

Fin de vida de WS2003

¿Está preparado?

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One place for end-to-end solutions

Addressing technology trends that impact the full IT spectrum

Comprehensive portfolio built with the industry's most innovative IP



**Optimized
enterprise**

- Servers
- Storage
- Networking
- Applications/workloads
- Data center solutions



**Business-class
connected solutions**

- Tablets
- Laptops
- Desktops
- Workstations
- Printers



**Flexible,
next-gen services**

- Proactive support
- Consulting/deployment
- App/cloud/managed
- BPO
- Security



**Value-added
software**

- Data center/cloud
- Data protection
- Information mgmt
- Mobile workforce mgmt
- Security

Engineered to work better together—and work with what you already have



Dell Software solutions capabilities

Transform



Data center and cloud management

- Cloud & virtualization management
- Endpoint management
- Performance monitoring
- Windows migration & management

Inform



Information management

- Application & data integration
- BI and big data analytics
- Database development & management
- Database replication & backup

Connect



Mobile workforce management

- Desktop virtualization
- Endpoint & network security
- Enterprise mobility management
- Secure remote access

Security



- Email security
- Endpoint security & management
- Identity & access management
- Network security & secure remote access

Data protection

- Application & email protection
- Backup & recovery
- Disaster recovery & replication
- Virtual protection



Dell - Restricted - Confidential



Dell Software solutions (based on acquisitions)



KACE™ enstratus
QUEST SOFTWARE®



BOOMI Kitenga
QUEST SOFTWARE®



KACE™ SONICWALL
QUEST SOFTWARE®



SONICWALL QUEST SOFTWARE® KACE™ AppAssure QUEST SOFTWARE® 



Success & Leadership



40+ Million

Mailboxes migrated to
Microsoft Exchange



50+ Million

Active Directory accounts
migrated



2 Time

Microsoft ISV Partner of
the Year



600+ TB

Data migrated to
SharePoint



86+ Million

Active Directory accounts
under management



35+ Million

Exchange Mailboxes under
management



The end of service for Windows Server 2003/R2

23.8 million production WS2003/R2 instances are in use today¹

Optimistic Estimates

200 days
server migration²

300+ days
application
migration²

end of service on
JULY 14th
2015

No Updates
No compliance
No support for many applications
Increased operational cost
Lost business

¹ Directions on Microsoft, Migrating from Windows Server 2003 and 2003 R2, February 24, 2014

² Microsoft TechEd, Windows Server 2003 End-of-Support Application Migration, June 2014



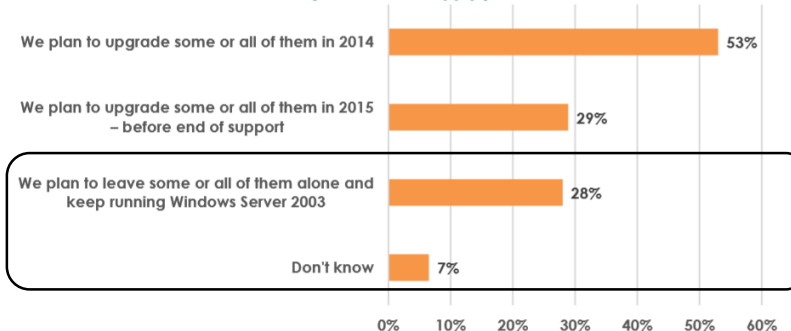
Windows Server 2003 Upgrade

Situación Actual:

- Fecha EOS (End of Support) de Windows Server 2003 es el 14 de Julio 2015
- Riesgo de los clientes si no actualizan: Seguridad, Compliance....
- Aprox. 1.1 millones de servidores físicos aún “corren” WS2003 en WE (600k en PYMEs). Bajo ratio de virtualización.
 - Cerca del 50% de la base instalada de servidores en PYMEs corren en Windows Server 2003
- Razones expuestas para no migrar:
 - Viejas aplicaciones, que no funcionan en las nuevas versiones
 - Aplicaciones no preparadas para los nuevos entornos virtuales
 - Tiempo y coste para la migración
 - Coste del nuevo SW & HW (WS03 era de sólo 32bit)

37 actualizaciones críticas en 2013 para Windows Server 2003

What do you plan to do with your Windows Server 2003 servers from now until June 14, 2015?
(Select all that apply.)



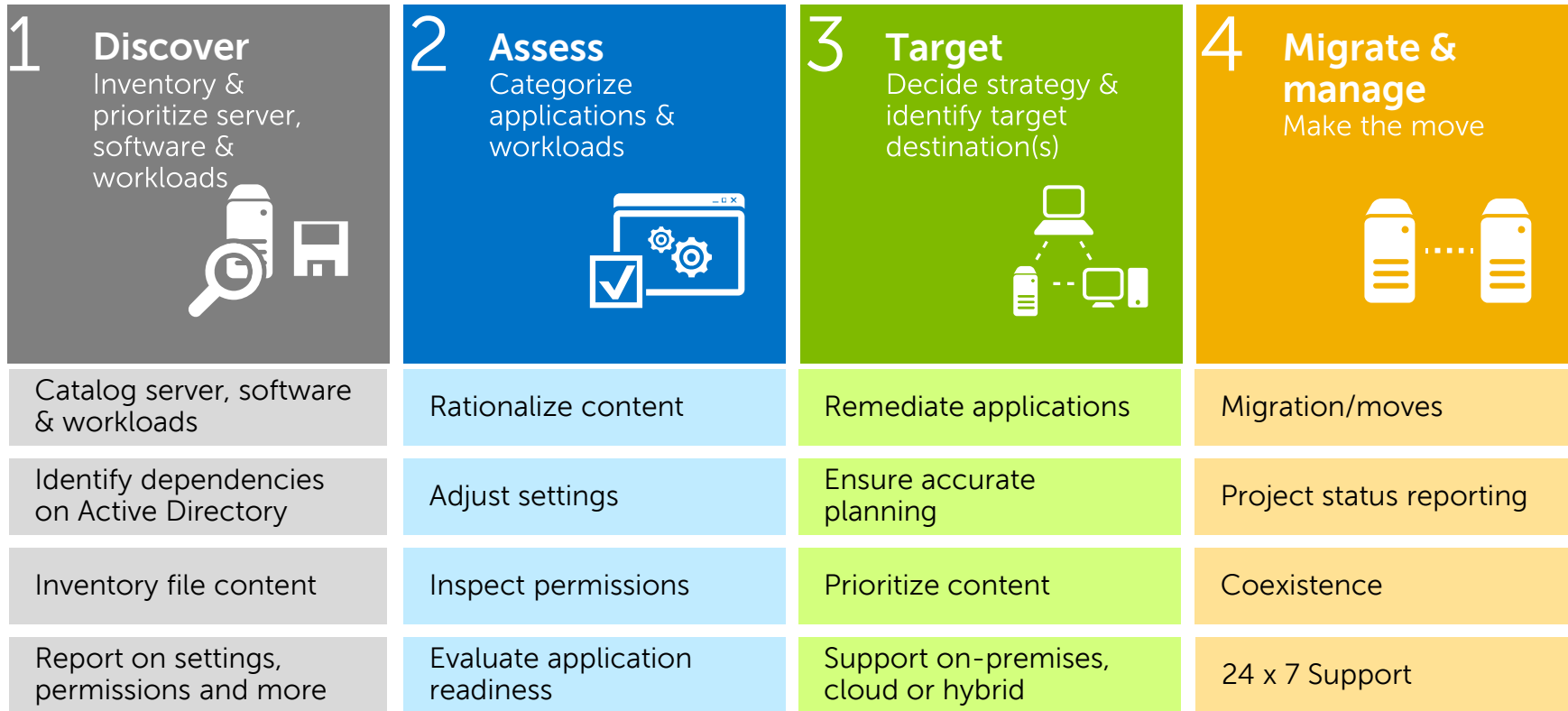


Windows Server 2012

Dell full solution: Accelerate your migration



Dell's end-to-end solution can help you migrate your customers



Management with Dell Software

Management

- Monitor AD health with a graphical dashboard and utilize detection, diagnostics and resolution capabilities.
- Automate Group Policy management.
- Access your AD management applications from a mobile device.

Recovery

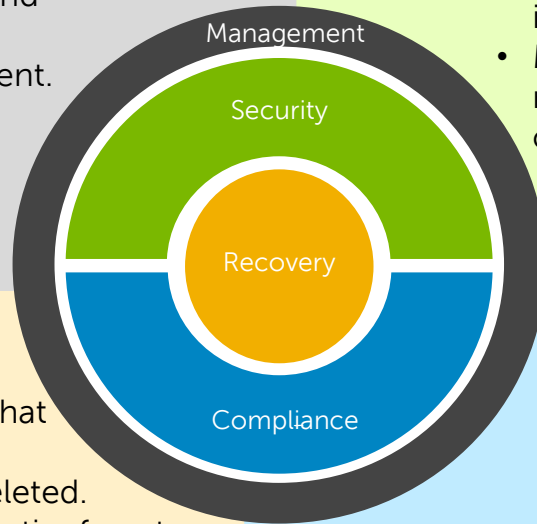
- Recover individual items that have been accidentally or incorrectly changed or deleted.
- Recover a domain or an entire forest if it gets lost or corrupted by a catastrophic event.

Security

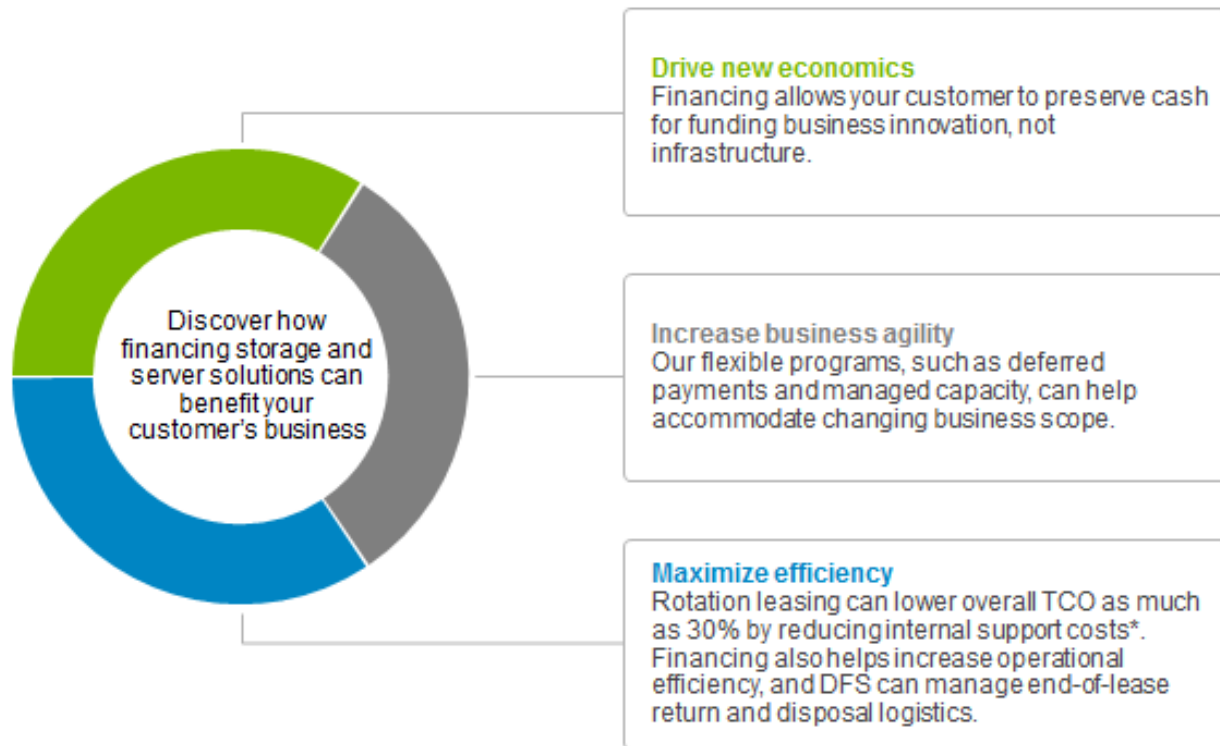
- Prevent users from making changes in AD to preserve important settings.
- Know exactly what has been changed in AD and know how to respond.
- Manage DAC with the ability to add, remove, modify, back-up, restore, copy and paste permissions.

Compliance

- Control access through delegation using a least privilege model and automation.
- Collect, manage and compare event log data in auditable reports.
- Automate report delivery and alerts.



Dell Financial Services



* IDC white paper, commissioned by Dell, "Managing IT Infrastructure Renewal," December 2012.



Windows Server Migration – Dell and Microsoft

Windows Server 2003 support ends July 2015. Value-added Resellers, distributors, and Global System Integrators can leverage Dell and Microsoft's end-to-end solutions to meet customers' migration needs, from award-winning hardware and software products and solutions to migration services.

Together, we offer simplicity, innovation and WS2003 migration solutions that can help customers be more profitable.

Optimized hardware

Standards-based, scalable, open approach for multiple environments.

- Servers – 13G and VRTX
- Storage
- Networking
- Applications/workloads
- Data center and connected solutions

Value-added software

Data center and cloud management, data protection and security software solutions.

- ChangeBASE
- ChangeAuditor
- Enterprise Reporter
- vWorkspace
- Migration Manager for Active Directory
- Recovery Manager for Active Directory

Flexible, next-gen services

Multiple services and 24/7 support to aid migration for your customers.

- Proactive support
- Consulting/deployment
- BPO
- Security
- App refactoring
- Compatibility testing & remediation

Dell Advantage

- Webcast trainings on Dell Solutions to engage with customers on Windows 2003 migration
- Simplified program and engagement model
- Single account team vs. competition's divisional silos
- Finance the total solution with Dell Financial Services
- Streamlined deal registration
- Breakthrough Hardware
 - Up to 17X faster application performance with new 13G servers
- Innovative Software
 - Migration with zeroIMPACT to users
- Expert Services
 - Unique intellectual property



The power to do more