

Dell Automation Platform

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Dell Automation Platform

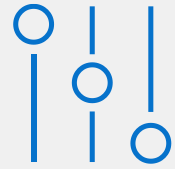
We automate so you can innovate

Velocity

Simplicity

Assurance

Traditional architectures require choosing flexibility OR simplicity



Flexible

3-Tier

Independent scaling to match workload needs

Efficient and optimized use of resources

Flexible to avoid vendor lock-in



Simple

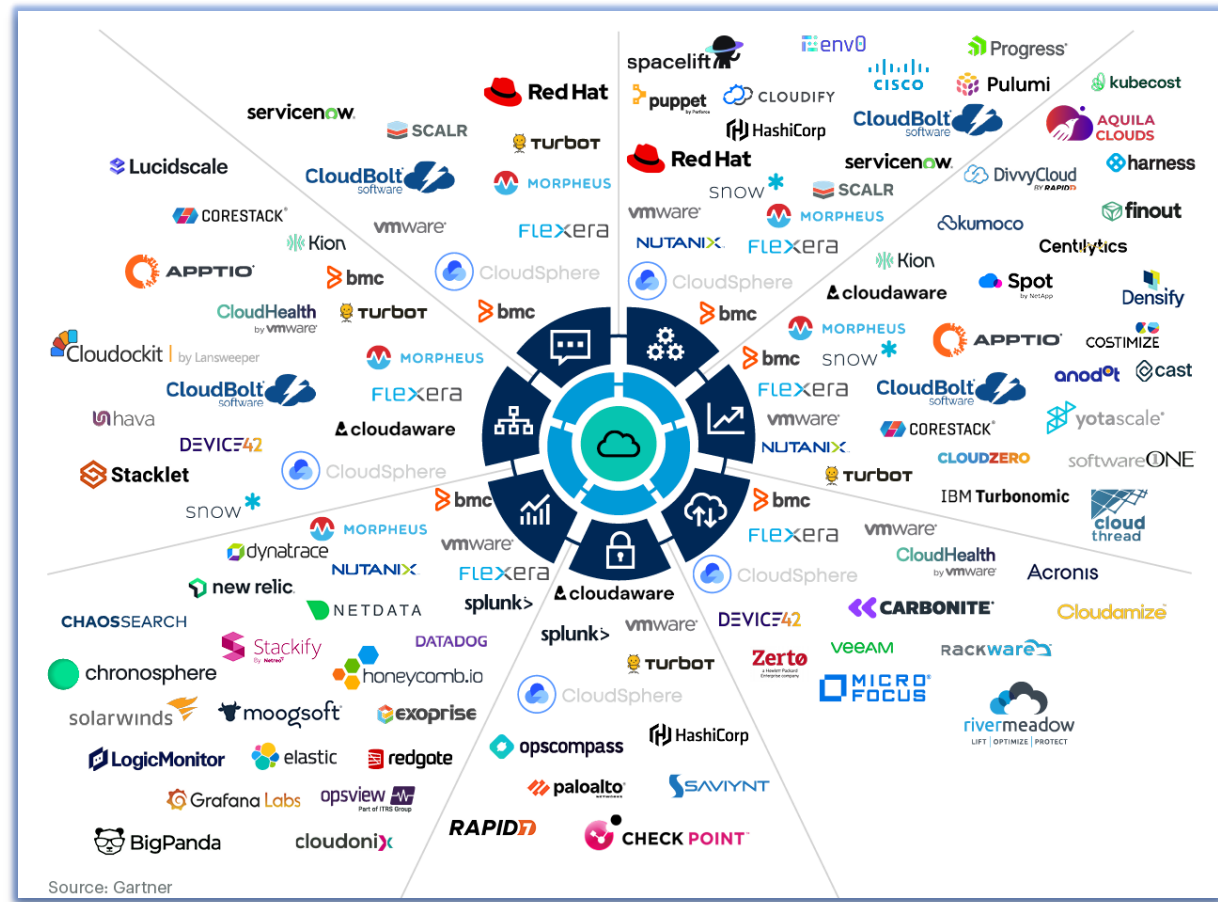
Hyperconverged

Simple to order, onboard and deploy

Automated lifecycle management

Streamlined, single stack support

The Situation: Infrastructure Preferences are Shifting



97%

VMware market share
in virtualization market
in 2022*

20%

VMware enterprise
clients will begin to exit
VMware stack in 2024**

50%

Will explore replacement
virtualization
technologies by 2026*

*Gartner Insights, 2023.

**Predictions 2024: Technology Infrastructure, Forrester, October 29, 2023.





VMware Customer Sentiment

Expect significant increase to license costs upon renewal

Uncertain about future changes to product offers

Anticipation of more license audits

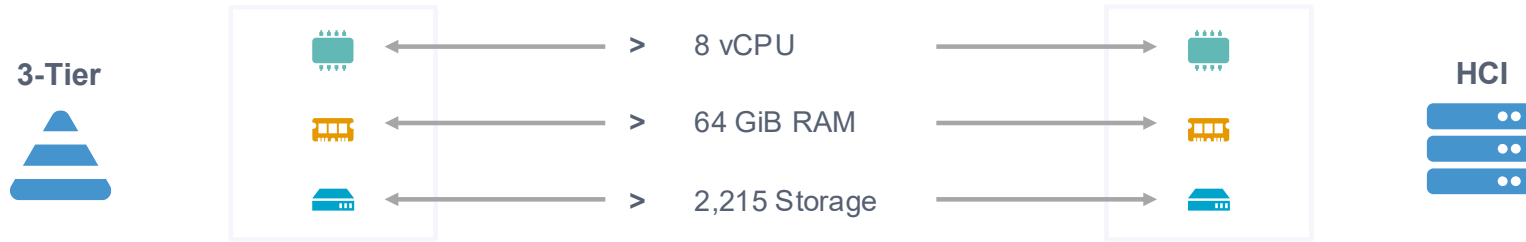
Frustrated by reduced flexibility and forced licensing changes

Concerned about ongoing quality of support

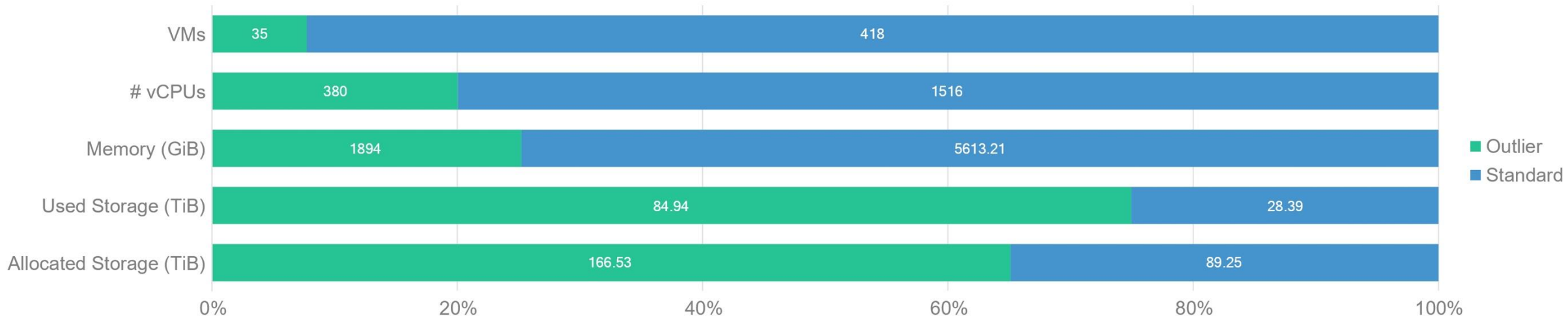
Check Storage, RAM, CPU potential to save Compute Cores

Optimizing the vSAN Footprint

VM Profile	VM Count	Total vCPU	Total RAM (GiB)	Storage (TiB)	Average vCPU	Average RAM (GiB)	Average Storage Provisioned (GiB)
STANDARD	418	1,516	5,613	89	4	13	219
OUTLIER	35	380	1,894	167	11	54	4,872



Thresholds are based on 95% calculations



Please refer to the excel report for information about individual VM performance

License Costs per Node - Example

VCF: 370Euro per Core/Year (net price)

Min. 16 Cores per Node

Example

- Node with 2 CPU, each 32Cores
- 370Euro x64Cores = 23.680 Euro / Year
- 370Euro x64Cores x 5 = **118.400 Euro / 5-Years**

VVF: 195Euro per Core/Year (net price)

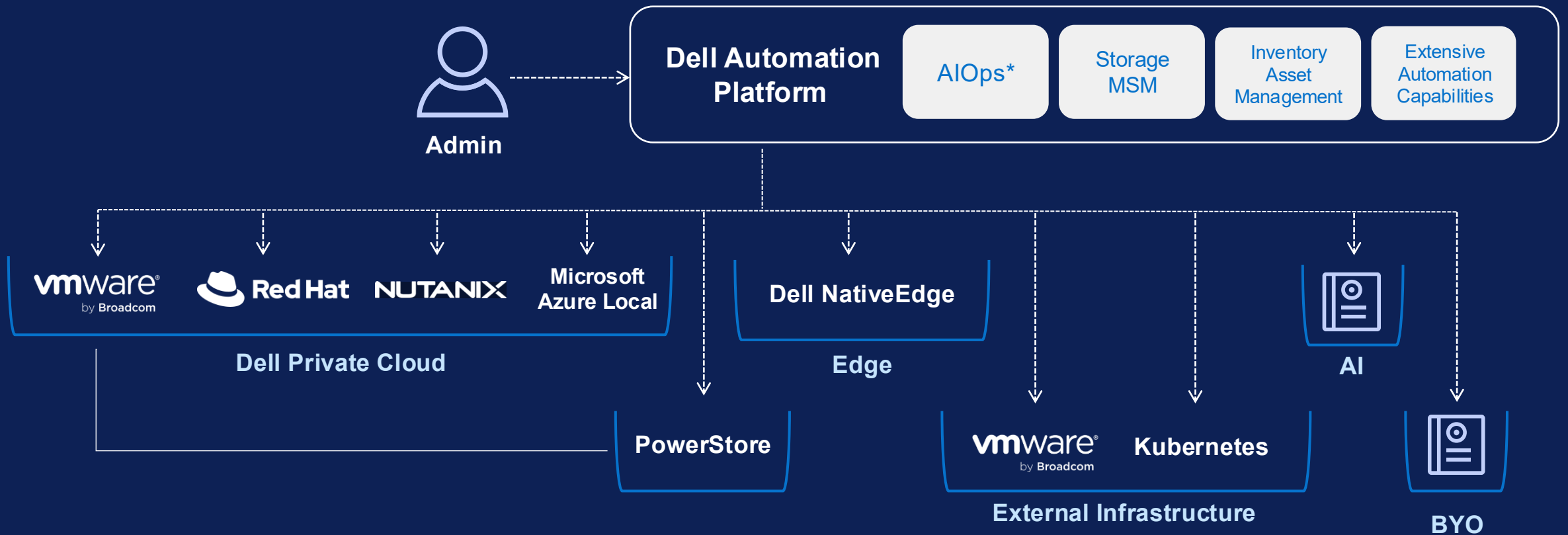
Min. 16 Cores per Node

Example

- Node with 2 CPU, each 32Cores
- 195Euro x64Cores = 12.480 Euro / Year
- 195Euro x64Cores x 5 = **62.400 Euro / 5-Years**

Dell Automation Platform Components

One portal, multiple outcomes



Dell Private Cloud

Accelerate with a no compromise architecture

Disaggregated Infrastructure

Flexible + Simple

- Independent scaling to match workload needs
- Efficient and optimized use of resources
- Flexible to avoid vendor lock-in
- Simple to order, onboard and deploy
- Automated lifecycle management
- Streamlined, single stack support

Dell's unified approach

Dell Private Cloud



Shared Resource Pools

 Compute

 Networking

 Storage

powered by

Dell Automation Platform

powered by

Dell AIOps

powered by

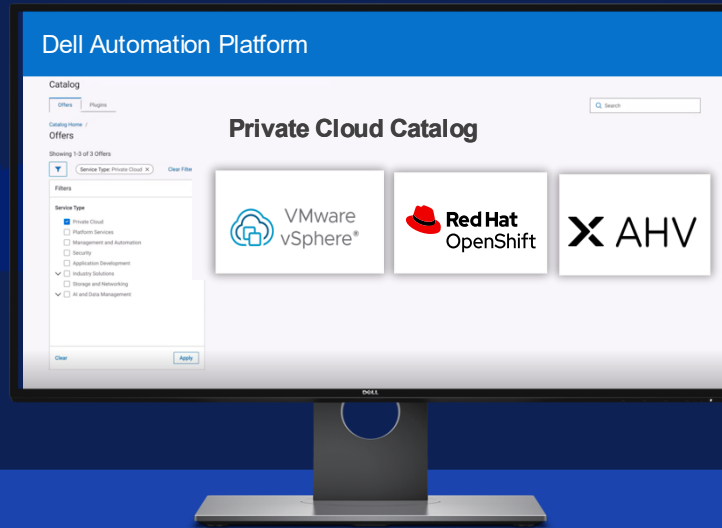
Dell PowerEdge

powered by

Dell Storage

Dell Private Cloud

Freedom and flexibility to evolve on your terms



Dell Automation Platform



Fully transferable and reusable infrastructure

- Protect investments with disaggregated and adaptable infrastructure
- Bring your own cloud OS licenses for ultimate flexibility
- Simplify operations with full lifecycle management and automated integration with Dell PowerStore ⁴
- Ensure continuity by leveraging existing skills and access to familiar tools
- Rely on Dell as the primary source of system-level support for hardware and system software

Validated with
45,000+
hours of testing¹

Over
90%
fewer steps to provision vs.
manual deployment²

Workload-ready clusters in
2.5
hours, **zero** manual effort³

¹ Based on internal Dell testing. Dell Private Cloud deploying VMware vSphere. May 2025. Actual results may vary. CLM-014261.

² Based on internal Dell testing. Manual steps automated through a single Dell Private Cloud blueprint. May 2025. Actual results may vary. CLM-014260.

³ Based on internal Dell testing. After hardware installation, configuration and platform onboarding. No manual interaction required after initiation. Actual results may vary. CLM-014262.

⁴ Additional storage support coming 2H 2025.

High level architecture

← Dell Automation Platform →

Portal | Onboarding | Asset Mgmt | Catalog | Blueprints | Orchestrator
Multi-System/Cluster | Users & Access Mgmt | Connectivity | Entitlements



Dell Private Cloud *On-Premises*

Dell Private Cloud Software with Management Extension

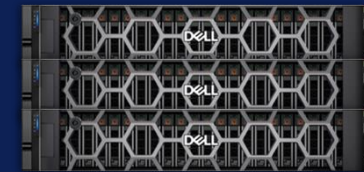
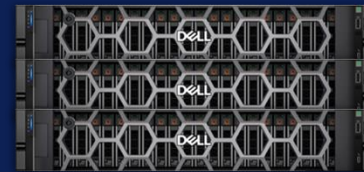
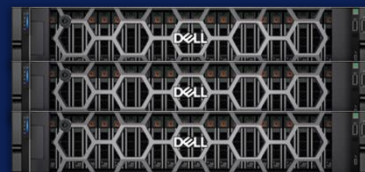
BYO

Cloud OS



New or Existing

Dell PowerEdge



BYO

Networking



New or Existing

Dell Storage



Dell Private Cloud Software

Day 1

Automated Setup

Pre-deployment portal simplifies configuration with site-specific inputs and generates a JSON file.

Dynamic Cluster Composition

Late binding enables flexible hardware, OS, and version choices.

Full-Stack Automation

Provision clusters, attach storage, configure host networking and update firmwares to a continuously validated state

Day 2+

Integrated Management

Centralized control via vCenter and Red Hat consoles for seamless operations.

Proactive Support

Automated service requests and part dispatch for uninterrupted performance.

Built-In Security

RBAC, certificate management, and compliance for robust protection.

Graceful Workload Migration

Automated node and cluster shutdown ensures smooth transitions.

Full-Stack Lifecycle Updates

Health checks, validated updates, and zero-day patching for continuous compatibility.

Drift Detection & Compliance

Monitor and report cluster compliance to maintain validated states.

Scalable Operations

Expand, remove, or reset nodes at scale with ease.

Investment Protection

Decommission and reuse compute resources across ecosystems.

Comprehensive solution-level support