Dell and VMware
Software-Defined Future-Ready Enterprise

UNLEASH DIGITAL TRANSFORMATION

Businesses want their IT organizations to catalyze growth and drive competitive advantage while managing risk. In turn, IT teams want to be more responsive to business demands while controlling costs. To be successful, IT teams must address security, scalability, application diversity and mobility challenges.

Our pioneering solutions dramatically simplify the operation and management of IT. We help customers create new business models, deliver new applications to internal and external customers, and improve security from the data center to the cloud. Our solutions help companies innovate faster, successfully engage customers and empower employees.

"Dell and VMware have a long-standing partnership built on a history of developing unique solutions that enable our customers to challenge traditional or 'IT as usual.' We jointly deliver solutions with a scalable, truly end-to-end solutions approach that delivers not only superior ease of use and rapid time-to-value, but more importantly business outcomes"

–Jim Ganthier, Vice President and General Manager, Engineered Solutions and Cloud, Dell

The Value of the Dell and VMware Partnership

The Dell and VMware partnership has resulted in innovation that has transformed IT for the better part of two decades. We deliver solutions that solve customer challenges through tightly aligned strategies, joint engineering and exceptional customer experience. Together, our solutions deliver better outcomes for our customers.

IT that Keeps Pace with the Speed of Business

Enable IT to move at the speed of business by extending the cost and operational benefits of server virtualization to all data center infrastructure—compute, networking, security and storage—through an open approach that is infused with policy-based automation.
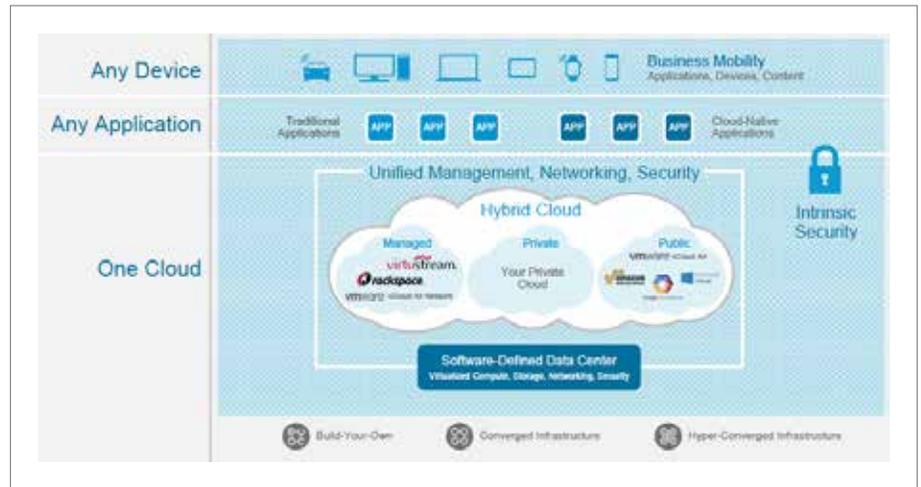

Figure 1: Software-Defined Business: One Cloud, Any Application, Any Device™

Delivering Future-Ready IT

As demands on IT increase, VMware and Dell are working together to make designing, buying, building, and maintaining your data center simpler than ever, with a scalable, end-to-end approach that delivers rapid time-to-value, superior ease of use and unrivaled flexibility to adapt. Dell can strike a balance between initial costs and ongoing costs due to a standards-based approach, open architectures and modular systems that enable enterprises to flexibly scale.
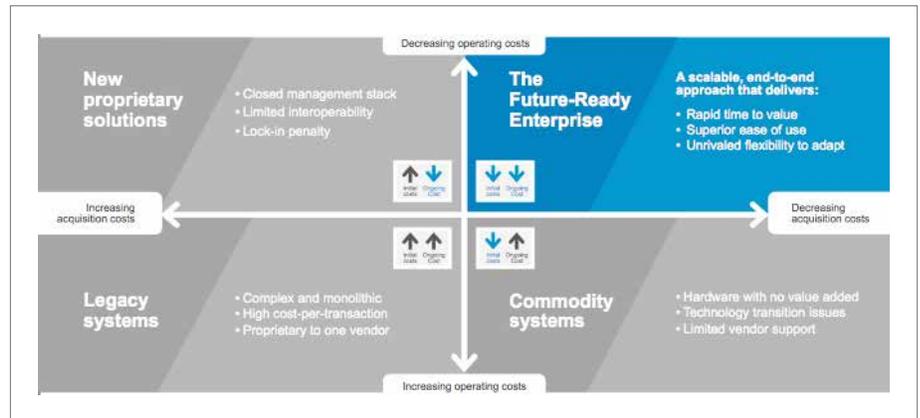
Figure 2: Dell and VMware – Better Together

Dell and VMware: Better Together

When combined, our virtualization, mobility and cloud solutions reduce complexity and cost, and increase efficiency for organizations across all industries. Leveraging VMware Software-Defined Data Center technologies combined with Dell infrastructure hardware supports both traditional and new IT, at a much lower overall total cost of ownership, to enable your organization to focus on other strategic priorities. Transform your IT and your business with a software-defined, "future ready" approach.

• 100 percent of Fortune 500 and Fortune Global 100 companies use VMware, and more than 500,000 customers have saved billions of dollars worldwide.

• Approximately 85 percent of all virtualized applications run on VMware.[1]

• Think Dell, think leader in nine Gartner Magic Quadrants. Dell is positioned as a leader across PCs, software, servers, security, storage and services in Gartner Magic Quadrant reports.

• 98% of Fortune 500 companies depend on Dell solutions, and over 10 million small businesses trust Dell to help them thrive.

• Dell employs over 2,100 VMware Accredited Professionals worldwide, experienced with software-defined computing, storage, network and security architectures.

• Dell Support provides award-winning, global, 24x7 support for VMware solutions on Dell infrastructure, and Dell Education Services provides VMware-certified training.

• Dell has over 7,800 patents, and focuses innovation where it matters most: directly addressing real operational and customer issues today and into the future.

Find out More

To learn more about the Dell and VMware alliance, go to: www.vmware.com/dell or www.dell.com/vmware. To purchase these products, contact your Dell account representative.

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[1] Gartner, December 2009