



# Simplify Your Cloud Experiences at Scale

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Dell Technologies

The world is  
multi-cloud.

All enterprises  
will struggle with app modernization  
and data integration across  
cloud silos.<sup>1</sup>

81%

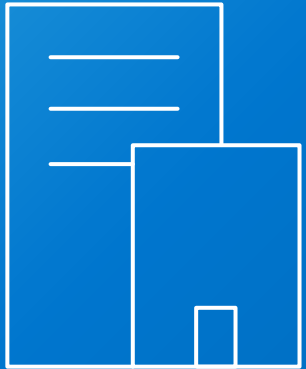
of respondents reported they are  
using more than one public  
cloud provider<sup>2</sup>

<sup>1</sup> IDC FutureScape: Worldwide Cloud 2021 Predictions, December 2020

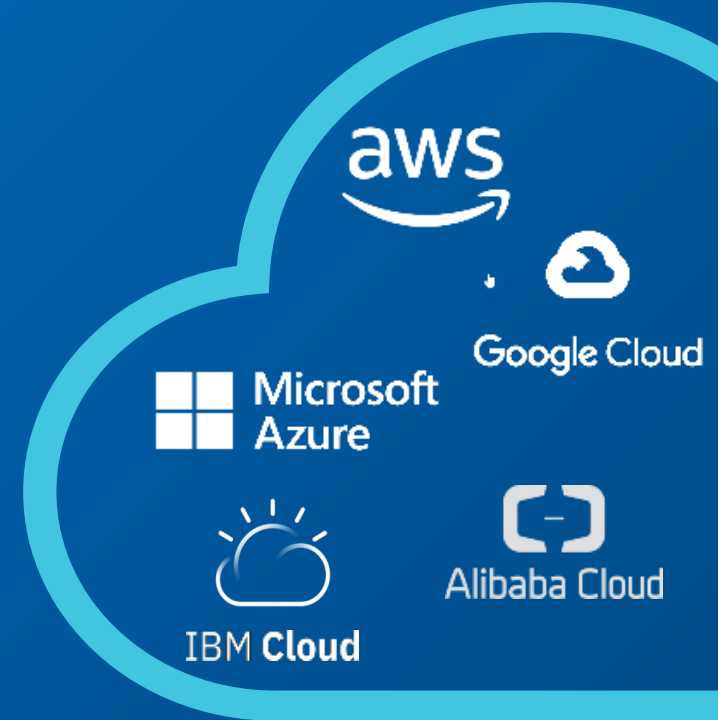
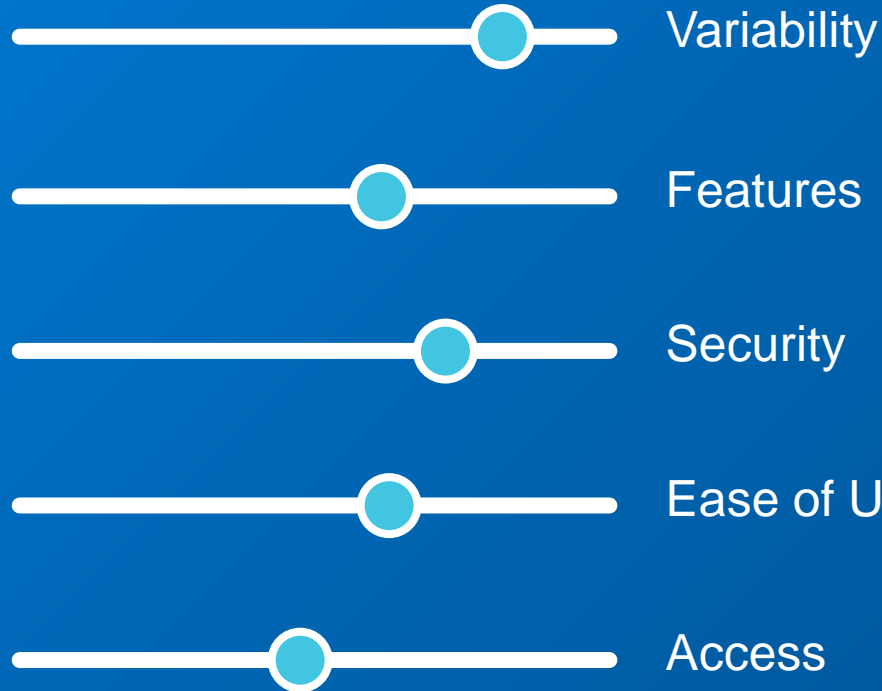
<sup>2</sup> Gartner, Lessons Learned from the most common mistakes made by cloud infrastructure adopters, May 2020

# Freedom of choice

No single cloud is the answer



## Private Cloud



## Public Cloud



# Challenges when adopting cloud environments

Implementations can be hindered by...



Difficulties **moving** to cloud environments



Complexity **operating** multiple clouds



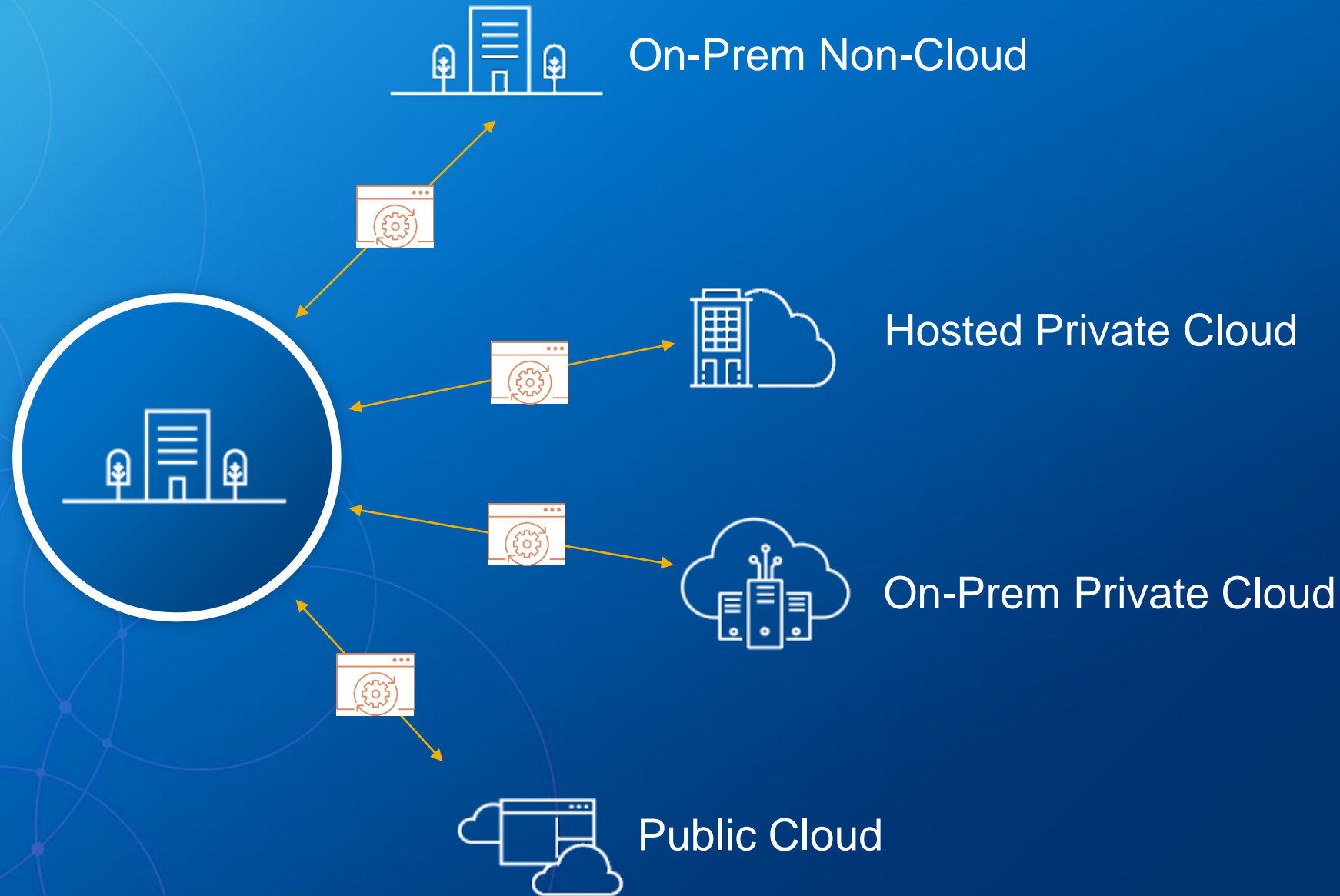
Poor **alignment** with business requirements

*The success of embracing cloud is determined by strategically placing workloads*

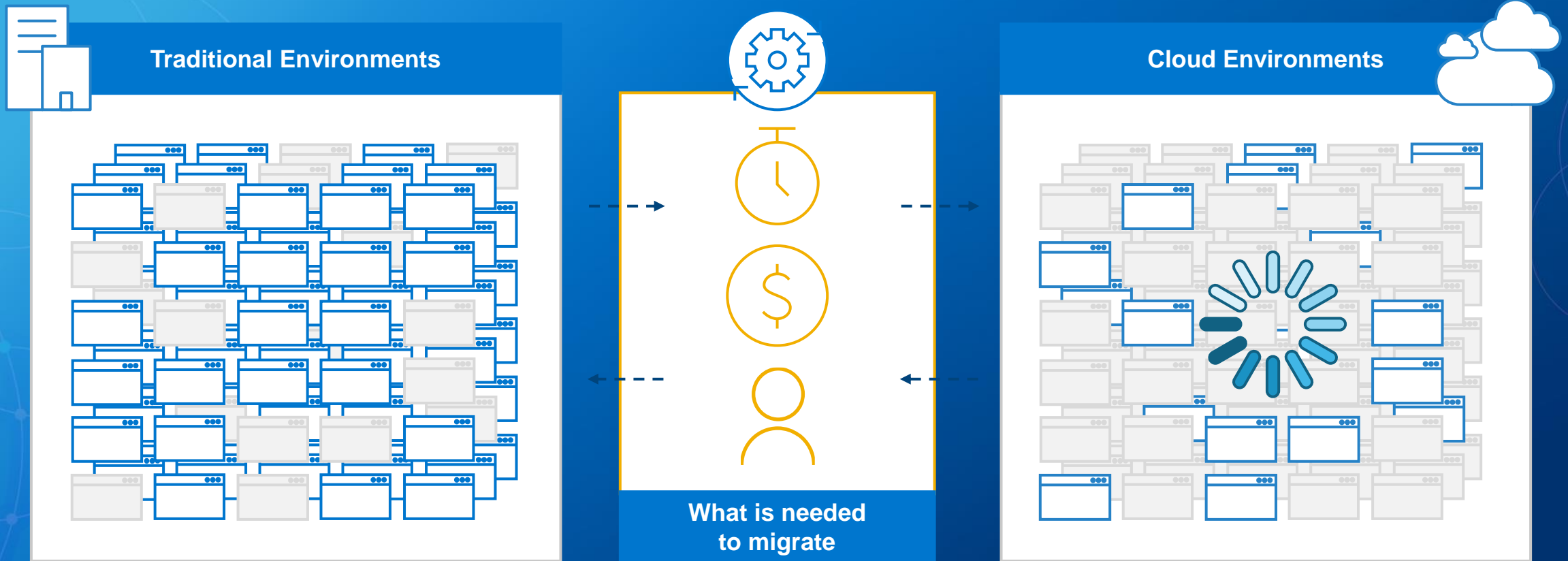
# 77%

Of surveyed organizations have repatriated a mission-critical cloud-hosted workload back on-premises.<sup>1</sup>

# Workload churn is a reality for any environment



# For organizations with a large app portfolio...



Strategic planning can reduce the friction of cloud migration

# Multi-cloud is the new path to your transformation

## PRIVATE



- Risk mitigation
- Enhanced performance
- Cost containment

## PUBLIC



- Simplified operations
- Increased agility
- Accelerated innovation

**Bridge the divide**  
Move forward with the best  
of both clouds



# Ready for Multi-Cloud On Your Terms?

BECOME YOUR INDUSTRY'S DIGITAL LEADER AND BUILD YOUR NEXT BREAKTHROUGH



**UNIFY MULTI-CLOUD**  
Simplify IT



**EMBRACE aaS**  
Move Forward



**DRIVE AUTON. OPS.**  
Take Control



A truly unified  
hybrid cloud



The flexibility  
of choice



Autonomous  
operations



Industry-wide  
integrations



Alignment to faster  
outcomes



Agility of cloud



Trusted cyber  
security



Services for  
breakthrough  
innovation



Anywhere your  
business runs



# Elements of an Ideal Multi-Cloud Solution

## COMPATIBILITY

Compatibility with on-prem storage



## PROXIMITY

Keep application latency low.



## NO EGRESS

Reduce fees when taking the data out, or when accessing data from other clouds.



MULTI-CLOUD  
SOLUTION

## DATA REDUCTION

Global deduplication lowers cost and complexity.



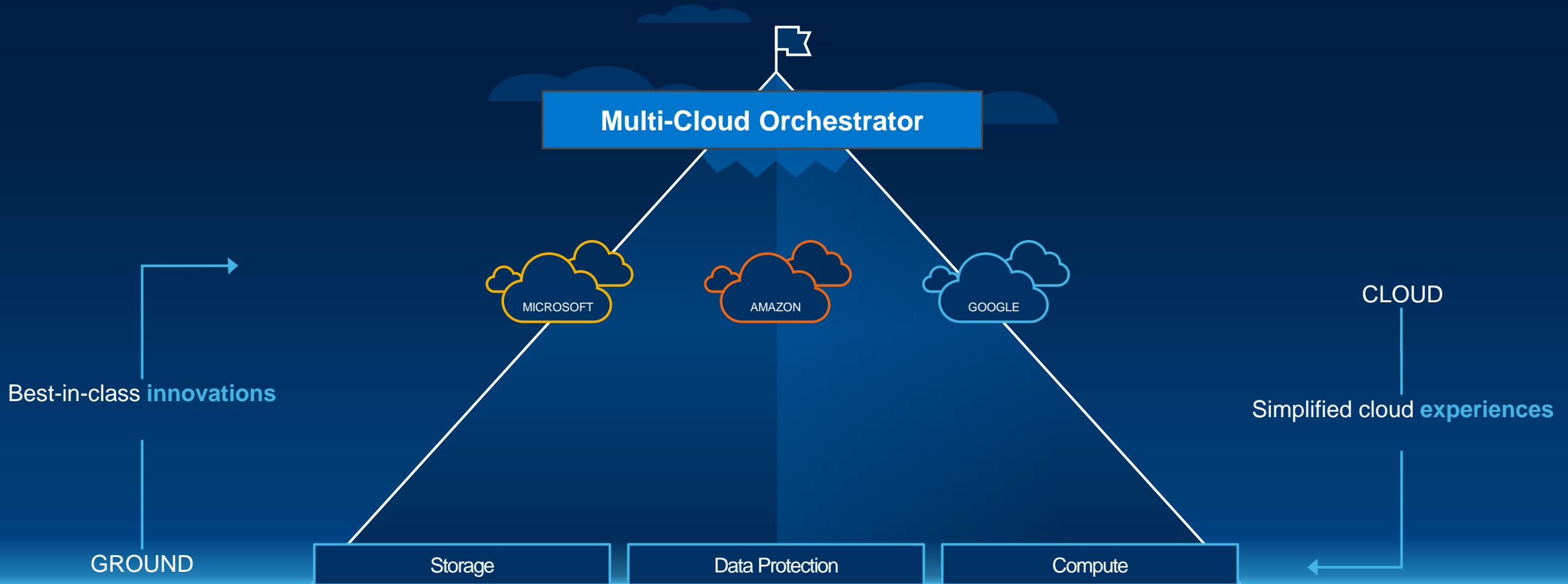
## CONNECTIVITY

Cross-cloud connectivity and a dynamic bandwidth allocation



# The Multi-Cloud Experience

Take advantage of multicloud by design.  
Get simplified cloud experiences on technology you trust.



BRING TOGETHER THE BEST OF BOTH WORLDS



# Delivering a Unified Cloud Experience

Existing Applications

&

Modern Applications

 Virtual Machines

 Containers

 Kubernetes

 Native Public Cloud Services

SOVEREIGN CLOUD

Cloud Management Platform

SDDC

AWS



AZURE



GCP



Standardize & Modernize



Customer Datacenter

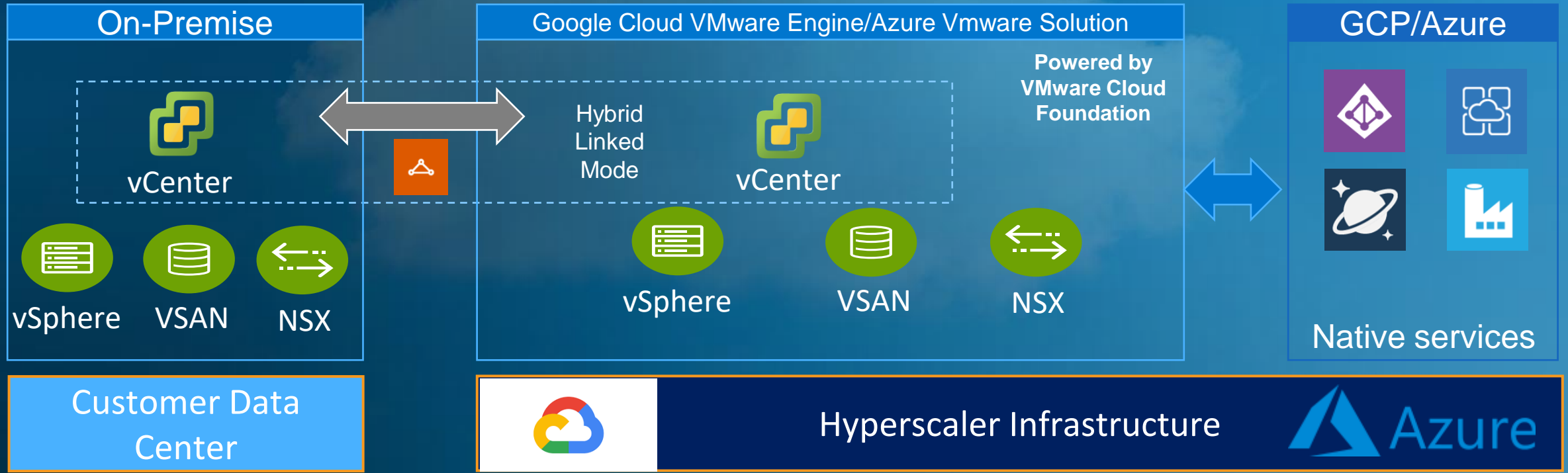


Hybrid Cloud Infrastructure



Native Public Clouds

# VMware Clouds on Hyperscalers

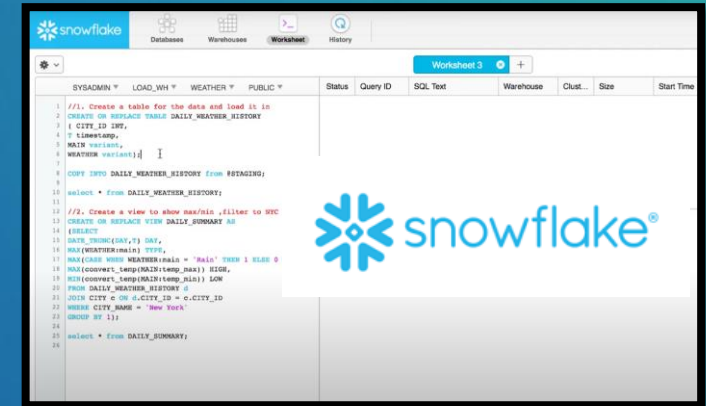


# New Dell Technologies and Snowflake Collaboration

Extending our SaaS ecosystem while providing customer choice and data control



ECS ON-PREMISES  
S3 OBJECT STORAGE



## Market innovation

- Product collaborations & joint go-to-market
- Use Snowflake for in-place analytics against on-premises data
- Ability to copy ECS data to Snowflake

## Multi-cloud choice

- Support for AWS, Microsoft Azure and Google Cloud
- Minimizing data retrieval costs, egress charges and fees for ECS customers

## Analytics with control

- Addressing compliance and data residency requirements through on-prem analytics
- “External tables” (for in-place data insights): tech preview at Dell Technologies World



# Application Modernization Strategy

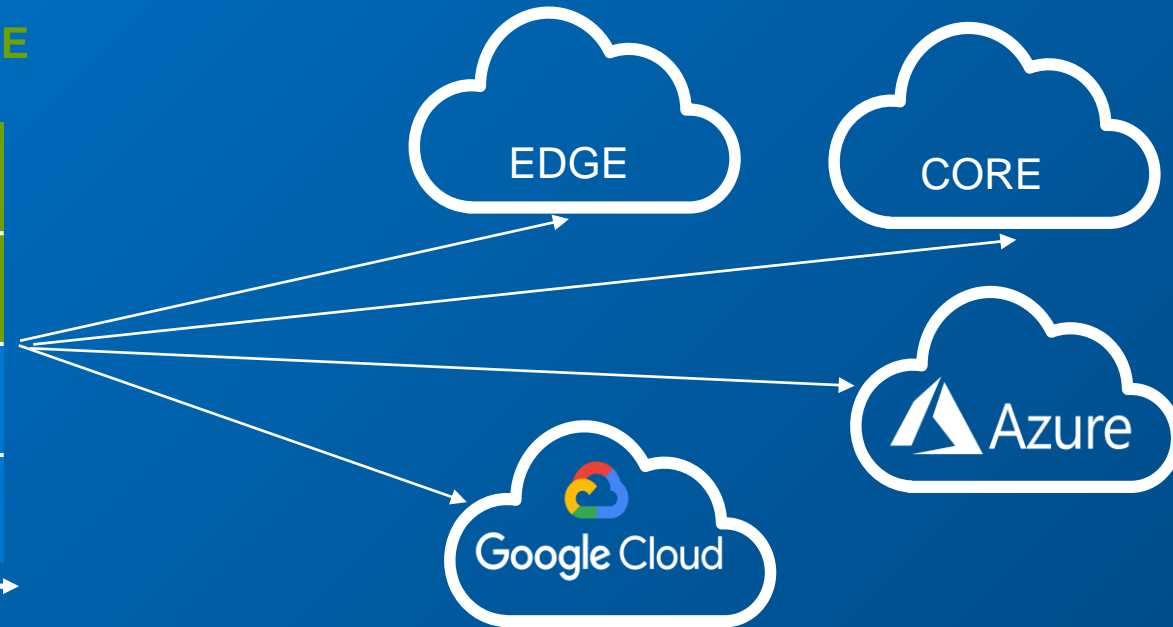
## Application Analysis



## Application Assessment



## Application Landing Zones



# How Dell Technologies Services can Help Accelerate your Multi-Cloud Journey

# DELL Technologies

Your Partner in a successful Cloud Journey

## Plan

Multi-Cloud  
Vision & Strategy

Application Portfolio  
Strategy

## Build

Cloud Platforms,  
Services, Automation

Connectivity  
Business Resiliency

## Secure

Zero Trust &  
Cyber Resiliency

Compliance  
& Security Testing

## On-Board

Workload Migrations (8  
Rs Model)

From planning  
to execution

## Operate

Continuous  
Development

OPS Support &  
Talent Development