this need with Microsoft® Storage Spaces Direct, which allows you to use industry-standard Dell EMC PowerEdge servers with local-attached drives to create highly available, highly scalable storage at a fraction of the cost of traditional storage arrays.

CUSTOMER BENEFITS

- **Confidence** — Reliable, easy-to-deploy and -order VDI solutions on Microsoft-certified building blocks are configured, tested and certified to remove guesswork.
- **Convenience** — Configured solutions are convenient to procure and deploy. The Dell EMC VDI deployment guide makes deployment even easier.
- **Customer support** — Benefit from the simplicity of a solution that’s supported globally by Dell EMC and our channel partners for streamlined, collaborative support from the first call.

OFFER TECHNOLOGIES AND SERVICES

- Dell EMC PowerEdge Servers
- Dell EMC V570F All-Flash Storage
- Microsoft software
- Citrix® XenDesktop®
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

LEARN MORE

- Visit the Dell EMC web page: dellemc.com/vdi
- Read the Dell EMC Ready Solutions for VDI solution overview
- Find customer success stories at dellemc.com/poweredge-stories
- Contact your local representative or reseller
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

- Fast issue resolution with round-the-clock access to ProSupport engineers and next business day Advanced Exchange
- Single source for VDI, including Wyse thin and zero clients that are certified to work with Citrix, Microsoft and VMware®
- Security from the data center all the way to the endpoint, to protect organizations against cyber threats

1 Next business day Advanced Exchange available on select Wyse products. Availability varies by region.
Dell EMC Ready Bundles for VDI

Validated solutions provide new levels of flexibility and cost savings

Dell EMC Ready Bundles for VDI provide a scalable, validated, highly available and supported infrastructure with built-in monitoring for VDI. Built with design flexibility that caters to various business and technical requirements, Dell EMC Ready Bundles for VDI are designed for the software-defined data center (SDDC).

CUSTOMER BENEFITS

- **Highly flexible and ideal for DIY** — Flexibility in form factors, technologies and building blocks for virtualization make it easy to build a VDI design based on specific needs.
- **Leverage existing investments** — Configurations can be tailored for specific needs, including the ability to reuse some hardware.
- **Financially attractive** — Enterprises with skilled VDI staff can build a solution using industry-standard components for the optimal balance of performance and cost per user.

LEARN MORE

- Visit the Dell EMC web page: [dell EMC.com/vdi](http://dell EMC.com/vdi)
- Read the Dell EMC Ready Solutions for VDI solution overview
- Find customer success stories at [dell EMC.com/poweredge-stories](http://dell EMC.com/poweredge-stories)
- Contact your local representative or reseller
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

OFFER TECHNOLOGIES AND SERVICES

- Dell EMC PowerEdge Servers
- NVIDIA® Tesla® GPUs
- Choice of Citrix®, Microsoft® Hyper-V® or VMware® hypervisor
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

WHY DELL EMC?

- Fast issue resolution with round-the-clock access to ProSupport engineers and next business day Advanced Exchange¹
- Single source for VDI, including Wyse thin and zero clients that are certified to work with Citrix, Microsoft and VMware
- Security from the data center all the way to the endpoint, to protect organizations against cyber threats

¹ Next business day Advanced Exchange available on select Wyse products. Availability varies by region.
Dell EMC Ready Solutions for Software-Defined Infrastructure

Easily deploy software-defined infrastructure solutions that deliver confidence, performance and efficiency
Enterprises are dealing with more data than ever, and traditional infrastructure no longer provides the reliability, performance and efficiency that enterprise workloads require. Software-defined infrastructure (SDI) allows IT to supply the business with scalable, agile resources for cloud- and web-based services and native cloud workloads.

One of the biggest misconceptions about the software-defined paradigm is that the hardware doesn't matter. But both software performance and server and storage efficiency depend heavily on the performance and reliability of the underlying hardware. And not all hardware is created equal.

Dell EMC Ready Solutions for Software-Defined Infrastructure fit within your existing infrastructure and provide enhanced performance and enterprise-grade, no-compromise reliability in validated, configured and supported building blocks that are quick and easy to deploy.
Dell EMC vSAN Ready Nodes

 Reduce risks and lower total cost of ownership with a VMware vSAN building block that’s fast and easy to scale

New applications are producing more data than ever, challenging IT to adopt a simpler, more streamlined and cost-effective approach to storage. This has drawn many enterprises to VMware vSAN™ — a radically simple SDS solution for HCI. Dell EMC vSAN Ready Nodes are built on Dell EMC PowerEdge servers that have been preconfigured, tested and certified to run VMware® vSAN. Each Dell EMC vSAN Ready Node includes just the right amount of CPU, memory, network I/O controllers, hard disk drives (HDDs) and solid state drives (SSDs) that are well suited for workloads on vSAN.

 CUSTOMER BENEFITS

- **Reduce project risk** — Dell EMC vSAN Ready Nodes are jointly validated solutions in tested and certified server configurations for accelerating vSAN deployment
- **Improve storage efficiency** — Dell EMC vSAN Ready Nodes improve storage efficiency with software-defined storage that leverages server-side economics and affordable flash
- **Scale quickly** — Faster configuration, fewer update steps, reduced time for maintenance, troubleshooting and resolution add up to a solution that scales quickly

 LEARN MORE

- Visit the Dell EMC web page: [dellemc.com/readynodes](http://dellemc.com/readynodes)
- Read the Dell EMC VMware vSAN Ready Nodes Solution Overview
- Find customer success stories at [dellemc.com/poweredge-stories](http://dellemc.com/poweredge-stories)
- Contact your local representative or reseller
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

 WHY DELL EMC?

- Dell EMC and VMware have collaborated on vSAN for more than four years, putting the technology through thousands of hours of testing
- Patented failsafe memory fault isolation, automatic failover redundant hypervisors and Memory Page Retire help protect uptime
- Installed, implemented and supported by Dell EMC as a single trusted source

 OFFER TECHNOLOGIES AND SERVICES

- VMware vSAN
- Dell EMC PowerEdge Servers
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services
Dell EMC Microsoft Storage Spaces Direct Ready Nodes

Software-defined storage building blocks provide confidence, convenience and customer support

To keep up with data storage requirements, IT is challenged to find solutions that are simpler, and more streamlined and cost-effective than traditional approaches. Dell EMC Microsoft® Storage Spaces Direct Ready Nodes leverage industry-standard Dell EMC PowerEdge servers with local-attached drives to create highly available, highly scalable storage at a fraction of the cost of traditional arrays. These preconfigured ready nodes with certified components and validated building blocks simplify ordering and reduce deployment risks while providing a superb customer support experience.

CUSTOMER BENEFITS

- **Confidence** — Preconfigured, tested and certified solutions take the guesswork out of building Microsoft Storage Spaces Direct clusters
- **Convenience** — More convenient to procure and deploy with a Dell EMC deployment guide that covers multiple scenarios
- **Customer support** — Benefit from the simplicity of a solution with streamlined, collaborative support from the first call

OFFER TECHNOLOGIES AND SERVICES

- Microsoft Windows Server® with Storage Spaces Direct
- Dell EMC PowerEdge Servers in all-flash and hybrid configurations
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

LEARN MORE

- Visit the Dell EMC web page: [dell.com/s2dreadynodes](dell.com/s2dreadynodes)
- Read the Dell EMC Microsoft Storage Spaces Direct Ready Nodes solution overview
- Find customer success stories at [dellemc.com/poweredge-stories](dellemc.com/poweredge-stories)
- Contact your local representative or reseller
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

- **Confidence**: Pre-configured, tested and certified to take the guesswork out of building Storage Spaces Direct clusters
- **Convenience**: Admin work reduced by fewer interfaces and steps to complete tasks, with no specialized knowledge needed
- **Customer support**: Single point of contact for solution support
Dell EMC Ready Solutions for Hybrid Cloud

Rapidly deploy reliable hybrid cloud solutions that simplify IT
Dell EMC Ready Solutions for Hybrid Cloud

1. The digital economy — shaped by the forces of globalization, heightened customer expectations and the threat of outside disruption — is driving IT organizations to embrace cloud and on-demand service operations. Hybrid cloud solutions enable IT to transform and align IT services with business goals to meet the new demands of users and customers.

2. The time and effort required to design, deploy and integrate hybrid cloud solutions with legacy infrastructure can create a roadblock for many enterprises. And it’s important that any solutions reduce IT complexity and provide reliable and available operations as well.

3. Dell EMC Ready Solutions for Hybrid Cloud are built to break through barriers to adoption by enabling rapid time to production for reliable cloud infrastructure that reduces management complexity.
Pivotal Ready Architecture by Dell EMC

The rapid, reliable and resilient way to run Pivotal Cloud Foundry on-premises

The speed with which new applications can be delivered, the agility to deal with changes, and the ability to leverage data to drive operational and business insights are critical in today’s business environment. Forward-thinking organizations are turning to Pivotal® Cloud Foundry®, a cloud-native platform that enables deployment of new code thousands of times per month, reliably runs applications at cloud scale and improves security posture with built-in capabilities. The Pivotal Ready Architecture is the optimal path for deploying Pivotal Cloud Foundry on-premises in a ready, reliable and resilient way.

CUSTOMER BENEFITS

- **Ready** — Developed on hyper-converged infrastructure which removes risk from operations with a managed lifecycle and scalability
- **Reliable** — Integrated, tested and proven hardware and software simplifies how applications are built, deployed, operated and managed with an “it just works” experience
- **Resilient** — Offers multi-site, multi-foundation, and multi-availability zones for delivering enhanced uptime, geographic coverage and resiliency

OFFER TECHNOLOGIES AND SERVICES

- Pivotal Cloud Foundry
- VMware® vSphere®
- Dell EMC Elastic Cloud Storage Object Store
- Dell EMC VxRail
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

LEARN MORE

- For more information visit dellmc.com/cloud
- Read the Pivotal Ready Architecture by Dell EMC solution overview
- Contact your local representative or reseller
- Channel partner and internal resources on the Solution Enablement Center

WHY DELL EMC?

- Leverage on-site integration or application implementation with Dell EMC Professional Services
- Single-call support reduces risks and optimizes uptime, performance and reliability
- Integrated object store enables configuration and application consistency between sites
Dell EMC Cloud for Microsoft Azure Stack

Take the fast and simple path to Microsoft Azure Stack with an engineered hybrid-cloud solution

Rising customer expectations for applications built for the cloud are driving organizations to embrace digital and IT transformation initiatives, enabled by hybrid cloud solutions. Dell EMC Cloud for Microsoft Azure Stack is an on-premises hybrid cloud solution that provides a fast and simple path to delivering IaaS and platform as a service (PaaS) with a consistent Microsoft Azure® experience — on-premises or in the public cloud.

CUSTOMER BENEFITS

• Modernize — Update the business with automated IT service delivery for Microsoft Azure Stack apps
• Innovate — Digitally transform the business with cloud-native apps
• Accelerate — Speed Microsoft Azure Stack adoption with confidence

OFFER TECHNOLOGIES AND SERVICES

• Engineered hybrid-cloud solution
• Microsoft® Azure Stack
• Microsoft Windows Server®
• Dell EMC PowerEdge Servers
• Dell EMC Networking
• Dell EMC Professional Services, Deployment automation, ProSupport
• Dell Financial Services

LEARN MORE

• For more information visit dellmc.com/cloud
• See an interactive demo at interactive.dellmcodemocenter.com/mhc
• Channel partner and internal resources on the Solution Enablement Center

WHY DELL EMC?

• Engineered with industry-leading infrastructure, networking, backup and encryption from Dell EMC, and application development tools from Microsoft
• Delivers enterprise-grade performance, resiliency and security including integrated deployment services from Dell EMC experts
• One contact support from Dell EMC reduces operational risk, while flexible consumption models make it easy to consume
Dell EMC Ready Bundle for Red Hat OpenStack Platform

Rapid, automated deployment of a reliable and easy-to-manage OpenStack cloud

Many IT organizations have adopted Red Hat® OpenStack® Platform to deliver the agility, efficiency and control required to embrace cloud and on-demand service operations. But deploying OpenStack can be challenging due to the interdependency of OpenStack’s multiple projects and the rapid evolution in OpenStack components. The Dell EMC Ready Bundle for Red Hat OpenStack Platform combines a core validated architecture with select extensions to create an open, secure, reliable and supported solution that delivers rapid, automated deployment, reliable operations and simplified management.

CUSTOMER BENEFITS

- **Rapid, automated deployment** — Joint engineering results in validated, recommended configurations, designed to provide a rapid onramp to OpenStack powered clouds.
- **Reliable operations** — Dell EMC and Red Hat have collaborated to deliver a highly scalable, secure and supported OpenStack-powered cloud infrastructure.
- **Simplified management** — Dell EMC and Red Hat collaborate to provide the ease and elegance of an enterprise-grade cloud manager.

OFFER TECHNOLOGIES

- Red Hat OpenStack Platform (OSP) 10
- Dell EMC PowerEdge Servers
- Dell EMC Networking
- Red Hat Ceph Storage 2.0
- Dell EMC Professional Services, ProDeploy, ProSupport
- Dell Financial Services

LEARN MORE

- Visit the Dell EMC web page: [dellmc.com/openstack](dellmc.com/openstack)
- Read the Dell EMC Ready Bundle for Red Hat OpenStack Platform solution overview
- Find customer success stories at [dellmc.com/poweredge-stories](dellmc.com/poweredge-stories)
- Contact your local representative or reseller
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

- 60% lower licensing fee
- Millions of potential infrastructure costs avoided
- 30 days → 12 hours reduced cycle times

Read the University of Kentucky case study: HPC tailored to research needs with OpenStack cloud
Why Dell EMC Ready Solutions?
Why Dell EMC Ready Solutions?

Get workload-optimized solutions that help you scale faster with confidence while improving financial metrics

High-performance computing (HPC), data analytics, software-defined infrastructure, business applications, VDI and hybrid cloud — these are pathways to Digital Transformation, allowing organizations to increase the efficiency of existing systems, implement faster, and enable greater business agility. You may prefer to consume, buy and/or build infrastructure to meet your specific needs. Dell EMC can help with a portfolio of solution offerings across Ready Nodes, Ready Bundles, Ready Systems and Hybrid Cloud Platforms.

**CUSTOMER BENEFITS**

- **Speed** — Reduce or eliminate the time it takes to design, procure, validate and integrate components for initial deployment or scaling
- **Confidence** — Tested and validated solutions feature advanced security features and streamlined support
- **Savings** — Reduce the time and effort required to deploy, manage and scale infrastructure and enjoy consolidation savings from performance-optimized solutions built on cost-efficient, industry-standard hardware

**OFFERS**

- **Dell EMC Ready Nodes** — Tested and validated building blocks built on Dell EMC PowerEdge servers and configured to start or scale workload-specific deployments
- **Dell EMC Ready Bundles** — Tested and validated multicomponent bundles in optimized configurations for an application, workload or use case
- **Dell EMC Ready Systems** — Rack-scale converged or hyper-converged infrastructure in configurations that are tested and validated for specific applications, use cases or workloads

**LEARN MORE**

- Visit [dell.com/readysolutions](dell.com/readysolutions)
- Find customer success stories at [dell.com/poweredge-stories](dell.com/poweredge-stories)
- Contact your local representative or authorized reseller
- Channel partner and internal resources on SalesEdge and Solution Enablement Center

**WHY DELL EMC?**

- #1 hyper-converged infrastructure
- #1 converged infrastructure
- #1 in traditional and all-flash storage
- #1 virtualized data center infrastructure
- #1 cloud IT infrastructure
- #1 server virtualization and cloud systems management software (VMware)
- #1 in data protection
- #1 in software-defined storage

---

1 Source: [dell.com](dell.com).
2 IDC WW Quarterly Converged Systems Tracker, Q1 2017, June 2017, Vendor Revenue.
4 Dell EMC Annual Report, 2015.
5 IDC WW Quarterly Cloud IT Infrastructure Tracker, April 2017, Vendor Revenue — EMC Q4 2016.
Worldwide Executive Briefing Program

An experience designed entirely around you — your needs, challenges, opportunities and goals

For over 20 years, Dell EMC’s Executive Briefing Program has enabled customers, prospects and partners to redefine, collaborate and innovate in the world of IT. Through our briefing program, we work with our customers to propose solutions for their most pressing challenges and next-step innovations. These sessions help us develop a more complete picture of your business and how you deliver value to your customers. In turn, you get to learn how EMC can be more of a strategic partner and help you achieve the results you want.

CUSTOMER BENEFITS

• **Learn** — how to transform the data center, accelerate your journey to the cloud and innovate for the future
• **Connect** — with the industry’s brightest IT and business pros through a customized visit focused squarely on your needs
• **Innovate** — with transformational IT strategies that align with your technology and business needs

OFFERS

• **One-on-one briefings** with subject matter experts — exploring IT and business solutions, technical deep dives, best practices, roadmaps and industry trends
• **Tours** of Dell EMC manufacturing facilities, Cloud Data Center, Critical Incident Response Centers, Data Analytics Lab, Dell EMC Innovation Partners and more
• **Peer-to-peer interaction** and collaboration
• **Solution events** — Multi-customer sessions focusing on specific IT solution areas

LEARN MORE

• Visit [dellmc.com](http://dellmc.com)
• Watch the [video](#)
• View the [brochure](#)
• Read the [Reflections Blog](#)
• Contact your local representative or authorized reseller
• Channel partner and internal resources on [SalesEdge](#) and [Solution Enablement Center](#)

WHY DELL EMC?

• 96% of all attendees discover new solutions
• 95% are confident Dell EMC solutions will meet their needs
• 94% would recommend to a colleague
View the [infographic](#)

“Working with EMC’s Executive Briefing Center has become a key piece of our business strategy.”

— Steven Hirsch, Chief Data Officer, NYSE

| 48 |
Worldwide Dell EMC Customer Solution Centers

Collaborate, innovate and validate

Dell EMC Customer Solution Centers are trusted environments where our world-class IT experts collaborate with you to share best practices, facilitate in-depth discussions of effective business strategies and help your company become more successful and competitive. Whether it’s a technical briefing, architectural design session or proof of concept, you’ll receive the appropriate expertise and resources at every level. Get a glimpse into the solutions of the future, and test your solution against your current business objectives, industry use-cases and future scalability needs — so you can move forward with confidence.

CUSTOMER BENEFITS

• Deep technical understanding — Engage in technical conversations focused on industry trends and IT positioning, or deep-dive on particular solutions
• Custom experiences — Engagements will consider your particular needs, ensuring we respond precisely to your IT objectives
• Dedicated resources — Your dedicated team will accompany you throughout the sessions, and will compile project findings and recommendations

OFFERS

• Technical briefings — Participate in a customized program discussing the solutions that will address your digital transformation
• Architectural design sessions — Envision the optimal solutions framework and understand how this will work in your existing environment
• Proofs of concept — Gain confidence with a practical, hands-on implementation using your own systems and test data

LEARN MORE

• Visit the Dell EMC web page: dell.com/csc
• Follow @DellEMCSolCtrs on Twitter
• Contact your local representative or authorized reseller
• Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

• Global network of dedicated facilities in 34 locations throughout North and South America, Europe/Middle east and Asia Pacific/Japan
• Staffed by world-class IT experts, industry leaders and entrepreneurs
Make sure you have the right technology, optimized for your needs

Today, IT is the business, and that makes IT purchase decisions more critical than ever. With 55% of IT leaders reporting a failed project within the last twelve months, the pressure is on to vet projects carefully before making a decision that affects the future of the business. Dell EMC offers multiple programs and opportunities for our customers to explore the power of Dell EMC Ready Solutions before committing to a purchase. From a quick online demo to a full proof-of-concept, Dell EMC experts are standing by to help you make the best decision, and optimize a solution that’s just right for your business needs.

CUSTOMER BENEFITS

• Make the right decision — Explore solution options with expert assistance to help guide your decision-making
• Reduce your risks — Configure, test and validate solutions with senior Dell EMC engineers to optimize your chosen solution
• Stay on the leading edge of transformation — Transformation is a continuous process; Dell EMC engineers will help keep you abreast of the latest innovations, and can provide early access to explore new technologies

OFFERS

• Dell EMC Labs — Explore, test and deploy IT solutions aligned to business goals
• Dell EMC Demos — Simulated technical walkthroughs give you a broad understanding of a new product or concept in just minutes
• Dell EMC Seeds — Hands-on testing with senior engineers will allow you to validate your chosen solution and reduce deployment risk
• Dell EMC “Try and Buy” programs — Streamline decision-making and reduce the risk associated with technology investments

LEARN MORE

• Find customer success stories at dell EMC.com/poweredge-stories
• Contact your local representative or authorized reseller
• Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

“We collaborated well with Dell on the POC to get the performance right, and all of our hard work paid off.”

– Anthony Habashy, National Building Information Manager (BIM), Group GSA

Read the Group GSA case study

Participate in Dell EMC Communities and User Groups

Collaboration and support for optimizing Dell EMC Ready Solutions

Dell EMC communities and user groups are collectives of independent, customer-led user groups serving customers that rely on Dell EMC solutions for success. These user groups provide technical resources as well as access to a global customer network, providing you with proven successful strategies and solutions.

**CUSTOMER BENEFITS**

- **Become a part of a community** of users advancing innovative solutions for their organizations using Dell EMC technologies
- **Gain access** to a network of likeminded peers and experts providing information and resources about Dell EMC solutions and innovations
- **Expand** your professional and personal network, and find opportunities for professional development

**GROUPS AND COMMUNITIES**

- Everything Oracle at Dell EMC
- Everything Microsoft at Dell EMC
- Everything SAP at Dell EMC
- Everything OpenStack at Dell EMC
- Everything big data at Dell EMC
- Dell EMC HPC Community
- Dell EMC VMware User Group (VMUG)
- Dell EMC Converged User Group
- Dell EMC Precision User Group
- Dell Boomi Community

**LEARN MORE**

- Visit the Dell EMC community web pages: [dtusercommunity.com](http://dtusercommunity.com) and [community.emc.com/places](http://community.emc.com/places)
- Find customer success stories at [dellmc.com/poweredge-stories](http://dellmc.com/poweredge-stories)
- Contact your local representative or authorized reseller
- Channel partner and internal resources on [SalesEdge](http://SalesEdge) and [Solution Enablement Center](http://Solution Enablement Center)

**WHY DELL EMC?**

“For customers, user groups are an essential mechanism for gaining access to proven, successful strategies that help ensure maximum efficiency and optimal return from their IT deployments. Active user communities act as an invaluable collective customer voice—giving them a competitive advantage on customer needs and emerging trends.”

— Victor Bohnert, Executive Director of VUG and Executive Director of the VMware User Group
Dell EMC Partner Programs

Access the industry’s most comprehensive portfolio and truly extraordinary, world-class partner programs

Teaming up with Dell EMC is an easy and smart move for your business. Dell EMC offers valuable tools and resources to help grow your business. Simplicity, predictability, and profitability are the cornerstones of the Dell EMC Partner Program, and drive everything we do. We’ve created a truly extraordinary partner program that includes everything from business development to sales and marketing to support, including tools and resources to help you enhance your opportunity with Dell EMC.

CUSTOMER BENEFITS

• **Simplicity** — Dell EMC Ready Solutions help you more quickly put together solutions so you can satisfy your customers and move on to the next project faster
• **Predictability** — Sales engagement will include elements of deal registration, joint territory/account planning and teaming agreements, designed to build long-term relationships
• **Profitability** — Drive more revenue with rebates, incentives and performance accelerators

PROGRAMS

• Solution Provider
• Cloud Service Provider and Strategic Outsourcer
• System Integrator (SI)
• Original Equipment Manufacturer (OEM)

LEARN MORE

• Visit the Dell EMC web page: [dellemc.com/partner](http://dellemc.com/partner)
• Read the Partner Program brochure
• Find customer success stories at [dellemc.com/poweredge-stories](http://dellemc.com/poweredge-stories)
• Contact partner portal support
• Channel partner and internal resources on SalesEdge and Solution Enablement Center

WHY DELL EMC?

• Leadership in 15 Gartner Magic Quadrants
• Serving 98% of the Fortune 500
• Presence in 180 countries
• 30,000 full time customer service and support team members

Read the Partner Program brochure
Dell EMC Services and Support

Driving the rapid adoption and optimization of your digital technologies

To solve, to serve, to compete, every business needs to chart a course through the digital future of sensors, IoT, big data, analytics, cloud, mobility and more. It’s about taking your customers, employees, students, patients, or constituents on an accelerated journey to an automated, easy-to-use and always-secure world of digital interactions every day. Bridge any gaps with the knowledge, skills and expertise of Dell EMC Services. From the edge to the core to the cloud, our team of experts will partner with you to plan, advise, and execute your digital, IT and workforce transformations.

CUSTOMER BENEFITS

- **Faster time-to-value for your transformation** — Dell EMC’s expert consultants deliver key capabilities for digital, IT and workforce transformation
- **Accelerated technology adoption** — Dell EMC deployment experts and innovative digital tools can quickly provide configuration, installation and integration for new systems
- **Maximize productivity** — Dell EMC support is powered by personalized, proactive and predictive capabilities, an elite team of experts, in a global infrastructure

OFFERS

- Consulting
- Deployment
- Support
- Managed Services
- Education
- IT Proven
- INFOCUS
- Dell Financial Services

LEARN MORE

- Visit the Dell EMC web page: [dellemc.com/services](http://dellemc.com/services)
- Read the Dell EMC Services e-book
- Find customer success stories at [dellemc.com/poweredge-stories](http://dellemc.com/poweredge-stories)
- Contact your local representative or reseller
- Services Channel and internal resources on [SalesEdge](http://SalesEdge)
- Financial Services resources on [SalesEdge](http://SalesEdge)

WHY DELL EMC?

“Our partnership with Dell EMC has not only removed the restrictions we had, but it’s also given us opportunities. Our directors can now take the business into exciting new realms.”

— Christian Perschky, Head of Systems Technology, Cinesite

Read the Cinesite case study: “Time to get animated about cloud”
Learn more

Visit: [dell.com/readysolutions](dell.com/readysolutions)

Get in touch: [readysolutions@dell.com](readysolutions@dell.com)

Discover: [Dell Technologies Key Facts](Dell Technologies Key Facts)