

Christoph Hesse Senior Manager



Dell Technologies Pre-Sales Team



Michael Fischhold System Engineer \$ +49 89 4208 - 2797 Michael.Fischhold@ingrammicro.com



Nikola Gruiicic System Engineer \$ +49 89 4208 - 1035



Philipp Lehnart System Engineer \$\cdot +49 172 - 285 9691 Philipp.Lehnart@ingrammicro.com

Dell Technologies Außendienst

Manfred Honsdorf



Key Account Manager \$ +49 172 - 102 9012 Manfred.Honsdorf@ingrammicro.com



Martin Schnelldorfer Senior Key Account Manager C + 49 152 - 288 88301 Martin.Schnelldorfer@ingrammicro.com

Dell Technologies Sales Team



Thomas Mack Supervisor Sales C +49 89 4208 - 2537 Thomas, Mack@ingrammicro.com



Özhan Bakar Technical Sales Consultant \$ +49 89 4208 - 2728 Oezhan.Bakar@ingrammicro.com



Katrin Klose Technical Sales Consultant C +49 89 4208 - 3351



Max Riedel Senior Sales Consultant C +49 89 4208 - 1684 Max.Riedel@ingrammicro.com

Natasa Stojanovic

Hristiana Staenova

Sales Consultant



Sales Consultant \$\cdot +49 89 4208 - 3285 Natasa.Stojanovic@ingrammicro.com



\$\cup +49 89 4208 - 3747 Hristiana.Staenova@ingrammicro.com



Gabriele Yordanova Sales Consultant \$\cup +49 89 4208 - 3755 Gabriele.Yordanova@ingrammicro.com





Martina Geßl Senior Sales Consultant \$ +49 89 4208 - 1470 Martina.Gessl@ingrammicro.com



Atilla Kumbaraci Sales Consultant \$\cdot +49 89 4208 - 3055 Atilla.Kumbaraci@ingrammicro.com



Jutta Obermeier Technical Sales Consultant C +49 89 4208 - 1035



Felix Schüler Sales Consultant \$ +49 89 4208 -3171 Felix,Schueler@ingrammicro.com



Michael Stalmach Sales Consultant \$\cdot +49 89 4208 - 3234 Michael.Stalmach@ingrammicro.com



Markus Ungnadner Sales Consultant \$\infty +49 89 4208 - 34611 Markus, Ungnader@ingrammicro.com

Wir unterstützen Sie kompetent und persönlich!



Dell Technologies Business Management Team



Martina Kern Senior Business Development Manager \$\input +49 89 4208 - 1306 Martina.Kern@ingrammicro.com



Thorsten Lieser Business Development Manager \$\cdot +49 89 4208 - 2136 Thorsten, Lieser@ingrammicro.com

Rouven Scharrenberg



Business Development Manager \$\cdot +49 89 4208 - 2071 Rouven.Scharrenberg@ingrammicro.com



Ludwig Steffel Product Manager Marketing & +49 89 4208 - 1785



Ramona Klix Marketing Manager C +49 89 4208 - 3386 Ramona.Klix@ingrammicro.com



DellEMC@ingrammicro.com



089 4208 - 2020

Dell Technologies HCI Update, neue Serien, neue Lösungen

Philipp Lehnart

Adv. Systems Engineer Dell EMC BU Philipp.Lehnart@ingrammicro.com

IN GRAVI

intel

Christian Stein

Adv. Systems Engineer Christian.Stein@dell.com

D¢LLTechnologies

Agenda

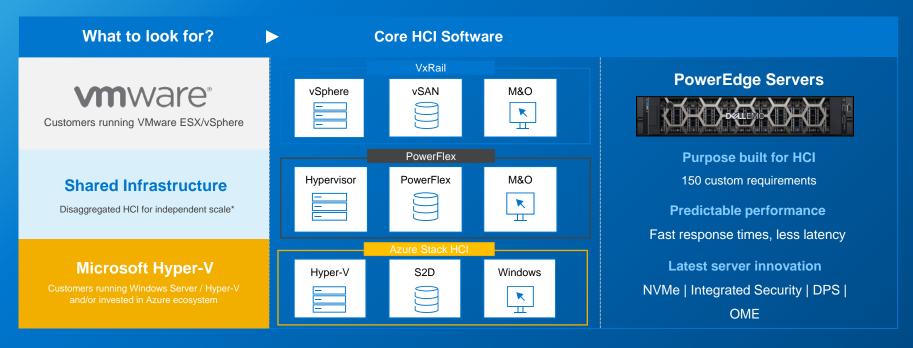


- 1 VxRail HCI System Software
- 2 VxRail 7.0.100-132
- 3 VxRail Use Cases VDI
- 4 Azure Stack HCI



nternal Use - Confidentia

Making it real - Dell EMC's HCI Portfolio



*Note: For Hyper-V, PowerFlex supports only a disaggregated 2 layer architecture and not HCI



Dell EMC VxRail

Turnkey HCl platform with fastest and simplest path to IT outcomes

- Single click, automated lifecycle management maintains Continuously Validated States for all clusters
- First HCI system fully integrated with VMware Cloud Foundation SDDC Manager, delivers a simple and direct path to the hybrid cloud
- Automates 99% of network fabric configuration steps across multiple racks



The VxRail Advantage

VxRail HCl System Software: Drives operational efficiencies, enables 52% lower cost of operations compared with refreshing legacy envionments.¹

VMware Cloud Foundation on VxRail:

Delivers unique integrations with Cloud Foundation to offer a seamless, automated upgrade experience.

VxRail ACE: Analytics Consulting Engine delivers AI/ML based predictive analytics and lifecycle management orchestration.

Flexible deployment options: Appliance to integrated rack with network flexibility, 2-node enterprise edge, data center clusters or as turnkey on-premises cloud.

Benefits of HCI adoption



HCI trends and continued innovation

DATA CENTER MODERNIZATION



Continues to simplify and transform IT operations

EDGE COMPUTING GROWTH



More AI/ML and IoT driving compute at edge locations

HYBRID CLOUD ACCELERATION



Delivers consistent infrastructure and operations

CLOUD-NATIVE ADOPTION DRIVER



HCI will power cloud native and container adoption

CONTINUED INNOVATION

New consumption models | New data services | AI / ML for self-diagnosis

Next-gen processors | NVMe | 5G | 100GbE | Enhanced serviceability

What's new with VxRail 7.0.100-132

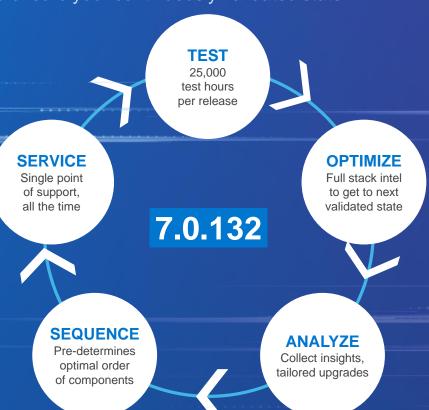
Synchronous VMware HCI software releases



- Runs latest set of health checks as they are available to run outside upgrade window.
- Support procedure to expand a 2-node cluster to a 3-or-more node cluster
- HCI Mesh
- Remote cluster support for internal vCenter
- Create LAG configurations across NDC and PCIe NICs
- LCM of vRealize components
- Integrated remove node workflows
- Automated LCM of Intel Optane PMem

Unique benefits of VxRail LCM

How we ensure your continuously validated state



Single-click, non-disruptive upgrades across the fully integrated HW & SW stack

Mix heterogenous node types and generations to meet any workload requirement

Bypass interim patches and releases

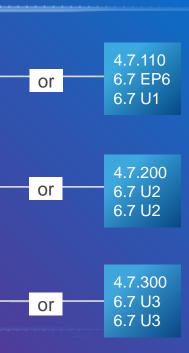
Testing the validated state

Example upgrade cadence

SOFTWARE

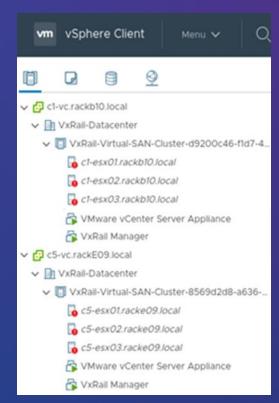
VxRail	4.7.100
ESXi	6.7 EP5
vSAN	6.7 U
HARDWARE	
BIOS	1.49 (422T0)
НВА	
HBA Mini	FW: 15.17.09.06 (MF6CM) Driver: 16.00.01.00
HBA330 Adapter	FW: 15.17.09.06 (7KY60) Driver: 16.00.01.00
NDC and NICs	
Intel i350	FW: N/A Driver: N/A
Intel x520	FW: N/A Driver: N/A
Intel x540	FW: N/A Driver: N/A
Intel x550	FW: 18.5.18 (3XJH0) Driver: 1.6.5
Intel x710	FW: 18.5.17 (T6VN9) Driver: 1.5.8
BCM57414	FW: 20.08.04.04 Driver: 20.8.152.0
iDRAC	3.21.23.22 (K877V)
PTAgent	1.8.1-21
iSM	3.3-1290 (833XD)
PM	FW: 1.08 Driver: 1.11 (factory)
M.2 disk	See additional info
Boss/SATADOM	2.5.13.3011 (RPD7Y) / 2.5.13.1306 (MKV82)(Man

Choose your validated state Seamlessly bypass interim updates **Document** compliance automatically



Managing multiple VxRail clusters with vCenter Server

- Manage multiple VxRail clusters using a VxRail-provided vCenter Server
 - View and manage
 - VxRail handles the LCM of vCenter Server
 - When deploying new cluster, join existing vCenter Server
- VxRail-provided vCenter Server supports Enhanced Link Mode (ELM)
 - Builds on view-only support in VxRail 7.0.010
 - Now manage multiple VxRail clusters
 - Leverage ELM features
 - Simplified HA process, remove need for load balancers
 - Simplified backup and restore process
 - Support up 15 vCenter Servers per SSO domain



Run the latest system health checks

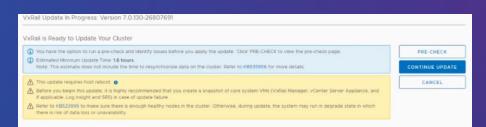
List of health checks continues to evolve

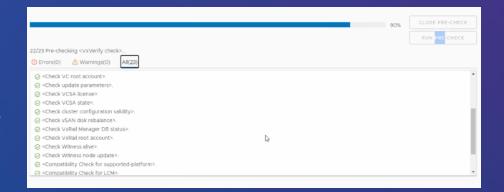
Benefits

- More robust pre-upgrade health check for planning activities
- Remediate issues that may impact cluster update
- Good for customers who do not regularly upgrade their clusters

Implementation

- Pre-update health check will now automatically look for latest health check script
- Requires internet to connect to VxRail ACG





SaaS multi-cluster management benefits

Presents remediation guidance based on Dell EMC best practices

Rapidly detect anomalies

Quickly view health score of environment

Simplify Monitoring

On-prem multi-cluster active management at scale

Multi-cluster management

Rapidly scale up or out Provides predictive analytics of resource consumption

Enhance automated lifecycle management Stages global upgrade bundles based on individual clusters

VxRail REST APIs

Empowering customers to automate processes and streamline operations



Further simplify IT Ops and reduce OPEX by enabling automation at scale

Integrate VxRail with "infrastructure as code" environments, such as Puppet, Ansible and Chef

Easily accessible using a scripting interface familiar for VMware admins – PowerShell / PowerCLI

Easy to explore, consume and access the latest API documentation via a web browser



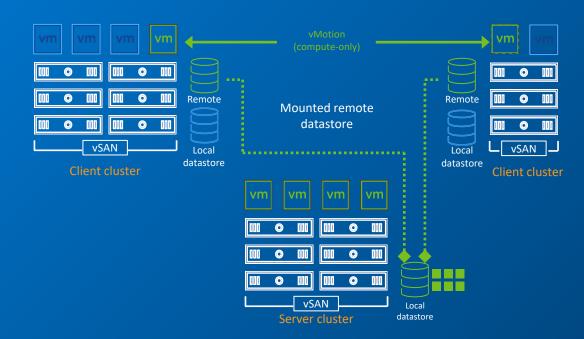
vSAN HCI Mesh "Phase 1"

New in vSAN 7.0 U1, supported in VxRail 7.0.100

Why HCI Mesh

The scale-out architecture of VMware vSAN enables powerful non-disruptive scale-up or scale-out capabilities. You can nondisruptively expand capacity and performance by adding hosts to a cluster (scale-out) or just grow capacity by adding disks to a host (scaleup). As application workloads organically grow, this enables performance to be right sized at each expansion interval. Over time the ratio of storage and compute can be right sized through vSAN. Despite this, inorganic scale events can prove challenging to any architecture.

While vSAN can export iSCSI or NFS, the native vSAN protocol was choosed to export storage to another cluster



VMware Tanzu on VxRail

Kubernetes at the Speed of Cloud – The fastest way to deploy Tanzu



ACCELERATE ADOPTION

Automate Kubernetes infrastructure deployment and provisioning to accelerate developer productivity



RAPID K8s EVOLUTION

Lock step support for latest VMware Kubernetes advancements



K8s YOUR WAY

Choice of infrastructure delivery options across private, public and edge based on your needs

15 minutes to add new VxRail nodes to a cluster

30 day

Synchronous release with VMware

Only

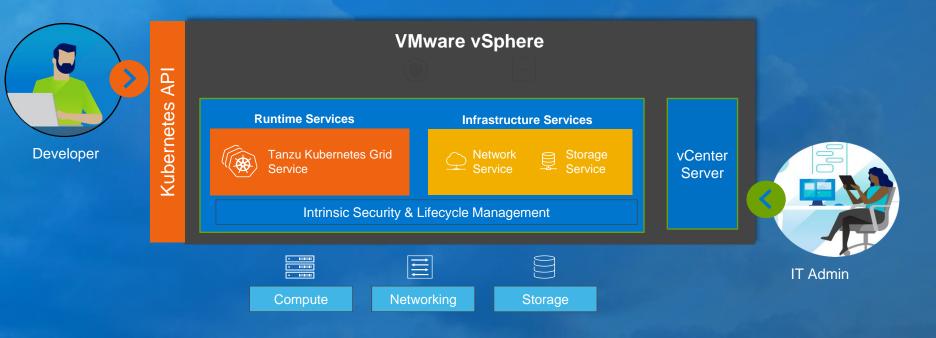
Vendor offering fully integrated RA, cluster, and private cloud offerings

Based on internal testing AD#: G20000139

Based on VMware validation #G20000312. .

vSphere with Tanzu delivers Kubernetes

Modernize the 70 million+ workloads running on vSphere



Deliver Developer-ready infrastructure

Align Dev Ops and IT Teams

Simplify cloud operations



VxRail on latest generation Dell EMC servers

E665/F/N & E560/F/N	P570/F & P580N	V570/F	D560/F	S 570	G560/F
Our everything platform	Performance focused	Optimized for VDI	Durable & rugged	Storage dense	Compute dense
Single socket 2 nd Gen AMD EYPC™ 8 to 64 cores Or Single or dual Intel® Xeon® Scalable Gen 1 and Gen 2 4 to 56 cores * Up to 3TB of Optane Persistent Memory	Single, dual, and quad Intel® Xeon® Scalable Gen 1 and Gen 2 processors, with up to 112 cores Up to 6TB of Optane Persistent Memory	Dual Intel® Xeon® Scalable Gen 1 & 2 only Up to six GPUs with five different NIVIDA Tesla and Quadro GPU options	MIL-STD 810G certified to withstand extreme heat, sand, dust and vibration Short depth only 20" Certified cold start down to -15C & to run at up to 45C	Only series with 3.5" HDD Hybrid only	Eight Intel® Xeon® Scalable Gen 1 or Gen 2 processors in 2U
R6515 10 x 2.5" all NVMe or 8 x 2.5" all flash / hybrid R640 10 x 2.5" drives	R740XD / R840 24 x 2.5" drives	R740XD 24 x 2.5" drives	XR2 8 x 2.5" drives	R740XD 12 x 3.5" plus 2 x 2.5" drives	C6400 with C6420 node 24 x 2.5" drives
10GbE or 25GbE Optane/NVMe/SAS cache All NVMe capacity FC HBA * NVIDIA T4 GPU * 48V DC PSU option	10GbE or 25GbE Optane/NVMe/SAS cache All NVMe capacity FC HBA 48V DC PSU option	10GbE or 25GbE SAS cache only FC HBA 220V – 240V AC only	10GbE or 25GbE Optane/NVMe/SAS cache	10GbE or 25GbE SAS cache only FC HBA 48V DC PSU option	10GbE Optane/NVMe/SAS cache 220V – 240V AC only

VxRail P675F/N - 2nd Gen AMD EPYC™

Ven,

GPU options

3x Tesla T4 1x Tesla V100S (32GB)

Note: Customers obtain and configure GPU SW and drivers vGPU requires vSphere Enterprise





Supports Intel Optane, NVMe, and Mixed-use cache drives

FORM FACTOR

Single system 2U

PROCESSORS

Single socket server, with up to 64 cores

BASE CONNECTIVITY

2x10GbE RJ45/SFP+, 2x25GbE SFP28

ADDITIONAL CONNECTIVITY OPTIONS

2x10GbE RJ45/SFP+, 4x10GbE RJ45, 2x25GbE SFP28, 2x100GbE SFP28, 2x16Gb FC, 2x32Gb FC

MEMORY Up to 2,048 GB RAM

DRIVE CONFIGURATION

24x 12G SAS drive slots (2.5") 24x NVMe drive slots (2.5")

MAX CAPACITY

135.6 TB Flash 135.6 TB NVMe

POWER SUPPLIES

1100W 110V - 250V AC 1600W 110V - 250V AC 1100W -48V DC

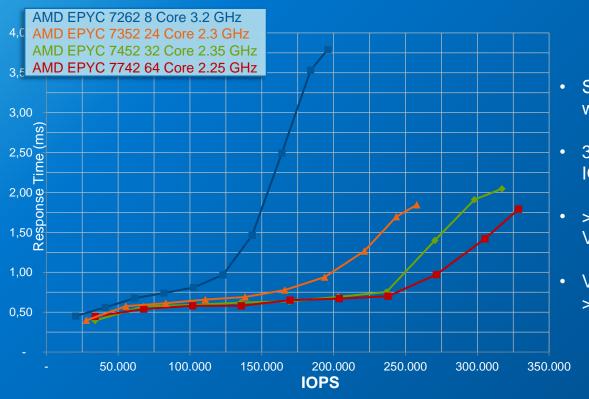
BOOT

BOSS with dual SATA M.2

D¢LLTechnologies

AMD vs AMD – OLTP 4K

Performance comparison – different core counts



- Storage performance scales non-linearly with the most benefit up to 32 cores
- 32 cores provides the best value per **IOPS**
- >32 cores processors suitable for greater VM density
- VMware licensing costs increase at >32 cores

Key takeaways for VxRail P675F/N

- Supported with VxRail 4.7.520 or 7.0.100
- Single socket, 64 cores, 2TB memory, and 20 NVMe capacity drives in 2U
 - More powerful processor options than on E665
 - Choice of three T4 or one V100S GPU
- Available in all-flash or all-NVMe
 - Not available in hybrid
- Supported in 2-node and VCF deployments

VxRail Configuration Flexibility for Your Workload intel.

E, P, V, D, S, G Series based on the latest Dell EMC PowerEdge servers

Processor

Single, dual or quad, Gen 2 and Gen 1 Intel® Xeon ® Scalable with 4 to 112 cores per system Or

2nd Gen AMD EPYC™ 7002 Series with 8 to 64 cores in a single socket

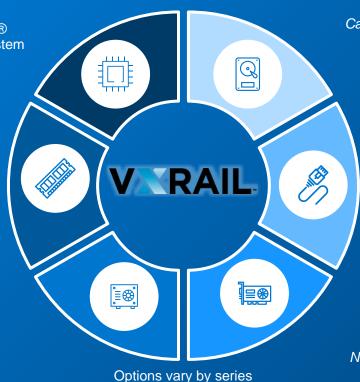
RAM

16GB RDIMM 32GB RDIMM 64GB RDIMM/LRDIMM 128GB LRDMIM

Intel Optane Persistent Memory: 128GB & 256GB

Power supply

550W, 1100W, 1600W 100-240V AC 1600W, 2000W, 2400W 200-240V AC 1100W 48V DC



Storage

Cache Drives: Optane 375GB, NVMe 1600GB SAS 400GB, 800GB, 1600GB

Capacity NVMe: 1TB, 4TB Capacity SSDs: 1.92TB, 3.84TB, 7.68 TB HDDs: 1.2TB to 8.0TB

Base networking

SFP28, SFP+, RJ45

2x 25GbE 4x 10GbE

2x 10GbE

4x 1GbE (4x 10GbE auto-negotiate)
Optional add-on NICs, FC HBA

GPUs

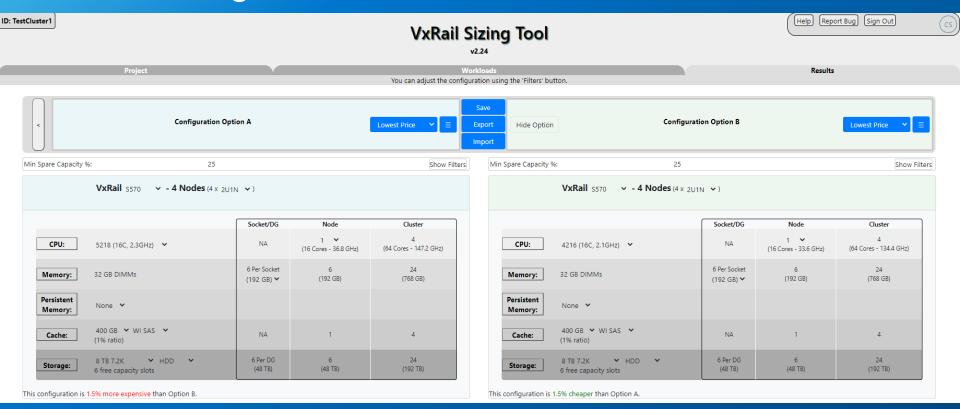
NVIDIA Tesla T4, V100/V100s or M10 NVIDIA Quadro RTX6000 or RTX8000

Note: GPU software & drivers sold separately



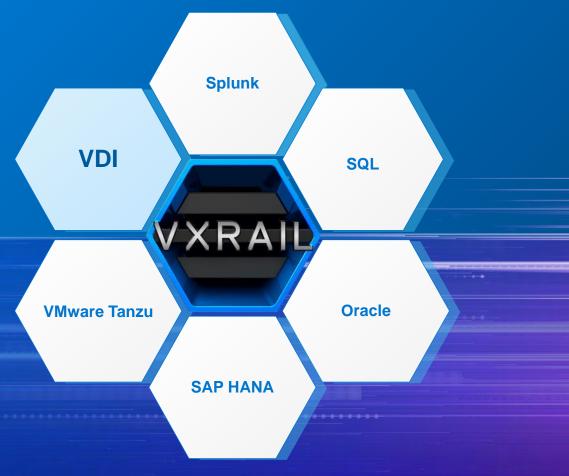
D¢LLTechnologies

VxRail Sizing Tool



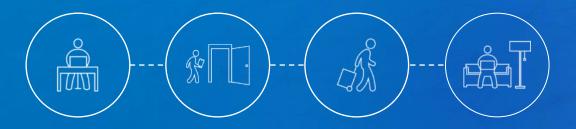
Solution and Uses Cases on VxRail

VDI

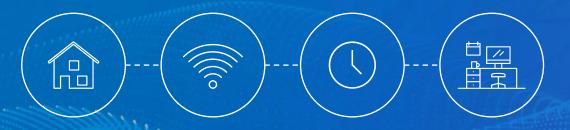


The way we work has changed...

The workforce *has changed*



Work can happen anytime, from anywhere



Employees need remote access to data/apps on their devices

Companies need to maintain security & compliance

Total need to manage costs

VxRail Use Case for VDI



BENEFITS



HCI System Software lifecycle management



Predictable costs, performance, and scalability to support a growing workforce



Rapid deployments



Rapid scaling to serve enterprises of any size

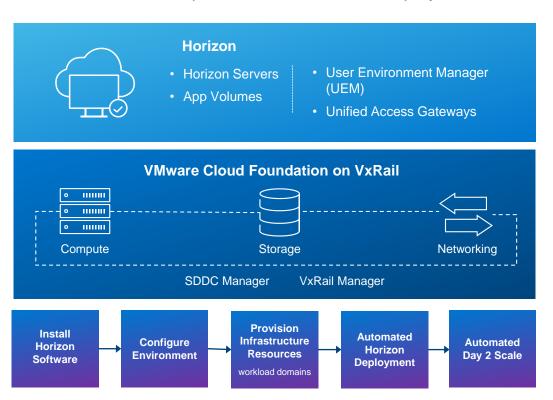


Dell EMC singlecompany-support model

D¢LLTechnologies

Horizon on VCF on VxRail

Fast, standardized, repeatable, and scalable deployment of virtual desktops



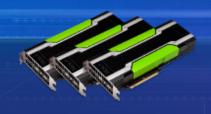
- VMware Cloud Foundation automates deployment of Horizon infrastructure
- Rapid deployment to Horizon Pod and Block architecture
- Reduce complexity
- Standardize environments
- Scale rapidly
- More time for value-add tasks
- Faster time to value and ROI

^{*} Automation available on VCF 3.x - not on 4.x

Dell EMC Ready Architectures on VxRail

VDI on HCI for customers wanting fully integrated solutions on native VMware





Available exclusively with VMware ESXi hypervisor

VMware Horizon or Citrix Virtual Apps and Desktop

SOLUTION BENEFITS

- Predictable per-seat cost & performance, and linear scale to support a growing workforce
- Ideal for rapid deployments
- Scale rapidly with workload specific configurations per platform
- 16x Lower install and upgrade costs
- 30% TCO advantage over DIY HCI
- 42% Lower total cost of serviceability

For the latest specification - VxRail Spec sheet



Dell EMC Ready Architectures on VxRail

VDI on HCI for customers wanting fully integrated solutions on native VMware





Choice of Hybrid or All Flash storage configurations

Available from 3 to 64 nodes per cluster

Services: Deployment, Integration, Support

DIFFERENTIATION

- Optimized Dell EMC hardware powered by VMware software with single point of contact for deployment and support
- Integrated Lifecycle Management with a full suite of management software
- Reduce RPO and RTOs with RPVM and in-line deduplication and data compression

GPU supported VxRail's

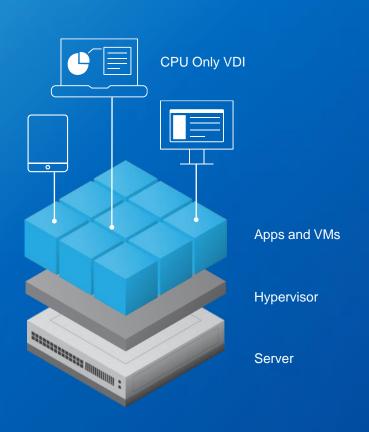
- VxRail V570: 2U,
- VxRail E560: 1U,
- For supported GPUs review <u>current specification list</u>

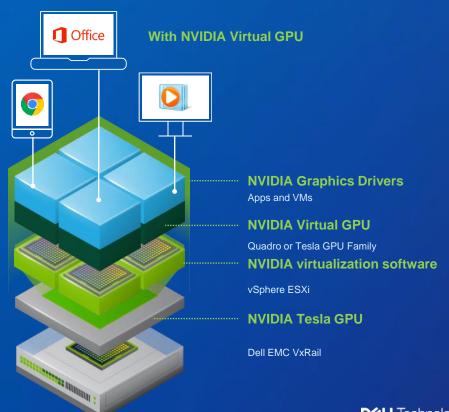
For the latest specification - VxRail Spec sheet



How it works

NVIDIA Virtual GPU Products deliver a GPU Experience to every Virtual Desktop







Dell EMC VxRail SVB Bundles



I	SKU	Order Code	Protocol	Chassis	Capacity	Service	Expansion Possibilities	Recommended UpSells
	486-51590	VxRail VDI 1A	VSAN ADV	1U	2 x Intel Gold 6226R (16) Cores @ 2.9GHz, 384GB RAM , 1 X 400GB SSD Cache 2 x 3.84TB SATA Capacity SSD	3Yr ProSupport and 4Hr mission critical	Additional Drives	 3.84TB SATA Capacity SSD
	486-51591	VxRail VDI 1B	VSAN ADV	1U	2 x Intel Gold 6226R (16) Cores @ 2.9GHz, 768GB RAM , 1 X 400GB SSD Cache 2 x 3.84TB SATA Capacity SSD			DPS Suite/ApplianceDell Network Top Of Rack Switching
	486-51592	VxRail VDI 2A	VSAN ADV	1U	2 x Intel Gold 6248R (24) Cores @ 2.9GHz, 768GB RAM , 2 X 1.6TB SSD Cache 4 x 3.84TB SATA Capacity SSD		Additional Drives	 3.84TB SATA Capacity SSD DPS Suite/Appliance Dell Top Of Rack Switching
	486-51593	VxRail VDI 2B	VSAN ADV	1U	2 x Intel Gold 6248R (24) Cores @ 2.9GHz, 1,536GB RAM , 2 X 1.6TB SSD Cache 4 x 3.84TB SATA Capacity SSD			
	486-48749	VxRail Compete 2	VSAN ADV	14x3.5" Drives Chassis	3.2TB Raw – 2 x 1.6TB SSD + 32TB Raw – 8 x 4TB 7.2K Rpm NLSAS	3YR PS NBD	Additional Drives	4TB NLSAS DPS Suite
	486-57507	VxRail Compete 3	VSAN ADV	2U	2 x 800GB SSD, 4 x 3.84TB SATA SSD	3Yrs Pro Sup	Additional Drives	3.84TB SATA SSDDPS Suite
	486-57508	VxRail Compete 4	VSAN ADV	2U	1 x 800GB SSD, 2 x 1.92TB SATA SSD	3Yrs Pro Sup	Additional Drives	800GB SSD, 1.92TB SATA SSD DPS Suite

3 nodes are required to create a new VDI cluster



Resources

- <u>Dell EMC Ready Architectures for VDI</u> (Reference Architecture)
- VDI Design Guide—VMware Horizon on VxRail and vSAN Ready Nodes (Design Guide)
- Dell EMC Quickstart Bundles for VDI (Website)
- VMware Horizon VDI on VxRail (YouTube Video)





INTRODUCING

Dell EMC Integrated System for Microsoft Azure Stack HCI

Modernize and Transform your Operational Experience







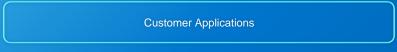
Streamline & Simplify Operations Deliver Operational Efficiency

Integrated Azure Experience Flexible Consumption Options

Be Confident Rely on enterprise-class expertise



Hybrid Infrastructure with Azure Stack HCI



Virtual Apps

Cloud Native Apps



• Connect to Azure Services such as Azure Monitor, Update, Site Recovery, etc.

 Azure Arc enabled data services* bring Azure services such as Azure SQL, Azure Postgres SQL hyperscale on-prem, but managed as Azure service

Virtual Machines Azure Kubernetes Service (AKS)*







- Premium features such as stretched clusters, Arc integration and management
- Announced Azure Kubernetes Service on HCI enables traditional VMs and K8 clusters to run on same infrastructure

Azure Stack HCI OS [Hyper-V + Storage Spaces Direct + SDN]

- Azure Stack HCI hybrid HCI OS available as an Azure Service
- · Always up to date and current as part of Azure subscription
- Billed as any other Azure service with \$10/core/month
- Managed locally or via Azure portal using Arc

Dell EMC Integrated System for Azure Stack HCI





- Dell EMC Integrated System for Azure Stack HCI
- Turnkey HCl appliance with simplified deployment and LCM
- Local management via Windows Admin Center (WAC) and Dell EMC WAC Extension
- Dell EMC infrastructure available via CapEx or OpEx

Flexible configuration options

Density optimized

Capacity and performance optimized



AX-640



AX-740xd

Applications requiring balance of performance, cost and density

Applications needing balance of compute and storage

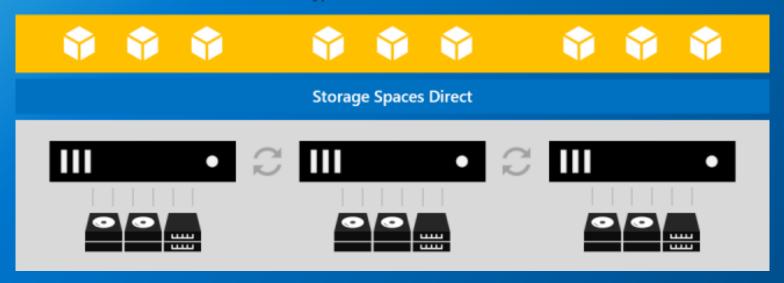
Hybrid All-flash All-NVMe

Storage Spaces Direct

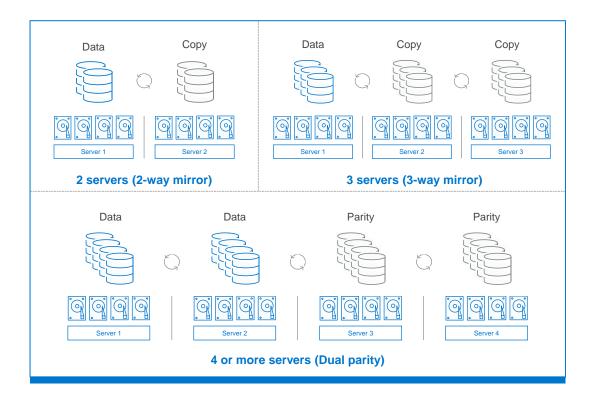


Microsoft's Software Defined Storage Platform

Hyper-V Virtual Machines



Volume and resiliency options



# of Servers	Available Protection	
2	2-way mirroring (mandatory) Other options: Nested 2-way mirror Nested mirror-accelerated parity	
3	3-way mirroring (recommended) Other options: Single parity	
4 or more	3-way mirroring (recommended) Other options: Dual-parity Mirror-accelerated parity	

Volume resiliency capacity efficiency and performance

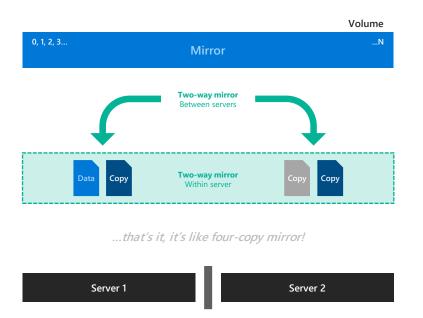
Resiliency type	Capacity efficiency	Speed	Workloads
Mirror	Three-way mirror: 33% Two-way-mirror: 50%	Highest performance	Virtualized workloads Databases Other high performance workloads
Mirror- accelerated parity	Depends on proportion of mirror and parity	Much slower than mirror, but up to twice as fast as dual-parity Best large sequential writes and reads	Archival and backup Virtualized desktop infrastructure
Dual-parity	4 servers: 50% 16 servers: up to 80%	Highest I/O latency & CPU usage on writes Best large sequential writes and reads	Archival and backup Virtualized desktop infrastructure

- Make the number of volumes a multiple of the number of servers in your cluster (even distribution among servers)
- Limit the total number of volumes to 64 per cluster in Windows Server 2019
- Ensure that there is enough reserve capacity in the storage pool for any in-place volume repair arising out of failed disk replacement. 1 drive per server in the first 4 nodes in a cluster is automatically configured.
- Use the Resilient File System (ReFS): preferred file system for performance and data integrity

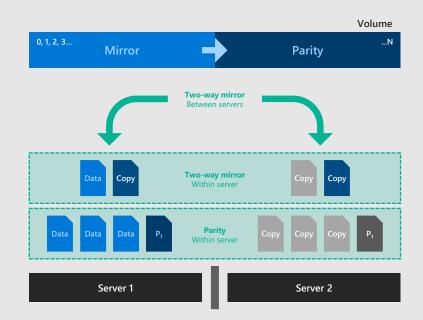


Two new resiliency options

Nested two-way mirror



Nested mirror-accelerated parity



Tiering recommendations

- Single-tier all flash configuration is often recommended due to high performance, low latency, no CPU and memory overhead due to cache operations, and faster rebuild times. Deduplication is also faster with single-tier. Make sure endurance is met by devices and capacity.
- Best price / performance met by 2-tier design (NVMe + SSD or NVMe + HDD) with low endurance / read optimized devices for capacity.
- Notes about cache in 2-tier configurations:
 - Cache should accommodate the working set (active reads/writes at any given time)
 - Configure the cache to capacity ratio at 10-15%
 - 5% cache is sufficient for large nodes ~150 TB or 2-tier configuration using Intel® Optane™ SSDs and Intel® Optane™ DC Persistent Memory
 - Cache does **not** contribute to overall capacity

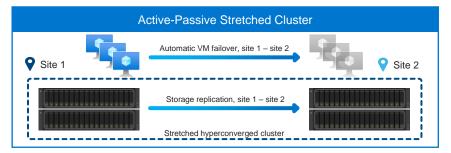


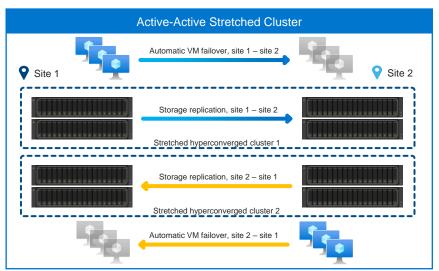
Native disaster recovery with stretch clustering

Azure Stack HCI stretch clustering



- Span an Azure Stack HCI cluster across two rooms, two buildings, or two cities
- Site-local resiliency
- Sync or async storage replication
- Optional encryption
- Combine with Virtual Machine Affinity or Anti-Affinity for site awareness

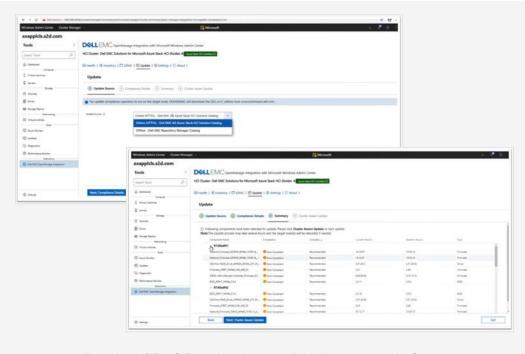






Full Stack lifecycle management

BIOS, firmware, driver, and Microsoft updates using Cluster-Aware Updating



Requires iDRAC Premium License for Windows Admin Center

Life cycle management functionality details

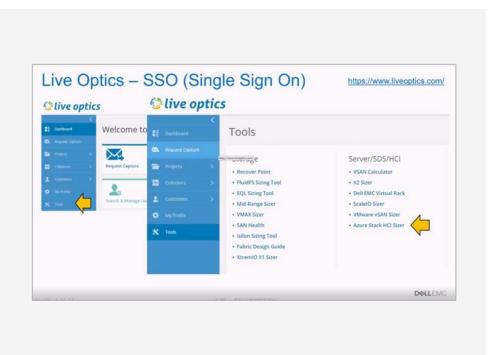
NEW IN 2.0! Scheduled updates of BIOS, firmware, and Microsoft **Components**

- Automation prevents potential for human error and downtime
- Upgrade and downgrade
- Use catalog from Dell Repository Manager (DRM) or online-based PDK/MX catalogs
- Compliance report to verify update success

Sizing and Configuration

Live Optics

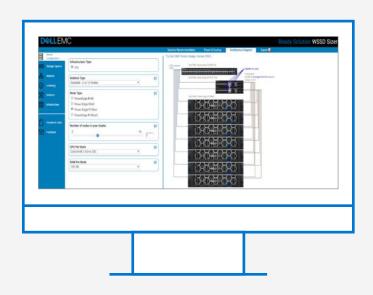
Capture, collect, and analyze performance information from various operating systems



Live Optics - Real-world data for IT decisions

- Uses host-based performance collector, Optical
 Prime (formerly known as DPACK)
- Live Optics software is designed to be used in both small and large IT environments
- Live Optics allows users to request project preparation and analysis to view analytic performance metrics in the project they create
- Download the software, run the collector and create/view your project in 3 simple steps
- Includes link to Azure Stack HCI Sizer Tool.

Azure Stack HCI Sizer Tool





Explore configuration options

- Quickly match business requirements to appropriate configuration
- Great deal of flexibility and ease of use



BOM made easy

Detailed BOM and architecture diagram

- Visual images for ease of understanding / usability
- Easily share and fine tune configurations



Christoph Hesse Senior Manager



Dell Technologies Pre-Sales Team



Michael Fischhold System Engineer \$ +49 89 4208 - 2797 Michael.Fischhold@ingrammicro.com



Nikola Gruiicic System Engineer \$ +49 89 4208 - 1035



Philipp Lehnart System Engineer \$\cdot +49 172 - 285 9691 Philipp.Lehnart@ingrammicro.com

Dell Technologies Außendienst

Manfred Honsdorf



Key Account Manager \$ +49 172 - 102 9012 Manfred.Honsdorf@ingrammicro.com



Martin Schnelldorfer Senior Key Account Manager C + 49 152 - 288 88301 Martin.Schnelldorfer@ingrammicro.com

Dell Technologies Sales Team



Thomas Mack Supervisor Sales C +49 89 4208 - 2537 Thomas, Mack@ingrammicro.com





Özhan Bakar Technical Sales Consultant \$ +49 89 4208 - 2728 Oezhan.Bakar@ingrammicro.com



Katrin Klose Technical Sales Consultant \$\cup +49 89 4208 - 3351



Max Riedel Senior Sales Consultant C +49 89 4208 - 1684 Max.Riedel@ingrammicro.com

Natasa Stojanovic

Hristiana Staenova

Sales Consultant



Sales Consultant \$\cdot +49 89 4208 - 3285 Natasa.Stojanovic@ingrammicro.com



\$\cup +49 89 4208 - 3747 Hristiana.Staenova@ingrammicro.com



Gabriele Yordanova Sales Consultant \$\cup +49 89 4208 - 3755 Gabriele.Yordanova@ingrammicro.com



Martina Geßl Senior Sales Consultant \$ +49 89 4208 - 1470 Martina.Gessl@ingrammicro.com



Atilla Kumbaraci Sales Consultant \$\cdot +49 89 4208 - 3055 Atilla.Kumbaraci@ingrammicro.com



Jutta Obermeier Technical Sales Consultant C +49 89 4208 - 1035



Felix Schüler Sales Consultant \$ +49 89 4208 -3171 Felix,Schueler@ingrammicro.com



Michael Stalmach Sales Consultant \$\cdot +49 89 4208 - 3234 Michael.Stalmach@ingrammicro.com



Markus Ungnadner Sales Consultant \$\infty +49 89 4208 - 34611 Markus, Ungnader@ingrammicro.com

Wir unterstützen Sie kompetent und persönlich!



Dell Technologies Business Management Team



Martina Kern Senior Business Development Manager \$\input +49 89 4208 - 1306 Martina.Kern@ingrammicro.com



Thorsten Lieser Business Development Manager \$\cdot +49 89 4208 - 2136 Thorsten, Lieser@ingrammicro.com

Rouven Scharrenberg



Business Development Manager \$\cdot +49 89 4208 - 2071 Rouven.Scharrenberg@ingrammicro.com



Ludwig Steffel Product Manager Marketing & +49 89 4208 - 1785



Ramona Klix Marketing Manager C +49 89 4208 - 3386 Ramona.Klix@ingrammicro.com



DellEMC@ingrammicro.com



089 4208 - 2020

D LLTechnologies