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The path ahead
Virtualization on your timeline

Plan your route with Dell Technologies

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Opportunities driving investment

89%
of organizations say usage/evaluation of multiple hypervisor options is a strategic imperative.[1]

Flexibility
Adapt to market changes and growth with flexible infrastructure, ecosystem choice and seamless data and application mobility.

Scalability
Rapidly deploy or adjust services in response to varying workloads.

Cost efficiency
Optimize resource utilization to reduce infrastructure costs.

Challenges driving change

There are three key catalysts that are accelerating the need to evaluate your strategy now.

Licensing
Complex licensing models cause headaches like ensuring compliance and managing increased costs of multiple licenses.

AI and containers
The growth of new types of workloads generates siloed environments that reduce agility.

IT staffing and skill sets
Managing and optimizing virtual environments is different than traditional IT, creating knowledge gaps that stymie progress.

You need a plan to move forward

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Chart a course for your ideal future state

Dell Technologies has a broad portfolio to help you unlock your data on your timeline.

Evaluate your virtualization strategy.

Determine what changes you may want to make now, in the near future and in the long term.

Explore external expertise to reach your goals.

You don't have to go it alone. Get tailored guidance for reaching your ideal future state based on your business goals and timeline.

Determine where you stay the course— and where it makes sense to shift.

Not everything has to shift at once. Invest in areas that stand to have the greatest impact as you set a strong foundation for the future.

Stay the course   ?   Shift your strategy

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Virtualization Solutions with Dell Technologies
Realize the full power of your data

With a broad portfolio of virtualization solutions, Dell Technologies can help you tailor a plan based on where you are and where you want to go.

Shared storage

Open and flexible with the freedom of independent storage and compute to avoid vendor lock-in.

Hyperconverged

Tightly integrated compute and storage, hypervisor specific.

Shared storage

Unlock your data with open storage from **PowerStore** and **PowerFlex**

Seamlessly manage applications and data with common storage services and consistent application environments.

Freedom to plan for the future

Moving to open storage gives you the flexibility to retain control over your data while keeping everything securely connected.

Flexibility
By de-coupling your data from the hypervisor, you retain the ultimate flexibility to support your ecosystem of choice and to adapt or pivot over time.

Strategic security
Consistent policy controls and protection solutions across locations improve availability, continuity, and resiliency.

Three key benefits of open storage:

Free your workloads

Reduce complexity

Eliminate silos

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External expertise, internal innovation

Get an outside perspective to achieve your business goals smarter—and faster.

Dell has experts across ecosystems

Let us help you determine your ideal future state. When you apply for an Accelerator Workshop, we'll help you prioritize your next steps based on your goals, on a timeline that works for you.
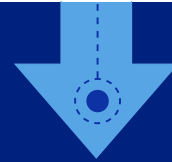
Click to connect with your Dell sales representative ›

Your Dell sales rep can provide details on applying for an Accelerator Workshop, plus help you explore your virtualization options and identify which ones are the best fit for you.

Forbes 2024
WORLD'S BEST
MANAGEMENT
CONSULTING FIRMS
POWERED BY STATISTA

1,000+
Accelerator Workshops completed per year

servicenow.
WINNER
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Americas
Consulting & Implementation
Partner of the Year
2024

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A broad portfolio for where you are— and where you want to go

Dell Technologies can partner with you, no matter what your virtualization solution. Our portfolio of shared storage and hyperconverged solutions is specifically designed to meet your needs.

Select and click the logo to explore
Dell solutions for each ecosystem

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NativeEdge

vmware®
by **Broadcom**

Red Hat
OpenShift

NUTANIX

Microsoft
Azure Stack HCI

Canonical

SUSE
Open Source

Dell solutions for

vmware®
by **Broadcom**

With over 20 years of experience delivering powerful solutions, Broadcom's VMware software, in collaboration with Dell, simplify cloud management for enhanced innovation, resilience and security.

VxRail, is the first co-engineered solution with VMware and offers a seamless, integrated platform designed for a turnkey VMware experience.

Click to learn more about Dell solutions for VMware by Broadcom ›

Dell Technologies provides Choice and flexibility for your preferred architecture.

Shared storage

- PowerStore VASA Providers and vVols support
- PowerFlex Compute Nodes
- VxRail Dynamic Nodes

Unlock your data with **PowerStore** or **PowerFlex**

Hyperconverged

- VxRail
- VMware Cloud Foundtaion on VxRail

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Dell solutions for

NUTANIX

Leverage Nutanix AHV for a seamless virtualization experience with high availability, vGPU support and a native Kubernetes engine, integrated within the Nutanix Cloud Infrastructure.

Dell XC Plus is a turnkey HCI-based appliance that is a fusion of Dell's robust PowerEdge server technology and Nutanix Cloud Platform software.

Click to learn more about Dell solutions for Nutanix ›

Dell Technologies provides Choice and flexibility for your preferred architecture.

Shared storage

• Dell PowerFlex with Nutanix Cloud Platform

Coming Soon 1H CY2025

Unlock your data with **PowerFlex**

Hyperconverged

• XC Plus

Dell solutions for

Red Hat
OpenShift

Red Hat OpenShift Virtualization provides a modern platform for you to run, deploy and manage new and existing virtual machine workloads alongside containers and AI/ML applications with hybrid cloud support.

Dell APEX Cloud Platform for Red Hat OpenShift includes Red Hat OpenShift Virtualization and is the first fully integrated application delivery platform purpose built for Red Hat OpenShift.

Click to learn more about Dell solutions for Red Hat OpenShift ›

Dell Technologies provides Choice and flexibility for your preferred architecture.

Shared storage

- APEX Cloud Platform for Red Hat OpenShift

Unlock your data with **PowerStore** or **PowerFlex**

Hyperconverged

- APEX Cloud Platform for Red Hat OpenShift with OpenShift Data Foundation

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Dell solutions for

▦ Microsoft
Azure Stack HCI

Azure Stack HCI is a hyperconverged infrastructure solution offering top-tier virtualization performance, value and support for container-based deployments.

Dell APEX Cloud Platform for Microsoft Azure includes Azure Stack HCI and is the first Premier Solution[2] collaboratively engineered with Microsoft to extend and optimize the Azure hybrid cloud experience.

[Click to learn more about Dell solutions for Microsoft Azure Stack HCI ›](#)

2 *Based on internal analysis, August 2023*

Dell Technologies provides Choice and flexibility for your preferred architecture.

Shared storage

• APEX Cloud Platform for Microsoft Azure

Unlock your data with **PowerFlex**

Hyperconverged

• APEX Cloud Platform for Microsoft Azure with Storage Spaces Direct
• Dell Integrated System for Microsoft Azure Stack HCI

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NativeEdge

Dell NativeEdge is specifically designed for edge and ROBO deployments and utilizes a custom Dell Hypervisor, which can manage VMs and containers.

Automate consistent deployment of VMs and containers across thousands of edge endpoints and clusters.

Click to learn more about Dell NativeEdge ›

Dell Technologies provides Choice and flexibility for your preferred architecture.

Shared storage

• Dell NativeEdge

Unlock your data with **PowerStore**

Hyperconverged

• Dell NativeEdge

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Your virtualization journey continues

Shape the future of your virtualization strategy with a broad portfolio of solutions from Dell Technologies.

[Click to contact a Dell Technologies expert ›](#)