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INGRAM MICRO®

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The Dell Technologies Tanzu advantage

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INGRAM MICRO®

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D≪LL Technologies

Modernizing applications is the key to transformation

78%

Improving application
portfolio is a TOP priority[1]

48%

Have NOT made improvements
in the last year or more[1]

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Cloud-native technologies are the new standard

90%
of new enterprise applications will be delivered using cloud-native approaches by 2022[2]

Containers with Kubernetes orchestration deliver cloud-native patterns

500M
apps will be built using cloud-native practices by 2025[2]

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D∀LL Technologies

Applications have evolved quite significantly in the last few years

Enterprises used to rely on **monolithic applications** with one application doing everything

An application used to consist of a few VMs

Web

VM

App

VM

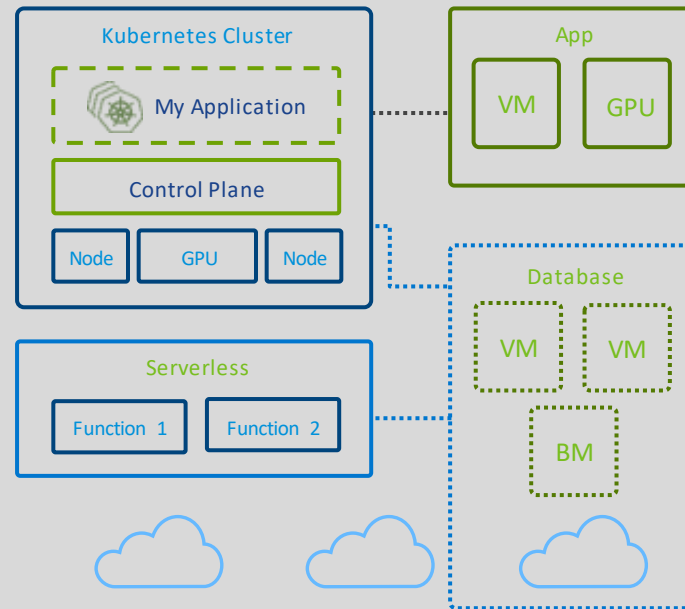Database

VM

Node

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DELLTechnologies
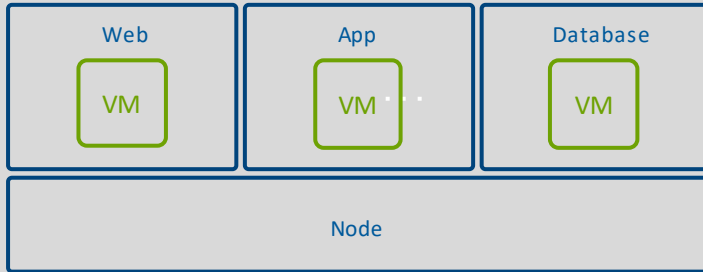
Modern enterprises are building heterogenous applications

Need for greater agility, scale, and performance are accelerating the shift to modern apps

An application used to consist of a few VMs
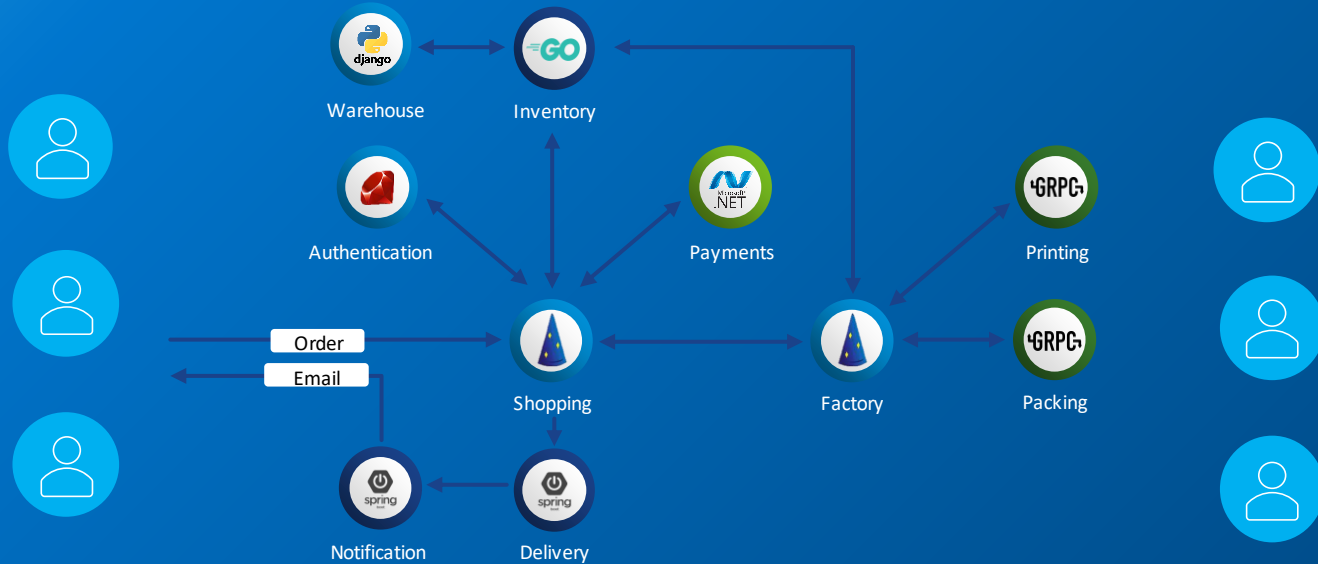
Modern apps are like distributed systems

Kubernetes Cluster

My Application

Control Plane

| Node | GPU | Node |

App

| VM | GPU |

Serverless

| Function 1 | Function 2 |

Database

| VM | VM |

BM

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Modern, Cloud Native Software Development can be Limitless

More choice | **Greater velocity** | **Better resiliency**

What Industry Experts Say - Kubernetes and App Modernization

According to a survey conducted by IDC on container infrastructure software, **80+%** of respondents are using a Kubernetes based platform.[1]

By 2023, about 54% of container instances will be deployed primarily in the data center.[2]

By 2025, more than 85% of global organizations will be running containerized applications in production, which is a significant increase from fewer than 35% in 2019.[3]

By 2025, nearly two-thirds of enterprises will be prolific software producers with code deployed daily.

Source:

1 IDC Container Infrastructure Software, *Doc# US46185520*, April 2020
2 IDC Container Infrastructure Software Market Assessment: x86 Containers Forecast, 2018-2023, *Doc# US46185620*, April 2020
3 IDC WW Semiannual IT Spending Guide: Line of Business, 09 April 2018 (HW, SW and services; excludes Telecom)
4 Gartner (July 2020): CTO's Guide to Containers and Kubernetes: 10 Frequently Asked Questions

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82% Average Reduction in 'Path to Production' Time

| Software Development Lifecycle | | | On-going Ops |

Provisioning 90% faster

From 65 to 6 days

37% more time coding

From 56% to 77%

Releasing 61% faster

From 14 to 5 days

Operating (Day 2) 69% more efficient

From 79 to 24 hours

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VMware Tanzu Portfolio

Build

Modern Applications

Bitnami | Pivotal

Run

Enterprise Kubernetes

vSphere With Kubernetes | VMware PKS

Manage

Single Control Point

Multi-cloud
Multi-cluster
Multi-team

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Different Priorities for Modern Apps
Self Service vs. Governance

Code the app

Test it

Deploy it

Support it

Developer
Self-Service

IT Admin
Governance

Ensure availability

Ensure security

Deliver quality of service

Cost control

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Cultural Challenges
Different Focus & Expectations

I need a place to do some dev work.

I need a Kubernetes cluster.

I'd like to start with a Master Node and three worker nodes.

Never mind, I'll do my development in the public cloud

Developer
Consuming

IT Admin
Building

Sure, how many VMs do you need?

Sure, how many VMs do you need?

Sure, 4 VMs, is that what you need?

Sure, If you need any VMs, let us know.

vmware®

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D**E**LL Technologies

The Dell Technologies Tanzu advantage

Implement Tanzu on your terms

- as-a-Service
- Turnkey
- BYO

Modernize at the speed of business

Automate

Protect

Plan

Deliver container innovation anywhere

Private   Public   Edge

INGRAM MICRO®

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Private

Public
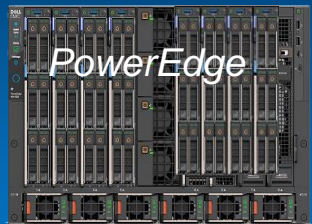
Edge

INGRAM MICRO®
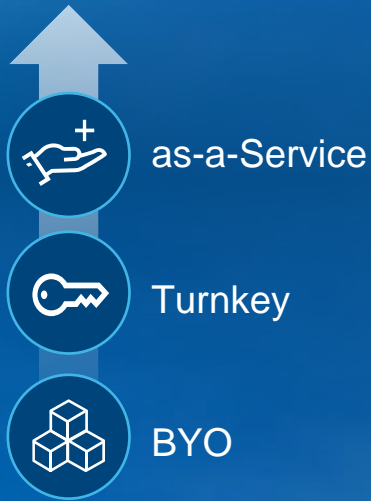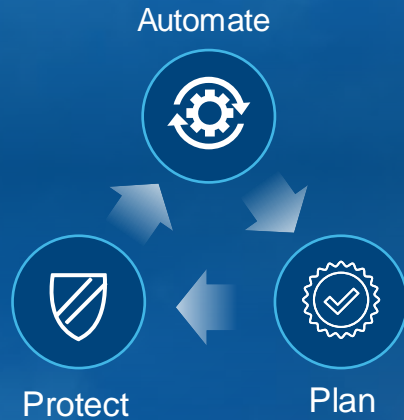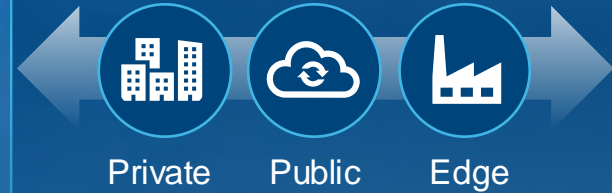
DELLTechnologies
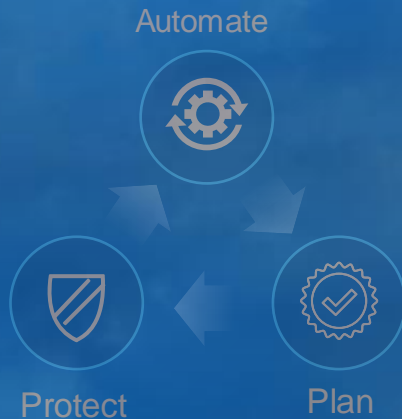
Implement Tanzu on your terms

Infrastructure that aligns with your need for Tanzu support

vSphere with Tanzu on Best of Breed	Tanzu Architecture for VxRail	vSphere with Tanzu on VxRail	Dell Technologies Cloud Platform	VMware Cloud on Dell EMC
PowerEdge *PowerMax* *PowerStore*	*Purpose-built reference arch*	*Rapid, standard VxRail deployments*	*Turnkey hybrid cloud*	*Datacenter as a service*

Level of stack integration

DELLTechnologies

vSphere with Tanzu on Best of Breed

Dell EMC PowerEdge servers + Dell EMC Storage + Dell EMC Networking

Customize your modern applications platform
Get scalable, flexible architectures, intelligent automation and management, and
multi-layer security, plus powerful purpose-built storage and open networking.

Rapid time-to-value with pre-tested infrastructure and deployment guidance

Superior performance with independent scaling of storage and compute

Leverage existing investments for modern apps environments

D&LL Technologies

PowerEdge for the modern, evolving data center

The #1 server in the world

68x faster
Complete hypervisor and firmware updates using **vLCM** and **OMIVV** in under 4 minutes vs. 3.5 hours manually

180+
vSAN Ready Node configs
One of the broadest5 vSAN™ Ready Node offerings

Scalable business architecture

Maximize performance across the widest range of applications with **highly scalable architectures**

Intelligent automation

Automate the entire server lifecycle from deployment to retirement with **embedded intelligence**

Integrated security

Protect your customers and your business with the PowerEdge
Cyber Resilient architecture

D⦵**LL**Technologies

Dell EMC Storage: persistent modern app storage

Seamless support for VMware Tanzu

World's fastest storage array*

PowerMax is the world's fastest storage array and it brings that performance to Tanzu. It also scales to 64,000 vVols per array.

PowerMax

PowerFlex

PowerStore

Unity XT

Only storage array to run vSphere apps

PowerStore not only runs VMs and Containers it runs vVols natively.

Transparent storage infrastructure

Storage that works seamlessly with virtual machines and containers supporting VMware Cloud Native Storage interface

Policy-driven dynamic provisioning

Storage Based Policy Management (SPBM) can be used for the deployment and management of vVols and VMFS datastores

Advanced storage efficiency

Persistent volumes can be de-duplicated and compressed increasing the effective storage capacity, sometimes by 4:1 or greater

* Based on Dell EMC internal analysis of max bandwidth (64K blocks) of the PowerMax 8000 (350GB/s) versus max bandwidth of competitive mainstream arrays, August 2020. Actual performance will vary

D**LL**Technologies

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

DELLTechnologies

Dell EMC VxRail

Turnkey HCI 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
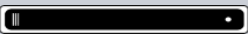
The VxRail Advantage

VxRail HCI 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.

VxRail on latest generation Dell EMC servers

E665/F/N & E560/F/N	P570/F & P580N	V570/F	D560/F	S570	G560/F
Our everything platform	Performance focused	Optimized for VDI	Durable & rugged	Storage dense	Compute dense
Single socket 2nd 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

* E560 only, not available on E665

VxRail Configuration Flexibility for Your Workload
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
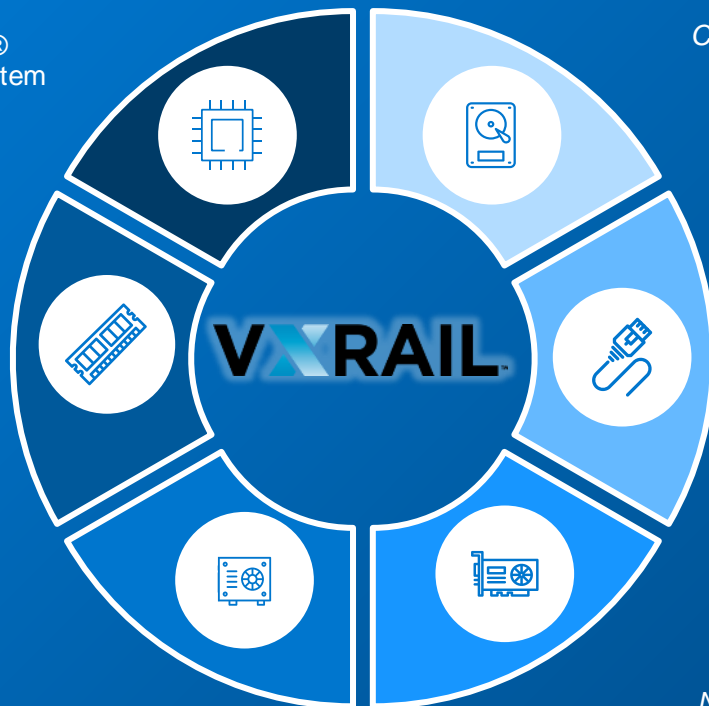
Storage

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

Options vary by series

VxRail Sizing Tool

ID: TestCluster1

VxRail Sizing Tool
v2.24

| Project | Workloads | Results |

You can adjust the configuration using the 'Filters' button.

Configuration Option A　　Save / Export / Import　　Lowest Price ☰　　Hide Option　　**Configuration Option B**　　Lowest Price ☰

| Min Spare Capacity %: | 25 | Show Filters |

VxRail S570 ▾ - 4 Nodes (4 x 2U1N ▾)

		Socket/DG	Node	Cluster
CPU:	5218 (16C, 2.3GHz) ▾	NA	1 ▾ (16 Cores - 36.8 GHz)	4 (64 Cores - 147.2 GHz)
Memory:	32 GB DIMMs	6 Per Socket (192 GB) ▾	6 (192 GB)	24 (768 GB)
Persistent Memory:	None ▾			
Cache:	400 GB ▾ WI SAS ▾ (1% ratio)	NA	1	4
Storage:	8 TB 7.2K ▾ HDD ▾ 6 free capacity slots	6 Per DG (48 TB)	6 (48 TB)	24 (192 TB)

This configuration is 1.5% more expensive than Option B.

| Min Spare Capacity %: | 25 | Show Filters |

VxRail S570 ▾ - 4 Nodes (4 x 2U1N ▾)

		Socket/DG	Node	Cluster
CPU:	4216 (16C, 2.1GHz) ▾	NA	1 ▾ (16 Cores - 33.6 GHz)	4 (64 Cores - 134.4 GHz)
Memory:	32 GB DIMMs	6 Per Socket (192 GB) ▾	6 (192 GB)	24 (768 GB)
Persistent Memory:	None ▾			
Cache:	400 GB ▾ WI SAS ▾ (1% ratio)	NA	1	4
Storage:	8 TB 7.2K ▾ HDD ▾ 6 free capacity slots	6 Per DG (48 TB)	6 (48 TB)	24 (192 TB)

This configuration is 1.5% cheaper than Option A.

D&LL Technologies

VMware Cloud on Dell EMC: A fully managed modern apps platform

Dell Technologies Cloud Data Center-as-a-Service

| | VMs | | Containers |

vmware®

Powered by

VMware Cloud Foundation with Tanzu

Automation & Operations

Compute   Storage   Network   TKG

Intrinsic security & lifecycle automation

DELLEMC

Enterprise Services

Data Protection

Back-up

Disaster Recovery

Cloud Bursting

Edge
Native VxRail Cluster

Core

DELLEMC

Consistent Infrastructure

VM Infrastructure • Container Infrastructure • Systems Infrastructure

- Delivered as-a-service on-premises

- Co-engineered and delivered by Dell Technologies; ongoing service fully managed by VMware

- VMware SDDC including compute, storage, networking

- Built on VxRail – Dell EMC's enterprise-grade cloud platform

- Hybrid cloud control plane to provision and monitor resources

- Tanzu Kubernetes Grid (TKG) Verification

DELLTechnologies

Dell Technologies Cloud

Pre-integrated components from a rich open source ecosystem

CUSTOM CLOUD-NATIVE STACK

Image Registry

Scheduling, Orchestration,
Service Operations

COMPLEX

Framework Lifecycle Management

MANUAL

Cluster Health Monitoring, Healing
Management

UNIQUE

Security and Networking

Persistence

BRITTLE

HCI Infrastructure

Monitoring, Logging, Analytics

DELL TECHNOLOGIES CLOUD PLATFORM

App
App
App

Kubernetes cluster   Virtual machines   Native pods

COMPLETE

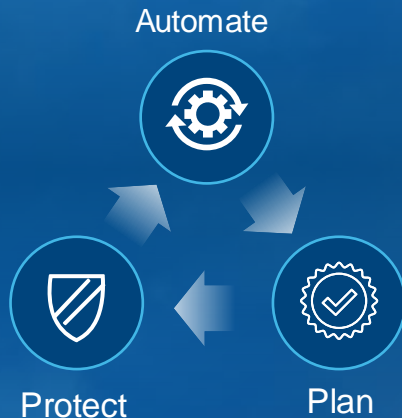**TURNKEY**

VMware Cloud Foundation

STANDARD

VXRA... **TRUSTED**
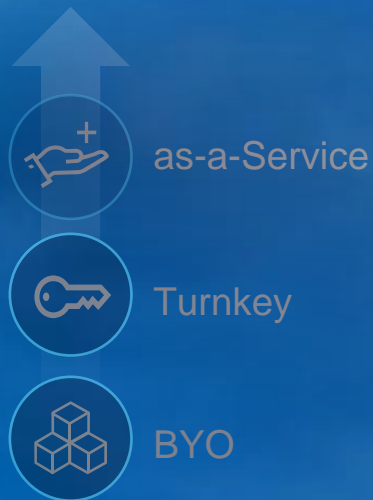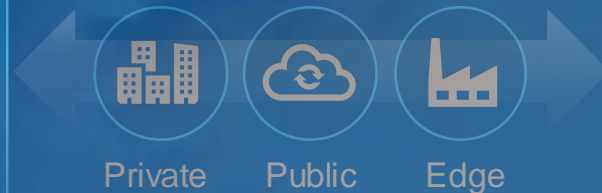
VS

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The Dell Technologies Tanzu advantage

Implement Tanzu on your terms

- as-a-Service
- Turnkey
- BYO

Modernize at the speed of business

- Automate
- Plan
- Protect

Deliver container innovation anywhere

- Private
- Public
- Edge

DELLTechnologies

Automate full stack operations

Reduce TCO and streamline operations by eliminating manual steps

SDDC Manager
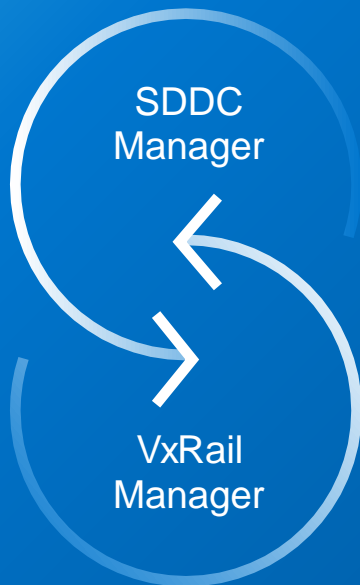
VxRail Manager

DevOps Automation

Developer self service

One-click updates

Add a node in 15 minutes

Automate workload provisioning
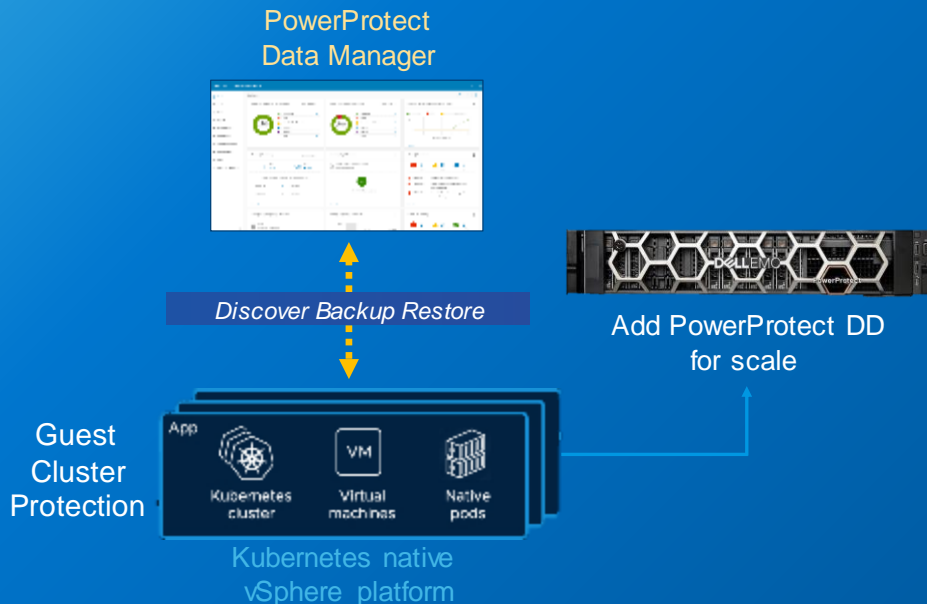
Automate self-service provisioning

Automated Life Cycle Management

Automate scale and configuration

VxRail is the only jointly engineered HCI system with deep VMware Cloud Foundation integration. LCM through SDDC Manager—without 3rd party tools

DELLTechnologies

Enterprise protection

Enterprise protection for Tanzu on-prem and in the cloud

PowerProtect
Data Manager

Discover Backup Restore

Add PowerProtect DD
for scale

Guest
Cluster
Protection

App

Kubernetes
cluster

Virtual
machines

Native
pods

Kubernetes native
vSphere platform
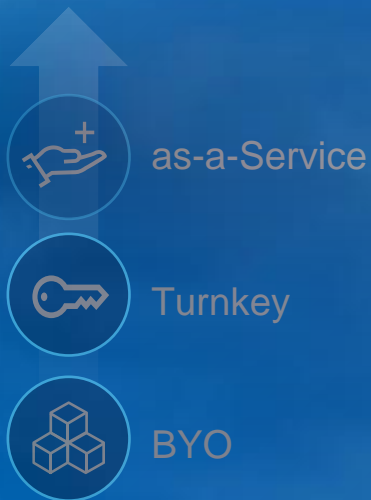
With VMware running Kubernetes everywhere, enabling the protection of Tanzu is essential for business operations.
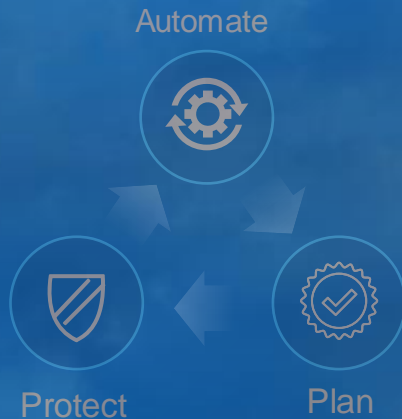
- Peace of mind protection for modern workloads

- Unified protection across VMs and containers

- Central UI and self-service capabilities for IT ops and backup admins

- Feature-rich for enterprise-grade protection

- Ensure business continuity and disaster recovery

- Lockstep innovation through collaboration with VMware

DELLTechnologies

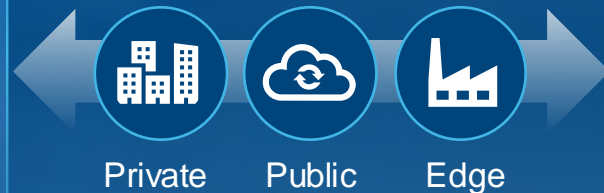# The Dell Technologies Tanzu advantage

Implement Tanzu on your terms

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Modernize at the speed of business

Automate

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Protect

Deliver container innovation anywhere

Private

Public

Edge

DELLTechnologies

Modern apps multi-cloud agility

Consistency across private, public and edge cloud deployment options
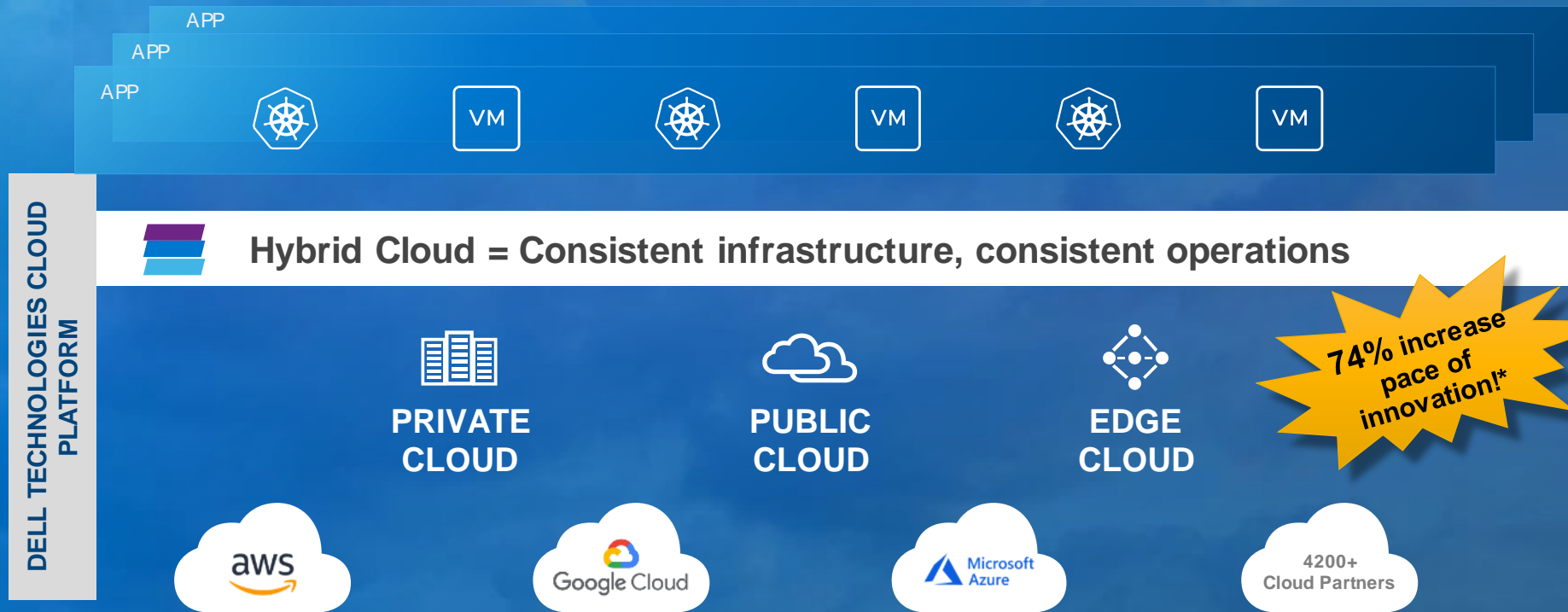
APP

APP

APP

⎈ VM ⎈ VM ⎈ VM

DELL TECHNOLOGIES CLOUD PLATFORM

Hybrid Cloud = Consistent infrastructure, consistent operations

PRIVATE CLOUD

PUBLIC CLOUD

EDGE CLOUD

74% increase pace of innovation!

aws

Google Cloud

Microsoft Azure

4200+ Cloud Partners

D&LL Technologies

Container innovation in hybrid cloud

vCenter, vRealize, VMs and Containers, VMware ISV ecosystem

Dell Technologies Cloud
Powered by VMware Cloud Foundation with Tanzu

vCenter

VMware SDDC
Powered by VMware Cloud Foundation with Tanzu

vCenter

vSphere   vSAN   NSX   TKG

aws   Microsoft Azure

Google Cloud

Native Public Cloud Backing services

Customer Datacenter

HCX

Public Cloud Global Infrastructure

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Remote Tanzu clusters at the edge

DTCP Data Center Deployment

DTCP Remote Site Deployment

SDDC Manager

vCenter   vCenter

Dell Tech Cloud Platform
(VMware Cloud Foundation with Tanzu on VxRail)

SD-WAN Edge

SD-WAN Edge

10Mbps bandwidth
50ms latency
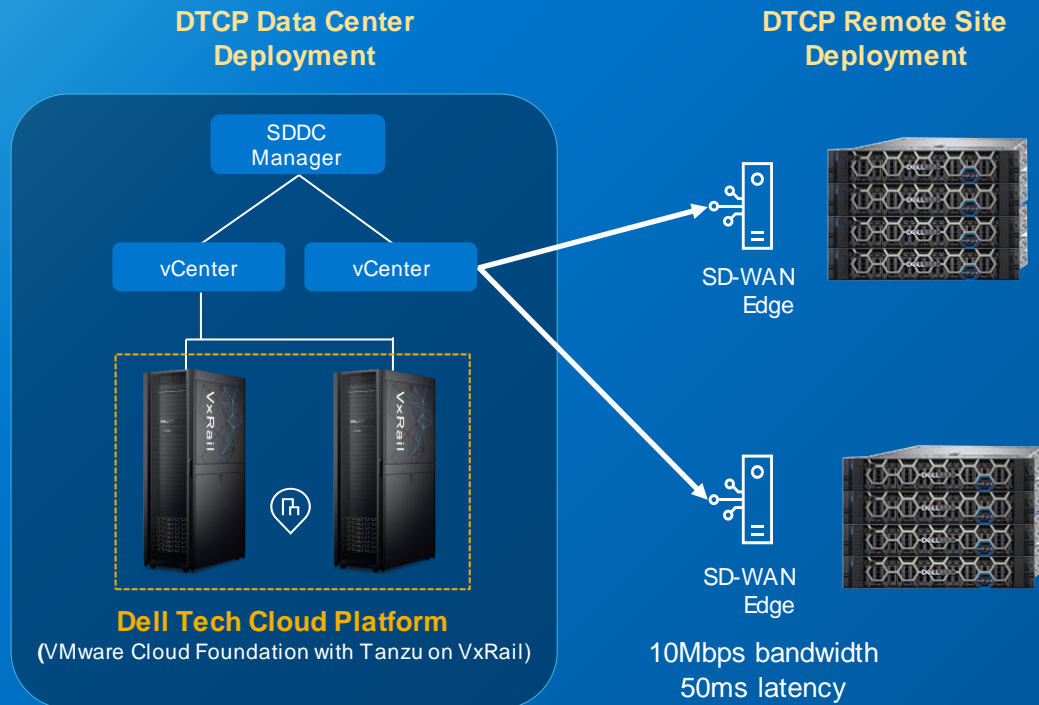
Run containers and VMs through VMware Cloud Foundation with Tanzu at the edge

Consistent operations and integrated full stack HW & SW upgrades across the core and edge
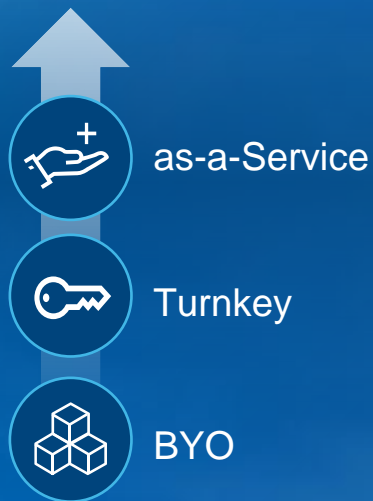
Extend the existing VCF operational capabilities to remote locations

Leverage SD-WAN networking appliances for all-in-one WAN transformation

DELLTechnologies

The Dell Technologies Tanzu advantage

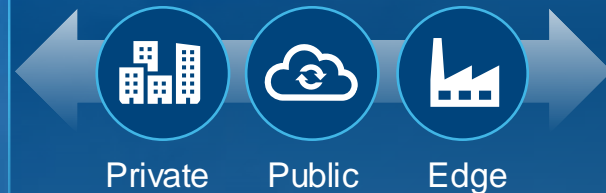Agile infrastructure for modern apps

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