

WORKING

# TOGETHER

TO PREPARE YOU FOR WHAT'S NEXT  
IN STATE AND LOCAL GOVERNMENT

*Dell Technologies and VMware are working together to accelerate digital transformation across all facets of government—enabling state and local government organizations to efficiently deliver innovative resident services, simplify IT operations, empower employees with wherever-and-whenver access to data, and more.*





## TWO INDUSTRY LEADERS ONE VISION IMMEASURABLE ADVANTAGES

The technology challenges facing state and local government are rapidly evolving. Government organizations need to provide a growing remote workforce with reliable, secure access to mission-critical information. Increased demand for advanced analytics and data-driven outcomes requires a fully modernized infrastructure as well.

Dell Technologies and VMware enable state and local government organizations to address their biggest IT challenges with joint solutions designed from the ground up. These co-engineered solutions are uniquely designed to increase agility with flexible IT, enable a work-and-learn-from-anywhere environment with a digital workspace, and empower government organizations to create new value by innovating with data.

### **Together, Dell Technologies and VMware deliver:**

- A digital foundation that powers applications, services, and experiences, transforming state and local government IT capabilities
- Co-engineered compute and cloud solutions, networking and security, and digital workspaces to transform government organizations into digital organizations
- Essential, data-driven solutions optimized across edge, data center, and cloud



INCREASE

# AGILITY

WITH FLEXIBLE IT

*“Modernization means cloud and network enhancements to deliver government services to citizens on demand when needed.”*

**IT DECISION-MAKER**  
State Government<sup>1</sup>



## INCREASE AGILITY WITH FLEXIBLE IT

# Deploy a consistent operating model across multiple clouds to advance state and local government initiatives

State and local government organizations are being asked to offer new or expanded public services, improve responses to local and statewide emergencies, and empower a distributed workforce—and to deliver it all at lightning speed. To stay ahead, organizations are deploying new as-a-service models, IoT applications, and cloud-native workloads that are adding to an already complex IT ecosystem.

Building more responsive IT means providing greater choice, flexibility, and predictability in how technology is consumed and delivered. Government organizations require a multi-cloud environment that enables:

- Freedom of choice in technology consumption
- Consistent experiences across public cloud, private cloud, and the edge
- Infrastructure optimization for desired, predictable outcomes



### Customer Story | City of Amarillo, Texas

- Accelerated a much-needed IT modernization with HCI and VDI solutions from Dell Technologies and VMware, improving departmental performance, employee productivity and citizen services delivery
- Cut first-responder response times by 60 percent
- Saved \$800,000 in police car hardware costs
- Set up a 75-person call center in 1.5 days
- Consolidated seven storage platforms into one
- Improved endpoint and data center management and security

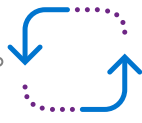
 [Read the Case Study](#)

Dell Technologies and VMware deliver **a consistent, software-defined, multi-cloud ecosystem** to empower state and local government organizations to respond with the agility and speed needed to deliver time-critical public services.



**Optimize workloads** across on-premises infrastructure and cloud with Dell Technologies APEX Cloud Services running VMware Tanzu™—a solution to prepare your infrastructure for modern apps with consistent, conformant Kubernetes everywhere.

Achieve the needed throughput, capacity, and compute power for your most demanding workloads, applications, and use cases with Dell Technologies, the **#1 provider in cloud infrastructure**.<sup>1</sup>



**Get more choice, flexibility, and predictability** in how you consume IT infrastructure with APEX Flex on Demand—the industry's broadest end-to-end portfolio of consumption-based and as-a-service offerings. Additionally, access a wide range of flexible payment solutions and value-added services combined with integrated full-stack solutions.



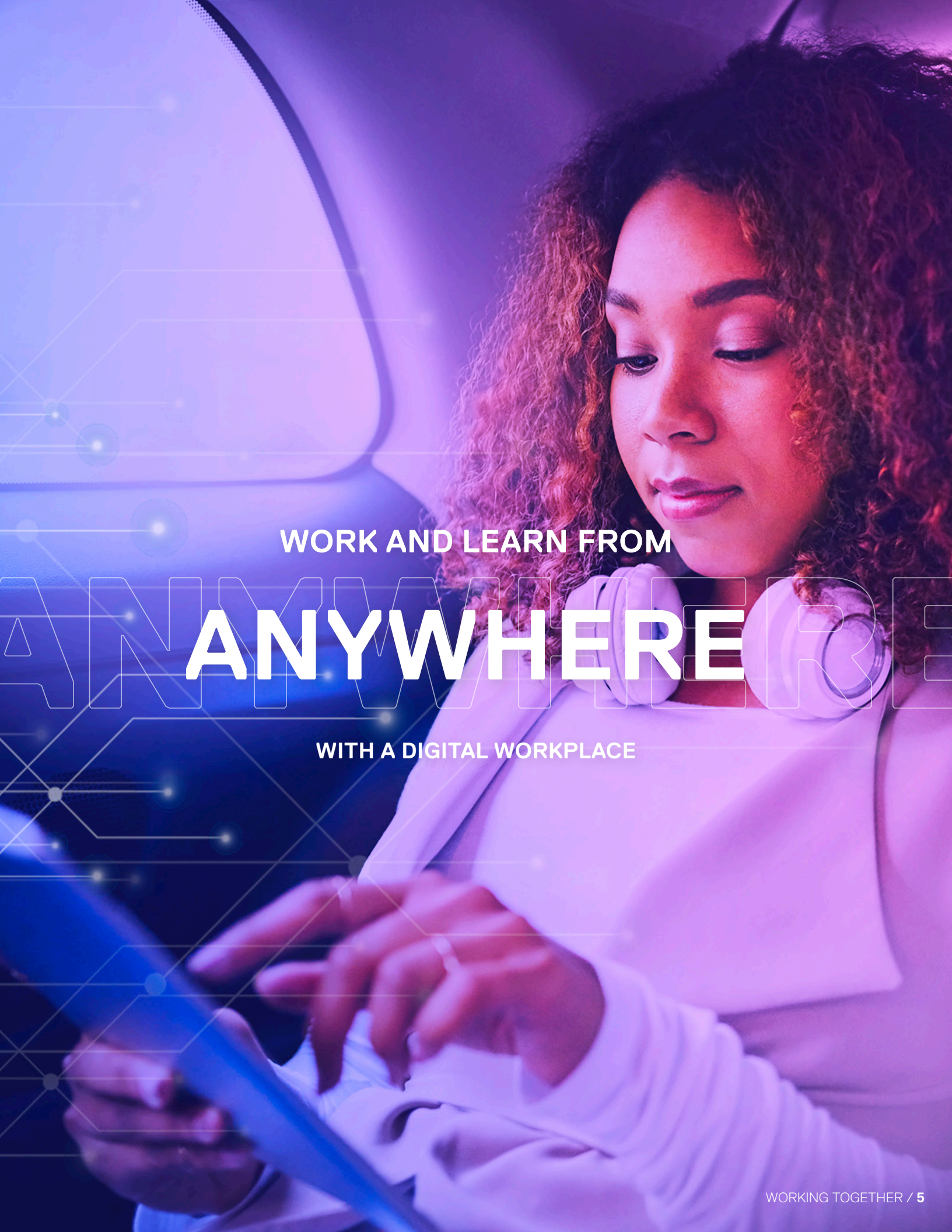
**Simplify deployment, security, management, and support** for seamless end-user support with VMware Workspace ONE® and Carbon Black—a consolidation platform featuring multiple endpoint security capabilities using one endpoint agent and console. The platform has been co-engineered to run seamlessly on Dell devices with factory integration and BIOS-level updates.



**Achieve consistent IT management** across public or private cloud and edge computing with Dell Technologies solutions on VMware Cloud.



**Protect data** against loss and corruption wherever it resides, with Dell Technologies Data Protection Suite, featuring technologies from replication to snapshot, backup, and disaster recovery.



WORK AND LEARN FROM

# ANYWHERE

WITH A DIGITAL WORKPLACE



## Deliver a personalized, intuitive end-user experience regardless of location

These days, business continuity is about more than simply ensuring uptime. State and local government organizations must also demonstrate resilience to support a large and highly distributed workforce, including meeting the diverse needs of field workers, teleworkers, office personnel, first responders, law enforcement, contractors, and more.

The state and local government workforce requires a truly adaptable technology environment that provides:

- Personalized user experiences, regardless of location
- A secure and agile infrastructure to empower remote users
- Trusted technology partners who can deliver it all



Dell Technologies and VMware enable **workforce transformation** with joint solutions designed for the way state and local governments work.



**Ensure business continuity** for the workforce with Dell Technologies Unified Workspace, the industry-leading solution to deploy, secure, manage, and support your devices from the cloud.



**Deliver greater agility for the organization, its end users, and IT** with optimized cloud, server, and storage solutions.



**Make data and applications available anytime, anywhere** (private cloud, public cloud, edge) with APEX Cloud Services, VMware SD-WAN, and VMware Carbon Black.

**VMware Carbon Black and Dell Technologies** are working together to help security teams detect and remediate attacks that tamper with BIOS firmware.



**Protect data** against loss and corruption—wherever data resides—with comprehensive security.



**Deliver a personal, optimized digital workplace** for a seamless end-user experience with ultra-premium client devices.



**Simplify deployment, security, management, and support**, and enable secure, high-performance computing end-user experiences from anywhere, anytime with Dell Technologies VDI solutions powered by VMware Workspace ONE® and VMware Carbon Black.

Deliver 10x better employee experiences with **VMware Workspace ONE**, an intelligence-driven digital workspace platform that is FedRAMP authorized.<sup>3</sup>

CREATE NEW VALUE BY

# INNOVATING

WITH DATA

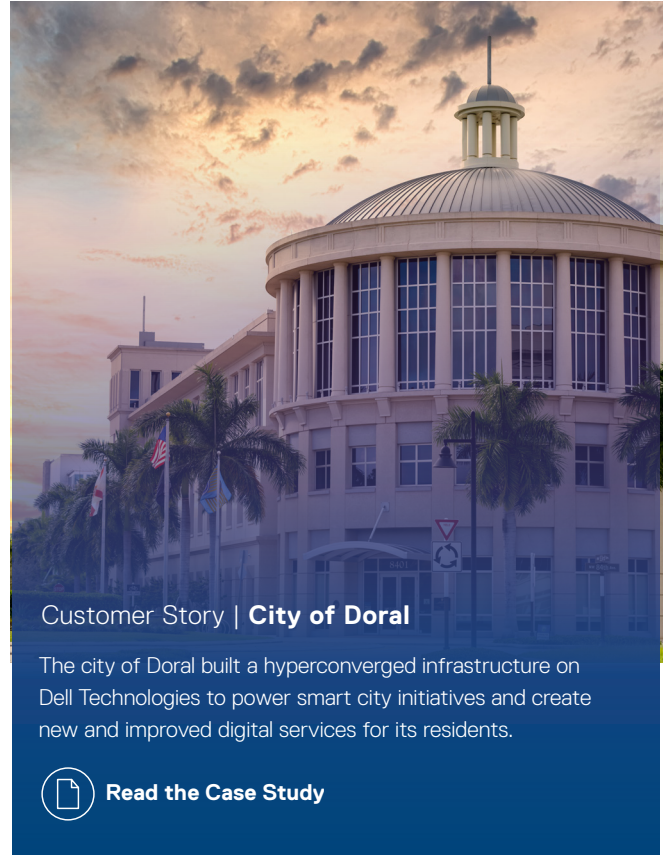
CREATE NEW VALUE BY INNOVATING WITH DATA

# Unlock the value of your data to experience game-changing results

Data holds the power to transform what's possible. State and local government organizations that can reduce the time between data creation and deriving insights are best prepared to deliver results that matter. In fact, how government operates, responds, and evolves in our fast-paced digital world is highly dependent on its ability to turn vast pools of disparate data into actionable intelligence. With upwards of 68 percent of the global population expected to live in urban areas over the next several decades,<sup>4</sup> optimizing the efficiency of city operations and services to support rapid urban growth becomes paramount.

The first steps to digital transformation start with a datacenter revamp by modernizing your:

- IT infrastructure to enable new distributed data use cases that advance the lives of your residents, enhance emergency management, lower costs, enact environmental safeguards, and improve law enforcement
- Data strategies to optimize how data flows from the edge to the data center to the cloud for revolutionizing how we live, work, and play
- Operating models to promote data innovation maturity

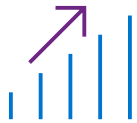


## Customer Story | City of Doral

The city of Doral built a hyperconverged infrastructure on Dell Technologies to power smart city initiatives and create new and improved digital services for its residents.

 [Read the Case Study](#)

Dell Technologies and VMware help you streamline your digital transformation journey to **advance digital communities** with our broad portfolio of powerful data analytics solutions.



**Unlock the value that exists within your data** with Dell Technologies Ready Solutions for edge, compute, AI, and data management.



**Enable data-optimization** with VMware Tanzu across all public and private cloud and edge environments.

Dell Technologies is **the only solution provider** with fully integrated Tanzu reference architecture, cluster, and private cloud offerings to build, run, and manage modern apps on any cloud—enabling you to continuously deliver value to your end users.



**Safeguard your organization's most critical data** with intelligent data protection solutions including Dell EMC Cyber Recovery—located within a secure vault to remove data from attack surfaces, bring flexibility in automating robust analytics, and facilitate proactive workflows to increase cyber resilience.

**Dell Technologies is #1 in the combined data protection, software, and storage market.<sup>2</sup>**



**Gather insights** needed for innovation and optimization with Dell Technologies purpose-built server and storage solutions for big data and predictive analytics, AI, ML, and IoT.

Deploying **Dell EMC Ready Solutions for AI** can result in up to a 218 percent ROI over three years. That's up to \$1.4M in savings from reduced fraud, and the solution is backed by 30,000 full-time services experts available to help you accelerate your AI journey.<sup>5</sup>



**Transform, automate and modernize your IT ecosystem** with industry-leading Dell Technologies infrastructure solutions powered by VMware compute, cloud, networking and security, and digital workspace.



## MOVE FORWARD TOGETHER

Dell Technologies and VMware deliver a robust portfolio of products, solutions, and services to enable you to transform your digital ecosystem. Through 17 years of partnership and thousands of joint customers, we have emerged to lead the industry across servers,<sup>7</sup> storage,<sup>8</sup> virtualization,<sup>9</sup> SDS,<sup>10</sup> converged and hyperconverged systems,<sup>10</sup> and cloud IT infrastructure.<sup>1</sup>

### We're here to help you every step of the way

Our more than 1,800 VMware-certified Dell Technologies support professionals ensure you have a single point of contact for hardware and software questions or advice, with virtually all calls handled by Dell Technologies without escalation to VMware.<sup>11</sup>

Dell Technologies Consulting and Services experts can also help you get the most from your investments. From white-glove consulting and deployment to the global power of Dell ProSupport and Dell ProDeploy to maintenance and training to managed services—we offer services across the entire life cycle.



**Learn More** about our solutions for state and local governments.



**Call** one of our government experts at 1-800-433-2392.

1. IDC WW Quarterly Cloud IT Infrastructure Tracker, Q2 2020. Based on vendor revenue from sales of Infrastructure products (server, storage, and Ethernet switch) for cloud IT.
2. Spiceworks Ziff Davis, SLG Modernization Research Report, May 2020.
3. <https://www.vmware.com/content/dam/digitalmarketing/vmware/en/pdf/products/workspace-one/vmware-workspace-one-intelligent-hub-faq.pdf>
4. 2018 Revision of World Urbanization Prospects, United Nations, Department of Economic and Social Affairs, May 2018.
5. Source: "The Total Economic Impact of Dell EMC Ready Solutions for AI, Machine Learning with Hadoop", a Forrester Study commissioned by Dell EMC, August 2018. Forrester constructed a risk-adjusted financial model using the TEI methodology, and a composite organization, based on

- interviews with Forrester analysts, Dell EMC stakeholders and six current customers, to present an aggregate financial analysis. Actual results will vary.
6. IDC WW Quarterly x86 Server Tracker, 2020Q4, March 2021 – Units & Vendor Revenue.
7. IDC WW Quarterly Enterprise Storage Systems Tracker, 2020 Q4, March 2021, Vendor Revenue.
8. Network World, Feb. 20, 2019.
9. IDC WW Quarterly Converged Systems Tracker, 2020, Q4, March 2021 - Vendor Revenue.
10. Based on internal Dell EMC services data.