



Dell™ Cloud with VMware® vCloud™ Datacenter Service

Enterprise class secure public cloud

Looking for new strategic ways to respond to the growing business demands on your IT? Need to deliver a more agile IT environment without over or under provisioning while still controlling costs?

One of the most pressing issues facing IT organizations stems from the time, effort, and costs associated with responding to changing business needs.

Caught between shrinking resources and growing business needs, organizations are looking to cloud computing to provide a more agile, effective, and cost-effective model for computing.

A cloud for every organization

The same benefits and IT efficiencies you deliver in your own VMware® virtualized data center can now be extended to the Dell™ Cloud.

Together, Dell and VMware are changing the way you deliver IT services. Public, private/hybrid cloud - which works best for your business? Dell Services can help match your business needs to the right technologies.



Driving business agility and end user satisfaction

Dell Cloud with VMware vCloud Datacenter Service is enterprise-class Infrastructure-as-a-Service (IaaS) hosted in a secure Dell data center. This service provides access to vCPUs, memory, storage networks, IP addresses, firewalls, catalog capabilities, and additional services.

Pooling of servers, networks, and storage increases agility, reducing the time and CAPEX needed to stand-up and maintain traditional physical environments. On-demand capacity allows you to quickly respond to new business opportunities, seasonal/cyclical trends, and other fluctuations in the need for compute capacity. Mobile users have anytime access from multiple devices; shorter Service Level Agreements (SLAs) improve the satisfaction of your end users.

Realize the benefits

Leverage your current investments in VMware virtualization as you evolve your business to benefit from cloud computing. Our cloud solutions provide the software, hardware, and services enabling your organization to transition existing VMware virtualized workloads to the cloud.

- **Secure and compliant.** Common cloud infrastructures lack the inherent security required by enterprises, leaving them vulnerable. Dell Cloud with VMware vCloud Datacenter Service offers a complete framework with multiple layers of virtual and physical security, and a complete framework for securing networks, applications, data, and endpoints in a highly secured Dell data center. In addition, Dell SecureWorks™ active monitoring delivers information security services powered by proprietary technology for global threat visibility.
- **Open and interoperable.** The Dell Cloud with VMware vCloud Datacenter Service is built using a common management platform based on open, industry cloud standards. Use of the same VMware technology across private and public cloud creates a compatible "Virtual Data Center" enabling application portability across clouds.
- **Familiar and compatible.** Unlike commodity public cloud services, the Dell Cloud with VMware vCloud Datacenter Service provides the control of all resources through a familiar and compatible user interface. This helps you to manage, provision, and release IT resources for private, public, or hybrid cloud without having to retrain your IT staff.
- **Available and reliable.** The Dell Cloud with VMware vCloud Datacenter Service is built with the necessary redundancy and ruggedness for optimal availability and endured reliability. The comprehensive infrastructure management layer monitors the dynamic pools of hardware, software, storage, and network resources, thereby providing automated fail-over and enabling business continuity.

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Dell Services enables you to adopt and expand a flexible cloud computing approach that matches your infrastructure to demand. Our consulting expertise will help your organization find the quickest path to achieve your business goals.



Key service steps	Description
Workshop <i>Understand the potential</i>	<ul style="list-style-type: none"> Complimentary half-day consultative session with key business and IT stakeholders. Facilitated discussion on business transformation, application, infrastructure, and operational considerations to shape cloud strategy and understand risks. Help you understand how best to leverage cloud solutions that delivers business value. Introduce Dell's cloud methodology, solutions, and best practices and outline next steps.
Assessment <i>Make informed decisions</i>	Cloud Roadmap Accelerator: <ul style="list-style-type: none"> Help clearly define your business, operational, and IT objectives. Analyze business processes, applications, operations, and infrastructure. Deliverables include: <ul style="list-style-type: none"> Cloud adoption strategy, investments, risks, and roadmap. Analyze shortlisted applications for suitability of public, private, or hybrid clouds. Recommend applicable cloud platforms and the right mix of IaaS/SaaS/PaaS for your organization. Executive briefing and transformational blueprint clearly defining the "AS IS" and "TO BE" environments.
Design <i>Lay the path for success</i>	<ul style="list-style-type: none"> Comprehensive design including impact of cloud solution on major areas of enterprise architecture: business, data, application, and technology. Cloud Application pilot to understand needed changes, and validate benefits, security, and performance before committing to long term change. Deliverables include: <ul style="list-style-type: none"> Design specs for your applications, infrastructure, and operational processes. Implementation plan
Implementation <i>Capture the value</i>	<ul style="list-style-type: none"> Translate your cloud design into a successful deployment – to build a private, public, or hybrid cloud. Application migration and development to tailor existing or new applications to the cloud environments. Integration of cloud solution with on-premise and other cloud services. Testing, on-site deployment and roll-out of the cloud solution. Guidelines for operational best practices, governance, knowledge transfer, and implementation reporting.

For more information about any of our service offerings, please contact your Dell representative or visit dell.com/services.

