

Hyperkonvérčo?

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HCI??? Hyperkonvérčo?

- Combined compute and storage built directly into nodes
- Built on advanced software that can adopt quickly to market demands
- Simplified management, greater agility, predictable performance
- Faster procurement & deployment times than reference architecture and converged infrastructures

HCI Trends: What to expect

Data center modernization



Continues to simplify and transform IT operations

Edge computing growth



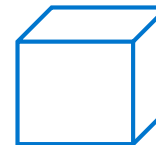
More AI, ML and IOT driving compute at edge locations

Hybrid cloud acceleration



Delivers consistent infrastructure and operations

Cloud-native adoption driver



HCI will power cloud native and container adoption

CONTINUED INNOVATION

New consumption models | New data services | AI / ML for self-diagnosis
Next-gen processors | NVMe | 5G | 100GbE | Enhanced serviceability

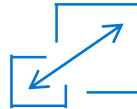
Drivers for HCI adoption

Improve efficiency | Lower OPEX costs



Agility

Public cloud speed, efficiency, and economics within the data center



Scalability

Start small and easily scale up or scale out while maintaining performance levels



Simplicity

Simplify operations with software-driven automation and lifecycle management

What workloads are appropriate for HCI?

TRUE OR FALSE: HCI IS ONLY FOR VDI? FALSE!!

Supports a wide variety of traditional and cloud-native workloads



VXRAIL

FASTEST GROWING HCI SYSTEM¹

Annual
Revenue

>\$1B

Growth
Rate

178%

Customers

4,700+



1. For Q4 2019 year-over-year among TOP 10 product brands. IDC Converged Systems Tracker, Q4-2018, April 2019.
2. Publicly available

Dell EMC industry leadership

#1



Servers



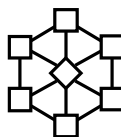
Public & Private Cloud
IT Infrastructure



Storage



Converged



And now, **HYPER-CONVERGED**



Dell EMC VxRail

The fastest & simplest path to IT outcomes in VMware environments



Turnkey experience



Lifecycle management



Highly differentiated



Flexible Licensing



RESTful APIs



Platform Innovation



One-click Upgrades



Serviceability



Operational Transparency



SmartFabric Services



Advanced analytics

What is inside VxRail?



Powered by VMware vSAN

- Flexible vSAN licensing
- vSphere ready*
- vCenter server
- vRealize log Insight

VxRail HCI System Software



- VxRail Manager
- VxRail ACE
- Private and RESTful APIs
- Automation & orchestration services
- Backend services and private downstream connectors

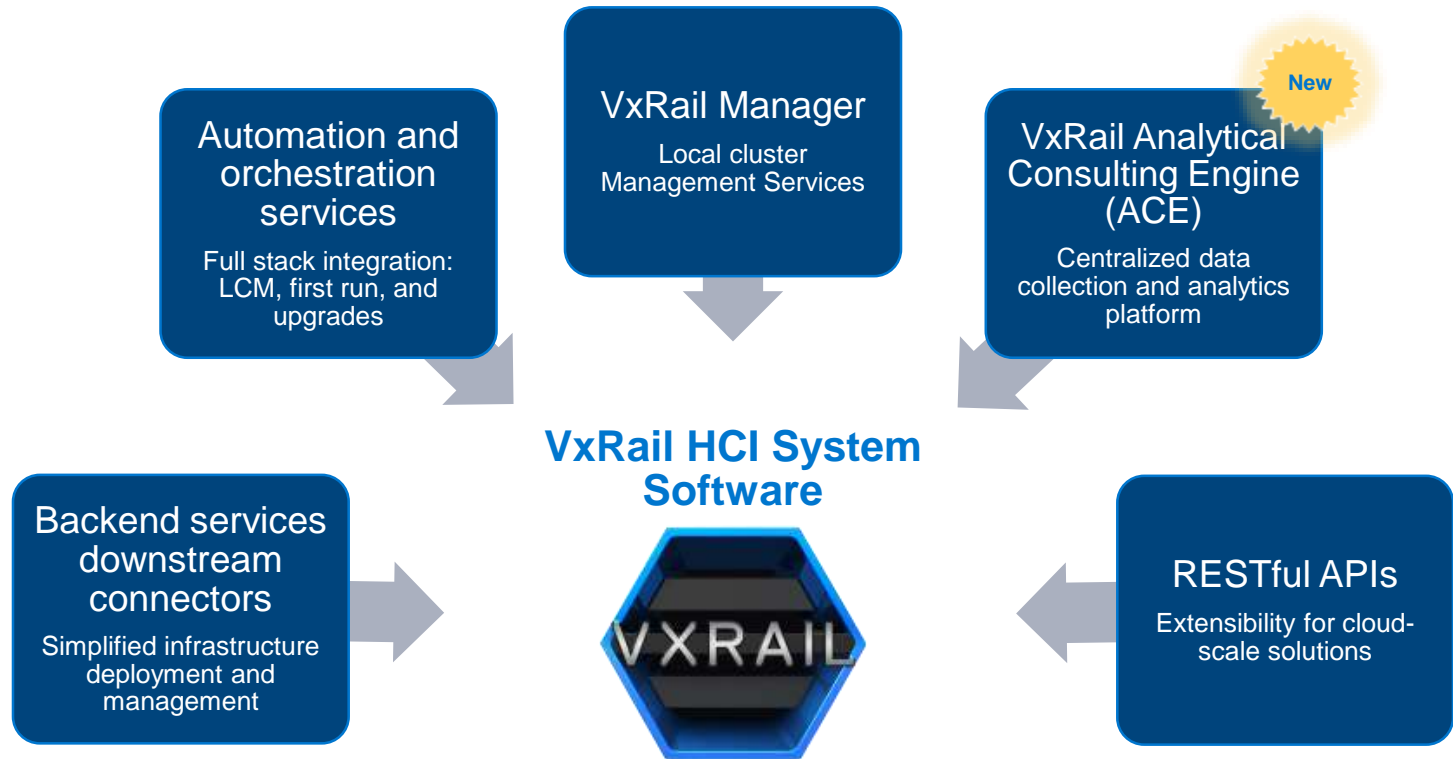
Data protection options

- RecoverPoint for VMs
- VMware vSphere replication

*Compatible with a broad range of customer-supplied vSphere licenses

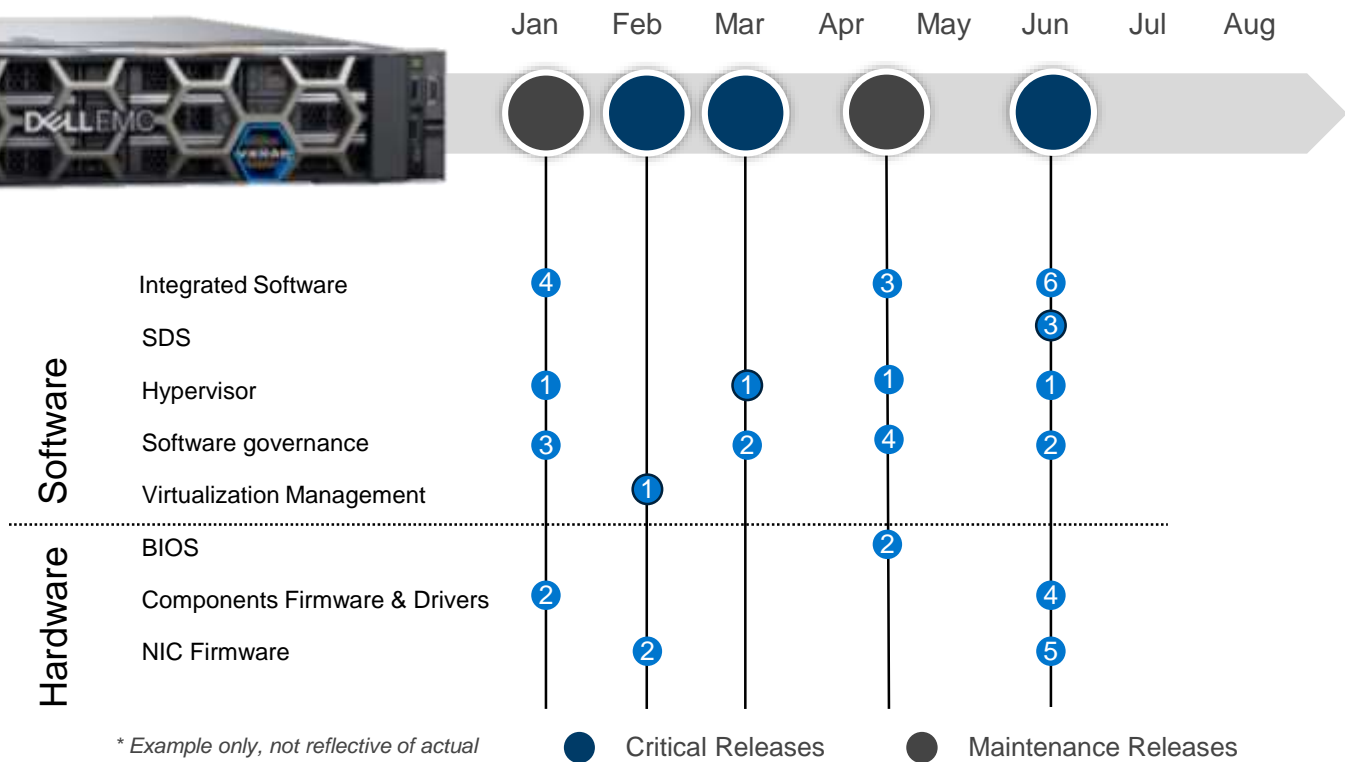
VxRail HCI System Software

Dell EMC value-added capabilities for VMware HCI environments



VxRail simplifies lifecycle mgmt & speeds upgrades

Updates delivered as a single software package within 30 days - no more testing, sequencing, validating








Go from one good known state to the next

Synchronized VxRail & VMware releases get you the latest features and critical updates fast

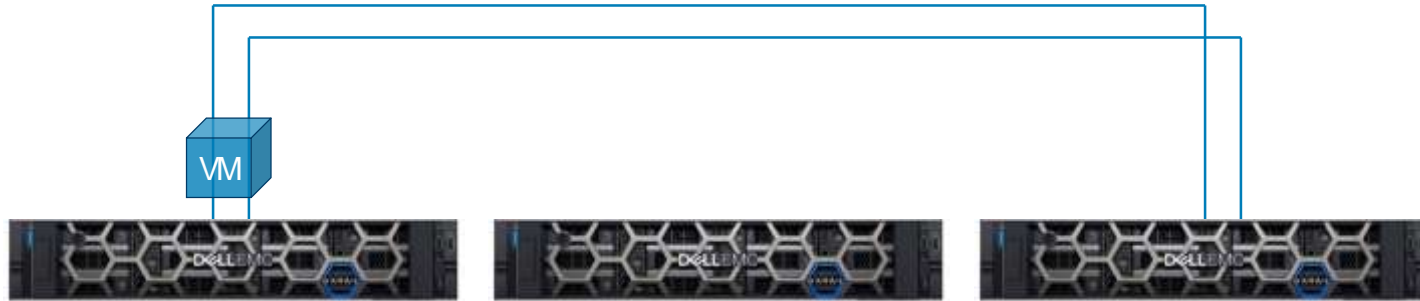
* Example only, not reflective of actual VxRail software packages

VxRail on Dell EMC PowerEdge

G Series	E Series	P Series	V Series	S Series
				
Compute dense	Low profile	Performance optimized	VDI optimized	Storage dense
G560/F	E560/F	P570/F	V570/F	S570
Full platform refresh to Dell EMC 14G PowerEdge servers based on Intel® Xeon® Processor Scalable Family Higher core counts, faster clock frequency, more memory channels, faster memory, higher endurance and redundant boot devices				
2000W or 2400W PSU Single or Dual socket 2x10GbE SFP+ onboard NVMe cache support	1100W PSU 4x10GbE onboard NVMe cache support 25GbE support*	1100W or 1600W PSU 20 capacity drives 4x10GbE onboard NVMe cache support 25GbE support	2000W PSU Up to 3 GPUs 8 more capacity drives 4x10GbE onboard 25GbE support	1100W PSU 4x10GbE onboard 25GbE support

Continuously modernize

Evergreen clusters simplify tech refresh—no forklift migrations



Add new appliance to cluster
vMotion workload to new appliance
Remove old node
Non-disruptively

VxRail – your platform for edge, core, and cloud



Turnkey experience



Lifecycle management



Highly differentiated

DataCenter-as-a-Service:
VMware Cloud on Dell EMC

Upgrade, Refresh or Expansion of
a Modern Data Center



Core

Enterprise Edge:
Starting at 2 nodes



Edge



Cloud

Cloud Native Adoption
Driver



Dell Tech Cloud Platform:
Automated and
Accelerated Hybrid Cloud



Custom and Guided
Hybrid Cloud Architecture



VxRail HCI System Software

Standardized Services for VxRail

Deploy

ProDeploy

**ProDeploy
Plus**

Add-on services

- Top-of-Rack Switch
- RecoverPoint for Virtual Machines
- Data Domain Virtual Edition
- Data Protection Suite for VMware
- Stretched Clusters

Support

ProSupport
Next Business
Day

ProSupport
Mission Critical

**ProSupport
Plus**

**The winning combination:
ProDeploy Plus and
ProSupport Plus**

DELLTechnologies