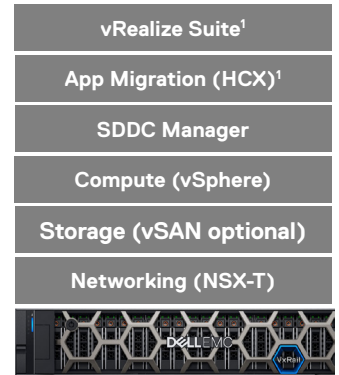# DELLTechnologies

APEX

Dell APEX Hybrid Cloud

Accelerate your hybrid cloud adoption

Dell APEX Hybrid Cloud enables consistent, secure operations with automation and orchestration across private and public clouds for your VMware workloads with scalable compute, storage, and networking resources. With the integrated VMware Cloud Foundation, you decide where your workloads will work best, allowing you to seamlessly move workloads across multi-cloud environments. Easily scale on demand as your business needs grow, while having the ability to independently scale compute and storage with a compute-only option (no vSAN) for workloads with unique requirements.

APEX Hybrid 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. Subscribe to instances designed for your workloads through the Dell APEX Console and get your cloud infrastructure delivered and deployed in as few as 28 days[2]. Enjoy simplified operations and built-in lifecycle automation capabilities with infrastructure owned and deployed by Dell.

| vRealize Suite[1] |
| App Migration (HCX)[1] |
| SDDC Manager |
| Compute (vSphere) |
| Storage (vSAN optional) |
| Networking (NSX-T) |

VMware Cloud Foundation

Dell VxRail

Joint engineering between Dell and VMware leads to a seamless, curated, and optimized hyperconverged experience.

Let Dell help you manage your infrastructure

Management model	What Dell does
• Customer or partner managed; Dell owned • Monthly subscription with flexible terms • Single point of contact from order to decommission with a Customer Success Manager	• Proactive hardware monitoring • Troubleshooting/break-fix at customer site • Twice-a-year system maintenance • Monthly business reviews • Deploy and decommission

Simplify your IT experience
Easily build the cloud of your choice with tailored solutions in just a few clicks.
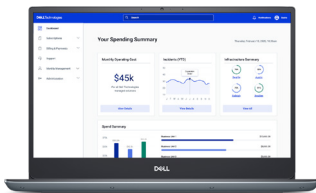
Rapidly respond to changing business needs
Meet your business and application needs with a flexible cloud solution.

Be in complete control of your cloud strategy
Protect your organization and maintain control across cloud environments.

Management is simple with the Dell APEX Console

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

• Rapidly configure and deploy cloud resources
• Gain greater visibility over cloud costs
• Easily scale your subscriptions based on business demands
• Empower your key stakeholders, providing access based on role while retaining IT oversight

1. Included in VMware Cloud Foundation Enterprise only

2. Deployment time is measured between order acceptance and activation. The 28-day deployment applies to single rack deployments of select APEX Cloud services pre-configured solutions and does not include select vRealize components and some other features, including vRA and vRO, or customizations to the standard configuration. Deployment is subject to credit approval, acceptance of APEX terms by required parties, deployment survey, availability of resources at the deployment facility, and a completed configuration workbook before order placement. Product availability, international holidays, and other factors can impact deployment. US, United Kingdom, France, and Germany only. Contact your sales representative for details.
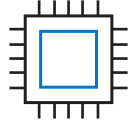
Meet your enterprise workload needs with purpose-built instance types

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).

Instance types

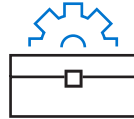### Compute optimized

4GB Memory-to-core ratio

Application examples

- Mainstream web servers
- Media encoding servers

General purpose

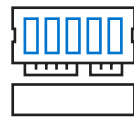**8GB Memory-to-core ratio**

Application examples

- Low to medium traffic web server
- CI/CD pipeline servers

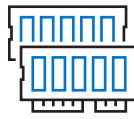### Memory optimized

16GB Memory-to-core ratio

Application examples

- Midsize in-memory databases (SAP/HANA)
- Smaller enterprise Java applications
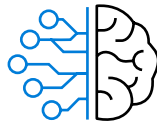
Large-scale memory optimized

32GB Memory-to-core ratio

Application examples

- Data mining
- High performance relational databases (Ex. Oracle, MySQL)

AI/ML optimized

8GB Memory-to-core ratio

Application examples

- Artificial Intelligence (AI) and Machine Learning (ML) training and inferencing
- High performance computing and data analytics

VDI optimized

32GB Memory-to-core ratio

Application examples

- Virtual Desktop Infrastructure (VDI)

How our customers are using APEX Hybrid Cloud

ATN International reduces application support costs by approximately 20% with APEX Hybrid Cloud
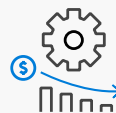
A telecommunications organization overcame multi-cloud complexity with APEX Hybrid Cloud. ATN International needed an easy way to manage and support workloads across multiple cloud environments to enable effective operations and deliver communications, data, and IT services across diverse geographic markets. By choosing APEX Hybrid Cloud, the organization was able to move 70% of its IT infrastructure to APEX in under three months and deliver business outcomes that include:

Approximately 20% lower costs to support IT environment.

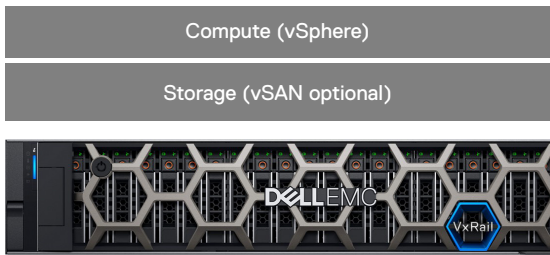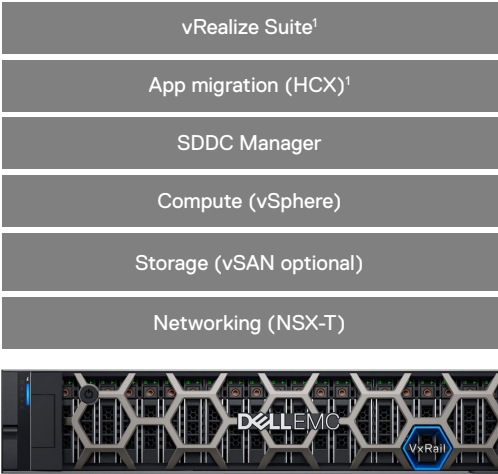**Enabled rapid scalability to address changing market needs.**

Freed up capital through an on-demand OpEx rather than CapEx model.

Provided a common tool set to seamlessly manage multiple cloud environments.

Dell APEX supports your entire cloud journey

Delivering cloud resources that are designed to support you wherever you are in your cloud journey in partnership with VMware, Dell APEX 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.

	Dell APEX Private Cloud	Dell APEX Hybrid Cloud
Management model	Customer managed; Dell owned	Customer managed; Dell owned
Dell provides	• Proactive hardware monitoring • Troubleshooting/break-fix at customer site • Twice-a-year system maintenance • Monthly business reviews	• Proactive hardware monitoring • Troubleshooting/break-fix at customer site • Twice-a-year system maintenance • Monthly business reviews
APEX Compute and HCI	Perfect for getting started with cloud or expanding your data center out to the edge Compute (vSphere) Storage (vSAN optional) **Dell VxRail**	Secure and consistent operations across private and public cloud environments vRealize Suite[1] App migration (HCX)[1] SDDC Manager Compute (vSphere) Storage (vSAN optional) Networking (NSX-T) *VMware Cloud Foundation* **Dell VxRail**

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Dell APEX

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