

Deliver A Future-Ready Digital Workspace with Dell and VMware



vmware®



Is your organization future-ready?

Propel your IT forward

Achieve the promise of VDI with software-defined, hyper-converged solutions

Offering smooth deployments for VDI with a choice of VMware Virtual SAN Ready Nodes from Dell and VCE VxRail hyper-converged appliances. Complimented by Dell Wyse thin and zero client endpoints optimized for VMware environments.

Enable greater innovation

Transform your datacenter and end user computing environments to provide a highly scalable, simple, and easy-to-deploy hyper-converged client infrastructure.



Ideal for:



Mid-sized and up organizations

Need an efficient, easy-to-manage next-generation data center infrastructure that delivers cloud-like economics and agility, but with the security and reliability of an on-premise solution.

Healthcare professionals

Looking to improve patient care and enable greater productivity, mobility and security (compliance) by moving their end users to a VDI environment despite budget cuts.

Banking/Financial Services

Need a secure, scalable, high-performance, and easy-to-manage VDI solution to increase productivity, scale with their business, and deliver critical applications to their end users regardless of device.

Local and National/Federal Government

They require secure, compliant, efficient, any-device, any location access to data and applications. Also may need to comply with efficiency mandates like the Federal Data Center Consolidation Initiative (FDCCI).

Current VDI users

Looking to refresh/upgrade their VDI environment to become less complex, more scalable, and higher-performing to support new applications and users.

Solving your unique IT challenges

Addressing your critical needs

- Seeking a faster and more fluid transition to a VDI infrastructure
- Need to attain maximum scalability and affordability
- Buying, deploying, managing and scaling VDI infrastructure is expensive and time consuming
- Legacy infrastructure built with separate servers, storage and networking creates inflexible silos of specialised IT skills
- Innovation suffers when end-user computing spends a majority of time dealing with operational issues.
- End users experience break/fix troubleshooting, downtime and lost productivity due to outdated endpoints and endpoint management.
- Need to reduce downtime/lost productivity of end users due to outdated endpoints and endpoint management
- For highly virtualized workloads, like VDI and Private Cloud, traditional systems can be complex to scale and manage
- Seeking a consultative whole solutions-led partner to provide the business outcomes they desire
- Experiencing management complexity and/or scalability and performance issues with their current storage environment

Key products & services

VCE VXRail hyper
converged appliance

Dell Wyse zero
and thin clients

VMware Virtual
SAN Ready Nodes
from Dell

OEM VMware
software from Dell
(Horizon 7, VSAN,
vSphere, vSOM)



Dell and VMware – best of both worlds

Business benefits

- **Rapid deployment:** VMware Virtual SAN Ready Nodes offer radically-simple storage; simple to assess, install and operate—you don't need a specialized storage skillset to manage VDI storage
- **Reduces IT risk and improves agility:** Allow new applications to be deployed with minimal upfront investment, fast deployment and simplified IT management with Wyse endpoints and management software
- **Predictable infrastructure costs:** Linear scale-out architecture makes it easy to forecast IT requirements and project costs
- **Increased data center efficiency:** VMware Virtual SAN Ready Nodes from Dell can deliver up to 50% lower TCO and up to 10x greater storage efficiency with inline deduplication, compression & erasure coding
- **Lower CAPEX/OPEX:** VCE VxRail appliances integrate server and storage to lower data center equipment, and power and cooling costs
- **Pay-as-you-grow economics:** Enables data center growth to match demand by adding resources on demand
- **Enterprise-class storage:** Delivers best-in-class storage value with cost-efficient performance, radically simple management and a future-proof roadmap

Technical benefits

- **Simplify data center architectures:** Data center building blocks and single-pane-of-glass management help eliminate system complexity
- **Drive maximum storage performance:** Increase all-flash storage capacity utilization by as much as 10x through new data efficiency features like inline deduplication, compression and erasure coding
- **Efficiently scale the data center:** Expand infrastructure one node at a time to eliminate overprovisioning
- **Support all virtualization projects:** And seamless integration with existing VMware tools such as vRealize Operations lets organizations leverage and extend existing IT tools and processes while providing a platform to deploy the latest VMware solutions such as VMware NSX and Horizon Air Hybrid Mode
- **Secure, easy to manage endpoints:** Dell Wyse PCoIP zero clients allow organizations to centrally manage virtual desktops in a secure data center while still providing rich multimedia, high-resolution 3D graphics, HD media, and full USB peripheral interoperability to end users



Seize the opportunity

Proof-of-concept evaluations are available, subject to qualification.
Ask your Dell PartnerDirect partner for more details.

Dell and VMware overview

White papers and other resources are freely available
to share with customers and business partners

Need help?

Contact your partner account manager

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