

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 hyper-converged 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
58%

lower mgmt OpEx³

Up to
40%

lower TCO²

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.¹

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

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 Claim derived from vSAN-based hyperconverged solutions; <https://www.vmware.com/products/cloud-foundation.html>
 4 VMware, internal data.