A man in a light blue button-down shirt and khaki pants is leaning over a server rack in a data center. He is looking at a laptop that is plugged into a server. The server rack is filled with various components, and the man's hand is on the laptop keyboard. The background shows more server racks and overhead lighting.

We know data.  
We mean business.

2011 Solutions Brochure





Your total solutions provider.

Dell understands the demands of the modern business world and what it takes to establish and nurture a thriving enterprise under today's limitations. While continuing to expand our data storage solutions and products portfolio to build upon our reputation as industry experts, we listen carefully to the concerns of clients to ensure their utmost ability to grow, adapt and evolve with power of Dell. Your success is ours.

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Grow. Adapt.  
Evolve with  
Dell.



A team at  
your side.



**Grow. Streamline. Scale. Succeed.**

The vision for your company is growing every day and with it your data storage needs. A cost-effective and easily applicable system utilizing award-winning Best-In-Class technology is what you need to reach your enterprise goals. While your competitors are still searching for files, you'll be searching the horizon for new opportunities. This is a promise our competitors simply can't stand behind. With Dell you can achieve more than you ever have before. **Grow with Dell.**

**Adapt. Integrate. Mobilize. Expand.**

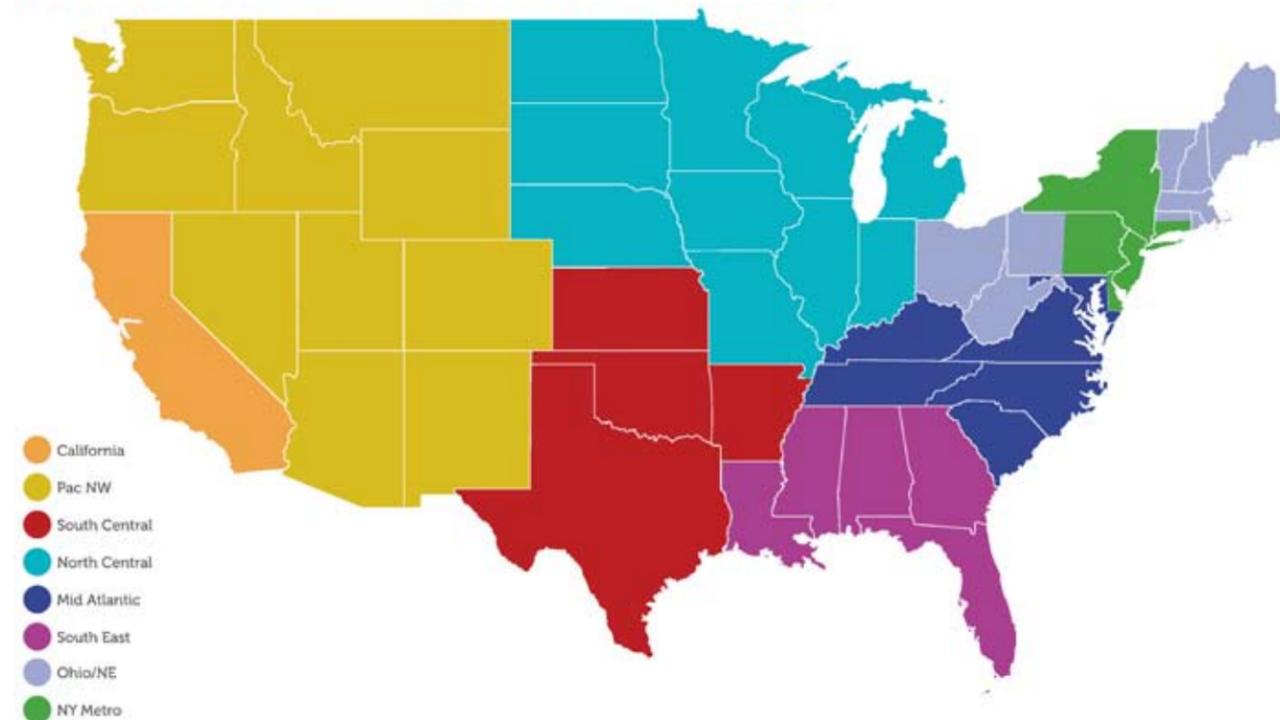
The key to business is adaptation, both in the fluxing economic climate and the latest technological advances. Through the integration of Dell's award-winning portfolio of data storage products into your storage area network, your enterprise will be equipped to instantly adjust to new industry demands. Our products allow you to grow when and where you want literally putting the terms "rip and replace" and "downtime" out of business while cutting your IT administration costs by up to 80%. With Dell you can expand to the cloud and beyond. **Adapt with Dell.**

**Evolve. Simplify. Optimize. Virtualize.**

As your company evolves to meet new demands so your storage needs continue to change. In order to remain current and progressive you require access to a powerful portfolio of innovative storage products to protect your crucial data and empower your personnel with the tools they need to invent the future. With Dell behind you virtualization is seamless with almost zero downtime. When our competitors would have you spending your dollars and time in unneeded, costly forklifts, we can have you on the fast track to the future in a matter of minutes. Evolution is about the elevation of a system. Not reinventing the wheel. We know data. We mean business. **Evolve with Dell.**

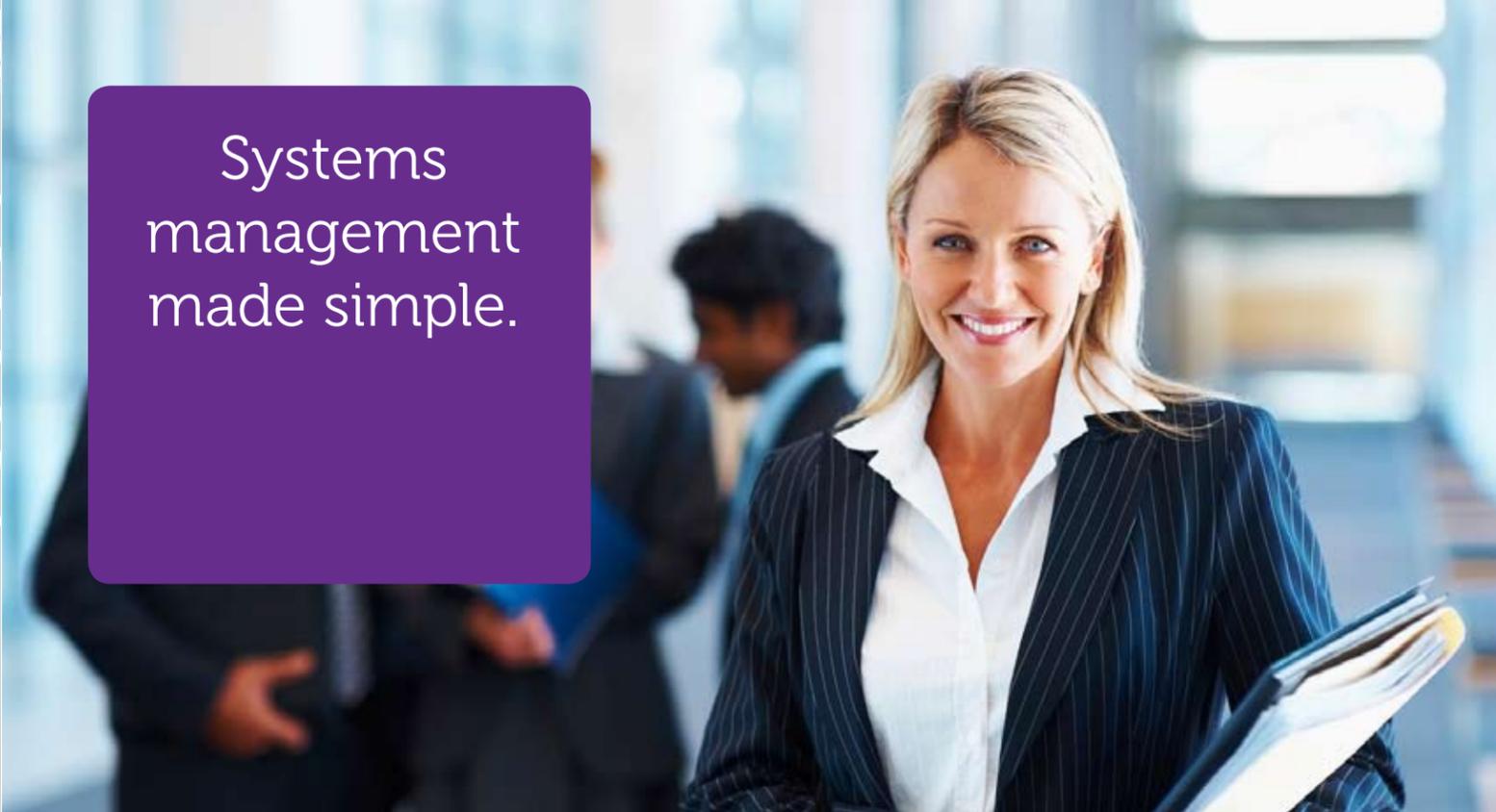
With Dell, you always get more than IT. As a medium business, you have a dedicated account team at your side. We work closely with you, investing time to get an in-depth understanding of your needs. We know your IT setup is unique. Your account manager can help make sure that you acquire the most appropriate solutions, tools and support to help you cut costs, improve efficiency and keep your IT infrastructure running optimally. Whether you're planning a simple hardware refresh, scoping core strategies such as virtualization, or just want someone to bounce ideas off, we have all the tools you need. And we're here to help you get the job done. We know data. We mean business. Dell.

**Regional Account Teams**





Expanding our reach & your influence.



Systems management made simple.

### Force10™

The Force10™ acquisition is Dell's latest investment to broaden its networking portfolio in order to deliver its Virtual Network Services Infrastructure. Dell Force10 provides high-performance solutions designed for virtualizing and automating conventional data center and cloud networks. Dell Force10 technology also complements and accelerates Dell's data center solutions portfolio, enabling it to offer customers a broader range of enterprise offerings.

### SecureWorks®

Dell SecureWorks® can manage your security, enabling you to focus on your business. Experts are available 24/7 online or by phone to help recognize attacks and take the proper action against them.

### BOOMI

Dell Boomi is the market-leading provider of on-demand integration technology and the creator of AtomSphere®, the industry's #1 Integration Cloud™. AtomSphere connects providers and customers of SaaS, cloud and on-premise applications via a pure SaaS integration platform that does not require software, appliances or coding. Dell Boomi's mission is to revolutionize integration and make it accessible and affordable to businesses of all sizes.

### EqualLogic™

Introducing the new PS4100 and PS6100 Series of EqualLogic™ storage arrays. Dell's EqualLogic PS series iSCSI SAN's are recognized as being on the forefront of today's top data centers. Dell EqualLogic is a virtualized iSCSI SAN that combines intelligence and automation with fault tolerance to provide simplified administration, rapid deployment, enterprise performance and reliability while providing seamless scalability.

### Dell Compellent

Dell's recent acquisition of the leader in Fluid Data™ solutions brings the perfect solution to customers who have a need for large scale data storage. Optimize efficiency, agility and resiliency to help slash storage cost up to 80% through the integration of Dell Compellent arrays into your existing or new data storage network systems.



The Dell KACE Family of Systems Management Appliances are easy-to-use, comprehensive and affordable. These unique storage products fulfill the systems management needs of

organizations of all sizes, from initial computer deployment to ongoing management and retirement. KACE Appliances make efficient computer management and server management a reality by providing a low-cost alternative to computer management software.

[www.kace.com](http://www.kace.com)



### KACE M300 Management Appliance

The Dell KACE™ M300 Asset Management Appliance is designed to reduce the repetitive and time consuming tasks associated with running an IT department at a small organization.

- Plug-and-play asset management
- PC Inventory & Software License Compliance
- Supports 20-200 managed computers
- Intuitive web-based user interface
- One-click upgrades



### KACE K1000 Management Appliance

- Device discovery & inventory
- Patch management
- Asset Management
- Configuration & policy management
- Power management
- Reporting & dashboards
- Remote site replication
- Broadcast alerts
- Software distribution
- Virtual Containers & Secure Browser
- Service desk & user portal
- Security audit & enforcement
- Administrative alerts
- Remote control
- AppDeploy™ Live

### KACE K2000 Deployment Appliance

- Disk imaging
- Windows driver management
- Centralized deployment library
- Pre-post deployment configuration
- Remote systems repair & recovery
- Windows network OS install
- Windows user state migration
- Remote site management
- Computer inventory scanning & assessment

The proof  
is in the  
performance.

## Add performance with PowerEdge™.

Dell's award-winning PowerEdge™ rack and blade servers offer a variety of ways to add agility to your infrastructure.

### Performance

More memory than earlier models increases virtualization performance and scalability, while increased integrated connectivity options help you adapt to any network.

### Efficiency

Energy-tuned technologies reduce power consumption while increasing performance. Eco-conscious power supply units, policy-driven power and thermal management and highly effective, standards-based Energy Smart™ components combine to contribute to the PowerEdge R710 and R610 being named performance-per-watt leaders in a recent independent benchmark test against IBM, HP and Fujitsu.

### Manageability

Enjoy faster and easier setup with common system images on PowerEdge rack servers and the Unified Server Configurator. The USC's single, intuitive interface eliminates the need for external media and helps simplify administrator tasks like system deployment, hardware configuration and diagnostics.

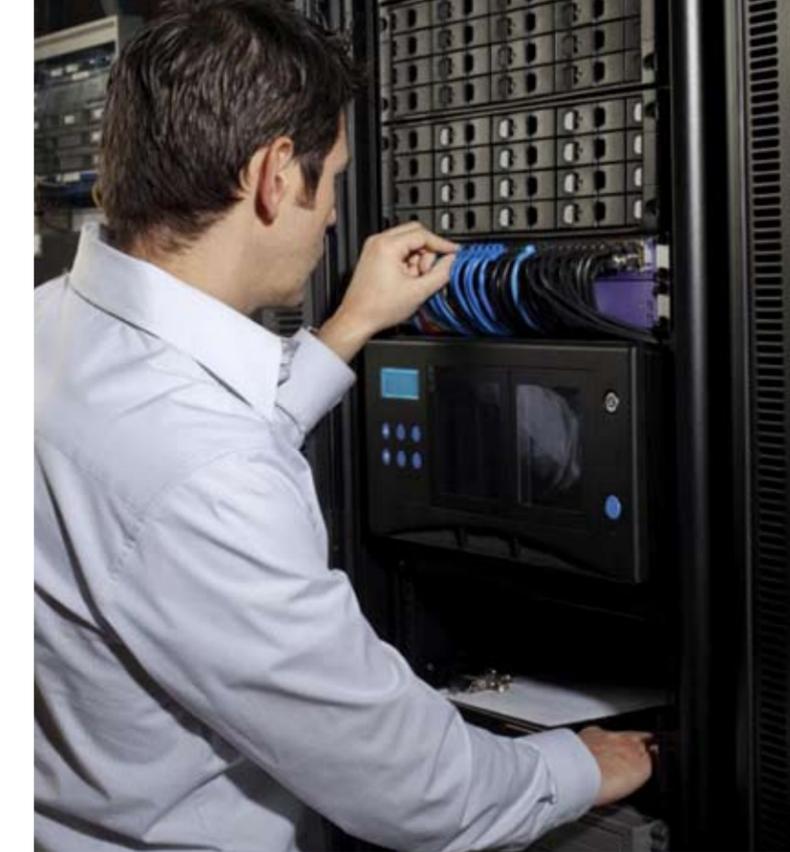


## Easier to manage PowerEdge Rack Servers.

Dell PowerEdge rack servers help you streamline your business with flexible, scalable solutions.

Controllable options that meet and exceed your current performance needs, while allowing for future growth are available from Dell's complete portfolio of 1-, 2- and 4-socket rack servers in 1U, 2U and 4U form factors.

Reduce IT administration time with system image commonality, which maintains a consistent layout between certain PowerEdge rack server models. This single, standards-based interface makes physical setup, usability and updates easier, reducing the need for STA training.



## Power through new IT challenges with PowerEdge Blade Servers.

Dell PowerEdge Blade Servers offer modular solutions for more advanced environments.

Instantly increase the value of your investment with an easier setup. Dell blade servers arrive at your doorstep fully tested and already installed in the M1000e chassis with an integrated KVM interface for effortless deployment and smooth operation.

Centralized management controllers help configuration and management of multiple enclosures and blades from a single console. A convenient, interactive LCD panel simplifies local troubleshooting and deployment.

Scalability gives you the performance you need without the added space and power consumed by server sprawl. The 10U enclosure provides plenty of flexibility, fitting either 16 half-height or 8 full-height servers. Blade types and sizes can be mixed and matched providing you with the ability to access what you need now while easily making adjustments as your business needs change.

[www.dell.com/PowerEdge](http://www.dell.com/PowerEdge)

Making the magic wand obsolete.

## Store. Protect. Simplify with Dell storage solutions.

If your company's like most, its data storage needs will grow an average of 50%\* per year. Dell can help you stay ahead of the flood of data with our affordable Storage solutions.

### Reliable data access.

Hardware designed for 99.999% availability can help increase productivity while protecting data with RAID protection and self encrypting drives (SED). You can now rest easy knowing your users will enjoy uninterrupted access to your company's mission-critical data.

### Quick and easy implementation.

Dell SAN and NAS solutions offer plug-and-play simplicity to get you up and running in no time. As proof, you can consolidate your storage onto a scalable Dell SAN in as little as 30 minutes.\*\*

### Customized solutions. Dependable support.

Dell SAN and NAS solutions come backed with our expert service and a choice of #1-ranking Dell Services\*\*. Thanks to Dell's diverse offering of products and services you'll receive a tailored solution that fits your specific storage needs perfectly.

## What makes Dell different?

- **Dell listens** — We don't know the answer before understanding the problem
- **Dpack** — A light weight assessment to assist customers and Systems Consultants of Dell products to gain a heightened awareness of existing system requirements. \*See pg. 12 for more information on Dpack.
- **Extensive portfolio of solutions and architectures**
- **Solutions/devices built on open standards to ensure flexibility into the future**
- **Solutions that offer no rip & replace proposition**
- **Single-source for enterprise-wide support to save you time and frustration**
- **Services that help you design and implement the right solutions for your business**

[www.dell.com/business/storage](http://www.dell.com/business/storage)



Dell Storage Area Network

Our SAN solutions consolidate your data onto one easy-to-manage device for high-performance business applications and reliable disaster recovery. It's a perfect solution for block-level operations, virtual server infrastructure or application data spread across multiple locations.



Dell Network Attached Storage

Our NAS solutions consolidate multiple file servers into one — centralizing data in one shareable location to simplify collaboration and enhance security. It's perfect for file-based protocols such as NFS or CIFS and providing client computers in your environments with large amounts of data.

Find out which solution is right for your environment. Call your account manager today to schedule a complementary Performance Monitoring and Assessment of your IT infrastructure.

\* TBR 1Q11 Corporate Service & Support Customer Satisfaction Study, June 2011. \*\* Source: IDC Digital Universe Study, sponsored by EMC, June 2011.

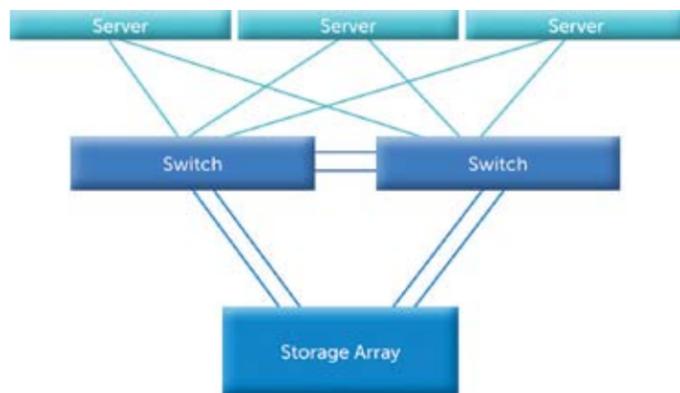
\*\* A new volume can be created on the SAN in under a minute from a wizard. Protecting that volume's data with a snapshot schedule can also be done in under a minute. Recovering file data from a snapshot can be done in a few (less than 5) minutes. A new storage array can be added to the SAN, maybe as a second tier of storage, in less than 5 minutes. Once an EqualLogic PS Series SAN array has been installed and cabled, storage capacity can be brought online within 20 minutes using EqualLogic Host Integration Tools in a Windows environment.

Reduce IT admin costs by up to 80% with the Dell 3-2-1 solution.

Virtualization made virtually effortless.

### 3-2-1 Solution

The 3-2-1 virtualization architecture solution is the most commonly deployed SAN configuration in mid-sized businesses today. It is fully customizable with Dell hardware that is instantly ready to run, store and manage your mission-critical application data with Microsoft®, VMware® or Citrix® hypervisor technology. With its unique peer storage architecture the PS Series delivers high performance and availability in a flexible environment with low cost of ownership. When our competitors would have you spending your dollars and time in unneeded costly forklifts, we can have you on the fast track to the future in a matter of minutes.



#### Features & Benefits:

- Peer storage technology
- Scalable performance and capacity
- Top tier data protection software
- Self-managing arrays
- No single point of failure
- Mix and match arrays to build your ideal SAN
- Exceptional ease of use
- Feature Rich Software portfolio
- Flexibility of ownership
- Dell services and VAR services

### DPACK

This complementary service analyzes your existing network and creates a blueprint that helps guide your business towards future growth. The service provides an indepth view of your network, from its strengths to its weakness, with a detailed look at CPU utilization, Network I/O and much more. Upon completion DPACK will generate a customer Ready report along with our official recommendations for how to improve your existing network.

#### This service will provide:

- Inventory report, utilization assessment and candidates for virtualization
- Virtualization guidelines and consolidation scenarios
- A preliminary total cost of ownership analysis of the sampled environment
- Next steps and recommendations

Dell is committed to driving complexity from enterprise computing and delivering efficient virtual infrastructure solutions that are easy to deploy and manage.

### Microsoft® Hyper-V

Microsoft Windows® Server 2008 R2 Hyper-V provides a dynamic, reliable and scalable virtualization platform combined with a single set of integrated management tools to handle both physical and virtual servers, enabling you to create an agile and dynamic data center by delivering:

#### Features & Benefits:

- Increased availability for virtual data centers
- Improved management of virtual data centers
- Increased performance and hardware support
- Improved virtual networking performance

### VMware vSphere®

Combined with market-leading virtualization solution VMware vSphere®, the Dell 11th Generation PowerEdge servers deliver up to 168% faster performance in a virtualized environment than previous generations. With increased efficiency and IT agility you can deploy new applications and scale business faster.

#### Features & Benefits:

- Reduce server sprawl and cut maintenance costs in half
- Optimize your budget and reduce management effort
- Increase efficiency and user productivity

### Citrix XenServer

Certified Citrix Ready, Compellent teams with Citrix to drive simplicity and efficiency by virtualizing the IT infrastructure from storage to the desktop. Compellent Fluid Data storage is the ideal network storage platform for Citrix XenServer and XenDesktop environments. By consolidating storage, server and desktop resources, organizations can significantly reduce the data center footprint and cut costs while increasing performance, agility and availability.

#### Features & Benefits:

- Storage Virtualization creates a shared pool of storage for VMs and virtual desktops
- Thin Provisioning and Citrix Provisioning Server minimize the required disk capacity
- Space-efficient Replays (continuous snapshots) provide near-instant recovery to any point in time for enterprise data protection
- Boot from SAN facilitates use of diskless hosts, plus enables rapid VM deployment and application testing using Replays
- Thin Replication and XenApp WAN optimization combine for robust multi-site backup and recovery that requires less bandwidth
- XenMotion and Live Volume allow users to migrate VMs and LUNs between hosts and SANs without downtime or disruption

[www.dell.com/virtualization](http://www.dell.com/virtualization)

The true art of networking.

Your data center is bursting with cables. Power and cooling costs are rising. Complexity continues to grow with the addition of servers, increase of rack density and expansion of storage capacity. Integrating open-standard efficiencies into your network enables you to increase business agility and improve network resilience with the best products from multiple vendors. The Dell next-generation data center vision is standards-based — from the computing to the networking fabric. It supports the ever-increasing demands from both computing and storage technologies. Dell has networking fabrics that are fully virtualized, cloud-enabled and highly automated.



## Dell Force10

Force10 Networks is a global technology leader in datacenter, service provision and enterprise networking. Force10 Networks provides service and support capabilities to customers operating in more than 60 countries worldwide either through direct sales and support force or an extensive network of channel partners and systems integrators. Force10's customers include Fortune 100 companies, internet portals, global carriers, leading research laboratories and government organizations containing some of the world's most demanding network environments.



## Dell PowerConnect

PowerConnect switches provide a complete line of Ethernet solutions, all the way from Fast Ethernet to 10 Gigabit Ethernet with unique features that improve your Dell infrastructure such as EqualLogic Storage Arrays with auto-detection and configuration.

[www.dell.com/networking](http://www.dell.com/networking)

## Network Management



### Dell OpenManage Network Manager

OMNM capably automates labor-intensive tasks to help improve IT efficiency while proactively monitoring and managing Dell PowerConnect™ switches.



### Solarwinds

Solarwinds' Orion Network Configuration Manager (NCM) notifies you in real-time when configurations change, helping you quickly determine which changes could potentially cause network issues. You can rest easy and save time with features such as nightly configuration backups, bulk configuration changes, user tracking, and inventory and compliance reporting.

## Load Balancing



### F5

With F5 solutions in place, businesses gain strategic points of control wherever information is exchanged, from client devices and the network to application servers and data storage.

## WAN Optimization



### BlueCoat

Blue Coat Application Delivery Network Infrastructure solutions are designed to help you contain network and bandwidth costs, enhance business productivity and mitigate exposure to evolving web threats.

## Power



### APC

APC's comprehensive solutions, which are designed for both home and corporate environments, improve the manageability, availability and performance of sensitive electronic network communication and industrial equipment of all sizes.



### TrippLite

Tripp Lite makes over 1,000 high-quality cables, connectors, adapters, switches and splitters at prices that are hard to beat.



### Eaton

Eaton manufactures, sells and supports unified data center solutions incorporating Eaton UPS products, enclosures, power distribution, advanced power management and reliability techniques and world-class services.



The first line of defense.



### Multiple Layers of Security

Cybercriminals, hackers and identity thieves have become more sophisticated in creating multistaged attacks. Your risk grows as your workforce moves beyond the traditional office space to anywhere an Internet connection is available.

No single technology can keep pace in protecting your business from these threats. Developing a comprehensive security strategy that addresses risks and vulnerabilities at each access point keeps your data safe. Dell helps you create an end-to-end security strategy with technologies and services tailored to help you meet your business' security requirements.

Dell delivers comprehensive solutions to help you identify the appropriate technologies and services to manage your risk, regardless of the resources available to manage security. This multilayered approach organizes security into solutions that help protect your assets, comply with regulations and ultimately help you reduce security costs:

- Security services help you optimize the value of your security investments and resources even if you have limited staff or expertise focused on security by providing a range of device monitoring, management and security consulting services.

- Network security helps you protect your business and data from malware, viruses, worms, spam or intrusion by establishing a preventative barrier at your gateway and network devices.
- Endpoint security lets you reduce the risk created by critical data on PC, laptop, server or mobile devices and helps prevent destructive attacks with up-to-date security policy and anti-virus management.
- Data security controls access and helps protect sensitive data on your network and devices, especially if lost or stolen, by using unique access codes or hardware and software data encryption.

### Business continuity

In case security threats compromise your data, you should consider data protection options that ensure business continuity. Dell offers PowerVault™ DL2200 solutions that come factory-installed with Symantec™ Backup Exec™ or CommVault® Simpana® software, plus an easy wizard-driven setup and management utility. Both of these integrated backup to disk appliances enable you to start protecting your critical data in less than 30 minutes.

[www.dell.com/business/security](http://www.dell.com/business/security)

### SecureWorks



With Dell SecureWorks Information Security Services, you gain a true security partner to help protect your IT assets, comply with regulations and reduce costs — without having to build your internal security expertise from scratch. Recognized as a leader by top industry analysts, Dell SecureWorks brings a wealth of deep security expertise and global threat intelligence to your organization.

### PowerConnect J-SRX



Dell and Juniper Networks combine to offer comprehensive protection in a single security appliance. It works proactively and reactively against malware, viruses and worms, keeping your network and end users safe from Internet-borne threats.

### KACE



Endpoint security helps prevent threats on your desktops, laptops, servers and other network hardware. Dell KACE™ K1000 Management Appliance offers automated assessments, patch management for quick fixes, and blocks unwanted applications. [More information on page 6.](#)

### Trend Micro



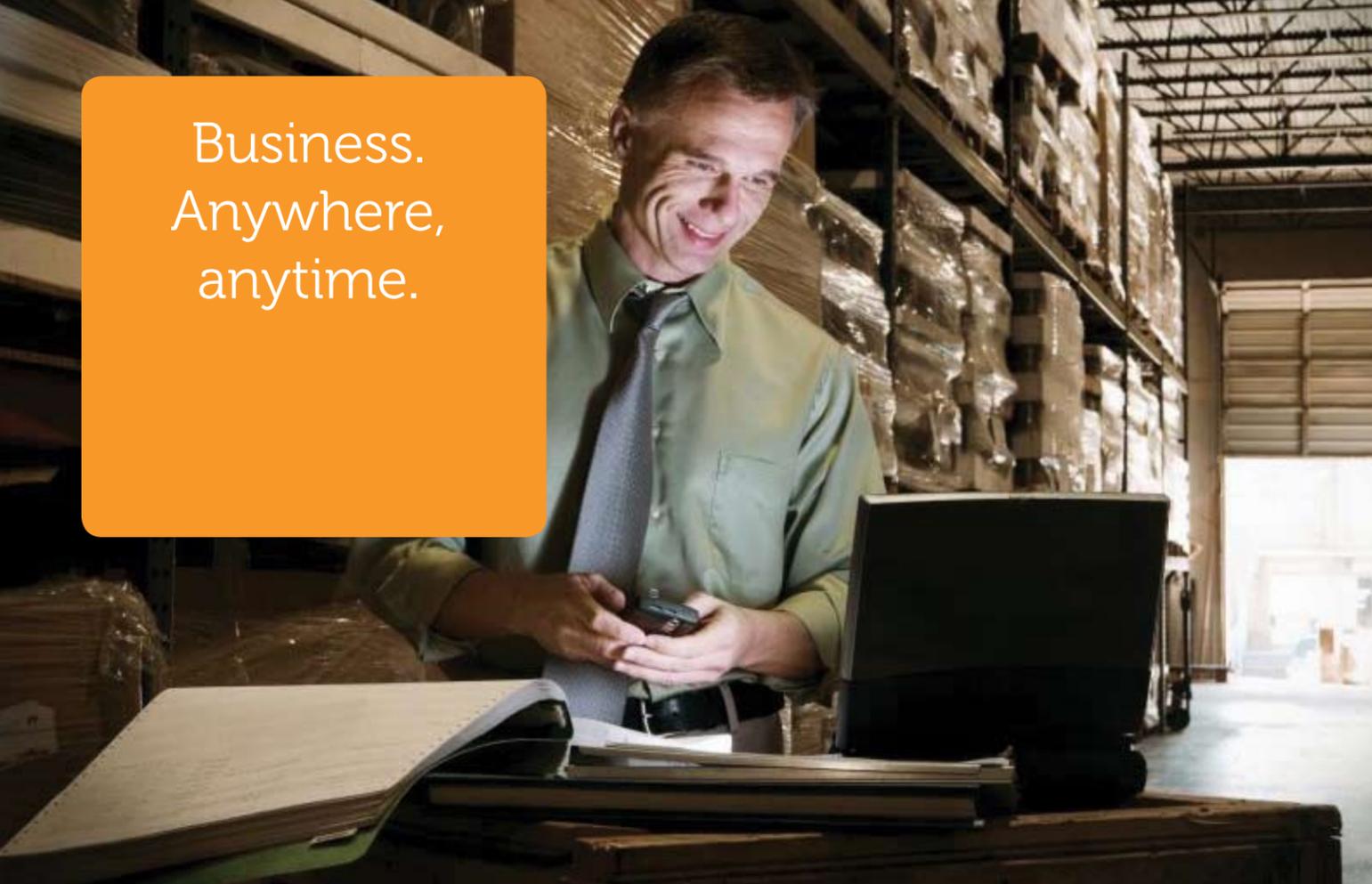
Trend Micro Enterprise Security is a tightly integrated offering of content security products, services, and solutions optimized to deliver immediate protection while dramatically reducing the cost and complexity of security management.

### SonicWall®



The SonicWALL® SonicOS operating system combines deep packet inspection technology with a multi-core architecture to scan all network traffic while delivering, high performance and low latency. This powerful architecture serves as the foundation for application intelligence, control and visualization, intrusion prevention, anti-malware, SSL inspection, high-speed virtual private networking (VPN) technology and other robust security capabilities.

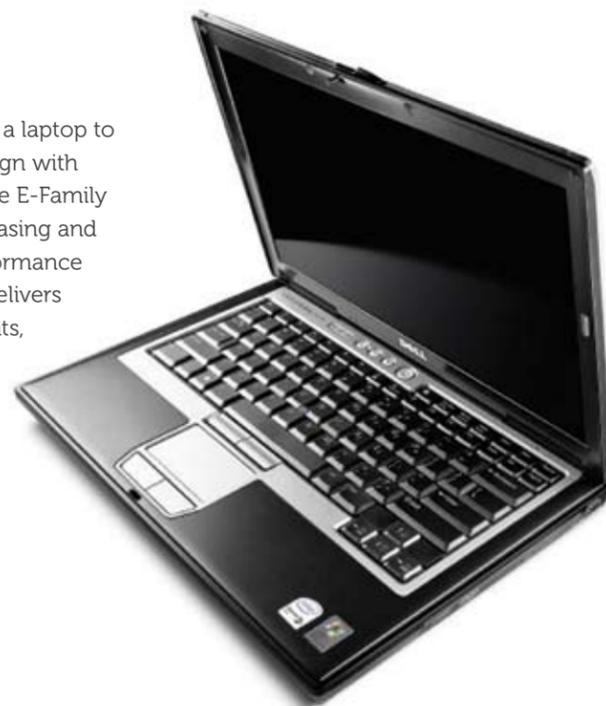
Business.  
Anywhere,  
anytime.



Dell's expansive portfolio of mobility products are designed specifically for the enhancement of mobile business. Whether logged in at your home-base office or circumnavigating the globe, our innovatively budget-conscious spectrum of laptop computers are highly durable and versatile. Our designs are built to withstand the trials and tribulations of every level of business. From the lightweight to the heavyweight our go-anywhere productivity model is what you need to be the champion of your field.

### Design that's built to last

Doing business today means working anytime, anywhere. You need a laptop to keep up with your work style. Dell laptops combine world-class design with durability to perform, wherever business takes you. The new Latitude E-Family has been redesigned for today's mobile workforce. Find a stronger casing and reinforced hinges for extra durability, an HD webcam and high-performance antenna for clearer communication, and much more. Each model delivers on performance and productivity. And with standardized components, you can customize across the Latitude E-Family to meet your needs. It's how Dell helps you create secure, end-to-end mobility solutions based on industry standards that keep you flexible into the future.



### Go-anywhere productivity

With Dell Mobile Device Management through Good for Enterprise and support for Microsoft™ Exchange ActiveSync® (EAS) technology, such as security policies, auto-discovery, and remote wipe, Dell Venue can be easily deployed, managed, secured and updated remotely.

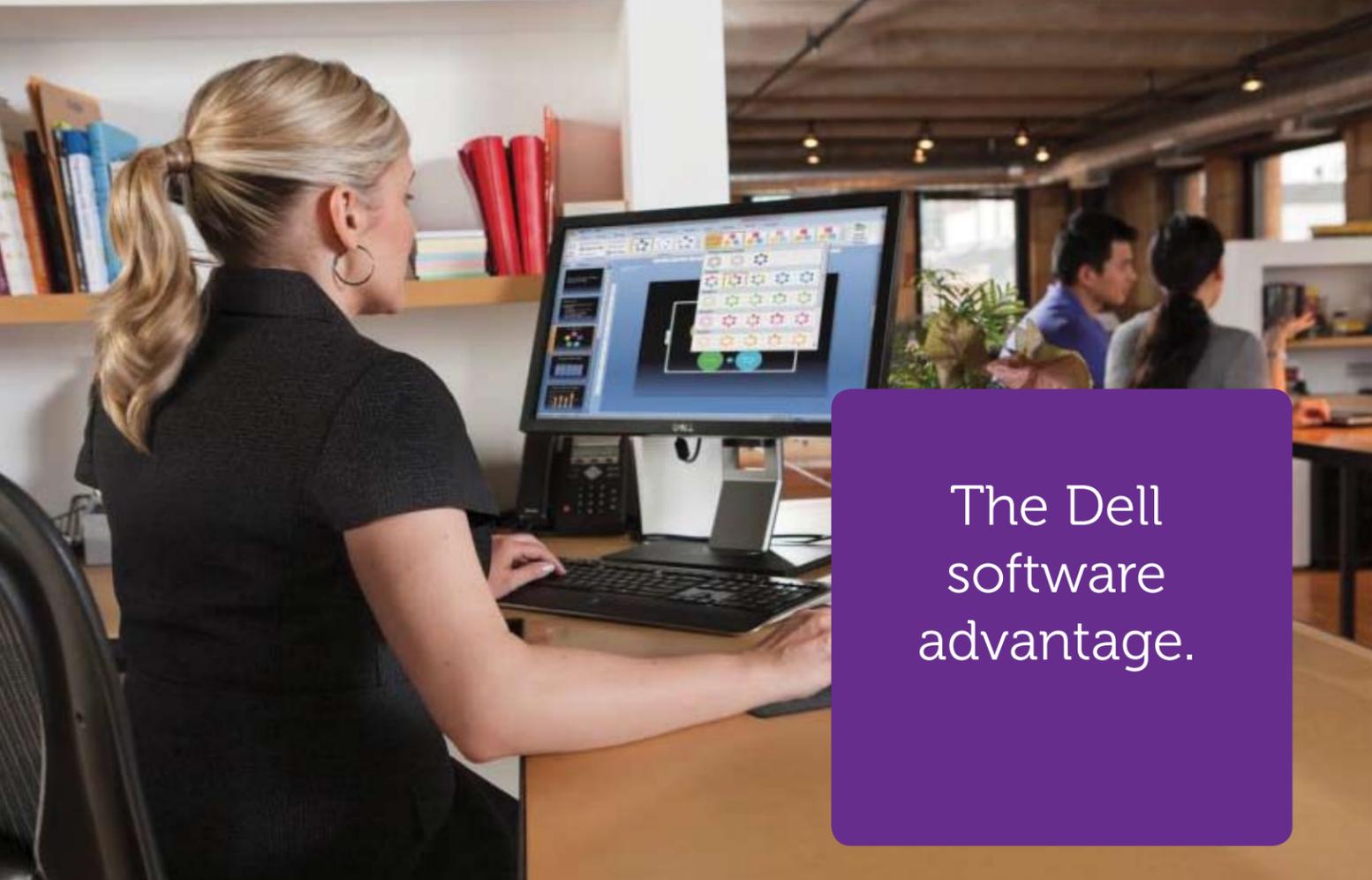
Dell's exclusive, customizable user experience brings your content front and center where you want it – right there, at your fingertips. Quickly access your most frequently used apps, favorite multimedia content and more with simple touch.

### Efficient manageability

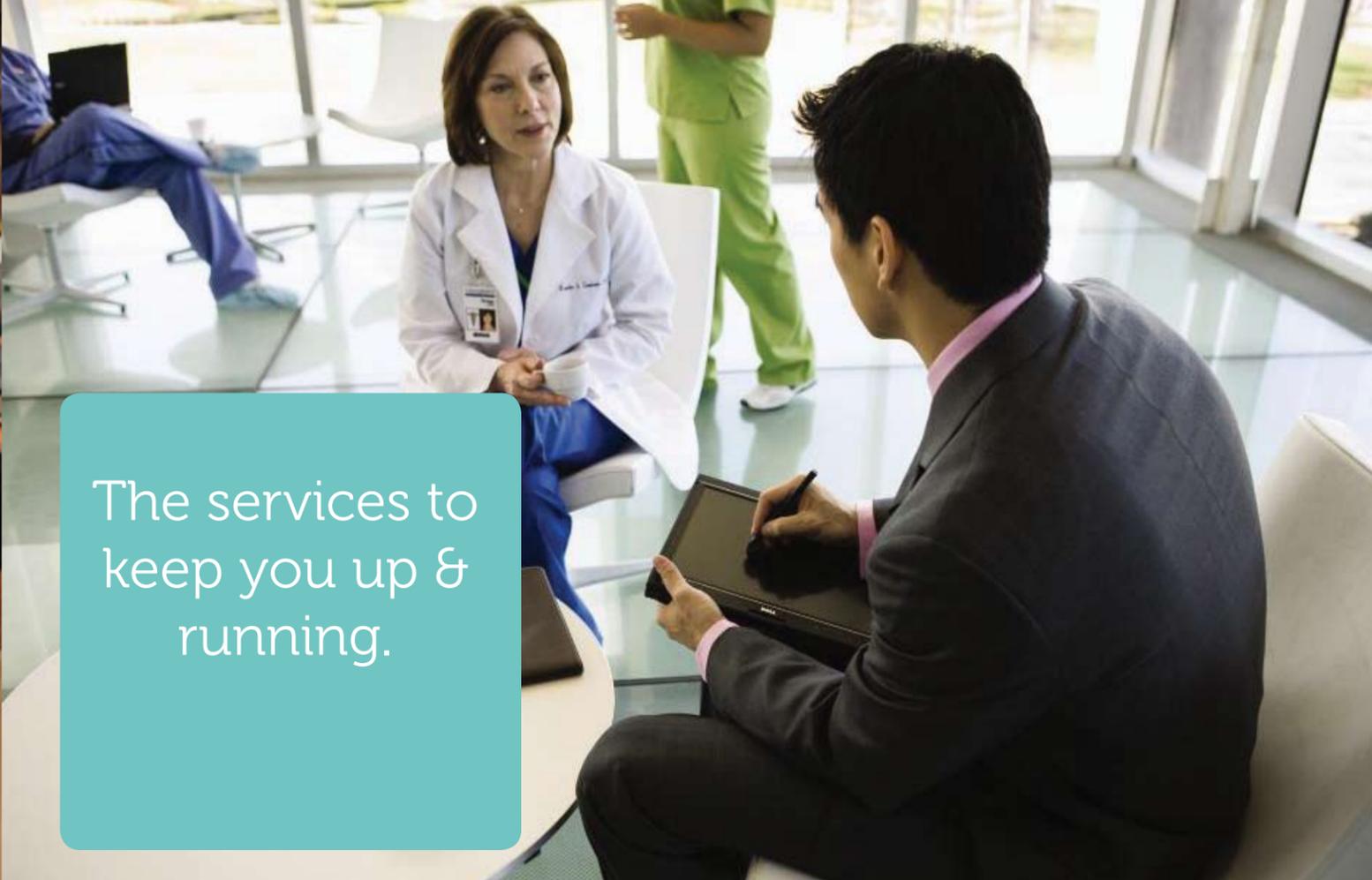
Create and review documents, run presentations, update reports, and approve expenses – right from the palm of your hand. Use web-based office productivity suites like Google Docs, or work on Microsoft® Office Word, Excel and PowerPoint documents right on your Dell Streak 7 using your choice of applications available on the Android Market. Swappable SD memory cards mean virtually limitless storage for documents, presentations, videos, pictures and yes, even your movies and music.



[www.dell.com/mobility](http://www.dell.com/mobility)



The Dell software advantage.



The services to keep you up & running.

### Dell delivers over 2,000 software publishers and over 150,000 titles.

Dell's extensive publisher selection and volume software licensing (VSL) expertise can help you choose the best software under the most favorable licensing program. Our flexible distribution options can also assist you in the configuration and deployment of software quickly and easily, from virtually anywhere you do business.

Whether it's updating your accounting programs to installing the latest malware protection the the vast network of international representatives from Dell can assist you with clean installments and upgrades easily and quickly.

**Dell has the highest level partnerships with leading software publishers. Let us help manage your Software Inventory.**

- Microsoft
- Acronis
- AutoDesk
- DoubleTake
- Symantec
- Trend Micro
- CA
- Adobe
- Oracle
- Citrix
- McAfee
- VMware
- Absolute Software
- Business Objects
- CommVault
- Corel
- Diskeeper
- eSMART
- ESET
- Filemaker
- GFI Software
- Intuit
- Ipswitch
- Novell
- PGP
- PlateSpin
- Red Hat
- Research in Motion
- RSA Security
- Sage Software
- Veeam
- Vizioncore
- Websense

### DPACK

Designed to give the you an in-depth view of your network, from its strengths to its weaknesses, the Dell Performance Analysis Collection Kit will become the first stop in the initial stages of the comprehensive analysis necessary for you make key purchasing decisions. Dell representatives can accurately rely on the DPACK tool to make savvy product recommendations based on the accumulated metrics, confidently directing your IT administrators towards the perfect solution.

### Dell Virtualization and Remote Advisory Solutions

Our team of Dell specialists will remotely analyze your IT infrastructure and will then deliver a complete analysis of your IT environment, complete with an overview of your server performance, inventory, utilization and total cost of ownership. We'll also recommend a customized solution for your business. This recommended end-to-end solution will describe the hardware, software and services you need to make virtualization a reality.

### Email Management

Eliminate the hassle, risk and stress of email management with the software-as-a-service (SaaS) solutions from Dell. A comprehensive suite of cloud-delivered solutions, Dell™ Email Management Services (EMS) are designed to help you solve virtually all of your email challenges, from preventing downtime to fighting spam and viruses.

### Exchange implementation

A successful Microsoft® Exchange 2010 implementation can help your organization reduce costs, protect communications and improve end-user satisfaction while also helping to improve business productivity. Dell can assist at every stage of the transition process. From collaboratively designing an architecture optimized for performance and cost to assisting with the development of a plan for data migration and determining appropriate backup strategies, we have your questions and concerns about Exchange implementation covered.

[www.dell.com/services](http://www.dell.com/services)

To the Cloud and beyond.



Cloud computing delivers IT as a service. It might be your own private cloud accessible only within your organization, the public cloud of an external provider or a hybrid cloud that spans both. Dell™ Cloud Consulting Services can help you explore your business and IT environment while answering your most pertinent cloud computing questions.



**Dell can help you:**

- **Accelerate time to value** — You can get results faster with scalable, efficient and flexible solutions from the Dell cloud partner ecosystem.
- **Simplify the cloud** — With easy one-stop Dell shopping, you can get optimized cloud solutions backed by Dell-coordinated service and support.
- **Remove the guesswork** — To make your next steps clear, Dell provides reference architectures for deploying optimized cloud solutions created with certified partner products.
- **Find certified solutions** — Dell and its cloud partners work to help ensure that specific Dell hardware and partner software combinations have been tested and are optimized for your workloads.
- Consolidate business applications onto one database grid to enable increased scalability.

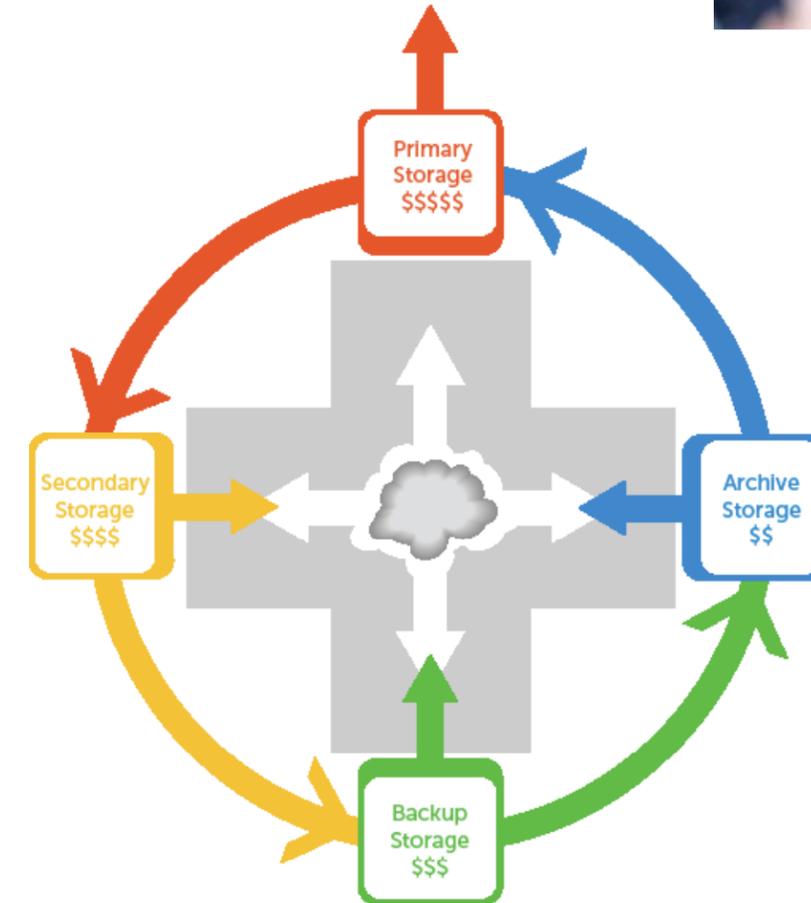
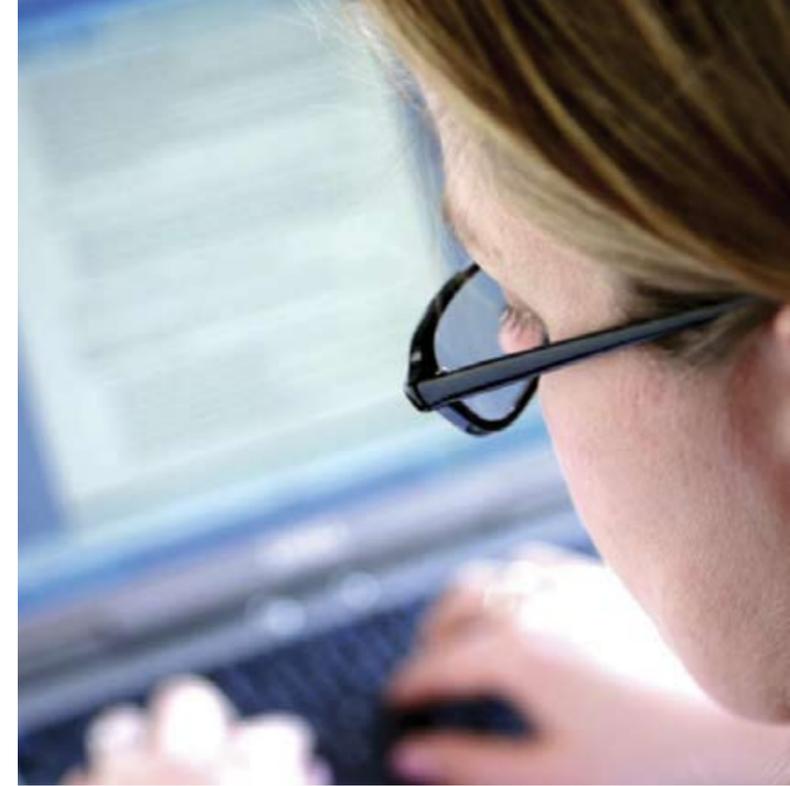
“From the start, Dell™ consultants worked closely with Microsoft® to understand what we wanted to do and the best way to bring everything together in the cloud. We were impressed with Dell’s approach and the quality of its technology.”

— Stephen Holford, *Marketing Director Fasthosts, United Kingdom*

It’s all about accessibility - Instantaneously retrieving your data no matter where you are.

**The Dell Difference**

Dell™ Data Center Solutions (DCS) builds cloud environments for some of the world’s largest search engines and cloud service providers. That experience gives Dell insights into the unique challenges of the hyperscale computing environments and what it takes to design, build and deploy highly efficient cloud solutions, whether it’s for a global enterprise or a small to midsize business. If your path to the cloud involves taking advantage of public clouds, we have you covered. Dell IT Management Software-as-a-Service (SaaS) has over 10,000 customers and more than 6,000,000 mailboxes and devices under management, making us one of the largest providers of SaaS IT solutions in the world.



**Meet Dynamic Business Demands**

To compete effectively, you need an IT infrastructure that can scale quickly to meet dynamic business demands. Dell has developed a growing portfolio of efficient cloud computing solutions to help you achieve that flexible infrastructure. Whether you’re taking an evolutionary approach through virtualization or a more revolutionary approach by building an infrastructure from scratch, Dell brings the cloud down to earth. We offer consulting, cloud computing components and turnkey solutions based on pretested, preassembled, fully-supported hardware, software and services. Along with our cloud reference architectures, these solutions enable you to deploy and manage private, public or hybrid cloud infrastructures quickly, easily and successfully.

**Dell Cloud computing partners:**



[www.dell.com/cloud](http://www.dell.com/cloud)



## Offering the business credit you need to buy the best Dell has to offer.

Dell™ Financial Services works directly with small and medium businesses like yours to establish a dedicated line of credit to make technology purchases at Dell. Dell Business Credit can also help your business build a better credit profile.

### Dell Business Credit

Let Dell help you build a business credit profile.

#### Gain access to capital

Businesses are typically awarded higher credit lines vs. personal credit lines. This improves the chances of receiving better interest rates and targeted finance promotions.

- Helps build your business credit profile with credit reporting agencies
- Exclusive access to low-rate offers
- No annual fees
- View your available credit and finance offers during online checkout
- Keep your other business credit lines open
- Option to pay off your purchase over time
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