

BELIEVE THE HYPE

Build a foundation for hybrid cloud at hyperspeed with Dell EMC and VMware.

For IT, enabling new products and services means realizing increased efficiency and gaining the agility to shape infrastructure to suit customers' changing needs. The best way to do that is through hyperconverged infrastructure that's flexible, saves time, lowers TCO and improves security.

Why hyper-converged infrastructure?

Today's IT demands systems that provide the same server, networking and storage capabilities as traditional architectures but in a single, integrated cloud platform—removing complexity while lowering costs.¹

Up to **489%**
5-year ROI¹

Up to **52%**
lower operating costs¹

Up to **60%**
more efficient IT infrastructure teams¹

Up to **90%**
less unplanned downtime¹

Up to **15x**
faster cloud deployment²

Up to **40%**
lower TCO²

Up to **2.5x**
higher productivity³

The complete software-defined data center.

VMware Cloud Foundation™ provides integrated cloud infrastructure (compute, storage, networking and security) and cloud management services to run business-critical applications in both private and public environments.

This full HCI stack gives customers easy deployment, management and repeatability. And it's available via joint solutions with many public cloud providers, allowing customers to standardize IT across multiple environments and future-proof for public clouds.

Cloud Foundation on Dell EMC VxRail delivers a seamless, hybrid cloud solution that brings all the benefits of HCI to your organization.

Contact your Dell or VMware account manager for more information.

Key Sales Triggers



Data Center Modernization

Broadened hybrid cloud services and tighter security are becoming a necessity for business-critical operations.



Data Center Expansion

Customers are looking to expand existing cloud integration, while also accommodating new workloads and next-gen apps.



Ease of management

Customers want to easily architect, deploy and operate a complete SDDC within a turnkey cloud-based experience.

Making the Business Case

Shorter Sales Cycle

66%

faster sales cycle for HCI vs. traditional storage.⁴

Land & Expand

40%

bookings from repeat customers, who return in eight months and buy 140% the second time.⁴

Large Drag

\$1 / \$5

For every \$1 in hardware, additional value-added services represent \$5 more.⁴

DELL EMC and VMware vs. The Competition

Separate Management Tax

VMware vSAN™ is native to vSphere, resulting in higher VM consolidation and consistent performance. Our chief competitor requires a Controller VM (CVM) which consumes more CPU resources resulting in higher TCO and unreliable performance.

Superior Full Stack Lifecycle Management

VMware Cloud Foundation™ on VxRail provides a fully integrated and automated hardware-through-software management experience. Other solutions can't make the same full stack lifecycle management claim.

No Silos

The Storage Policy Based Management (SPBM) capabilities of vSphere enable unified storage management for vSAN as well as traditional, external storage. Other solutions can't complement traditional storage.

No New Hypervisor Required

Most customers are already standardized on vSphere, whereas our chief competitor requires its proprietary hypervisor for customers to realize the benefits of HCI, converting to which would reduce the management and automation benefits you would get with a more mature VMware solution.

Let's talk about IT transformation.

Contact your Dell or VMware account manager for more information.



1 IDC White Paper commissioned by Dell EMC, "Delivering Efficient Business Expansion with Dell EMC VMware-Based HCI, October 2018. Actual results will vary. https://www.dell EMC.com/en-us/collaterals/unauth/analyst-reports/products/converged-infrastructure/Delivering_Efficient_Business_Expansion_with_Dell EMC_VMware_based_HCI_IDC.pdf
 2 TCO calculated on vSAN vs external storage; VMware Cloud Foundation: The Simplest Path to the Hybrid Cloud, Datasheet; <https://www.vmware.com/content/dam/digitalmarketing/vmware/en/pdf/whitepaper/products/vmware-cloud-foundation-datasheet.pdf>
 3 <https://www.vmware.com/products/cloud-foundation.html>
 4 VMware, internal data.

