

Del EMC Cloud for Microsoft Azure Stack

**Your simplest and fastest path to Microsoft
Azure Stack for IT and digital transformation**

Internal Use - Confidential

Rising and continuously changing expectations around experiences

Rising and continuously changing expectations around experiences



Always available

Real-time updates

Intelligent interactions

Intelligent applications are the new face of business

Rising and continuously changing expectations around experiences

Rising and continuously changing expectations around experiences



ANYWAY

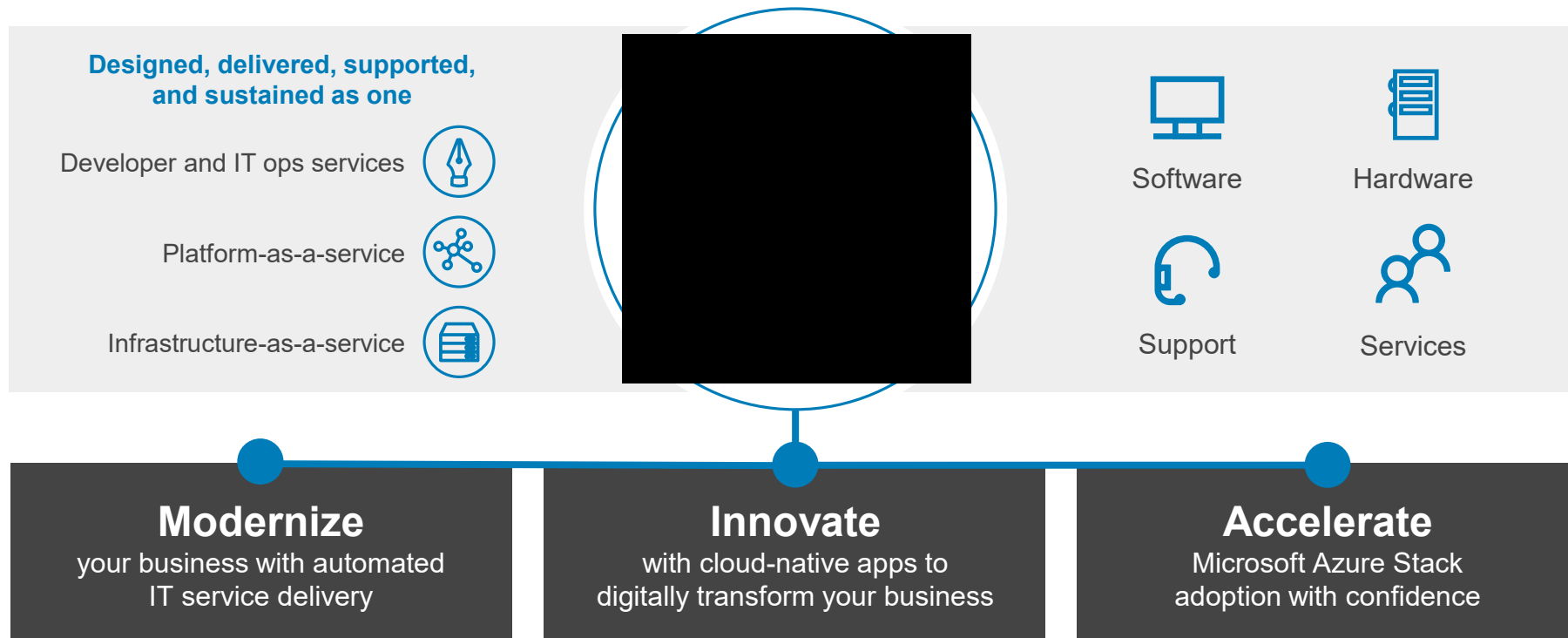
ANYWHERE

ANYTIME

Intelligent applications are the new face of business

Dell EMC Cloud for Microsoft Azure Stack

Fully engineered hybrid cloud platform



Modernize your business

Dell EMC Cloud for Microsoft Azure Stack



MODERNIZE

Business, developers, and IT ops

Consistent experience for
Azure and Azure Stack

Broker self-service
with confidence

Protect and secure
application data

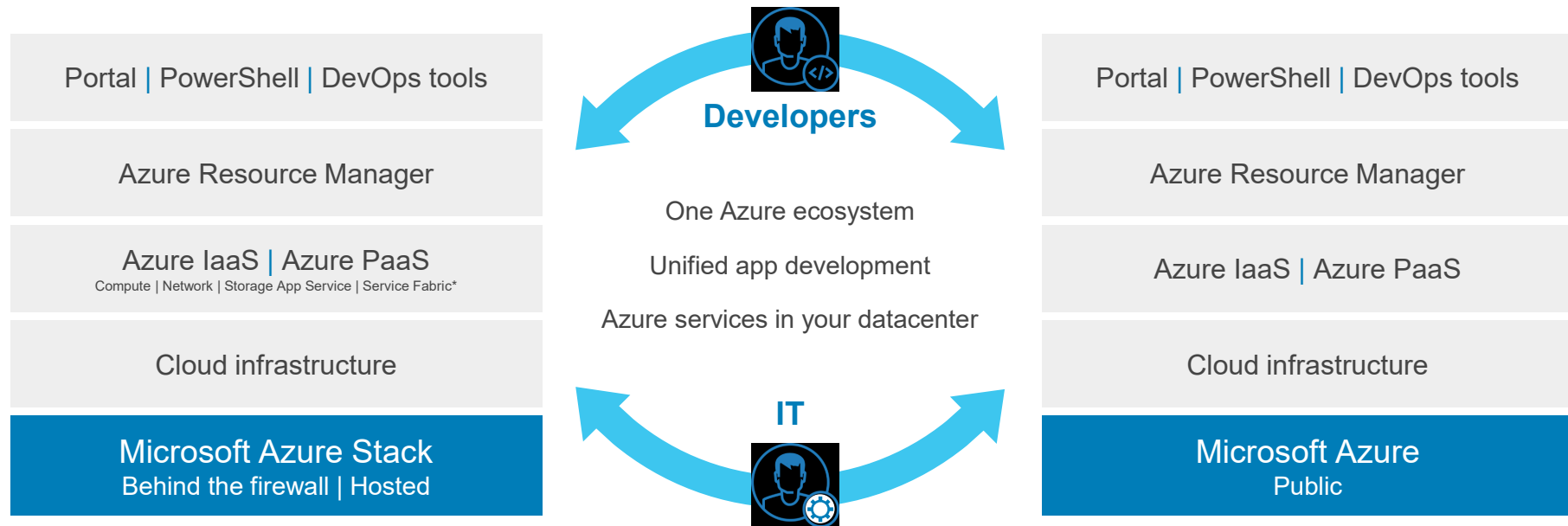
Flexible consumption
makes it easy

#1

Hybrid cloud
platform for
all apps

One hybrid cloud platform for all apps

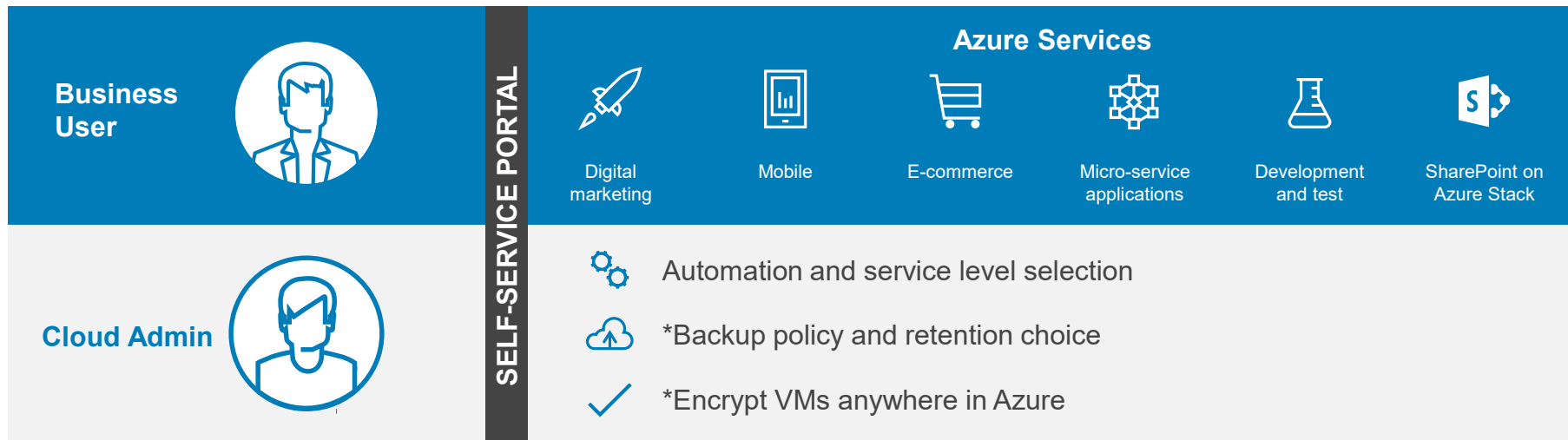
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Manage with a consistent experience

The power of Azure in your datacenter

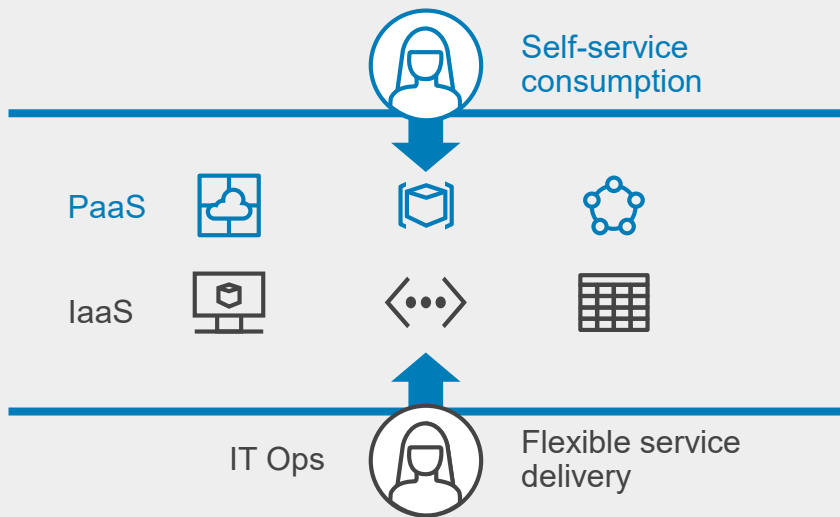
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Placing business in the drivers seat

Broker Azure services with confidence

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Azure and Azure Stack service definition

VM encryption and network security controls

Role-based access control

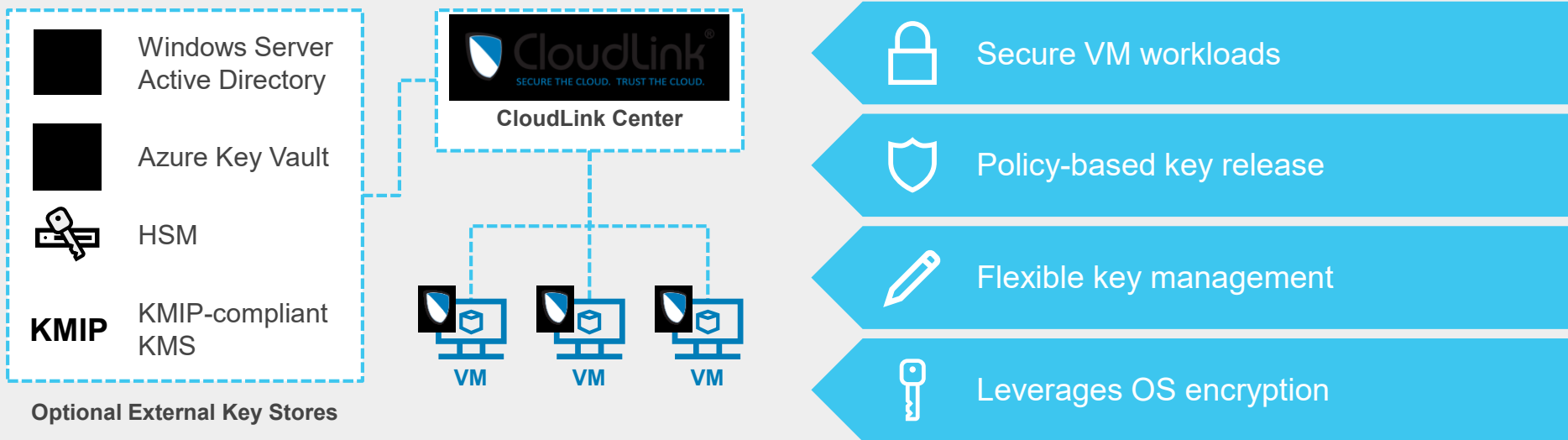
Workload deployment across multiple regions

Backup and restore services

Fully engineered hybrid cloud platform eases deployment and management

Secure application VMs anywhere in Azure

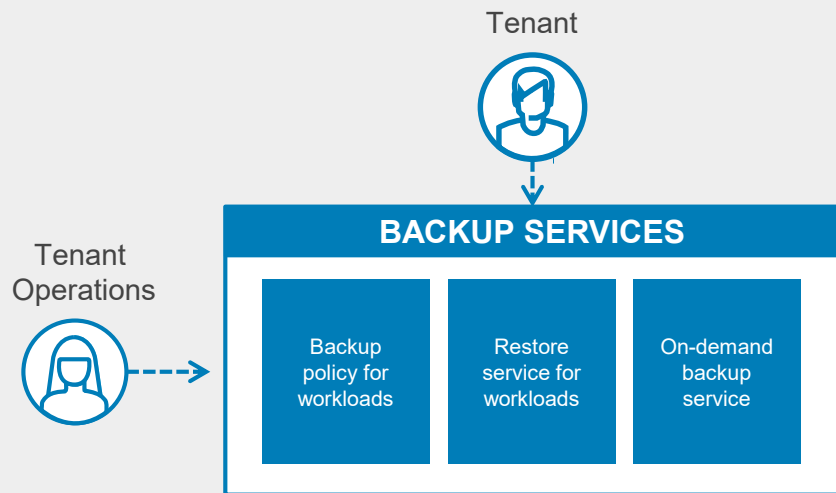
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Add-on option for encryption-as-a-service

Protect tenant data in Azure Stack

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IT management of backup service offerings

Align service levels to cost objectives

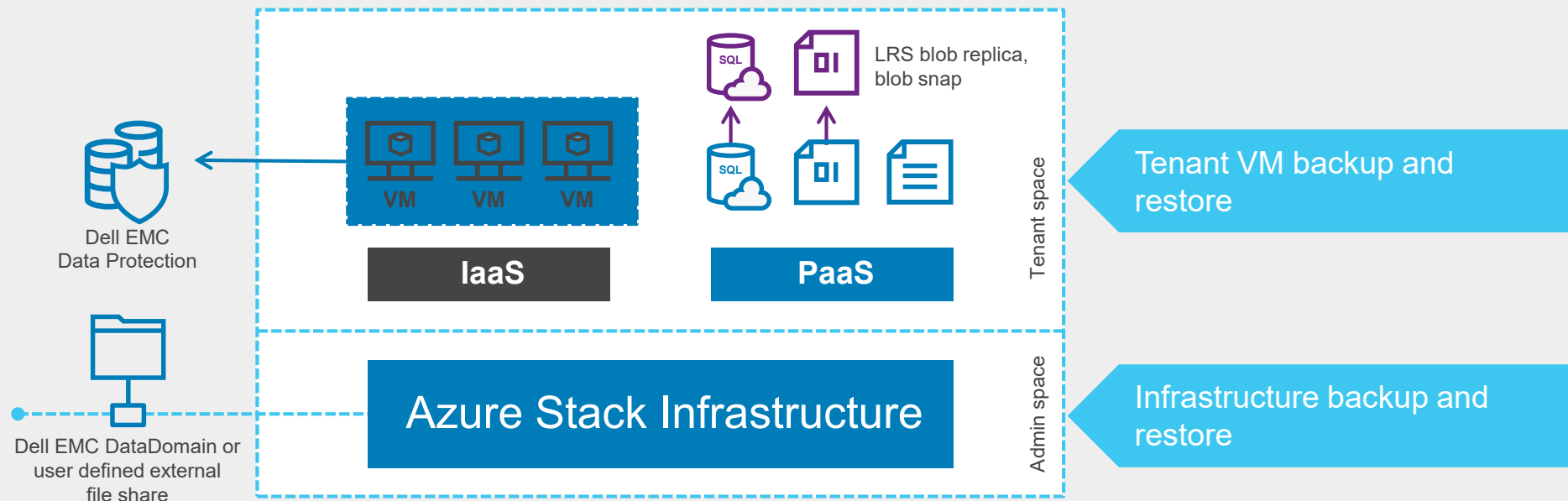
Most efficient backup and recovery services

Tailor-made for virtual environments and cloud

Add-on option for Dell EMC backup

Protect the Azure Stack infrastructure

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Embedded infrastructure backup services

Flexible consumption models make it easy

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Utility

Pay-as-you-go option for
azure and azure stack
software services



Dell EMC Hardware & Software



Traditional Capex



Options via Dell Financial Services

The choice is yours

Innovate faster to achieve business outcomes

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INNOVATE

Business, developers, and IT ops

Increase innovation velocity

Write once, run in Azure or Azure Stack

Empower developers

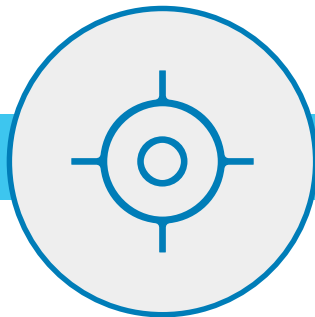
Let DevOps set you free

High performing tech companies fail fast and update constantly



24x

Faster recovery from failures than peers



200X

More deployments than peers



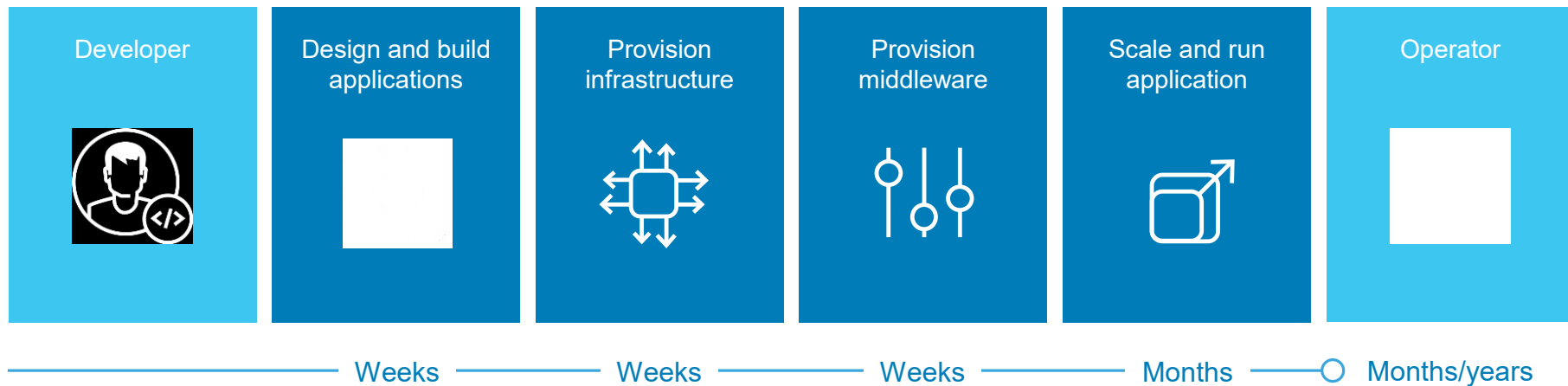
49%

Of their time is spent on new work

“DevOps helps organizations achieve greater IT speed and, thus, faster achievement of business goals.” IDC: A Roadmap to Agility

Eliminate complexity and friction

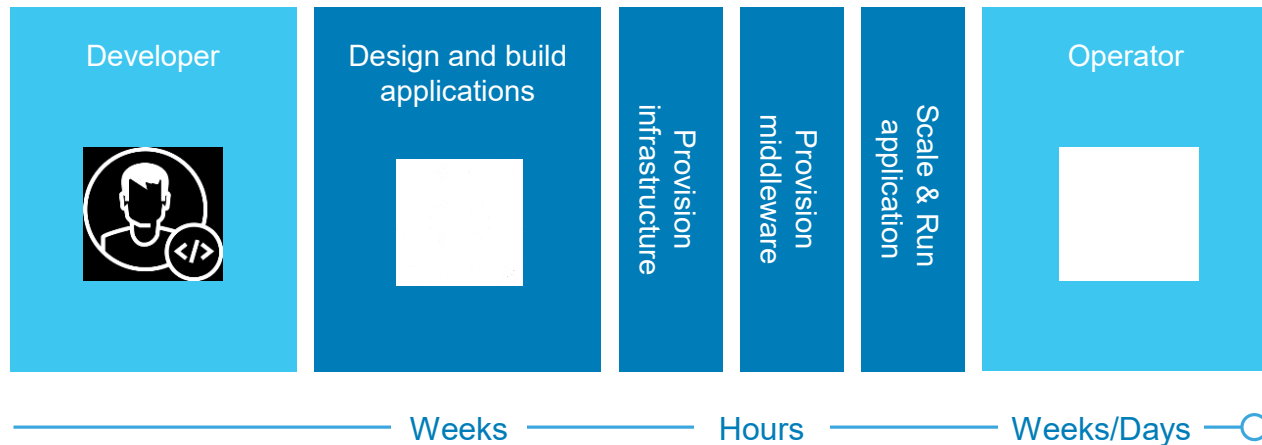
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Cloud native offers a better way

Increase innovation velocity

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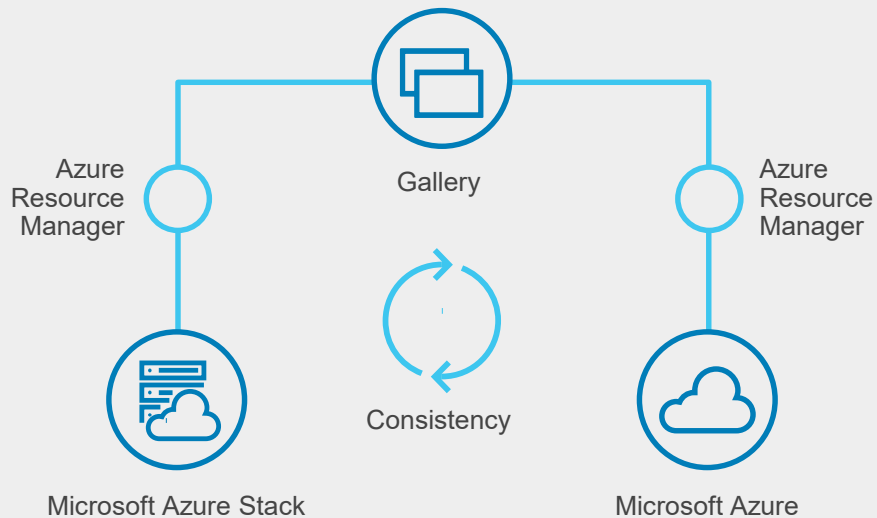


Improve customer engagement through game-changing apps

Consistent application development experience

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DESCRIBE | DEPLOY | CONTROL



Write once, deploy to Azure or Azure Stack

Identical application model with same APIs

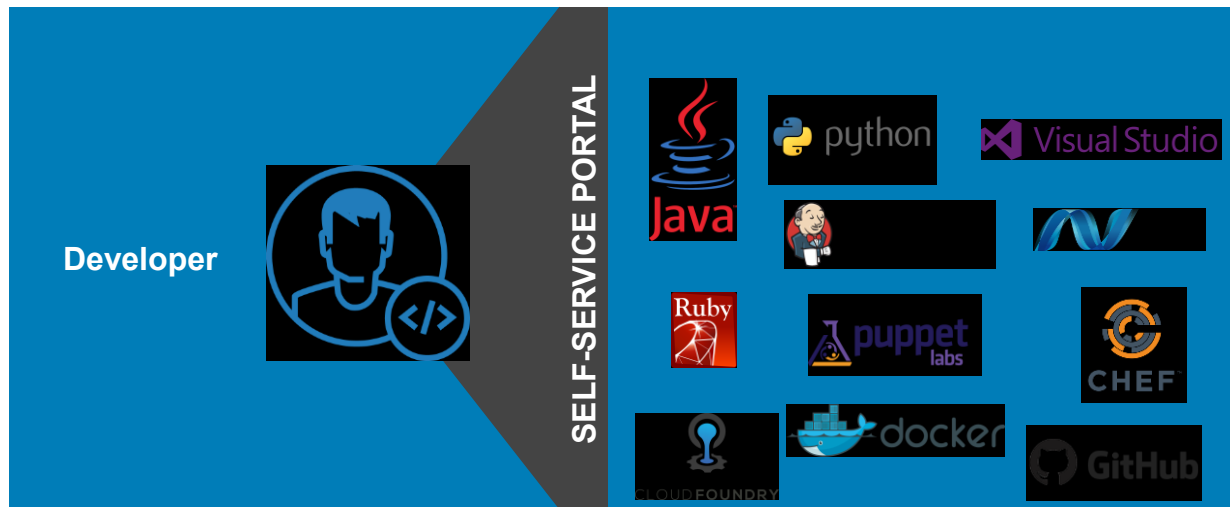
Role-based Access Control (RBAC)

Service definition

Choice of open source application platforms, languages, and frameworks

Empower developers with Azure tools

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...and more!

The choice is yours

Adopt a hybrid cloud business model with confidence

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ACCELERATE

Business, developers, and IT ops

Engineered for speed
and simplicity

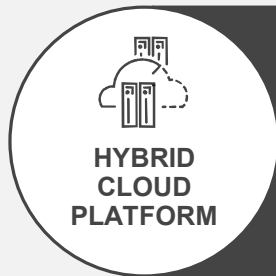
Services for your entire
cloud journey

Upgrade with ease thru
validated packages

Single contact support
reduces operational risk

Days

for delivery



DELL EMC Cloud FOR MICROSOFT AZURE STACK VALUE



Encryption-as-a-Service



Backup & restore



Roadmap for enhancements



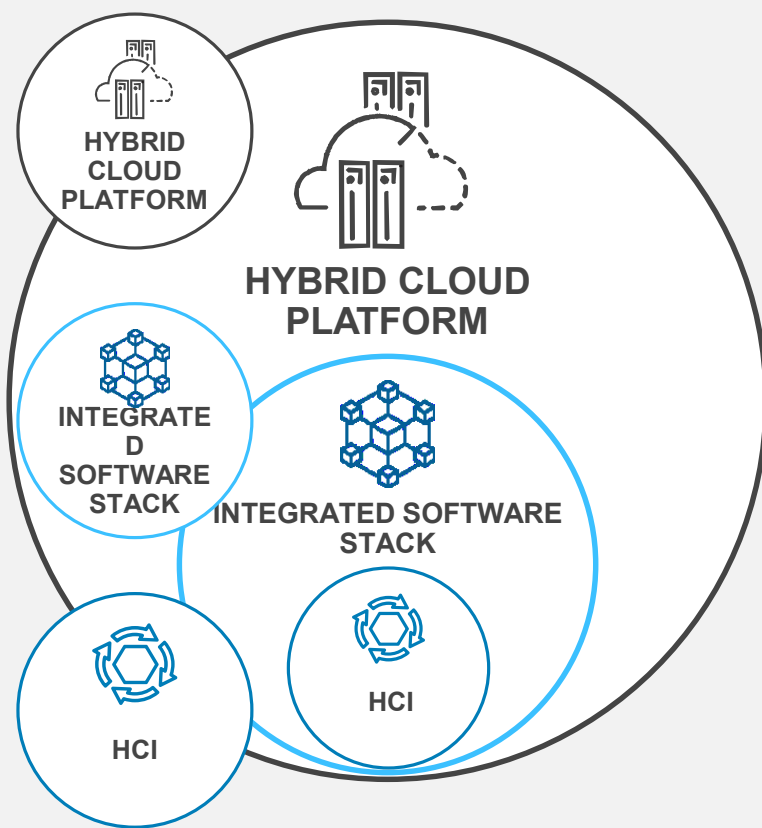
Deployment & consulting services



Single contact support for entire HCP



Sustainable upgrade path



Engineered for Speed

Accelerates business velocity

Delivering hybrid cloud services faster

Innovative engineered hybrid cloud platform

Integrated and fully tested plus roadmap of new capabilities

Single source for service & support

Unmatched global services and one contact support

Simplified upgrades

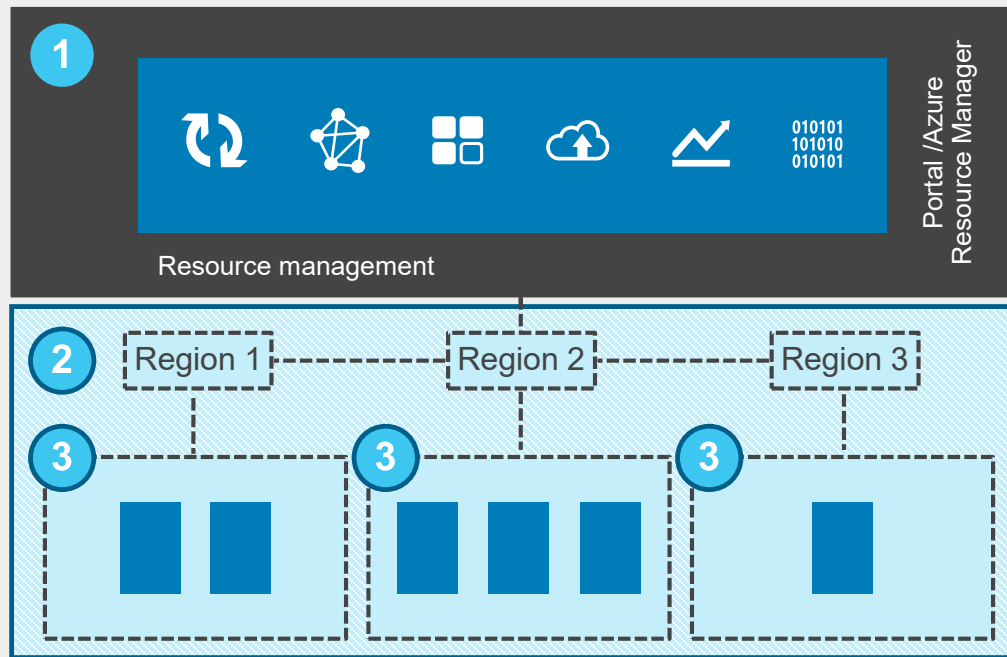
New features and components tested and validated across all components

Accelerate hybrid cloud adoption with confidence

Understanding how Azure Stack scales

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Example: Global enterprise or service provider



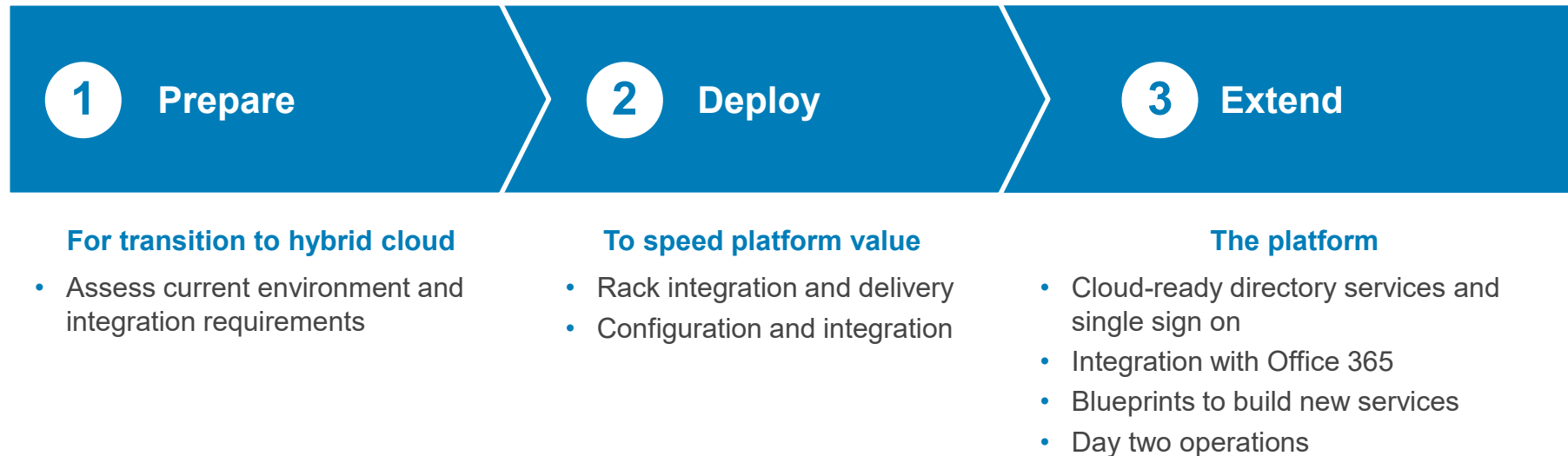
1 One cloud "endpoint"

2 Multiple regions (future)

3 Multiple scale units per region (future)

Dell EMC Services

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Single contact support

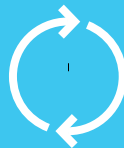
Our approach delivers better results

For your IT and digital transformation



Accelerates business velocity

Delivering hybrid cloud services faster than build your own



Simplified upgrades

New features and components tested and validated across all components



Innovative engineered hybrid cloud platforms

Integrated and fully tested plus roadmap of new capabilities



Single source for service & support

Unmatched global services and one contact support

Evaluator Program for Microsoft Azure Stack

Dell EMC Cloud for Microsoft Azure Stack

Dell EMC PE R630



Cores: E5-2630 (10C, 20T) or
E5-2650 (12C, 24T)

Memory: 128GB or 256GB

SSD: 2 x 480GB SAS SSD

HDD: 6 x 1TB SAS HDD



Azure Stack Admin & Tenant Experiences



DevOps/Infrastructure-as-Code with ARM templates



Try Web/Service Fabric services and others coming at GA



Visual Studio and PowerShell experience



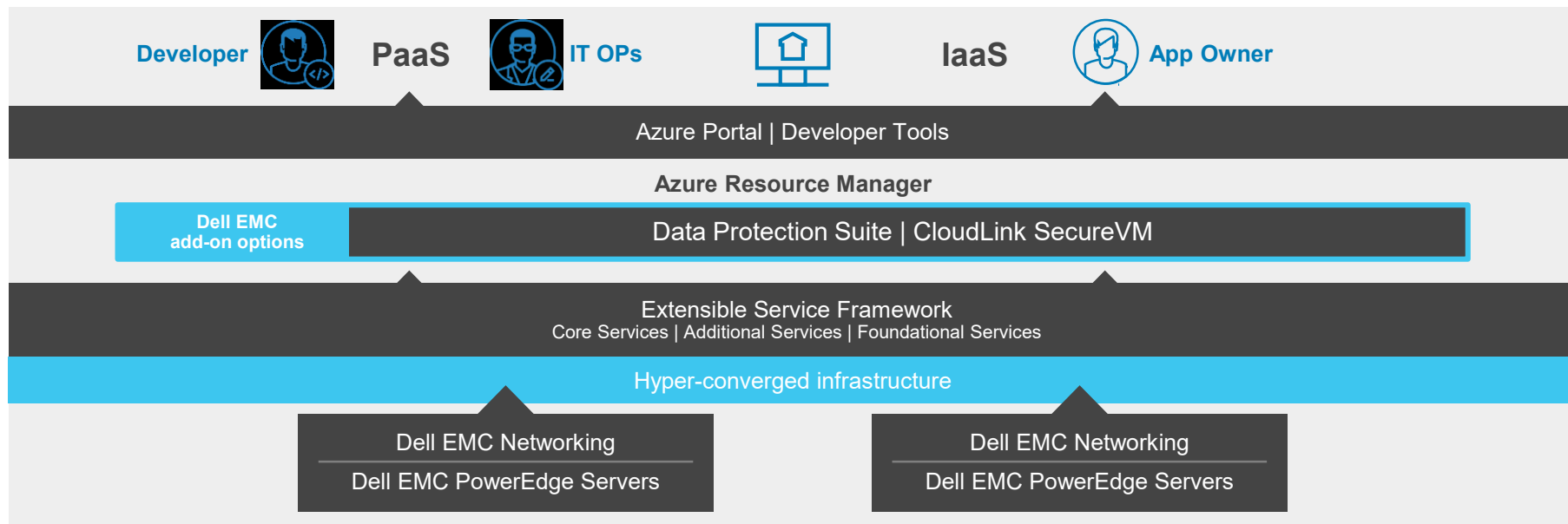
Infrastructure-as-a-Service

Get started today with Azure Stack for PoCs and dev/test



Fully engineered hybrid cloud platform

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Let's you focus on your business value

Hyper-converged scale units

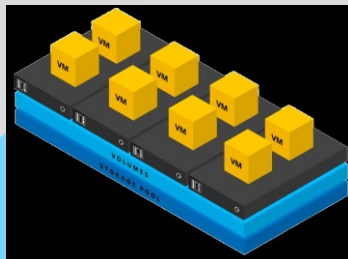
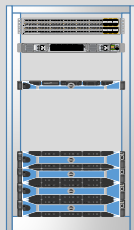
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MINIMUM

MAXIMUM

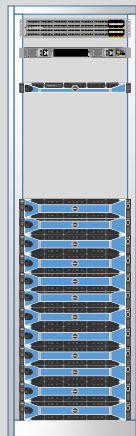
RAW SPECS

4 x R730XD
80 Cores
1TB Mem
12.8TB Cache
192TB Storage



RAW SPECS

12 x R730XD
336 Cores
6TB Mem
86TB Cache
900TB Storage



Flexible (capacity and perf) options per scale unit

HCI Node: Capacity configuration options



Low: 20C, 256G Mem, 5.7TB Cache, 40TB Data

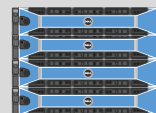


Mid: 24C, 384G Mem, 11.5TB Cache, 60TB Data



High: 28C, 512G Mem, 11.5TB Cache, 80TB Data

Expansion: 4xNode (Homogenous)



The fundamental building block for Azure Stack