

# Introducing VMware Cloud on Dell EMC

Fully Managed VMware Cloud Service



## What is the Key Role of On-Premises Infrastructure?



### Data Sovereignty

- Regulatory and privacy requirements
- Sensitive data located on-premises
- Custom security standards
- Need to prove compliance to auditors



### Workload / Data Proximity

- Low data latency requirements
- Workloads with local data processing
- Data Center workloads tightly integrated with backend systems



### Command & Control

- Keep control over critical workloads
- Leverage existing IT investments
- Maximize value of existing talent and processes

## How does VMware Cloud on Dell EMC work?

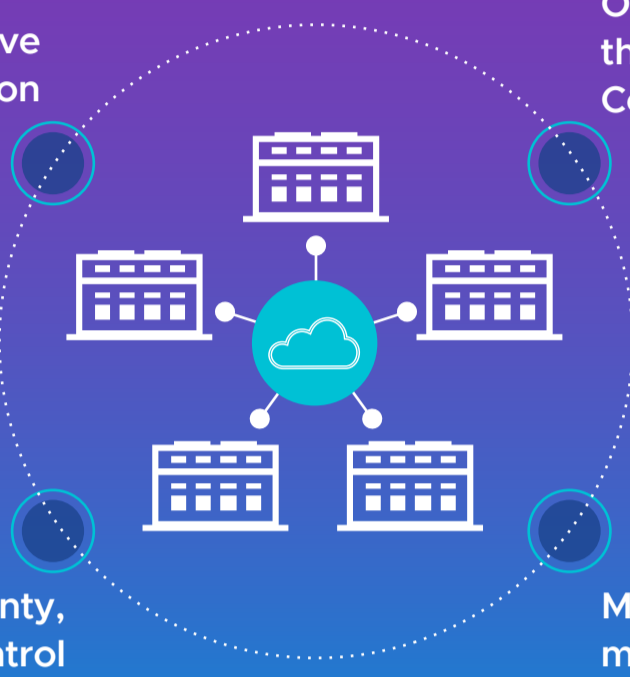
Cloud consumption model delivered as a service

Cost-effective infrastructure solution

Operated & controlled through a Hybrid Cloud Control Plane

Preserve data sovereignty, security, and control

Monthly subscription model



## How do VMware Cloud and Dell work together?

vmware

**VMware Managed Services**  
Hardware and software support

**VMware Hybrid Cloud Control Plane**  
Single pane of Glass Visibility

**VMware SDDC Infrastructure**  
Compute | Storage | Networking



DELL EMC

**Dell EMC VxRail Appliance**  
Award winning scalability and performance

Industry-leading fully integrated Hyper-Converged appliance family

Innovative Enterprise-grade cloud platform

Customer-driven ordering process

Fully managed and supported by VMware

Freedom from asset ownership

Choice of payment terms - subscription based pricing

Ongoing security updates and software patching

Transparent hybrid cloud control plane

## What are the Use Cases for VMware Cloud on Dell EMC?



### 1 Data Center Modernization

- Streamlined Operations
- Switch from CapEX to OpEX
- Hardware Refresh

### 2 Data Latency & Sovereignty

- Low Data Latency Requirements
- Data Sovereignty Requirements
- Data Governance and Security



### 3 Application Modernization

- Development Agility
- Kubernetes and Modern Applications
- Traditional Application Deployments

## Business Benefits of VMware Cloud on Dell EMC

### 1. Mitigated Risks

Comply with data residency and regulatory requirements

### 2. Controlled Costs

Predictable cost model and resource transparency

### 3. Increased Performance

Low data latency and high performance networking

### 4. Increased Agility

Self service provisioning and elasticity of resources

### 5. Simplified Operations

Offload management and automated version management

### 6. Accelerated Innovation

Increased developer velocity and cloud access



Learn more at

<https://www.vmware.com/products/vmc-on-dell-emc.html>