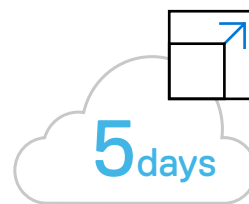


APEX Hybrid Cloud

The industry's fastest hybrid cloud deployment¹



Deploy your hybrid cloud in as few as 14 days¹

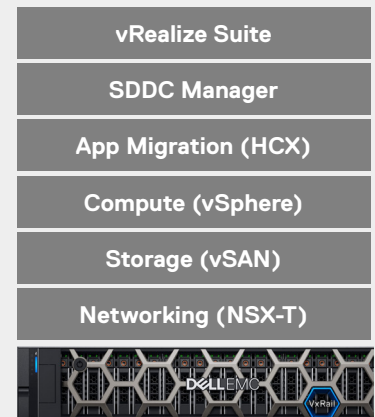


Expand your hybrid cloud in as few as 5 days¹

Securely extend your data center across cloud environments

APEX Hybrid Cloud enables consistent, secure operations with automation and orchestration across multiple environments—your data center, colocation facility, edge locations, and public cloud deployments. With a few clicks, subscribe to instances designed for your workloads through the APEX Console and get your automated cloud infrastructure delivered and deployed to your data center or at edge locations in as few as 14 days¹.

APEX Private Cloud offers predictable monthly pricing available through 1- or 3-year term subscriptions—where hardware, software, and services to support deployment, rack integration, and asset recovery are included.



VMware Cloud Foundation

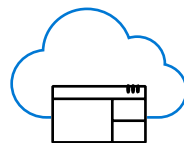
Dell VxRail

Built on Dell VxRail Hyperconverged Infrastructure (HCI) that's jointly engineered with VMware to deliver automation and orchestration



Simplify your IT experience

Easily build the cloud of your choice with tailored solutions in just a few clicks.



Rapidly respond to changing business needs

Meet your business and application needs with a flexible cloud solution.



Be in complete control of your cloud strategy

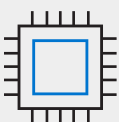
Protect your organization and maintain control across cloud environments.

Manage your own automated infrastructure with Dell assistance

Customer	Dell
<ul style="list-style-type: none"> • Proactive alert monitoring (solution) • Patching & administration • Capacity & performance management • Configuration & change management • Solution optimization 	<ul style="list-style-type: none"> • Rack integration, deployment, and installation • Remote troubleshooting assistance • Onsite break/fix support • Assists with software maintenance; semi-annual patching • Proactive hardware monitoring

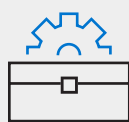
Meet your enterprise workload needs with purpose-built instance types

With APEX Hybrid Cloud, it's easy to make the right choice to achieve your business outcomes. Instances deliver standardized combinations of compute, memory, storage, and networking resources, on which a virtual machine or container can run. They are aligned and optimized to your workload requirements, ranging from small (4GB) to extra-large (32GB) memory-to-CPU core ratios. Additionally, we offer special purpose instance types with Graphics Processing Units (GPUs) from Nvidia™ to address Artificial Intelligence/Machine Learning (AI/ML) and Virtual Desktop Infrastructure (VDI).



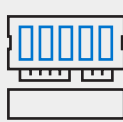
Compute optimized instances

4GB Memory-to-core ratio



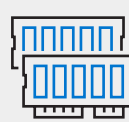
General purpose instances

8GB Memory-to-core ratio



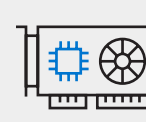
Memory optimized instances

16GB Memory-to-core ratio



Large-scale memory optimized instances

32GB Memory-to-core ratio



Accelerator optimized instances

16GB Memory-to-core ratio +GPU

Workload examples

- | | | | | |
|--|---|--|--|--|
| <ul style="list-style-type: none"> • High performance computing (HPC) • Media encoding servers | <ul style="list-style-type: none"> • CI/CD pipeline servers • Low-medium traffic webservers | <ul style="list-style-type: none"> • Virtual Desktop Infrastructure (VDI) • Web scale in-memory caches (Memcached) | <ul style="list-style-type: none"> • Data mining • High Performance Relational databases (Ex: Oracle, MySQL) | <ul style="list-style-type: none"> • Artificial Intelligence / Machine Learning (AI/ML) • Graphic-intensive applications |
|--|---|--|--|--|

How our customers are using APEX Hybrid Cloud

Virtual Desktop Infrastructure (VDI)

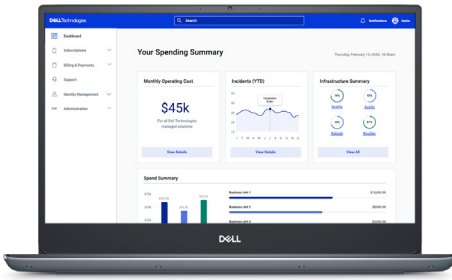
Virtual Desktop Infrastructure (VDI) has become the key technology in enabling businesses to operate remotely without losing productivity. In comparing remote desktop platforms, performance and user experience are important criteria in determining ultimate success. In a recent VDI performance test² using industry standard test suites from Lakeside Software, the remote worker environment hosted by Horizon on APEX Hybrid Cloud repeatedly showed superior results as follows:

- VDI user experience up to 2.5x better than Amazon WorkSpaces²
- No loss of productivity compared to an average loss of up to 2.97 hours productivity per week on Amazon WorkSpaces on AWS³
- Outperformed Amazon WorkSpaces on AWS for average application latency on Outlook, Excel, PowerPoint, and Zoom³

Start your Tanzu Journey with APEX Hybrid Cloud

APEX Hybrid Cloud delivers options to automate the deployment of modern application infrastructure with VMware Tanzu to provide a production-ready Kubernetes environment. Accelerate time to cloud-native application development with a consistent infrastructure operations model across your Kubernetes deployments.

With support for both traditional and cloud-native applications on the same platform, you can now capitalize on the next evolution in enterprise applications.






Management is simple with the APEX Console

The APEX Console is a new online platform that reduces complexity in discovering, subscribing to, deploying, monitoring, optimizing, and growing IT services.

- Manage cloud workloads and services through a single web interface
- Integrated monitoring tools help streamline your operations with real-time actionable insights
- Give users what they need with access based on role while retaining IT oversight

APEX Cloud Services supports your entire cloud journey

APEX Cloud Services is designed to support you wherever you are in your cloud journey. In partnership with VMware, APEX Cloud Services offers multiple options that enables you to choose the best cloud infrastructure that fits your organization's cloud strategy. This means you can start small and scale up in a phased approach that matches your application and business needs.

	APEX Private Cloud	APEX Hybrid Cloud	APEX Cloud Services with VMware Cloud
Management model	Customer managed; Dell owned	Customer managed; Dell owned	Dell owned and managed; a rich as-a-service experience
Dell provides	<ul style="list-style-type: none"> • Delivery and deployment • Proactive hardware monitoring • Assists in troubleshooting and provides break/fix support 	<ul style="list-style-type: none"> • Delivery and deployment • Proactive hardware monitoring • Assists in troubleshooting and provides break/fix support 	<ul style="list-style-type: none"> • Delivery and deployment • Infrastructure operations with assisted security patching and updates • Comprehensive 24x7 proactive monitoring and support
APEX Cloud Services	<p>Perfect for getting started with cloud or expanding your data center out to the edge</p> <div style="border: 1px solid gray; padding: 5px; margin: 5px;"> <p>Compute (vSphere)</p> </div> <div style="border: 1px solid gray; padding: 5px; margin: 5px;"> <p>Storage (vSAN)</p> </div>  <p>Dell VxRail</p>	<p>Secure and consistent operations across private and public cloud environments</p> <div style="border: 1px solid gray; padding: 5px; margin: 5px;"> <p>vRealize Suite</p> </div> <div style="border: 1px solid gray; padding: 5px; margin: 5px;"> <p>SDDC Manager</p> </div> <div style="border: 1px solid gray; padding: 5px; margin: 5px;"> <p>App migration (HCX)</p> </div> <div style="border: 1px solid gray; padding: 5px; margin: 5px;"> <p>Compute (vSphere)</p> </div> <div style="border: 1px solid gray; padding: 5px; margin: 5px;"> <p>Storage (vSAN)</p> </div> <div style="border: 1px solid gray; padding: 5px; margin: 5px;"> <p>Networking (NSX-T)</p> </div> <p style="writing-mode: vertical-rl; transform: rotate(180deg);">VMware Cloud Foundation</p>  <p>Dell VxRail</p>	<p>Secure and consistent operations across private and public cloud environments</p> <div style="border: 1px solid gray; padding: 5px; margin: 5px;"> <p>App migration (HCX)</p> </div> <div style="border: 1px solid gray; padding: 5px; margin: 5px;"> <p>Compute (vSphere)</p> </div> <div style="border: 1px solid gray; padding: 5px; margin: 5px;"> <p>Storage (vSAN)</p> </div> <div style="border: 1px solid gray; padding: 5px; margin: 5px;"> <p>Networking (NSX-T)</p> </div> <p style="writing-mode: vertical-rl; transform: rotate(180deg);">VMware Cloud</p>  <p>Dell VxRail</p>

1 Applies to select preconfigured solutions, contact your sales representative for details. Excludes orders over 1000 instances, hybrid storage, select vRealize (vRA, vRO) components, and some other features. Customer credit approval, site survey and configuration workbook must be completed before order is placed. Product availability, shipping, holidays, and other factors may impact deployment time. Deployment includes delivery, standardized installation and hardware and software configuration. US, United Kingdom, France, and Germany only.

2 Based on a Cloud Evolutions report commissioned by Dell Technologies, "Virtual Desktop Performance and User Experience Comparison: A Comparison of Horizon on APEX Hybrid Cloud, Amazon WorkSpaces on AWS, and Microsoft Windows Virtual Desktop on Azure," based on sessions reporting a 90% or greater user experience ranking using Lakeside SysTrack to simulate remote end user experience; using SysTrack to evaluate the productivity impact of remote worker sessions; and using SysTrack to simulate Zoom collaborative applications, November 2020. Actual results may vary. See full report [here](#).

3 Based on a Cloud Evolutions report commissioned by Dell Technologies, "Virtual Desktop Performance and User Experience Comparison: A Comparison of Horizon on APEX Hybrid Cloud, Amazon WorkSpaces on AWS, and Microsoft Windows Virtual Desktop on Azure," using Lakeside SysTrack to evaluate the productivity impact of remote worker sessions, November 2020. Actual results may vary. See full report [here](#).



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APEX Cloud Services

delltechnologies.com/cloudservices



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Technologies Expert

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