



Solution Brief: VMware Cloud on Dell EMC @Equinix Partner Solution Brief

The VMware Cloud on Dell EMC @Equinix partnership offers you the agility of the public cloud along with the security and control of an on-premises, fully managed VMware infrastructure as-a-Service, Co-located in one of over 200 Equinix's global industry-leading data center facilities that can maximize business value by enabling private, high-bandwidth connectivity with other critical environments including public clouds, IT service providers, SaaS providers, network providers, partners...etc.

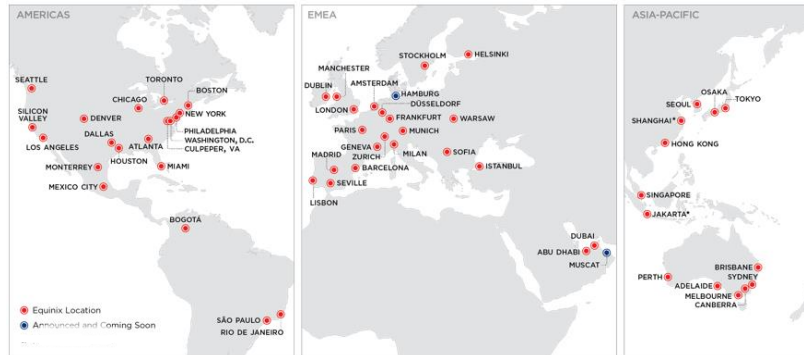
Introduction

Organizations worldwide are making use of public clouds to become more agile, accelerate innovation, and simplify operations. What happens when these same organizations need to contend with specific workloads subject to complex regulations, security concerns, and low-latency needs? Traditionally, this meant that these organizations had to continue to invest capital in building and managing infrastructure to host these workloads that required close end-user proximity or were under stringent regional or security regulation. Despite these workloads being unfit for the Public Cloud, historically, migrating these same workloads to the public cloud was the only way to operationalize the cost of hosting them.

VMware Cloud on Dell EMC @Equinix provides an elegant solution that combines the agility of the public cloud with the security and control of on-premises infrastructure, delivered as-a-service to customers within Equinix's extensive platform of over 200 data centers located in 55 strategic global markets with 99.9999% global uptime. VMware Cloud on Dell EMC delivers industry leading compute, storage, and networking software integrated with enterprise-class Dell EMC hardware to securely drive any workload from a subscribers secure co-located enclosure at Equinix . This unique approach to Infrastructure as-a-Service is fully managed by VMware and is adjacent to Equinix's Cloud Exchange Fabric, which provides direct access to all the leading cloud and IT service providers around the world. This offers your organization unparalleled agility, simplicity, and security, while eliminating the facilities costs associated with private data centers so your IT team can focus on innovation and differentiation instead of managing infrastructure.

Benefits of VMware Cloud on Dell EMC @Equinix

VMware Cloud on Dell EMC + Equinix Partner Brief



VMware has partnered with Equinix, the world's leading interconnection and data center provider, to offer VMware Cloud on Dell EMC's Infrastructure as-a-Service available in Equinix facilities around the world. Equinix has over 200 data centers in over 55 markets on five continents.

VMware Cloud on Dell EMC is the latest service to be offered on Platform Equinix, which is targeted for Enterprise businesses moving towards their digitalization goals. By subscribing to VMware Cloud on Dell EMC co-located at Equinix, you can optimize performance, security and control by privately connecting your infrastructure to the world's largest digital ecosystem of public clouds, IT service providers, SaaS providers, network providers, and partners. Hosting VMware Cloud on Dell EMC in Equinix's data center facilities allows customers to monetize their entire private data center costs into a monthly services bill – eliminating all CapEx infrastructure and facility real-estate costs traditionally spent.

For customers who have been dealing with increasing data center facilities costs as well as pressure to reduce capital spend on infrastructure refurbishment ever few years, VMware Cloud on Dell EMC hosted at Equinix is a solid option for eliminating these costs in favor of operationalizing these expenses as a single monthly bill.

Interested? Please contact us at VMConDellEMC@equinix.com for more information about a [for a free trial!](#)

VMware (Nasdaq: VMW), a global leader in cloud infrastructure and business mobility, accelerates our customers' digital transformation journey by enabling enterprises to master a software-defined approach to business and IT. With VMware solutions, organizations are creating exceptional experiences by mobilizing everything, responding faster to opportunities with modern data and apps hosted across hybrid clouds, and safeguarding customer trust with a defense-in-depth approach to cybersecurity.

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VMware Cloud on Dell EMC Service Page: <https://www.vmware.com/products/vmc-on-dell-emc.html>

Equinix, Inc. (Nasdaq: EQIX) connects the world's leading businesses to their customers, employees and partners inside the most-interconnected data centers. On this global platform for digital business, companies come together across more than 50 markets on five continents to reach everywhere, interconnect everyone and integrate everything they need to create their digital futures.

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Equinix Cloud Exchange Fabric Webpage: <https://www.equinix.com/interconnection-services/cloud-exchange-fabric/>

