

Direct the future of your  
campus network to  
accelerate business  
performance

**Presenter:**  
**Title:**



# Helping customers move **beyond plumbing**

Delivering **real results** in the **data center...**

1

**Optimized architectures** for east-west traffic—helps **reduce CAPEX by 40%**

2

**Active Fabric** is the **new economic benchmark**, delivering across-the-board cost savings

3

An **open, unbiased** approach to **Software-Defined Networking** delivers **simplicity** and **future-readiness**



...and now, **breaking barriers** for the **campus.**

1

**Maximize efficiency** with **visibility** into the environment to make **better decisions**

2

**Run reliably: secure the edge**, devices, and information while **preserving** existing investments

3

**Deliver results faster: rapidly deploy and scale** with simplified upgrades, easy installation, and industry-standard CLI



# Rising demands for the **mobile workforce** in **campus network environments**



## End users

"I want a modern mobile experience – the same experience I'm used to at home on my personal device, with my apps, and more than enough bandwidth."

## IT

"I need visibility into the campus networking environment to accelerate response and impact."

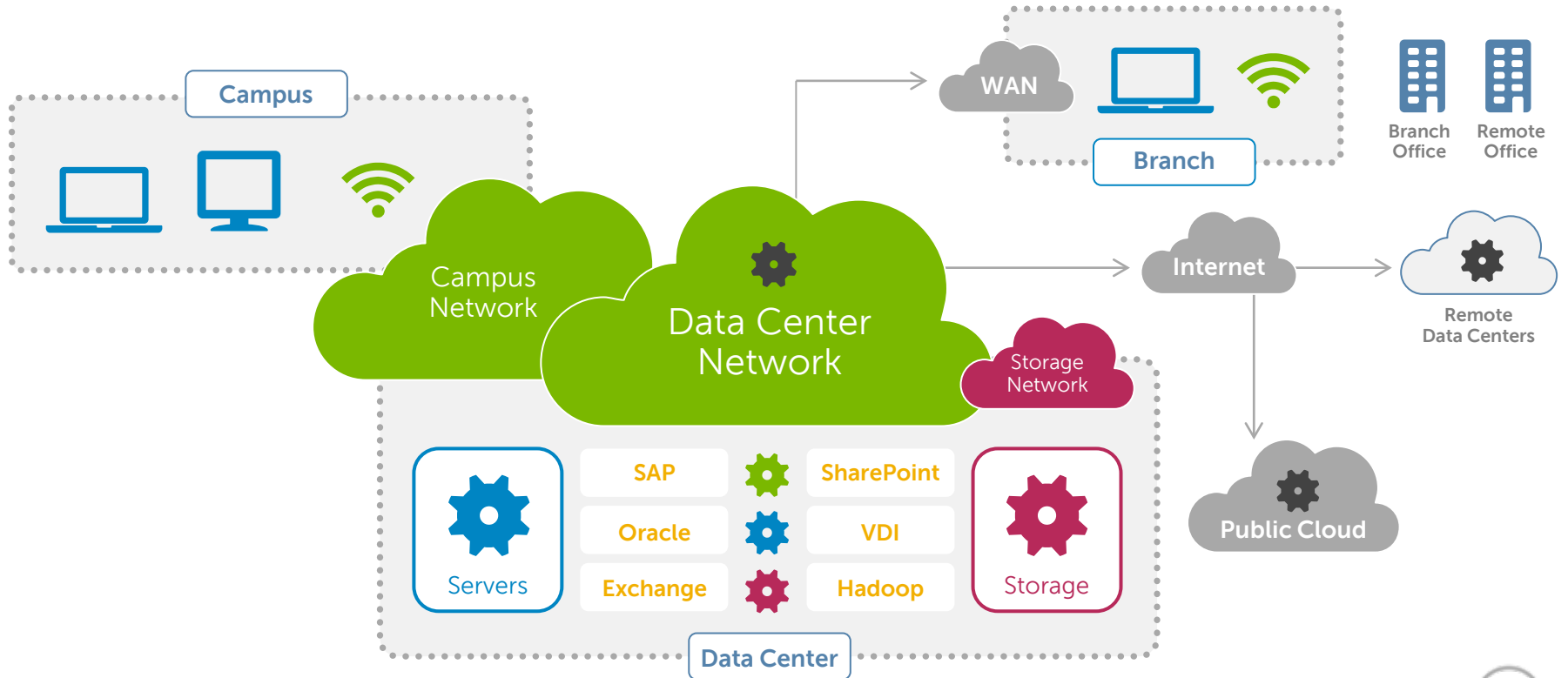


## Business

"We need to lower costs and ensure the security without inhibiting workforce freedom."



# Releasing the architectural lock on the network



# TAMIU

## Albert Chavez

### Challenge

**Modernize IT infrastructure** to provide **fast, available, and secure network access** to online resources from anywhere on campus

### Results

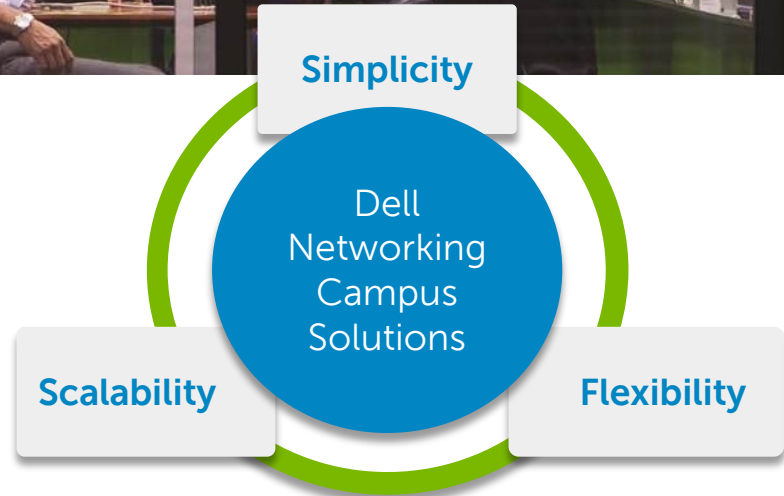
- University attracts students at **10% annual growth rate** and boosts productivity
- Guest access in **less than two minutes**
- IT **resources freed** for other projects

# Modernize your campus network on your terms



Wireless, access, and chassis solutions that put you in charge

- **Deploy** up to **75% faster**
- Works with **existing investments**
- **Lower TCO** by up to **60%** while **increasing performance 30%**



# Our new status quo-busting campus portfolio

## Wireless



## Access



## Chassis



### Ultimate performance

Wireless access utilizing 802.11ac gigabit wireless for **unprecedented performance and scale**

### Ultimate efficiency

Energy-efficient 1/10GbE switches designed for **modernizing and scaling campus networks**

### Ultimate versatility

Fully redundant, fully modular 1/10/40GbE switching system for **high availability and resiliency**

Next generation firewall and secure mobile access

# Dell Networking W-series 802.11ac platforms

## Flexibility

- Scalable for thousands of users
- Automated BYOD and Guest Access

## Performance

- Gigabit wire-like performance  
ClientMatch™ technology

## Security

- Dell SonicWall Deep Packet Inspection
- Protection from wireless intrusion with part-time or dedicated air monitoring

**2x**

The data rates of current 802.11n wireless access points

**\$2/Mb**

For desktop-like speeds wirelessly





# Dell Networking N-series 1 & 10 GbE switches

## Flexibility

- USB rapid deployment and built-in stacking
- Lifetime warranty

## Simplicity

- Consistent management and CLI/GUI
- Common management, data encryption, security

## Scalability

- Comprehensive Layer 2/3 feature set
- High throughput and capacity

**1.5X**

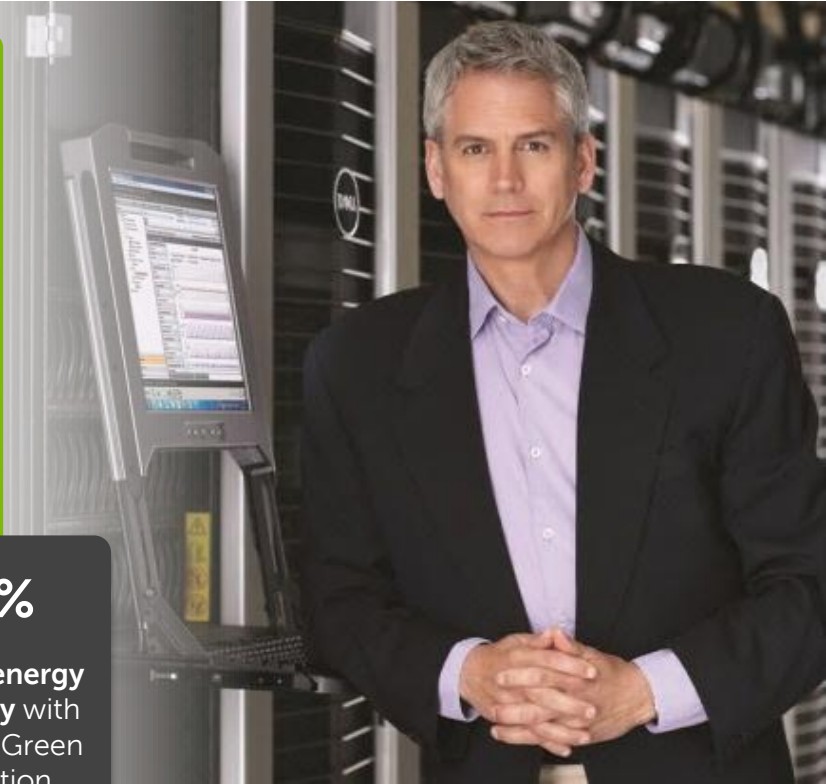
**Performance**  
stacking units &  
ports, switching  
capacity

**75%**

**Faster deployment**  
with simplicity  
features

**80%**

**Greater energy efficiency**  
with Fresh Air Green  
innovation



# Dell Networking C-series 1/10/40GbE switches

## Flexibility

- Wide-range access, aggregation, and core applications
- Mix and match speeds and reach

## Simplicity

- Easily manage with comprehensive tools.
- SFP+ and PoE+ maximize connectivity

## Scalability

- High-density 9- and 13-RU
- Integrated resiliency and redundancy

**1.3-1.6x**

Throughput and  
density

**2-4x**

Performance  
scale



# Focused on **what matters** to customers



Standards-based  
with no lock-in



Energy efficiency



Future-ready



Lower TCO  
by up to 60%



Security of devices,  
information, activity



End-to-end,  
one-stop shop

# Deploy your network **with confidence**

Optimized performance to keep your business running smoothly

## Network Deployment

- Optimized configurations
- Efficient integration
- Maximize availability

## ProSupport Plus

- Dedicated Technical Account Manager
- Elite ProSupport Plus engineers
- Monthly reporting and recommendations
- System maintenance
- For critical systems



Experts



Insights



Ease

- 94% customer satisfaction
- Expert deployment engineers
- Proven processes

- 24,000+ support engineers
- 8,700 certifications
- 20% reduction in hardware issues



# Designed with **you in charge**

1

## Start with wireless

Upgrade to W-series 802.11ac for ultimate performance and scale at the edge

2

## Upgrade the wiring closet

Easy migration and rapid deployment with N-series

3

## Expand with confidence

C-series for dependable operation and proven software



Let's get started

Meet with Dell subject matter experts at the Solutions Showcase

Gain hands on experience, see demonstrations:  
**Dell Networking data center and campus solutions**

Schedule a post-event Whiteboard Session to address your specific requirements. Contact your account team for details.

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The power to do more