Discover what is the hype of true multi-cloud with Dell Technologies

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orange™ Business Services

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Technology
has the potential
to transform the world

Our purpose
To create technologies that
drive human progress

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The Dell Technologies Advantage

How we make it real

Our purpose

To create technologies that drive human progress. This is why we are in business.

Our vision

To become the essential infrastructure company – from the edge to the data center to the cloud – not only for today's applications, but for the multi-cloud world we're entering. This is what we aspire to achieve.

Our strategy

To achieve this vision is to (1) lead the transformation of business through digital, IT, security, and workforce transformation, and (2) lead the consolidation of the core infrastructure markets in which we compete. This is our plan for the next several years.

Application Transformation

IT Transformation

Workforce Transformation

Security Transformation

DELL EMC Pivotal RSA Secureworks virtustream vmware DELL Technologies

Dell Technologies at a Glance

DELL EMC Pivotal RSA Secureworks virtustream vmware

$91B
Revenue[1]

Serving
99%
Fortune 500

145k
Team members

180
Countries

40k
Full-time sales, specialty and technical team members

$4.5B
Annual R&D Investment

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From the Edge to the Data Center to the Cloud

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From the Edge to the Data Center to the Cloud

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Digital Universe is Multi Cloud

Edge Cloud

Private Cloud

Public Cloud

Dell Technologies
The essential Infrastructure Solution Company
IaaS, CaaS, PaaS

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CLOUD IS A WAY - AN OPERATING MODEL

not a place nor a vendor – future is decentralized

IT’s ALL ABOUT WORKLOAD’s

a profile assessment defines best operating model for any given group of applications

WHY A CLOUD FIRST STRATEGY?

Define business goals to avoid additional complexity and cost

Public Clouds are the new Silos

Hybrid Cloud

Private
Data Center

Native Public Cloud

Microsoft
Azure

aws

Google Cloud

Operational
Silos

Disparate
M&O Tools

Complex lifecycle
management

Inconsistent
SLAs

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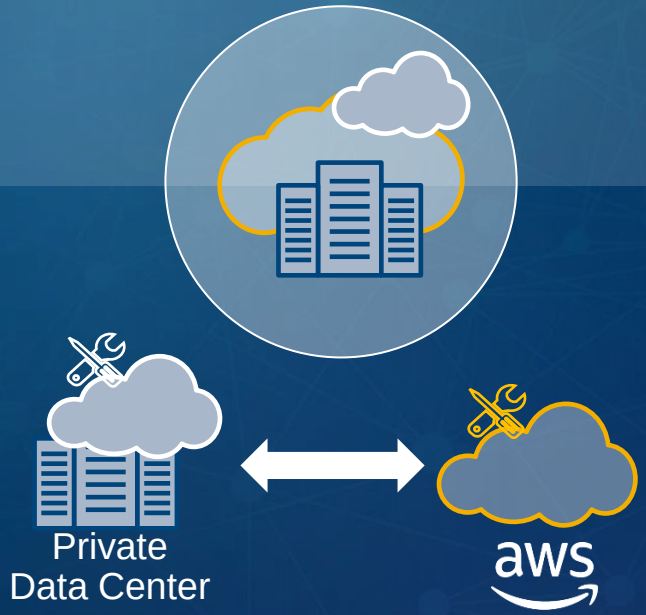
Realize Dell Technologies Multi-Cloud

Hybrid Cloud



Native Public Cloud

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Dell Technologies Cloud Platform

Standardize-Modernize-Automate and Transform

DELL Technologies Cloud Platform

DELL Technologies

Dell Technologies Cloud Platform

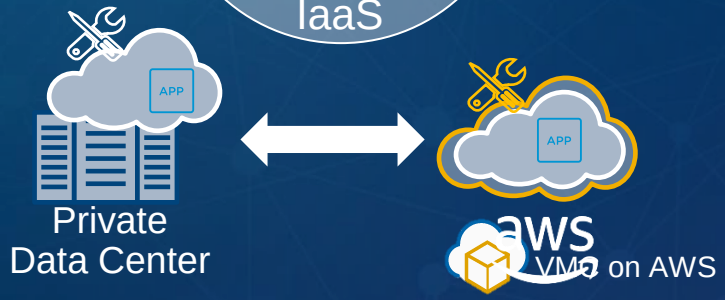
Standardize-Modernize-Automate and Transform

DELL Technologies Cloud Platform

DELL Technologies

Realize Dell Technologies Multi-Cloud

Hybrid Cloud



Native Public Cloud

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VMware Cloud on AWS

VMware Cloud on AWS

mark@lohmeyerllc.com

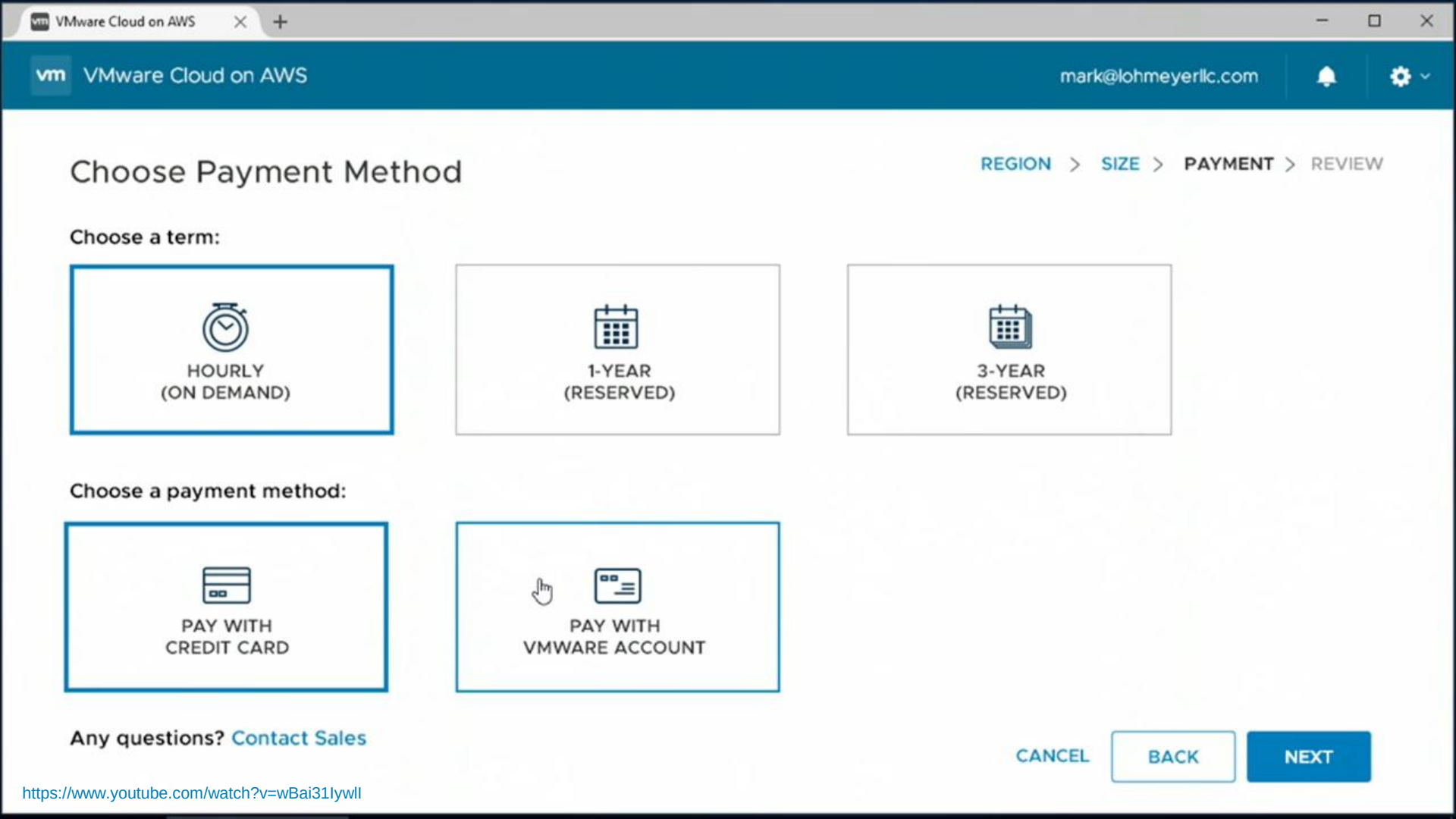
Choose A Region

REGION > SIZE > PAYMENT > REVIEW

CANCEL

NEXT

https://www.youtube.com/watch?v=wBai31IywII



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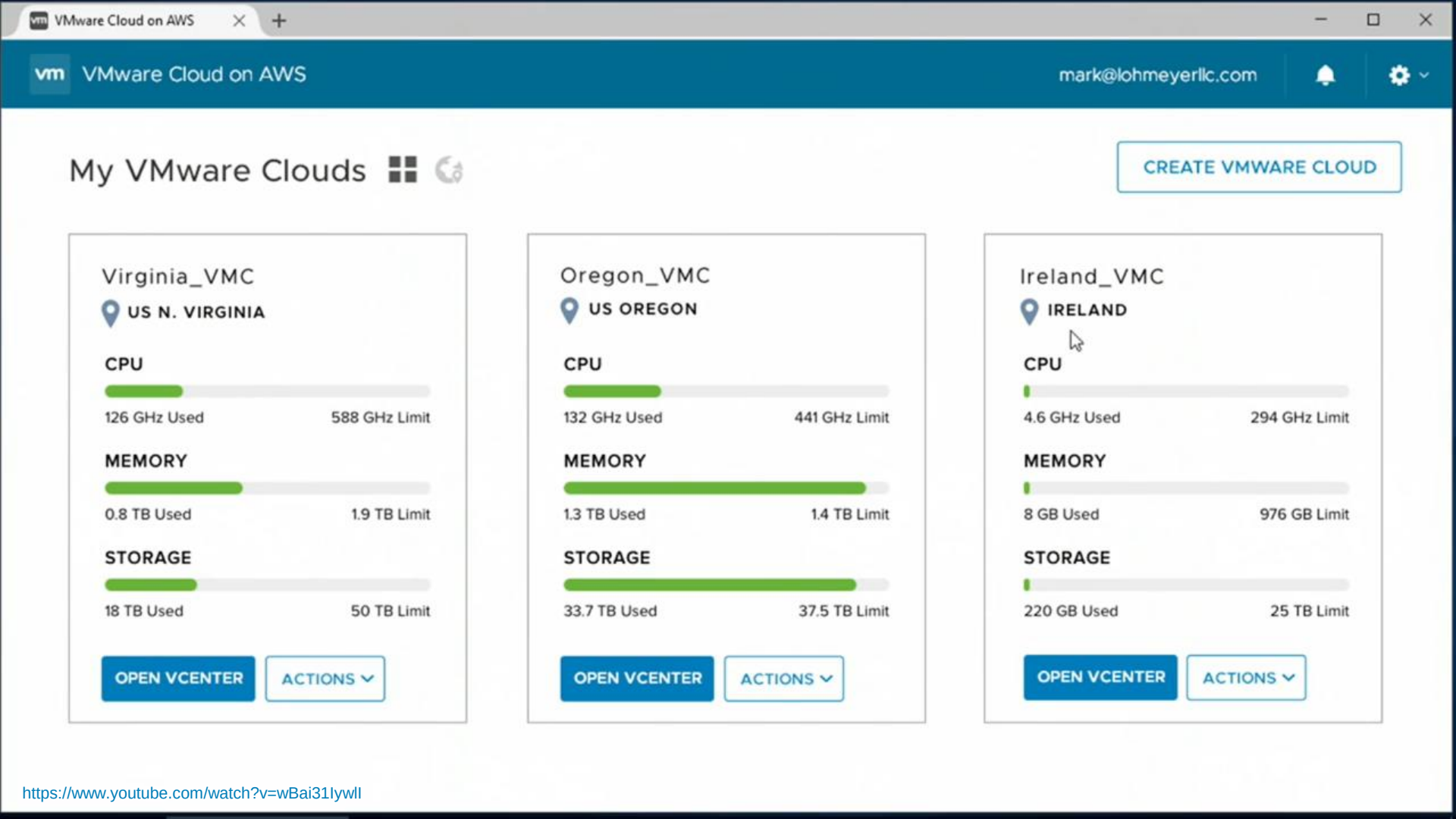

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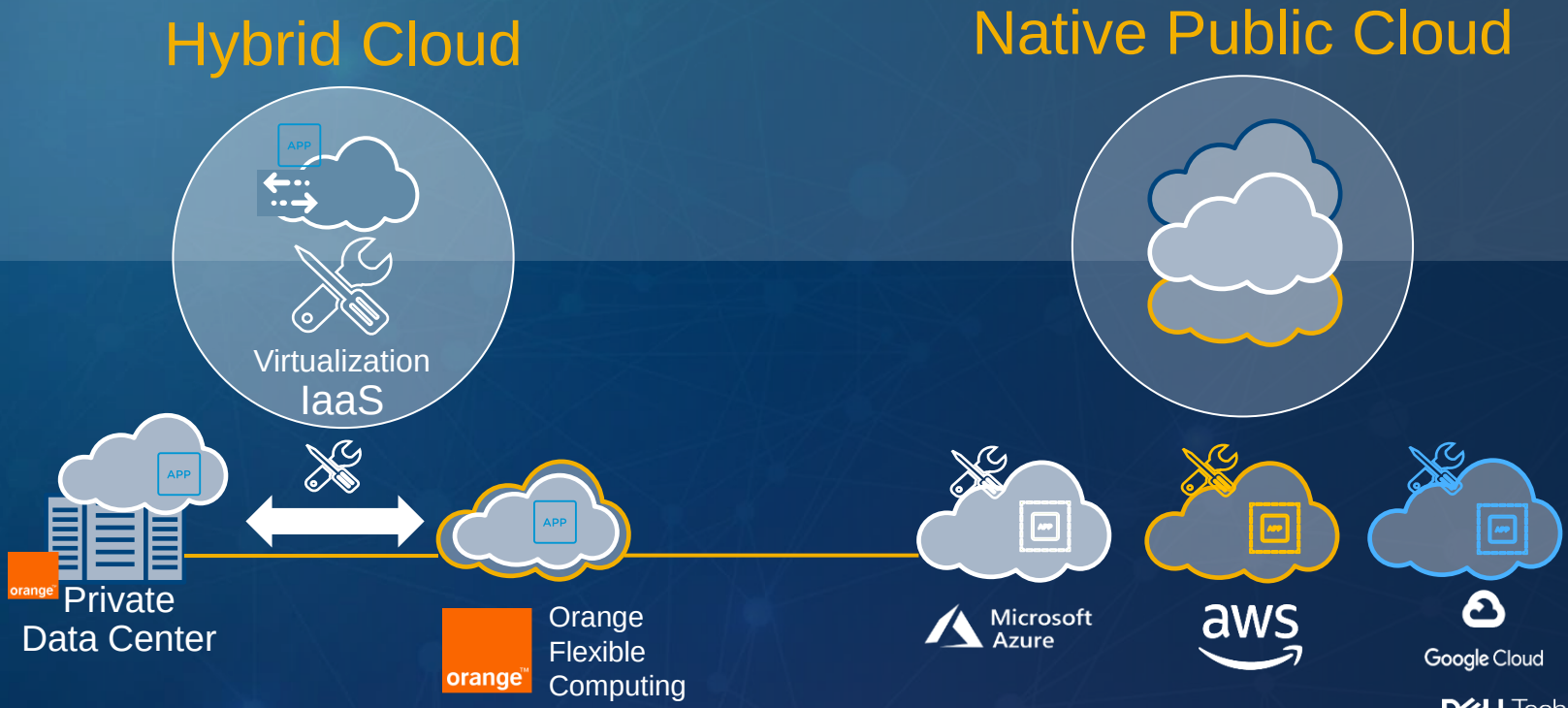
Realize Dell Technologies Multi-Cloud



Cloud Repatriation

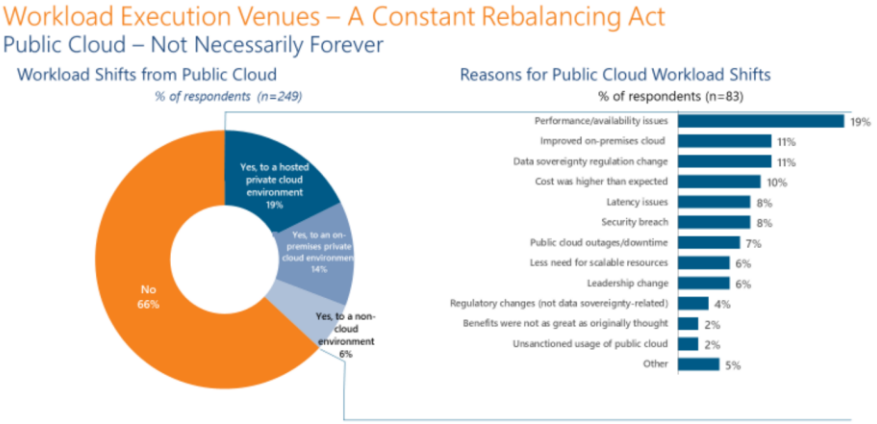
The Trouble with Cloud "Repatriation"

Friday, 03 August 2018 | Cassandra Rowe | Research & Data | 4186 Hits

Key analysts: Liam Eagle - Research Manager, Voice of the Enterprise: Cloud, Hosting & Managed Services, and Melanie Posey - Research Vice President and General Manager, Voice of the Enterprise

We have all known someone who regretted getting a tattoo. A seemingly permanent choice they loved ten years ago, is now covered up or removed. But who knows where they will be in another 10 years. In a nutshell, this analogy describes the phenomenon many IT analysts called "cloud repatriation" – the shift of workloads from public cloud to local infrastructure environments.

We have also called this phenomenon "cloud repatriation," though not without some internal healthy debates about the validity of the phrase (yes – it rivaled the infamous "what color is the dress" debate for us). The debate focused on the word "repatriation" and how it suggests a transition to a permanent state of being. That doesn't accurately describe an enterprise's relationship with IT infrastructure. Much like our acquaintance full of tattoo regret, the priorities, needs and sometimes the entire business model of an enterprise changes and makes that new infrastructure less effective or appropriate than it was first deployed.



Source: https://451research.com/blog/1960-the-trouble-with-cloud-repatriation

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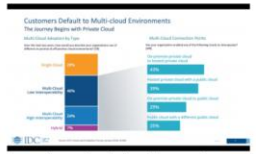
Cloud repatriation – the latest push back to public cloud is analyst vaporware

By Kurt Marko September 20, 2018

SUMMARY: Cloud repatriation is the latest analyst inspired taking point among on-premise diehards. But is it real?

2 Comments



Recent signs of detente notwithstanding, cloud service providers and traditional enterprise IT equipment vendors regularly engage in a tug-of-war of press releases and case studies touting the latest major company to either: (a) abandon their data centers for the public cloud, or (b) recoil from shared cloud services in favor of shiny new private cloud infrastructure.

For every GE going all-in with AWS, it seems there's a Dropbox leaving (at least in part) for the greener pastures of a private, self-managed environment. The latter phenomenon has a memorable, if not controversial new label, *cloud repatriation*, as if like Dolly in the musical, the workloads are going back home where they belong.

It should come as no surprise that incumbent IT suppliers are big fans of cloud repatriation. Dell EMC has promoted the concept and it was a hot topic at the recent VMworld event, including at the annual research briefing by IDC where analysts shared some survey data and their conclusions about a looming surge in enterprise private clouds.

Meanwhile, hard financial data shows that public cloud usage is booming, so there's undoubtedly something more to the story. (sic)

Workloads moving to the cloud, the question is which one

The current case for public cloud abandonment rests on a January 2018 IDC survey finding that this year, 81 percent of 400 "IT decision makers" will migrate applications or data *"that were primarily part of a public cloud environment to a private cloud or on-premises environment."* The number jumps to 85 percent when considering plans for 2019. The nuance is that the destination for these workloads is anything but uniform.

Source: https://diginomica.com/cloud-repatriation-the-latest-push-back-to-public-cloud-is-analyst-vaporware/

Realize Dell Technologies Multi-Cloud

Hybrid Cloud

Native Public Cloud

Differentiator's

1. Agility, Flexibility and Choice
2. VM & App Mobility
3. Seamless Operation's

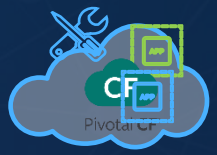
Best placement
for todays and tomorrows
workload's

Private
Data Center

orange™
Orange
Flexible
Computing

Microsoft
Azure

aws



Google Cloud

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Customer Success Story

Customer Request:

- Dev, Stage, and Single Production Instance for Pivotal Cloud Foundry (PCF) and Pivotal Container Service (PKS) in China

Dell Technologies Recommendation:

- Pivotal Ready Architecture (PRA) from Pivotal, VMware, and Dell EMC

Why Pivotal Ready Architecture:

- Fastest way to deploy to new markets including China – from months to weeks
- Reduction of customer incidents through automation, lifecycle management, and serviceability
- Highly integrated, industry standard solution to deploy PCF and PKS on-premises

Customer Success Story

Speed & Scalability

4+ weeks to 0 days
Time Spent Testing and Validating Infrastructure Components

191%
Faster Infrastructure Resource Expansion

15 to 5
Weeks to set up PCF on premises

Stability & Security

Validated
Pivotal vSphere and NSX-T Reference Architecture

93%
Faster Infrastructure Patching/Upgrading

0
Downtime Infrastructure Upgrades

Realize your Multi-Cloud with OBS and Dell Technologies

OFF PREMISE

ON PREMISE

Microsoft Azure

DELL Technologies

orange

amazon web services

Google Cloud Platform

Microsoft

MS Applications

vmware

General Purpose Applications

Pivotal

Cloud-Native Applications

Azure Stack

Dell Technologies Cloud Platform

Pivotal Ready Architecture

Thank you

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