

# Changing needs of workloads are driving cloud strategies

Cloud strategies must match the needs of each workload

## Existing Workloads

Cost Reduction | Security | Reliability | Control

## Cloud Native Workloads

Time to market | Innovation | Scale | Differentiation



### Modernize

Optimize workloads using modern infrastructure



### Utilize Hybrid Infrastructure

Shift portions of multi-tier app to public cloud



### Refactor

Modify app, new environment, on-prem or in the cloud



### Develop for Cloud

New cloud native app deployed on-prem & IaaS



### Replace

Move to SaaS version of packaged app

# Multiple cloud strategies leading to enormous IT complexity

93%

of customers will deploy workloads  
across two or more clouds



Operational Silos



Disparate  
M&O Tools



Complex lifecycle  
management



Inconsistent  
SLAs

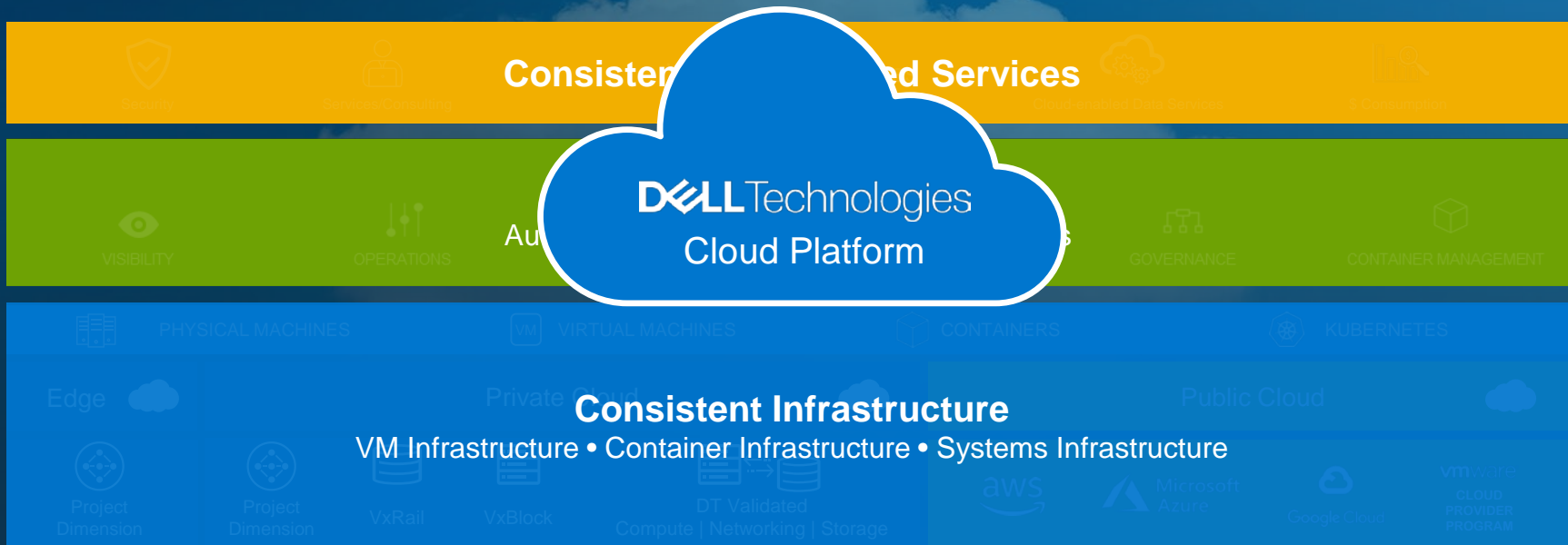
Leading to an inconsistent operating model



ONE cloud strategy...

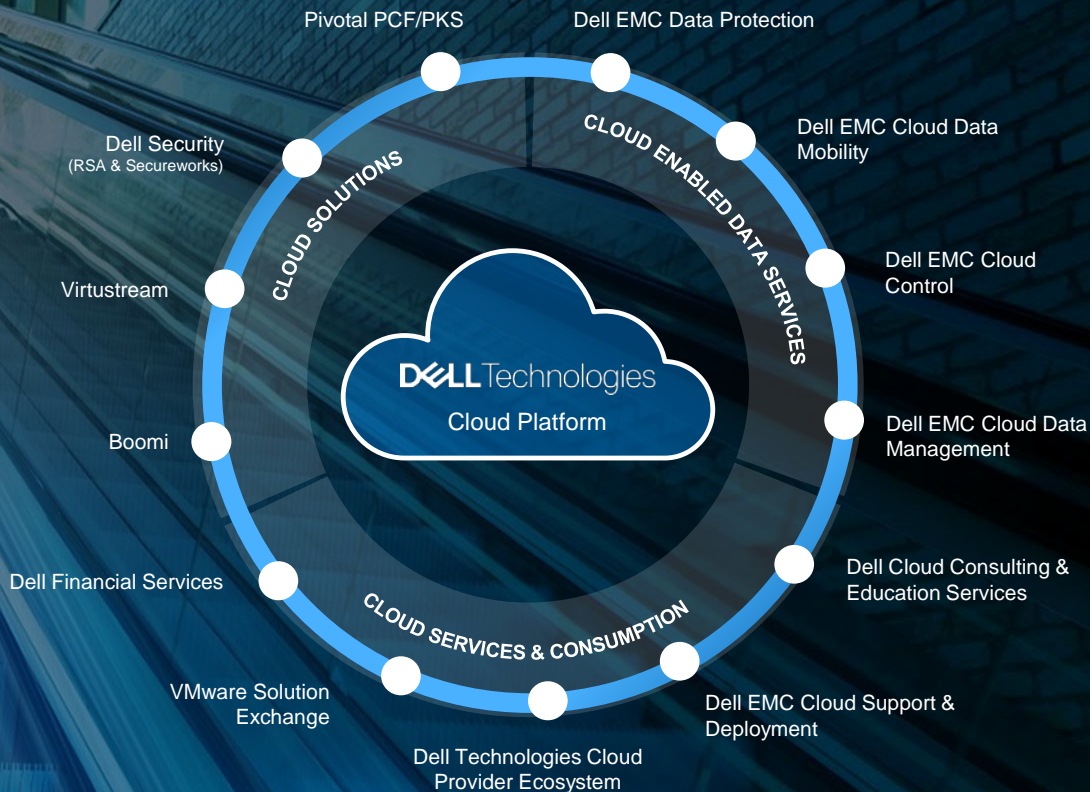
# Dell Technologies Cloud Platform

The complete portfolio for the Hybrid Cloud Journey



# Value-added cloud products and services

Unmatched breadth of capabilities and value for the Dell Technologies Cloud Platform



# Why choose the Dell Technologies Cloud Platform?



## Lower TCO with cloud economics

- Up to 2x-4x lower TCO than native public cloud
- Seamless movement of workloads
- No application “rework tax”
- Buy, rent or consume as a service



## Increase business agility

- Public, private and edge cloud
- Any public cloud - AWS, Azure, GCP
- Global network of cloud Service Providers
- Support for IaaS, PaaS and SaaS



## Accelerate time-to-market

- Consistent hybrid cloud operations
- Best-in-class SW/HW integration w/VMware
- Exclusive VMware + Dell EMC features
- Synchronized product releases & roadmaps



## Reduce business risk

- #1 provider of cloud infrastructure
- Experts in enterprise IT and workloads
- Single vendor experience
- Consistent workload SLAs across clouds

Take control of your Hybrid Cloud environment!

