**DELL**Technologies

# Optimize Your Hyperconverged Experience

Dell EMC VxRail and VMware — better together for better outcomes

**vm**ware®

# Take HCI to the next level.

As more businesses look to modernize their infrastructure, generating IT efficiencies, increasing scalability and reducing IT costs, it's no surprise that Hyperconverged Infrastructure (HCI) continues to gain traction.

HCI adoption is increasing at an accelerated pace. What was once a solution targeted at ROBOs is now being deployed across core, cloud and edge because of its simplified operating model and ability to address almost any workload.

What's important to keep in mind, however, is that not all HCI solutions are built alike.

**Dell EMC VxRail is one of a kind — built with VMware, for VMware, to enhance VMware.**
Dell EMC VxRail HCI is the HCI solution of choice for customers standardized on VMware®, namely because it is the only jointly engineered HCI solution with VMware.

VxRail delivers a curated experience that accelerates data center modernization. Deep integration between VxRail HCI System Software and VMware HCI software enables a seamless HCI experience, familiar management and committed 30-day synchronous releases of new VMware HCI updates. Dell Technologies extends the quality of your experience even further with ongoing testing and validation and a single source of support.

### Benefits at a Glance

- **Curated HCI** solution ready to deploy
- **Deep integration** for seamless, automated, operational experience and extension of VMware's native capabilities
- **Visibility and control** from top to bottom
- **Automated** lifecycle management
- **Ongoing testing** and validation for every patch and release
- **Simple** and automated adoption of new hardware and software technology
- **Single source of support** for both hardware and software

**VxRail delivers unique value to customers.**
Unique joint engineering between both Dell Technologies and VMware is what enables a seamless, curated and optimized hyperconverged experience. It's through this partnership and cooperation that we're able to better serve our customers on so many different levels.

**Advanced automation with Dell EMC VxRail**
A distinguishing factor for Dell EMC VxRail is the unmatched level of built-in automation. VxRail is continuously innovating to enhance ease of use and functionality, delivering Day 0, Day 1 and Day 2 automation at scale across core, edge and cloud deployments.

Additionally, VxRail enables single-click, non-disruptive updates for fast, reliable and efficient lifecycle management including VMware ecosystem updates like NSX-T® and Tanzu™ all in a single upgrade cycle. This brings a new level of simplicity to your experience, providing operational freedom from infrastructure maintenance.

**A question of approach: VxRail lifecycle management**

Dell EMC VxRail delivers a comprehensive, automated approach to lifecycle management. With most HCI solutions, the customer owns the responsibility to research, define and validate the full-stack upgrade for hardware and software and then execute the cluster upgrade operation through vSphere® Lifecycle Manager (vLCM).

VxRail is different; we drive and maintain stack integrity from hardware to hypervisor throughout the life of the cluster, optimizing operational efficiency and letting you simply and predictably upgrade, patch and evolve with technology trends.

Read **blog** for more detail.

**We test so you don't have to.**

VxRail engineers continuously test, optimize, analyze and sequence all hardware and software components within a single upgrade — for the full stack.

We commit to **30-day synchronous releases** of VMware updates. This means that any time VMware comes out with a release, whether that's a patch, an update or a major release, we integrate that upgrade in VxRail within 30 days.

Learn more about VxRail lifecycle management and what Dell Technologies is doing to simplify, automate and validate your HCI system. See the lifecycle management **infographic**.

| | |
|---|---|
| **25,000** | hours of testing per release |
| **100+** | staff dedicated to testing |
| **$60M+** | VxRail lab investment |

**VxRail Manager** integrates with the VMware vCenter interface through a VxRail vCenter plugin, providing a consistent, familiar experience for VMware users.

## A curated, turnkey experience

The VxRail turnkey experience starts with a curated full-stack integration of software and hardware control and visibility from top to bottom for a consistent, deeply integrated VMware environment.

## Dell EMC VxRail HCI System Software

A key component differentiating VxRail from other HCI solutions is our VxRail HCI System Software. This integrated software extends VMware's native capabilities to further automate and enhance the operational experience. You continue to operate out of vCenter® while VxRail HCI System Software keeps your clusters in a continuously validated state so your workloads stay up and running.

This capability is enabled by a suite of software components unique to VxRail, providing a central control plane; single-click, pre-tested upgrades; global cluster management; proactive hardware and software support; and more.

> *The fact that our VxRail is integrated directly with VMware is a massive plus...We don't have to worry, 'has it been tested?'*

**— Andrew Sharman,**
Noble Foods

**One phone call for support**

Accelerate deployment, increase productivity, reduce downtime and simplify operations with a single point of global support for both hardware and software throughout the entire lifecycle.

Save time, money and headaches with one phone call to address your support needs. In fact, Dell Technologies is able to resolve nearly 98% of your hardware and software issues in-house.

Many of our support technicians are VMware certified; and for issues that can't be resolved in-house, we have a direct line into VMware support teams to escalate your issue.

View the **infographic** to learn more about unified support.

**1,800+** VMware-certified Dell EMC support professionals

**3,750+** combined VMware certifications

**98%** VMware cases resolved in-house[1]

**97%** customer satisfaction rating[2]

**Additional Resources.**

· Visit Our **Website >**

· Watch the **Video >**

· Read the Third-Party **Report >**

[1] Based on internal analysis of all service requests from February 1 to October 31, 2019.
[2] ProSupport Plus for Enterprise

13,000+
VMware Cloud
Foundation on VxRail
nodes deployed[3]

The value of VCF on VxRail

68%
more IT efficiency
from automated
infrastructure
management[4]

92%
less unplanned
downtime[4]

# Build your cloud without the chaos — VMware Cloud Foundation on VxRail.

**VMware Cloud Foundation™ on VxRail** is the only jointly engineered HCI system with deep VMware Cloud Foundation (VCF) integration, which provides customers like you with a very simple and direct path to modern apps and the hybrid cloud.

The joint benefits outlined earlier also apply to VCF on VxRail, including streamlined lifecycle management and a single source for support. This enables VCF on VxRail customers to build upon the strong foundation of jointly engineered VxRail HCI infrastructure capabilities.

VxRail becomes a force multiplier in extending and simplifying hybrid cloud environments with VCF. And you gain a distinct advantage in terms of efficiency and uptime, using familiar VMware tools and consistent VxRail operational processes to deploy and manage clusters and workloads across the hybrid cloud infrastructure.

[3] Based on account data. Actual count may vary. FY22 Q1.

[4] IDC business value technical paper, sponsored by Dell Technologies and Intel, The Business Value of Dell EMC VxRail and VMware Cloud Foundation on Dell EMC VxRail, December 2020. Actual results will vary.

## A turnkey hybrid cloud experience

VCF on VxRail conveniently lets you deploy, host and manage traditional VMs alongside cloud native workloads — across core, cloud and edge environments. Automated lifecycle management across the entire cloud infrastructure stack, including hardware, enables you to significantly streamline operations, save valuable time and improve TCO.

**47.1%** streamlined operations and reduced TCO with VCF on VxRail[5]

## Additional capabilities

- Workload portability across private and public clouds
- Software-defined networking built in
- Tanzu-ready
- Remote cluster support, enabling you to bring your cloud operating model to the edge
- Flexible storage options for more workloads

## Security for your hybrid cloud

While Dell Technologies and VMware offer intrinsic security at every layer of the software and hardware stack — covering everything from the software-defined data center down to hardware, firmware and bios — VCF on VxRail also includes enterprise-grade data-protection solutions for VMs, applications and Kubernetes® containers.

With the Dell EMC ProSupport Enterprise Suite for VCF on VxRail, you get single-source support and can take advantage of secure remote services (SRS) integration for VMware Cloud Foundation, even when you bring your own license.

[5] Based on internal analysis of DTCP with subscription comparing the price of 8-node standard architecture to the new 4-node consolidated architecture. Actual saving may vary depending on configuration.

### Additional Resources.

- Visit Our **Website >**
- VCF on VxRail **Solution Brief >**
- VCF on VxRail **Infographic >**
- VCF on VxRail **Video >**

# Rapidly deliver a developer-ready infrastructure — Tanzu integration with VxRail.

As companies look to modernize apps, Kubernetes has become critical to that process. But not every company is at the same stage of Kubernetes readiness. This is why Dell Technologies gives you choice.

**Multiple infrastructure options available**
We offer different infrastructure options to fit your needs wherever you are on your Kubernetes journey.

| VCF with Tanzu on VxRail | vSphere with Tanzu on VxRail | Tanzu Architecture for VxRail (TA4V) |
|---|---|---|
| For customers who want a fully automated, integrated hybrid cloud platform for Kubernetes at scale. | For customers who are looking for the fastest path to getting started with Kubernetes and want networking flexibility. | For customers who are looking to develop on a validated PaaS/CaaS reference architecture. |

For more detailed information on these different deployment options, watch this video.

Dell Technologies is the *only* vendor with fully integrated Tanzu reference architecture offered on private or hybrid cloud.

**Kubernetes at speed — key Tanzu on VxRail drivers**

- Speed Kubernetes infrastructure delivery to support developer productivity.
- Accelerate time to cloud-native application development.
- Reduce barrier to entry.
- Experience consistent infrastructure operational model across Kubernetes deployments.
- Continuously, confidently and predictably take advantage of evolving Kubernetes technology on fully integrated, automated infrastructure.

# Why Dell Technologies and VMware?

Whether you are focused on HCI, VCF, Tanzu or all of the above, look to Dell Technologies and VMware to deliver a truly integrated offering that enables consistent operation, simplified lifecycle management, 30-day synchronous updates, a single source of support and so much more.

We have a long history of partnership and collaboration cultivating joint solutions destined to improve your experience. VMware and VxRail at your foundation are, indeed, better together — and better for you.

Additional Resources.

- Visit Our **Website >**
- Tanzu on VxRail **Solution Brief >**
- Tanzu on VxRail **Infographic >**
- Tanzu on VxRail **Video >**

# Discover what's possible.

**Learn more** about the advantages of VxRail by contacting your sales representative or visiting us at **DellTechnologies.com/VxRail**.

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