How Will IT Enable An On Demand World Via Todays Data Centre

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Your Workforce
The Evolution Of Your Workforce
The Language They Speak

Welcome To The On Demand World
Sales
“I need faster order processing. Disjointed CRM tools are killing me.”

Marketing
“We need to create a recommendation engine for dynamic online sales.”

R&D
“I need to speed up development cycles to get products to market faster.”

Manufacturing
“We need more capacity and lead time.”

IT
“I can’t keep up with demand with the resources I have as it is…”
Traditional IT: Underutilized, sprawled, and slow to scale

IT Service Management

Web
Apps
Database

IT has growing business demands

Workload Lifecycle Management

Plan
Deploy
Manage
Operate
Maintain

Increased complexity of workload management

Infrastructure Management

Servers
Storage
Networking
Hypervisor

Inflexible infrastructure responds slowly
Welcome To The On Demand World
"I think you should be more explicit here in step two."
Virtualization – the silver bullet (?)

90%

Of enterprises now have a virtualization program or project in place
Source: Gartner¹

$241 billion

Worldwide spending on cloud computing by 2020⁴

70M

Users, about 50% of total installed professional desktops will shift to hosted virtual desktops in 2014
Source: Gartner²

2X

X86-server virtualization will double from 40% in 2011 to 80% by 2016
Source: Gartner²

60%

Of all new server workloads are virtualized
Source: Gartner³

Sources:
But the Virtualization Journey has its own challenges

- VM sprawl
- Management
- Increased OpEx
- Lacking reliability and resiliency

- Security and standardization
- Self-service & governance
- On-demand scalability

- Drive business differentiation
- Managing hybrid environments
- Delivering ROI
Can’t I just buy one of these new Converged or Unified Infrastructure Solutions
Converged infrastructure solutions seek to bring together key IT elements — across compute, storage, networking & management — to improve efficiency and agility.

- Convergence is an enabler, not the destination.
- Convergence is not a new concept.
- Convergence always involves tradeoffs and can be incomplete.
- No single approach to convergence adequately delivers on all desired outcomes.
Convergence of infrastructure
Dell’s Point of View

- Drive unified management without compromising key control
  Converge administration at intersecting areas to empower the server admin & free other domain admin to focus on their core roles

- Deepen process automation to reduce downtime & increase agility
  Leverage pre-defined templates to drive automated configuration with predictability, consistency & accuracy

- Enable virtual and physical convergence for optimal agility
  Span virtual & physical infrastructure while augmenting VM consoles to efficiently configure and administer across both

- Adopt new infrastructure paradigms to gain efficiency
  Exploit form factor & network access convergence for greater simplicity, density, and operating efficiency

- Exploit pre-integrated solutions for fast-time-to value for infrastructure
  Convergence enables a just-in-time approach to new infrastructure deployments that is standardize, simplified, and scalable
Dell Business Ready Solutions
Reduce complexity, speed deployment, minimize risk

Dell vStart

- Cloud
- Apps
- Pre-Integrated Infrastructure
- VMware vSphere 5.0
- Windows Server 2008
- Server
- Storage
- Management
- Network
- Deployment and Support Services

Dell Desktop Virtualization Solutions

- Windows
- Apps
- Pre-Integrated Infrastructure
- Management
- Desktop Virtualization
- Hypervisor
- Server
- Network
- Storage
- Deployment and Support Services
Dell vStart
Infrastructure Solutions Portfolio

VMware Edition
- Trial VMware ESXi & vCenter licenses, pre-installed
- Dell Server and EQL management Plug-Ins
- Pre-bundled initial deployment services

Microsoft Hyper-V based
- Microsoft Server 2008 R2 Datacenter edition (unlimited number of VM support)
- Dell Management packs
- Pre-bundled initial deployment Services
Dell vStart Architecture
Scalable infrastructure with choice of management

- Private Cloud Management (Optional)
  - Microsoft Systems Center
  - VMware vCenter

- Virtualization Management
  - Microsoft Systems Center
  - VMware vCenter

- Management Plug-Ins for vCenter, Systems Center Pro Packs & Actions Packs
  - OpenManage Essentials, CMC & Dell Management Plug-In for VMware
  - EqualLogic HITS & Compellent Storage Center
  - CLI & OpenManage Essentials

- Element Management
  - PowerEdge Blades & Rack Servers
  - EqualLogic & Compellent Storage
  - PowerConnect & Force10 Networking

- Storage
  - EqualLogic & Compellent Storage Center

- Networking
  - PowerConnect & Force10 Networking
Strategic acquisitions accelerate our ability to help you achieve efficiency

Efficient IT

Empower end-users

- Remote systems management appliance
- Archiving and image management solution for healthcare vertical.
- Software asset management
- App mgmt., deployment svcs, and infrastructure consulting
- Cloud-based client computing

Efficiently manage IT

- A single point of mgmt for both physical and virtual resources
- High performance SAN iSCSI solutions for virtualization
- Intelligent infrastructure and mgmt. of multi-tier storage architecture
- Storage compression & de-duplication
- Clustered NAS storage
- Award-winning Ethernet switching and routing products

- AppAssure
- #1 backup for VM, physical and cloud

- App modernization software and services

Effectively partner with the organization

- Consulting services & cloud expertise
- Simple, easy-to-use SaaS integration tool and consulting
- Managed security services, threat intelligence and security & risk consulting
- Remote email management – continuity and archiving SaaS
- Distributed device management delivered as a SaaS services
- IT monitoring software
- Mainframe migration, modernization, and optimization
- Advanced network security & data protection
How you get there matters

Proprietary
- Closed & proprietary
- No choice
- Vertically integrated
- Price premium
- Built-in boundaries

Will your vendor out-innovate the market?

Standards Based
- Open & industry standard
- Choice
- Virtually integrated
- Capable & affordable
- Scalable as needed

Open always wins

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