



DELL AND VMWARE: DRIVING A NEW ERA OF IT EFFICIENCY

DELL VIRTUALIZATION WITH VMWARE VSPHERE 4

VMware® vSphere™ 4 uses the power of virtualization to help transform data centers into dramatically simplified cloud infrastructures, enabling the next generation of flexible and efficient IT services. Dell's strategy is to drive the complexity and cost out of today's IT environments. Together, Dell and VMware are delivering efficient, virtualized data center infrastructure solutions that are fast to deploy, easy to manage, and powerful enough to run demanding applications.

BUSINESS-READY SOLUTIONS TAILORED FOR YOUR BUSINESS

Dell and VMware have invested thousands of hours in joint engineering, architectural design, and solution validation so you can quickly and confidently deploy VMware vSphere architecture into production IT environments. Dell's virtualization solutions are designed to eliminate costly and time-consuming tasks often encountered during complex infrastructure implementation, delivering IT efficiency with:

- An optimized virtual infrastructure for exceptional performance and energy economy
- Tightly integrated solutions that are easy to deploy and manage
- An extensive pool of best practices to empower your IT staff

ACCELERATE TIME TO IT EFFICIENCY

Dell offers a comprehensive portfolio of services that are designed to accelerate virtualization adoption so you can rapidly achieve cost savings, without sacrificing productivity. With extensive VMware experience refined from thousands of implementations worldwide and through a long-standing partnership with VMware, Dell can help you develop a strategic approach to virtualization encompassing people, process, and technology with action-oriented plans that deliver high-impact, short-duration projects with measurable outcomes.

INCREASE IT CONTROL WITHOUT COMPLEXITY

Dell and VMware deliver powerful, integrated virtual infrastructure solutions that deliver outstanding degrees of control and simplicity, freeing IT staff to focus on delivering services that differentiate the business. VMware vSphere 4 can automate the resource management and delivery of service-level agreements. Dell offers server and storage platforms designed for seamless integration with vSphere environments, shifting the paradigm of data center management from infrastructure to service delivery.

DELL & VMWARE: SIMPLIFYING CLOUD COMPUTING FOR THE MAINSTREAM

- VMware vSphere is a powerful cloud operating system; Dell is a leading infrastructure supplier to some of the largest cloud vendors in the world
- Partners in designing and deploying virtual infrastructure solutions for over eight years; Joint development partners in Dell's integration with VMware vCenter Site Recovery Manager™, vStorage APIs, and VMware ESX for improved server management
- The latest generation Dell™ PowerEdge™ servers with VMware vSphere 4 deliver up to 168% faster performance than previous generations utilizing VMware ESX 3.5 update 2;¹ Dell's support for VMware vStorage API's for Multipathing is designed to optimize the performance of virtualized storage environments through array-aware, intelligent load balancing

VMWARE® VSPHERE™ 4

VMware vSphere Enterprise Plus

- Transforms your IT infrastructure into the next generation of flexible IT services
- Includes storage vMotion, DRS/DPM, distributed switch and host profile capabilities

VMware vSphere Advanced

- Helps protect business-critical applications against planned and unplanned downtime
- Includes vMotion, Hot Add, Data Recovery, and vShield Zones capabilities

VMware vSphere Standard

- Offers basic consolidation of applications to help slash hardware costs
- Designed to accelerate application deployment

VMware vSphere Essentials Plus

- Adds high application availability, data protection
- Provides a comprehensive consolidation and continuity solution for the small office IT environment

VMware vSphere Essentials

- Comprehensive solution for small offices to consolidate and manage many application workloads
- Can help reduce hardware and operating costs with a low up-front investment

DELL'S VIRTUALIZATION-OPTIMIZED INFRASTRUCTURE



Dell™ 11G PowerEdge™ Servers

- Designed for virtualization
- Available with more memory capacity and integrated I/O than the previous generation
- Equipped with Intel® Xeon® 5500 Series Processors

Dell OpenManage™ for VMware ESXi

- Allows you to manage, monitor, and update Dell servers running VMware ESXi with your choice of management tools



Dell Storage

- Provides a broad choice of affordable, easy-to-manage, and highly scalable, direct-attached, Fibre Channel, and iSCSI platforms
- Can simplify data management and protection in VMware environments

DELL SERVICES

Dell ProConsult Services

Provides comprehensive assessment, design, and implementation services to accelerate your adoption of VMware vSphere 4 virtualization technologies.

Dell ProManage Services use combinations of automated technology, cloud (Internet) delivery, and Dell's services infrastructure to improve configuration, deployment, and management of end-user and data center environments.

Dell ProSupport for IT² gives you the opportunity to directly align support to address critical challenges — like maximizing the uptime of your server and storage infrastructure. **Dell Remote Advisory** service options can provide telephone or Internet-based access to technical experts for consulting on virtualization.

1. Based on VMmark benchmark testing performed by Dell Labs comparing the Dell PowerEdge R710 with VMware ESX v4.0 in March 2009 versus the Dell PowerEdge 2950 III with VMware ESX v3.5.0 Update 2 in September 2008 and published on www.vmmark.com. VMware® VMmark™ is a product of VMware, Inc. VMmark utilizes SPECjbb2005* and SPECweb2005*, which are available from the Standard Performance Evaluation Corporation (SPEC).

2. The availability and terms of Dell Services vary by region. For more information, visit www.dell.com/servicesdescriptions

