Unlock Innovation with a Multi-cloud Strategy

NCS TechConnect

KC Choi
Senior Vice President, Global Enterprise Systems Engineering

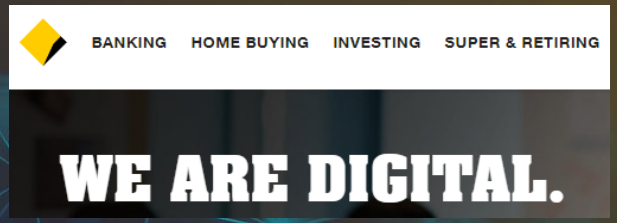
DELL Technologies

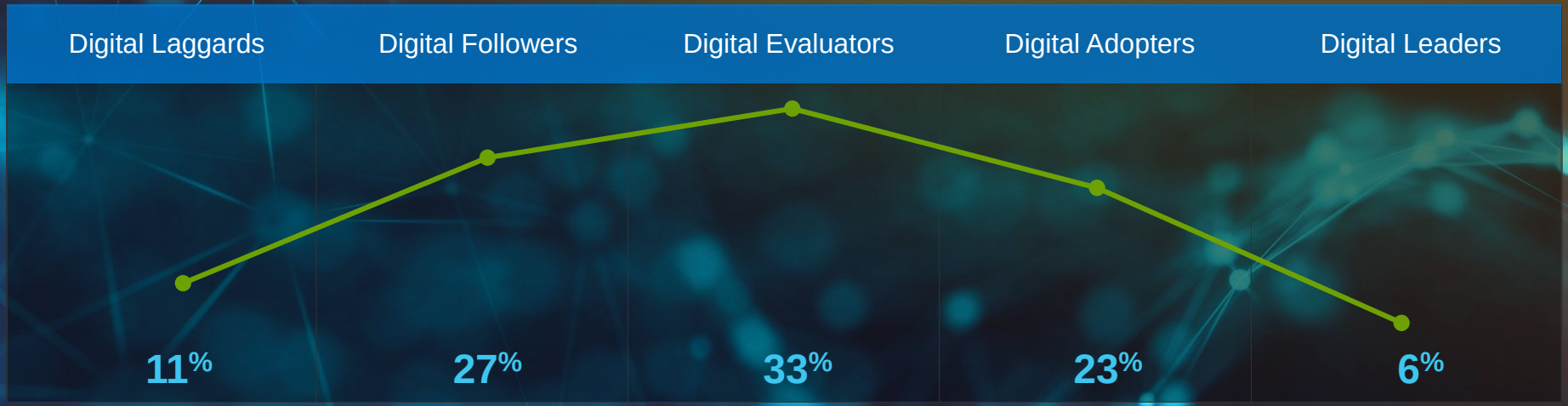
The Digital Present…the 4th Industrial Revolution

Every organization needs to be a digital organization, powered by data, running in a multi-cloud world.

DELL Technologies

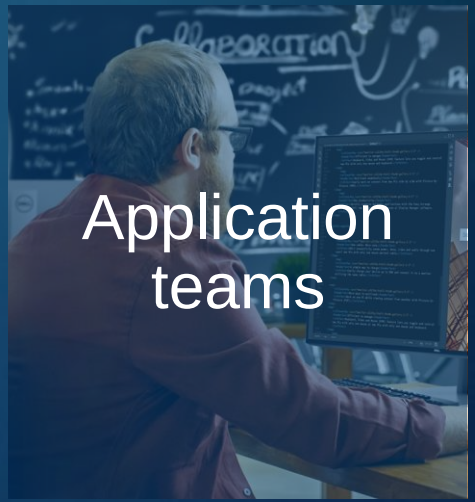
The Pace of Digital Transformation in APJ

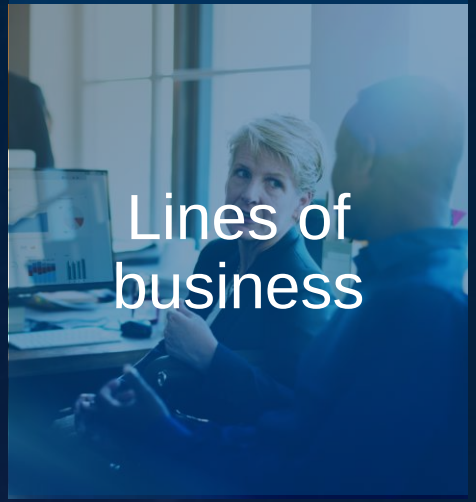




DELL Technologies

Pressure to Innovate

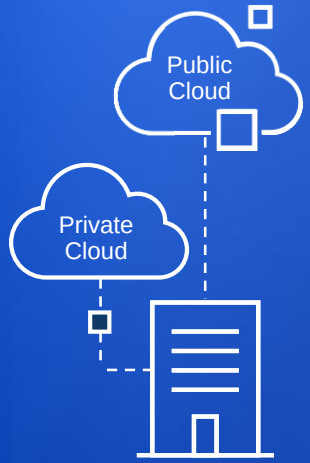




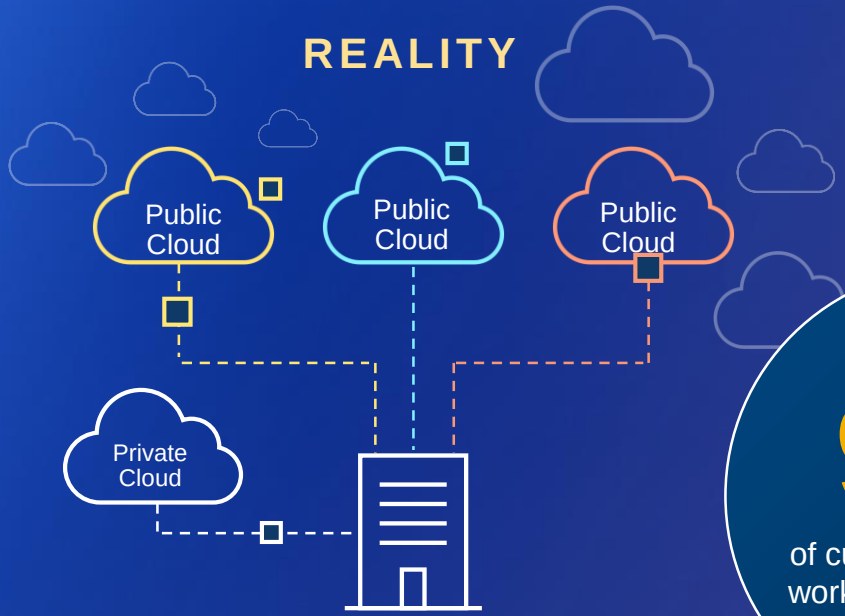
DELL Technologies

Organizations Approach to Cloud Computing

EXPECTATION



REALITY



93%

of customers will deploy workloads across two or more clouds[1]

[1] IDC White Paper, sponsored by Cisco, Adopting Multicloud — A Fact-Based Blueprint for Reducing Enterprise Business Risks, June 2018.

DELL Technologies

Making Multi-Cloud Real

Dell Technologies Cloud on AWS and Microsoft Azure Clouds

DELL Technologies
Cloud

Multi-cloud is a journey
and destination…
DELL Technologies

Get There Faster…
JR500
DELL Technologies

Operating in Multiple-Clouds Leads to Organizational Complexity

Complex Workload Migrations

Operational Silos

Disparate M&O Tools

Uncertain Security Postures

New Skills & Processes

Inconsistent SLAs

Slowing cloud adoption & limiting its effectiveness

Architect for Flexibility

People-centric

Data focus

Technology interoperability

DELL Technologies

Create a Consistent Operational Experience

Private cloud

Public cloud

Edge

Consistent Infrastructure | Consistent Operations

DELL Technologies

Introducing Dell Technologies Cloud

#1 Global Provider of Cloud Systems Management Software[1]

#1 Globally in Cloud IT Infrastructure Revenue[2]

ONE cloud strategy…

Two leaders ….

[1] IDC Worldwide Quarterly Cloud System Management Software Market Shares September 2018 – Doc #US44282218
[2] DC Worldwide Quarterly Cloud IT Infrastructure Tracker, March 2019

DELL Technologies

Dell Technologies Cloud

The complete portfolio for the Hybrid Cloud Journey

Consistent Value Added Services

Consistent Operations

Automation and Operations • Across Clouds

Consistent Infrastructure

VM Infrastructure • Container Infrastructure • Systems Infrastructure

Introducing Dell Technologies Cloud

Dell Technologies Cloud Platforms

vmware Cloud Foundation

HCI

CI

Dell Tech Validated Design

- Built on trusted infrastructure from Dell EMC
- Flexibility to meet a variety of workload/performance needs
- Migrate workloads seamlessly between public and private cloud using familiar VMware tools

Dell Technologies Cloud Datacenter-As-A-Service

VMware Cloud on Dell EMC
(Project Dimension)

- Fully managed by Dell Technologies
- Deliver public cloud agility and simplicity to your on-premises workloads
- Utilize familiar VMware tools to provision and migrate workloads

DELL Technologies

Available Now: Dell Technologies Cloud Platforms

Jointly engineered to be the simplest and fastest hybrid cloud to deploy

Optional Add-Ons

VMware Cloud on AWS Credits
Cloud Consulting Services
Flexible Consumption and Metered Usage

vmware Cloud Foundation + VXRAIL

Implementation & Support Services

ONE

Full stack integration

Available single-vendor support

Automated lifecycle management

Frictionless path to public cloud

Network flexibility

DELL Technologies

Introducing Dell Technologies Cloud

Dell Technologies Cloud Platforms

vmware Cloud Foundation

HCI

CI

DT Validated Compute, Storage and Networking

- Built on trusted infrastructure from Dell EMC
- Flexibility to meet a variety of workload/performance needs
- Migrate workloads seamlessly between public and private cloud using familiar VMware tools

Dell Technologies Cloud Datacenter-As-A-Service

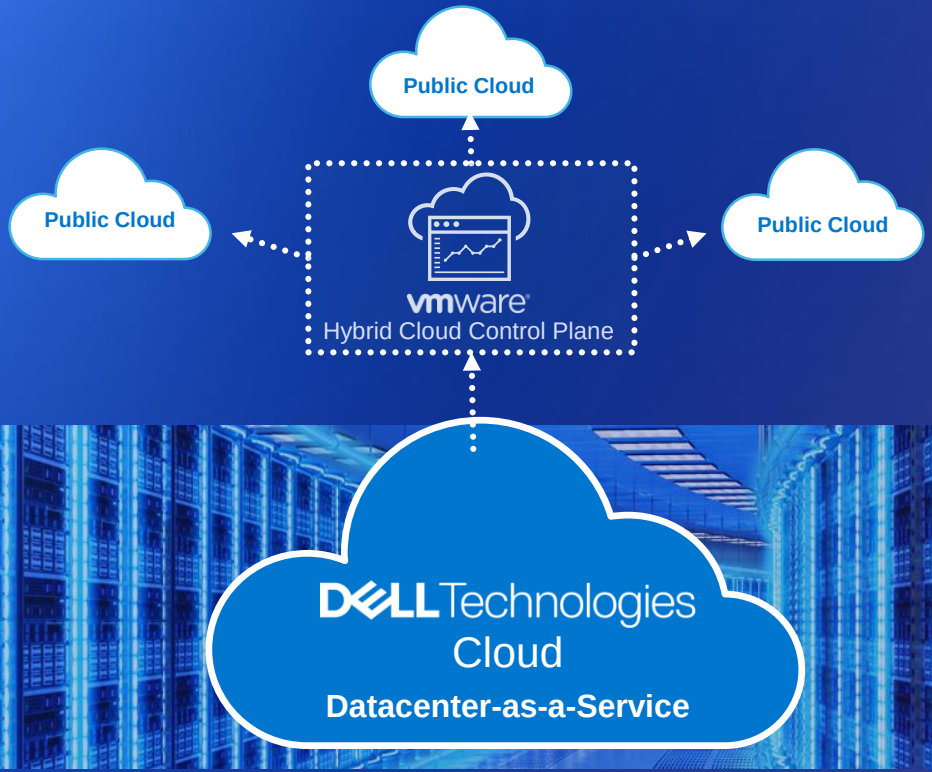
VMware Cloud on Dell EMC
(Project Dimension)

- Fully managed by Dell Technologies
- Deliver public cloud agility and simplicity to your on-premises workloads
- Utilize familiar VMware tools to provision and migrate workloads

DELL Technologies

Dell Technologies Cloud Datacenter-as-a-Service

Delivering a consistent cloud operating model



VMware Cloud on Dell EMC: How it works

Dell Technologies installs cloud infrastructure in your core and edge data centers

The system will Self-configure and register with VMware Cloud servers

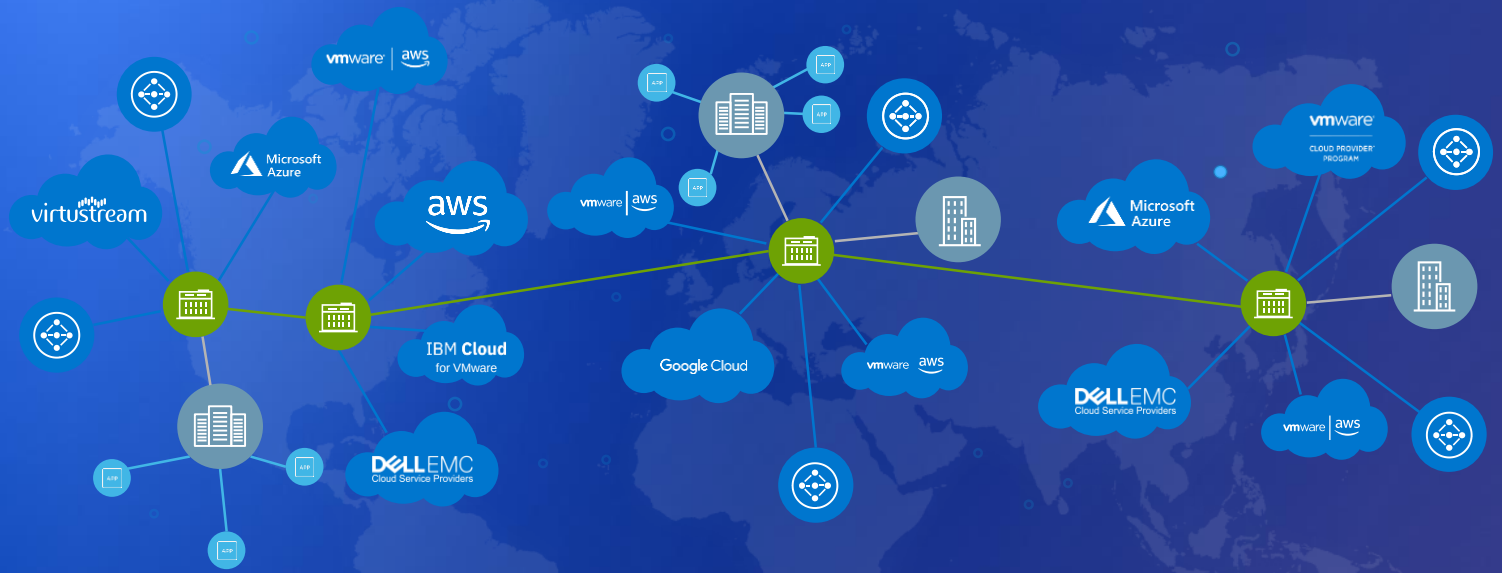
The system—hardware + software—is fully managed by Dell Technologies

Customers provision resources through the VMware hybrid cloud control plane

DELL Technologies

Dell Technologies: Cloud partners

World's broadest cloud provider ecosystem



Consistent Infrastructure, Consistent Operations from the Private Cloud to Public Cloud to Edge

DELL Technologies

Digital India

IT (India Talent) + IT (Info Tech) = IT (India Tomorrow)

A Game Changer for Good Governance

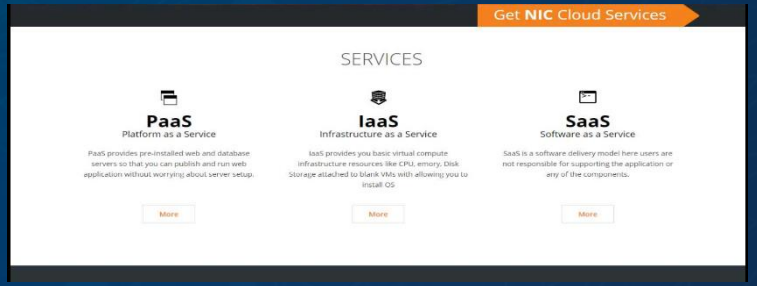
Technology at the Front & Center to Enable Change

A Transformational Program to Build Holistic Capabilities

DELL Technologies

NIC Cloud

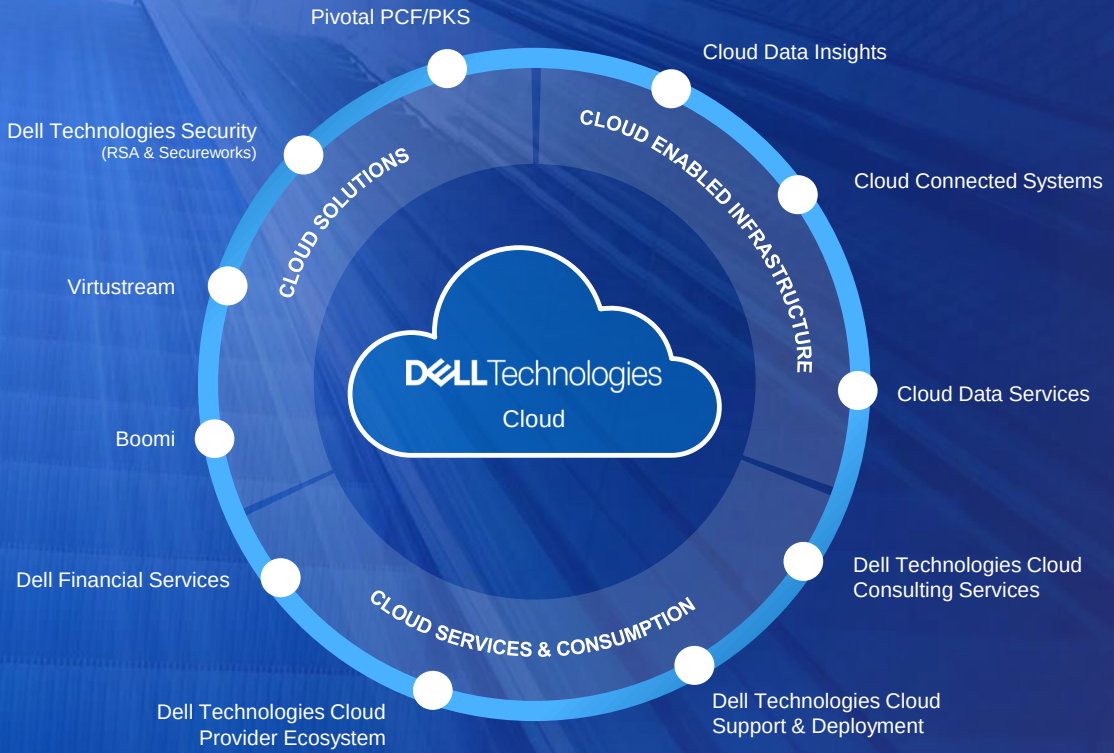
MeghRaj CLOUD INITIATIVE
NATIONAL CLOUD BY NIC



DELL Technologies

Why Dell Technologies for Your Cloud Journey?

Unmatched breadth of capabilities and value for the Dell Technologies Cloud



DELL Technologies

THANK YOU