

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.

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.

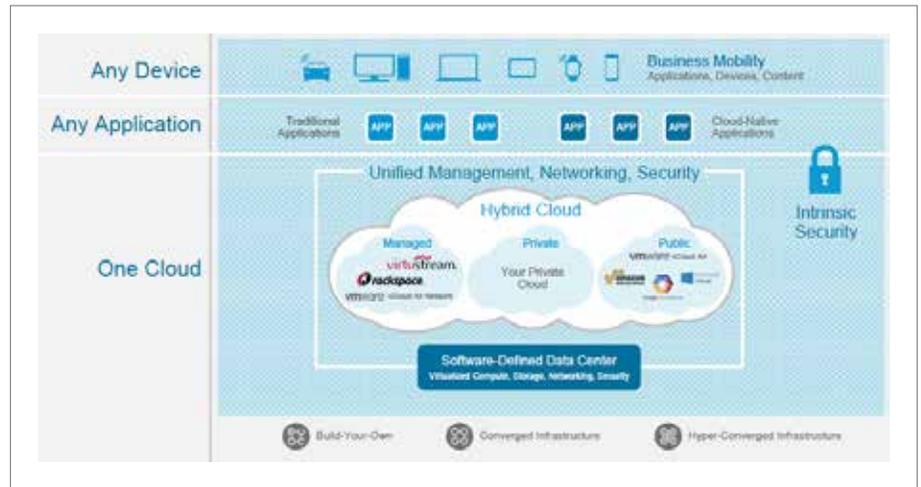


Figure 1: Software-Defined Business: One Cloud, Any Application, Any Device™

“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

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.