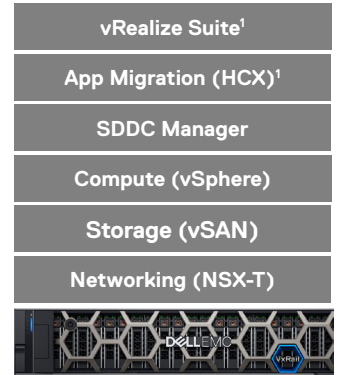# DELLTechnologies

A P E X

Dell APEX Hybrid Cloud for VMware

Accelerate your hybrid cloud adoption

Dell APEX Hybrid Cloud for VMware 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 multicloud environments. Start with the resources you need today and scale as your business needs grow with a simplified hybrid cloud experience.

APEX Hybrid Cloud for VMware offers predictable monthly pricing available through 1- to 5-year term subscriptions—where hardware, software, and services to support deployment, rack integration, and asset recovery are included. Subscribe to nodes 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.

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

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
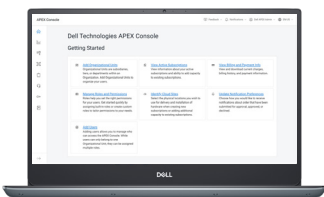
Rapidly respond to changing business needs
Meet your business and application needs with a flexible cloud solution

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 APEX Console is your centralized platform for managing and orchestrating your multicloud journey.

• Choose service options based on the performance that best supports your desired outcomes
• Gain visibility over your cloud costs with proactive monitoring tools
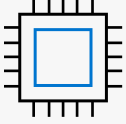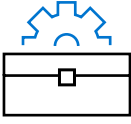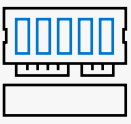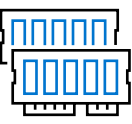• Empower your key stakeholders with role-based, personalized access

Meet your enterprise workload needs with purpose-built node types

With APEX Hybrid Cloud for VMware, it's easy to make the right choice to achieve your business outcomes. Nodes 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, you have the option to select a Graphics Processing Unit (GPU) from NVIDIA™ to address workloads including Virtual Desktop Infrastructure (VDI), mainstream compute workloads, video streaming, and Artificial Intelligence (AI) training, and inference.

Node types and details

Compute optimized	General purpose	Memory optimized	Large scale optimized
4GB Memory-to-core ratio	8GB Memory-to-core ratio	16GB Memory-to-core ratio	32GB Memory-to-core ratio
Use cases • Mainstream web servers • Media encoding servers	**Use cases** • Low to medium traffic web server • CI/CD pipeline servers	**Use cases** • Midsize in-memory databases (SAP/HANA) • Smaller enterprise Java applications	**Use cases** • Data mining • High performance relational databases (Ex. Oracle, MySQL)

Optional GPU types and details

Use cases • VDI density optimized	**Use cases** • General compute • AI inference optimized	**Use cases** • VDI performance optimized • Video encoding/decoding • AI training and inference
Model NVIDIA A16 (or similar)	**Model** NVIDIA A30 (or similar)	**Model** NVIDIA A40 (or similar)

How our customers are using Dell APEX Hybrid Cloud for VMware

» ATN International reduces application support costs by approximately 20% with Dell APEX Hybrid Cloud for VMware

A telecommunications organization overcame multicloud complexity with Dell APEX Hybrid Cloud for VMware. 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 Dell APEX Hybrid Cloud for VMware, the organization was able to move 70% of its IT infrastructure to APEX in under three months, and delivered business outcomes that included:

Approximately 20% lower costs to support IT environment
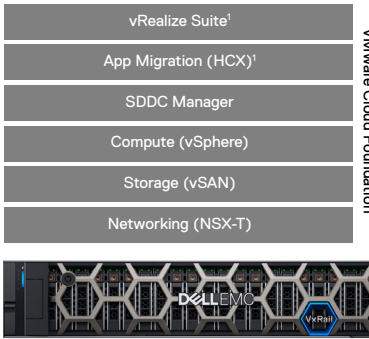
Enabled rapid scalability to address changing market needs

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 infrastructure designed to support you wherever you are in your cloud journey. Dell APEX offers multiple options that enable you to choose the best infrastructure aligning to your organization's IT strategy. Easily start small and scale up in a phased approach that matches your application needs.

	Dell APEX Compute	Dell APEX Private Cloud	Dell APEX Hybrid Cloud for VMware
Management model	Customer managed; Dell owned infrastructure		
Dell provides	Asset-level hardware and software support with 24/7 break-fix assistance and parts replacement		
APEX Compute/HCI	Bare metal compute resources supporting your choice of operating system or hypervisor for virtualized or container-based environments	Start small and scale up with infrastructure for VMware workloads at your data center and edge locations	Delivering a consistent and secure cloud experience for VMware workloads across multicloud environments

APEX Compute column:

Deploy the operating system or hypervisor of your choice

Dell PowerEdge

APEX Private Cloud column:

| Compute (vSphere) |
| Storage (vSAN optional) |

Dell VxRail

APEX Hybrid Cloud for VMware column (VMware Cloud Foundation):

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

Dell VxRail

Learn more about
Dell APEX

dell.com/apex

Contact a Dell
Technologies Expert

dell.com/contact

Join the
conversation

#DellAPEX

DELLTechnologies