

Dell, Microsoft, Intel – Mesa Redonda



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Microsoft + Dell

20+ Year
Strategic
Partnership



Unparalleled
Product
Synergies



Best Aligned
Cloud OS
Partner



Microsoft Strategic Pillars



Cloud



Big Data



Mobility



Social

- ✓ Private/Hybrid clouds
- ✓ Data insights solutions
- ✓ Storage solutions
- ✓ Virtual Desktop solutions
- ✓ Windows 8 Tablet / devices
- ✓ Unified communications



Transform



Inform



Connect



Protect

Dell Strategic Pillars



Nueva generación de servidores



Servers

Enterprise IT

Network

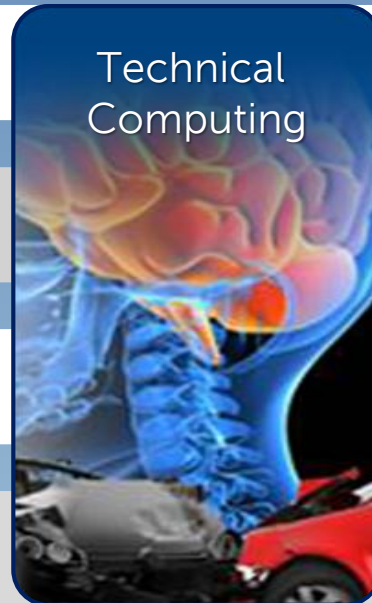
Cloud Service Providers

Storage

Communication Service Providers

Software

Technical Computing



Dell well aligned across Microsoft Cloud OS Strategy

Transform the Datacenter



- Private Cloud Fast Track solutions based on Windows Server 2012 on Dell hardware (TBD)
- Reference Architectures for various workloads
- VRTX for Hyper-V and Cluster-in-a-Box
- Support for Storage Spaces
- Dell Services offerings for datacenter migration and management
- Dell Services deploying Microsoft workloads & solutions (Lync, SharePoint, Exchange, O365)

Unlock Data Insights



- SQL Server Analytic Platform System
- SQL Server Reference Architectures
- Dell Spotlight (Project Lucy)
- Dell Services offerings for data warehousing + OLTP validated solutions

Empower People-Centric IT



- Dell Virtual Desktop Infrastructure Solutions (VDI)
 - vWorkspace and Change Base
 - Wyse thin clients
 - Support for Windows XP to Windows 7, 8 and 8.1
- Dell Services Solutions and Software Group tools for Win8 & Win8 Phone apps
- Dell Services offerings for VDI

Enable Modern Business Applications



- Azure Circle Partner
- Dell Services building custom apps on Azure
- Dell Software Group (Quest) apps hosted on Azure
- Boomi (enables hybrid cloud applications)

Windows Azure & Office 365

- Migration tools for O365
- Dell On-Demand Migration for Email (ODME)
- Disaster Recovery in the Cloud
- Dell Consulting services for all Azure & O365 offerings
- Enstratus cloud management (enabler for Azure)



Service Provider

- Mid-market Hosters approach
- Hosted Lync offering
- Hosted BI & Data warehouse offerings
- Bing/Azure datacenter infrastructure
- Dell Cloud Marketplace / Cloud Partner Program

Customer



Estamos entrando en una era más compleja del “Mobile Computing”

Smartphones

Tablet



Portátiles

Clamshell
Ultrabook™



Usos de Consumo

Productividad

Aplicaciones ultra-
móviles optimizadas
para cada uso

Multi Tasking
Funcionalidad total de PC
Apps x86 Tradicionales



Muchas Gracias

