

BECHTLE

CHANGE

Bechtle IT-Forum 2021.
Zukunftssichere Datacenter Lösungen.

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intel®

DELL Technologies

What is IT typically focusing on?

Enabling self-service infrastructure consumption

Creating new services for end-users

Coordinating multiple vendors on support calls

Racking/cabling hardware

Managing firmware interoperability

Analyzing & consolidating multi-vendor support matrix

Building new applications for customer engagement

Automating manual business processes with auditable tracking

What drives value for your organization?

BUILDING INFRASTRUCTURE

Organizations want to consume infrastructure.

Spend less time building & maintaining it.

CONSUMING INFRASTRUCTURE

Creating new services for end-users

Enabling self-service infrastructure consumption

Building new applications for customer engagement

Automating manual business processes with auditable tracking

What else is driving value for your business?

Operations & optimization



Operations

Automate provisioning & delivery of IT resources

Leveraging the clouds



Clouds

Embrace hybrid cloud as an operating model

Business innovation



Workloads

Optimize workloads using modern infrastructure

Unlocking new value



AI & Edge

Find your edge & achieve success at any scale as you grow

Businesses need to...

**Deliver
IT**



with the agility
of cloud

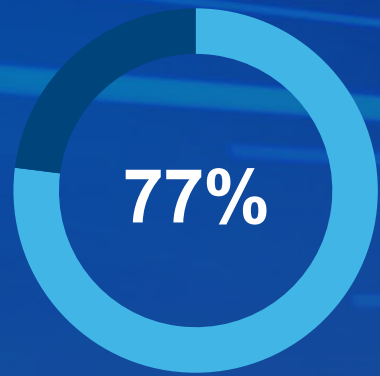
**Realize
both with
Dell Technologies
infrastructure**

**Achieve
outcomes**



for any workload,
anywhere

Organizations report cloud repatriation activities



of organizations have repatriated a cloud-resident mission-critical workload

Top repatriation drivers:



And cite benefits of on-premises cloud operations



Global media and communications conglomerate

- private cloud delivers more value at 29% lower TCO than public cloud



Major financial institution

- saves \$2B with private cloud and reduces annual IT budget by 40%



Private cloud on Dell Technologies integrated infrastructure

- 3X to 4X lower TCO than public cloud

Source: Evaluator Group, "The Cost of Using the Public Cloud: Cost Comparison: On-Premises versus the Public Cloud for VMware Environment," 2019. Results may vary.

What has made cloud so attractive?

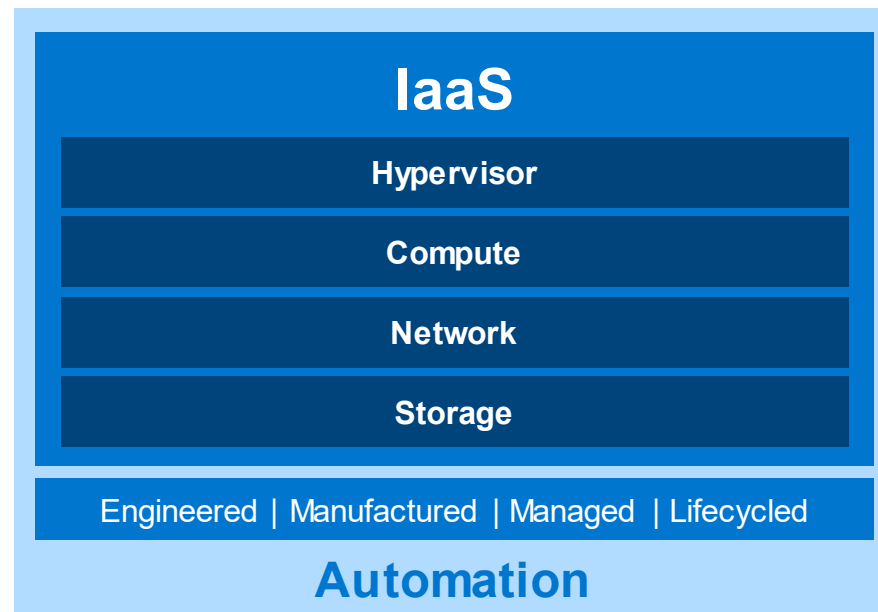
Customer workloads



Customer responsibility



Vendor responsibility



Laws of physics
Data density



Laws of economics
Cost



Laws of the land
Security

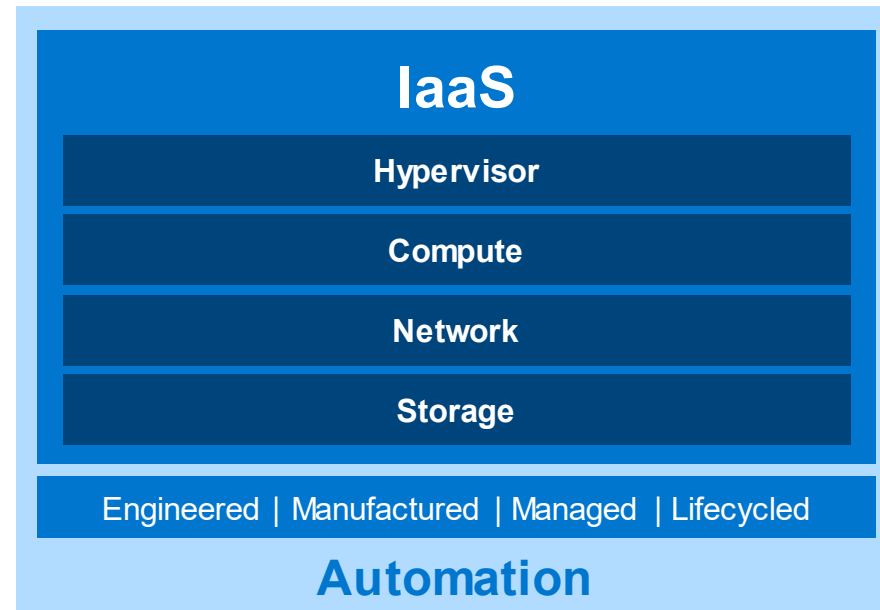
Unlock the agility of cloud

Customer workloads



Customer responsibility

Integrated Systems



Vendor responsibility



Laws of physics
Data density



Laws of economics
Cost



Laws of the land
Security

Dell Technologies Integrated Systems



Designed to modernize data centers and accelerate hybrid cloud



**Engineered full
technology
stack**

For complete harmony
between hardware
and software



**Manufactured
together as a
system**

To generate value
from your
investment faster



**Managed
with intelligent
automation**

To inject more agility
into your
organization



**Supported
as a single
solution**

For greater
peace of
mind



**Sustained
throughout the
lifecycle**

To remove risk and
help you move
faster

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Designed to modernize data centers and accelerate hybrid cloud



**Engineered full
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**Manufactured
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**Supported
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**Sustained
throughout the
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Business Value Highlights

10 mos.
to payback

72%

lower operational costs,
IT staff time, unplanned
downtime

>2X

more applications
developed per year



Source: IDC White Paper: The Business Value of Dell EMC VxRail and VMware Cloud Foundation on Dell EMC VxRail. November 2020.

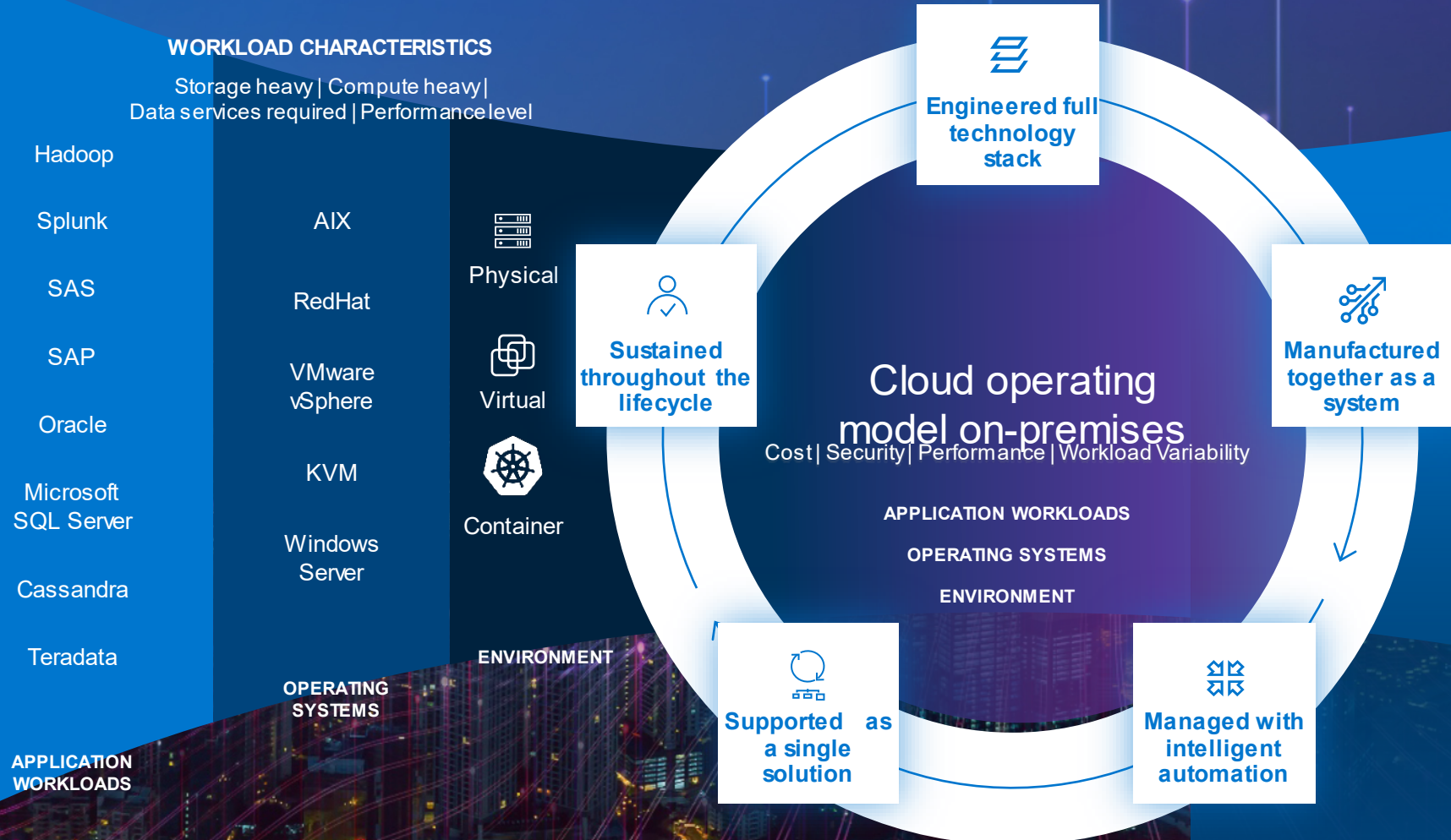
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Ingest modern and traditional workloads



Integrated systems



Enabling a shift to **driving value** from infrastructure



Don't let complexity slow you down

SOLVE FOR THE
80%
general-purpose workloads

PLAN FOR THE
20%
specialized workloads

STAY AGILE
be ready for what's next...
align to preferred operating model

HCI is a catalyst for...



DATA CENTER MODERNIZATION



Simplify and transform IT operations

EDGE DATA ANALYTICS



Start small, scale big at edge locations

HYBRID CLOUD ACCELERATION



Deliver consistent infrastructure & operations

CLOUD-NATIVE ADOPTION



Rapidly evolve Kubernetes infrastructure

Dell Technologies'
**INTEGRATED
SYSTEMS**

Product **INNOVATION**

Portfolio **BREADTH & INTEGRATION**

EXPERIENCE & EXPERTISE

WORLD CLASS quality, service, support

Hyperconverged infrastructure

Align to your preferred operating model



Peer Insight
Customers' Choice for
HCI*



#1 in HCI**



10.8K+ customers***

*Gartner Peer Insight Customers' Choice for HCI; Source: 2020 Gartner Peer Insight Customers' Choice for HCI Distinction.

**IDC WW Quarterly Converged Systems Tracker, Vendor Revenue (US\$M) Q3 2020, Dec. 15, 2020

***Based on internal financial data. Actual count may vary, FY21 Q1, VxRail only.



VxRail



The ONLY jointly engineered HCI system with VMware, for VMware, to enhance VMware



10.8K+
Customers



\$5B
Revenue



37%*
Growth Rate



146K+
Nodes

EDGE

CORE

CLOUD



VDI



Video
Analysis



SAP HANA



AI/ML



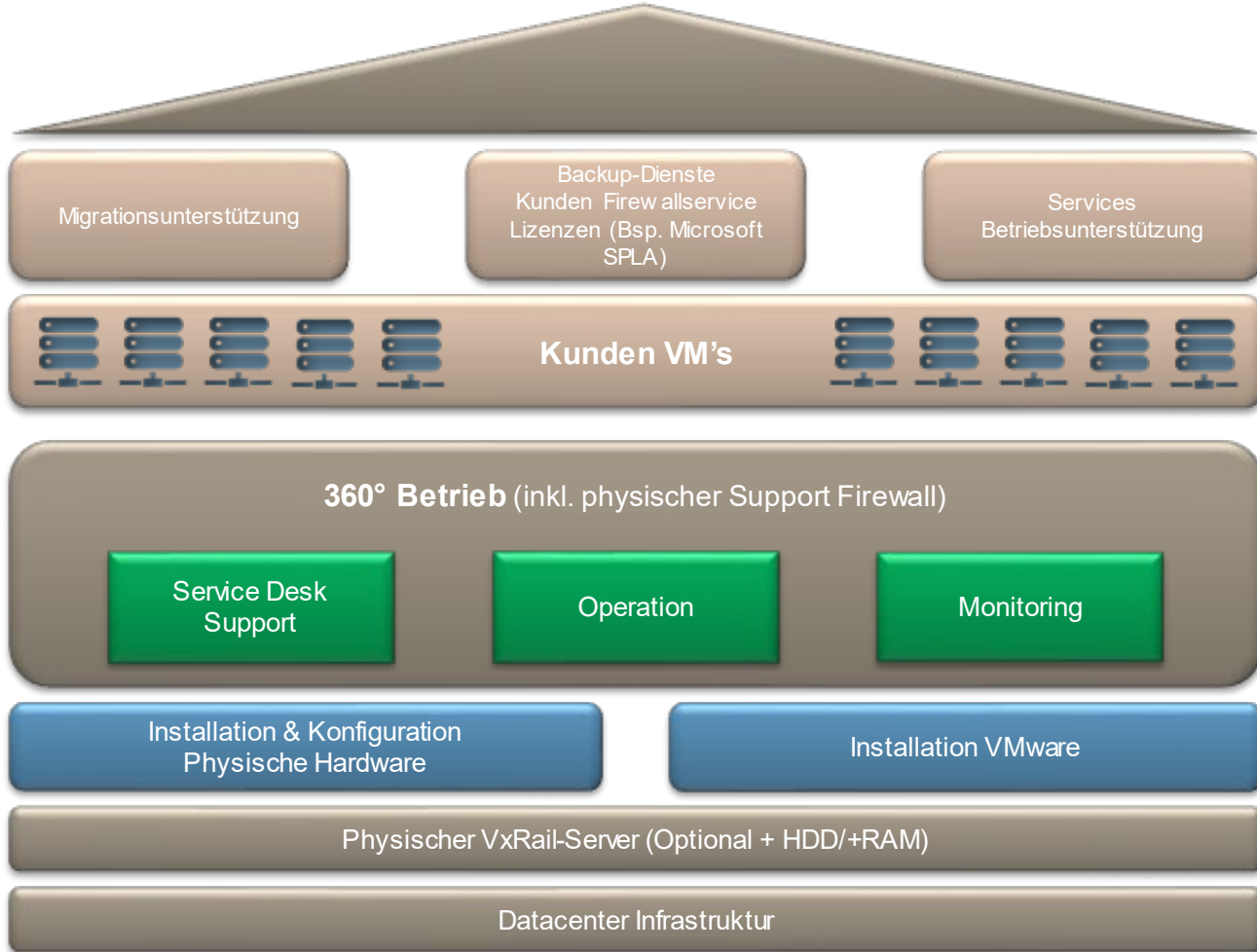
Kubernetes



Swiss Cube – Infrastructure as a Service.



Kunde



Erweiterungen / Optionen

- Planung und Migration der bestehenden Infrastrukturen
- VMware Lizenzen des Kunden
- Installation und Betrieb von Kunden VM's
- MS Office Services
- Betrieb von kundenspezifischen Anwendungen
- Backup und Firewall Services
- IaaS, PaaS oder CaaS

Basisleistungen

- Dedizierte Infrastruktur ohne Kauf
- 3 modular erweiterbare Basiskonfigurationen
- Keine Initialkosten und sofort verfügbar
- vSphere Maintenance inklusive
- Internet Access (IPv4 / IPv6) inklusive
- Dedizierte Infrastruktur in zertifizierten Datacentern



Swiss Cube - so flexibel wie Ihr Business.



	Swiss Cube S	Swiss Cube M	Swiss Cube L
Empfohlen für	10 bis 25 VM's	20 bis 50 VM's	Mehr als 40 VM's
Anzahl und Typ Server	2 Intel Xeon Gold	3 bis 5 Intel Xeon Gold	3 bis 10 mit je 2 Intel Xeon Gold
Anzahl Cores	40	60 bis 100	120 bis 400
Memory	256 GB bis 3072 GB	384 GB bis 4608 GB	768 GB bis 30720 GB
SSD Disk	4,8 TB bis 19,2 TB	7,2 TB bis 48,6 TB	7,2 TB bis 97,2 TB
Raid Level	1	1 oder 5	1, 5 oder 6
Internetanschluss	1 Gbit/s shared	1 Gbit/s shared	Zweimal 1 Gbit/s shared
IP-Adressen	3 IP-v4, /56 IPv6	3 IP-v4, /56 IPv6	28 IP-v4, /56 IPv6
SLA	99.5 %	99.9 %	99.9 %
Preis pro Monat	ab CHF 3'690	ab CHF 4'290	ab CHF 5'690

- **IT als Dienstleistung**
- **Sorglospaket**
- **Flexibel bleiben**
- **Höchste Verfügbarkeit**
- **Volle Kontrolle**
- **Sicherer Datentransport**



DELL Technologies

- **Logistikwesen 2.0**
- **Schnelligkeit**
- **Fokussierung auf das Kerngeschäft**
- **Kostenkontrolle**
- **Hochverfügbarkeit**
- **Mobilität**
- **Unabhängigkeit**
- **Sicherheit**

Wir bringen die Firma Dreier in Fahrt



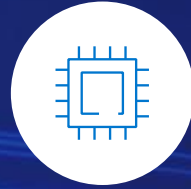
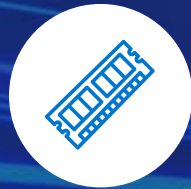


- Full Managed Solution
- Fokussierung auf das Kerngeschäft
- Kostenkontrolle
- Hochverfügbarkeit
- Unabhängigkeit
- Sicherheit

Tradition trifft auf Innovation:

KNEUSS Guggeli ist ein inhabergeführter Familienbetrieb und ein Unternehmen, das mit visionären Ideen in die Zukunft schaut.

What is inside VxRail?



VMware HCI Software

- Choice of vSAN
- vCenter Server
- vRealize Suite Ready
- vSphere Ready*
- VMware Tanzu (optional)
- VMware Cloud Foundation (optional)

VxRail HCI System Software

- VxRail Manager
- Cloud-based management
- RESTful APIs
- Automation and orchestration services
- Ecosystem connectors

Data Protection Options

- RecoverPoint for VMs
- VMware vSphere Replication

Automate lifecycle management

Traditional, manual approach

- Define the version set to update system
- Perform your own interoperability testing
- Acquire update files separately
- Upgrade components separately within approved change windows
- Rely on multiple vendors for support

vSAN Ready Node with vLCM

- Build desired state from set of available components
- Determine the best option and sequence to run in their cluster
- Package the VMware software bundle & acquire firmware bits

VxRail

- Choose your Validated State and go!



Cloud-like consumption on-premises

Hyperconverged and converged infrastructure

OPERATIONS



CLOUDS



WORKLOADS



AI & EDGE



Pay as you grow

Make predictable payments over an agreed upon term – and grow over time at a pre-determined rate

Pay as you use

Meter variable usage, pay only for technology as it's consumed, scale up or down with elastic capacity

Pay as a service

Let us manage and maintain the technology, aligned to SLAs, and bill as resources are consumed

Be Part of IT.

Vielen Dank für Ihre Teilnahme.

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