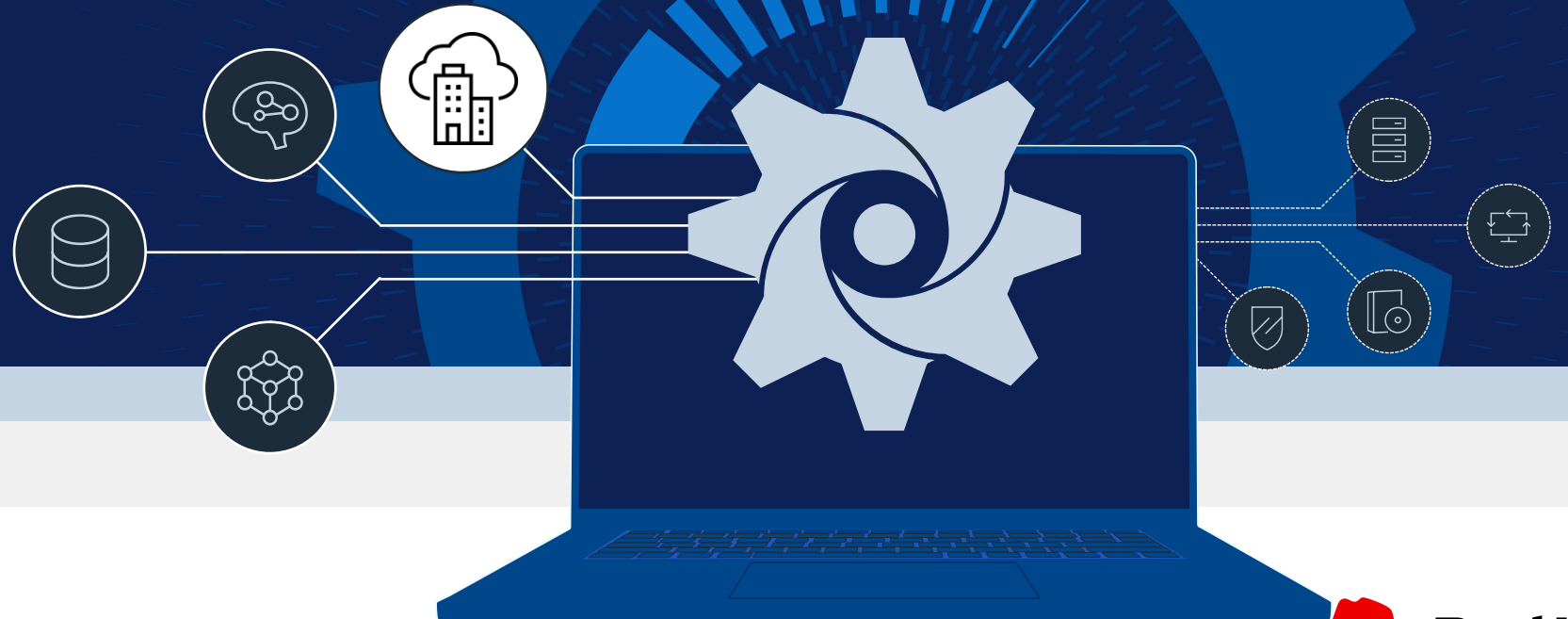
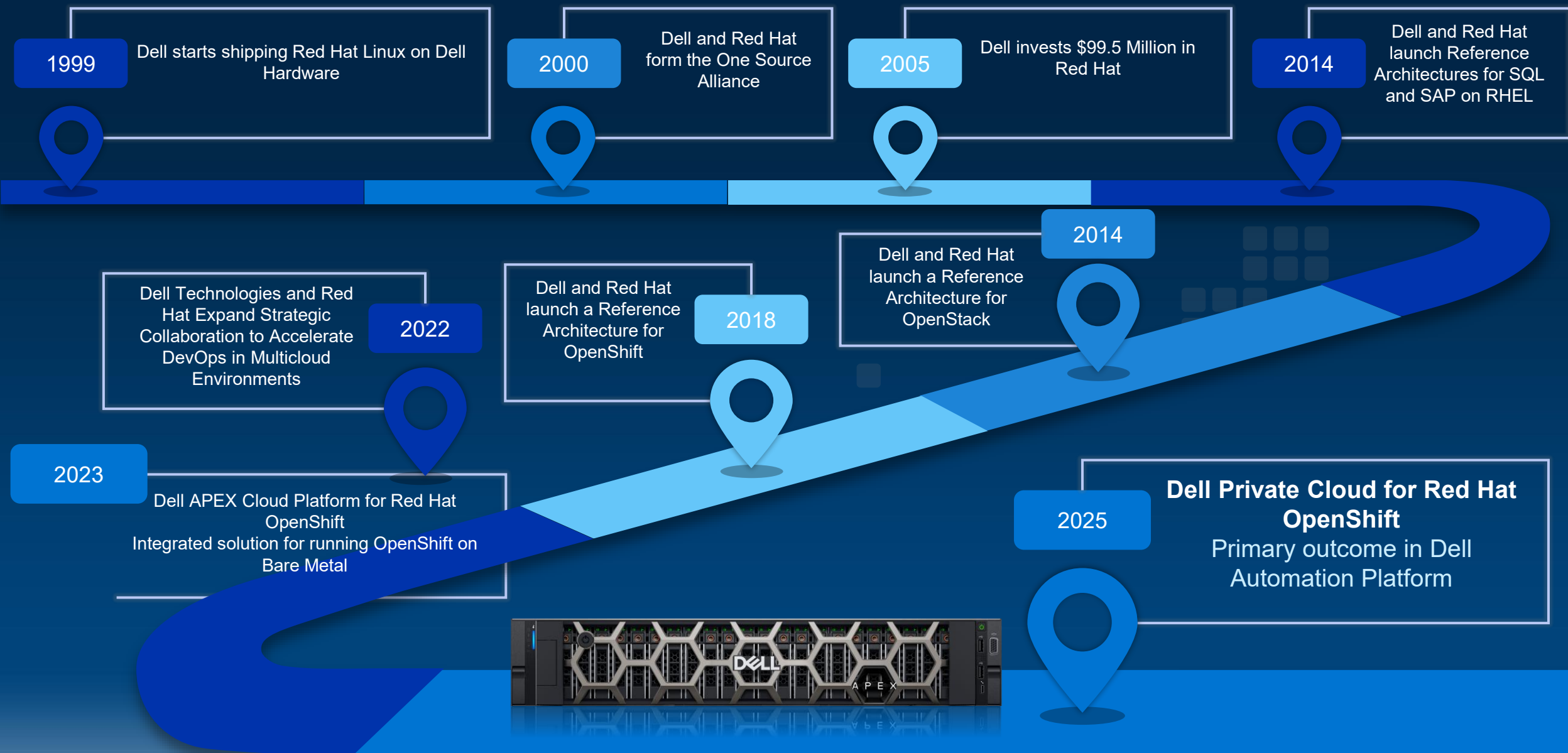


Dell Technologies & Red Hat

October 2025

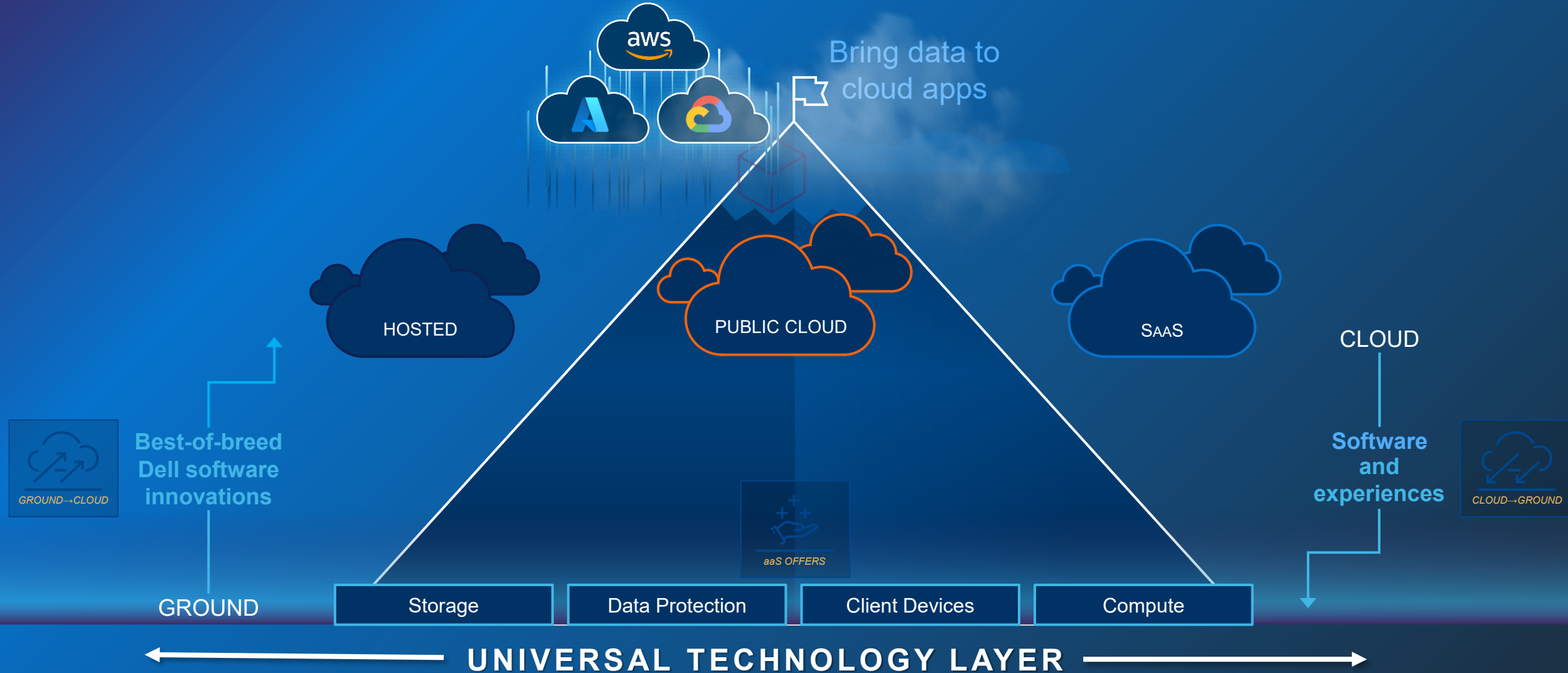


History of innovation from two market leaders



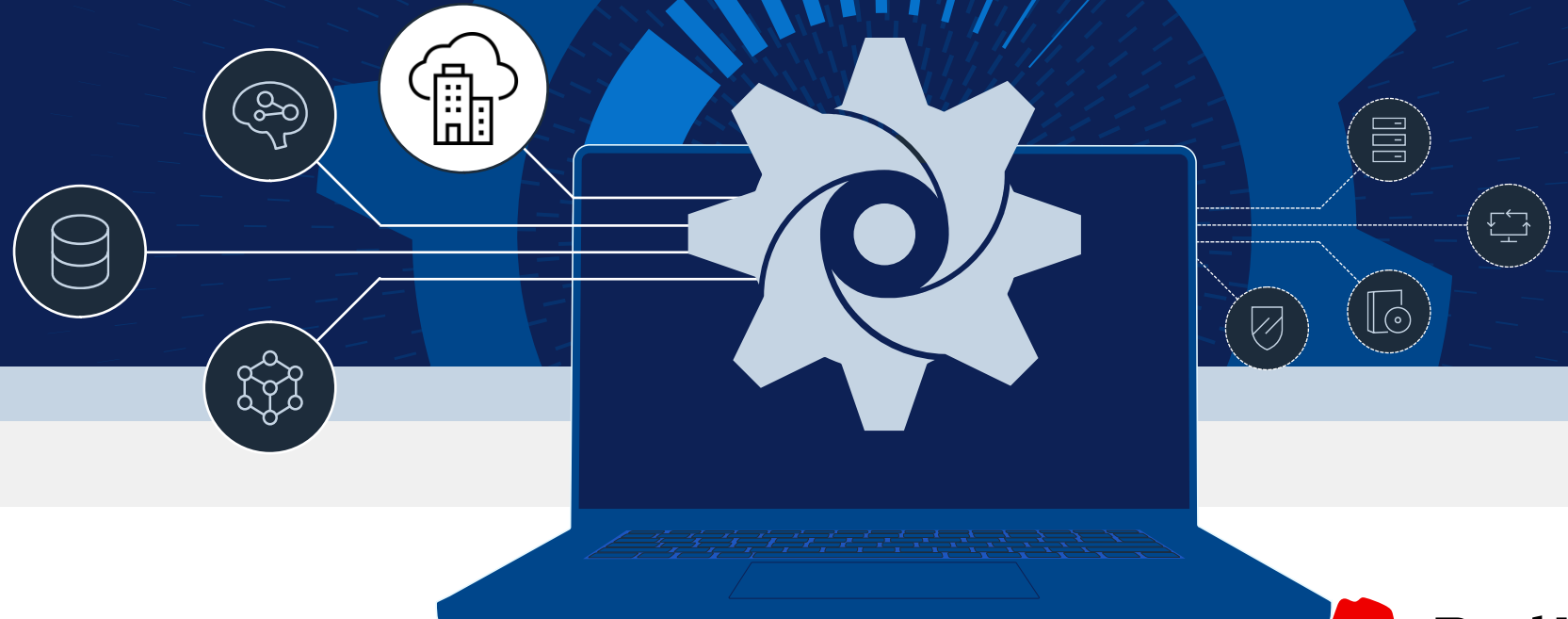
DELLTechnologies

Take advantage of multicloud by design.
Get simplified cloud experiences with technology you trust.



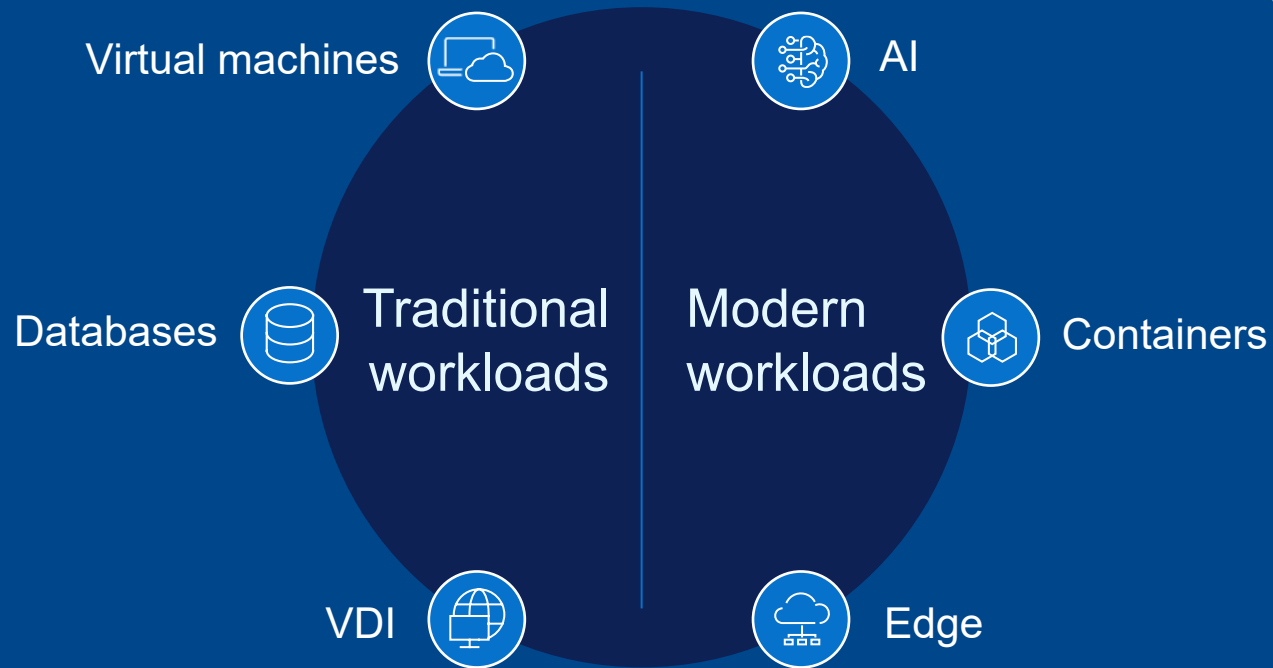
Dell Private Cloud for Red Hat OpenShift

with Dell Automation Platform



Rapidly evolving workloads require flexibility and simplicity

...and the rate of change is becoming unmanageable



88% of C-level executives expect to **experience more change** in 2025 than they did in 2024¹

89% of organizations say usage/evaluation of **multiple hypervisor options is a strategic imperative**²

¹Accenture Survey Results, Accenture Pulse of Change, January 16, 2025.

²Enterprise Strategy Group Complete Survey Results, Navigating the Cloud and AI Revolution: The State of Enterprise Storage and HCI, February 2024.

Traditional architectures require tradeoffs



3-Tier

Flexible, but complex

- ✓ Independent scaling to match workload needs
- ✓ Efficient and optimized use of resources
- ✓ Flexible to avoid vendor lock-in
- ✗ 3 management points
- ✗ Mixed vendor support
- ✗ Limited automation of tasks



Hyperconverged

Simple, but locked-in

- ✓ Simple to order, onboard and deploy
- ✓ Automated lifecycle management
- ✓ Streamlined, single stack support
- ✗ Hypervisor lock-in
- ✗ Fixed & inefficient compute and storage scaling
- ✗ High licensing costs



Red Hat

DELLTechnologies

Accelerate with a no compromise architecture

Disaggregated Infrastructure

Flexible + Simple

- Independent scaling to match workload needs
- Efficient and optimized use of resources
- Flexible to avoid vendor lock-in
- Simple to order, onboard and deploy
- Automated lifecycle management
- Streamlined, single stack support

Dell's unified approach

Dell Private Cloud



AIOps



APIs



Security



Shared Resource Pools



Compute



Networking



Storage

powered by

Dell Automation Platform

powered by

Dell AIOps

powered by

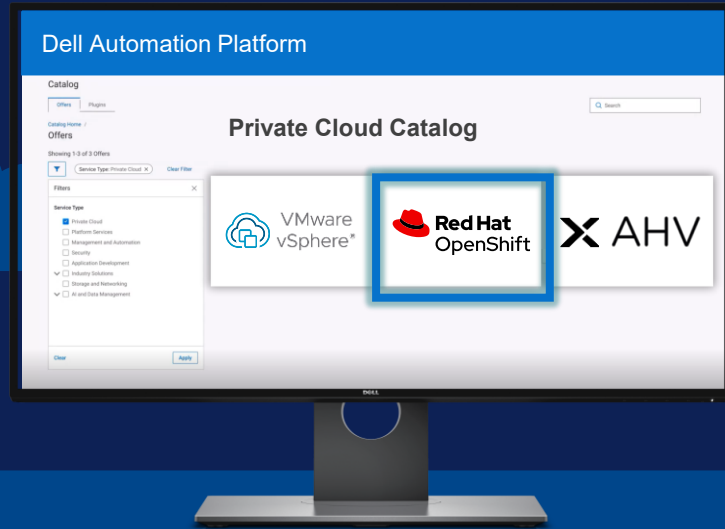
Dell PowerEdge

powered by

Dell Storage

Introducing Dell Private Cloud

Freedom and flexibility to evolve on your terms



Dell Automation Platform



Fully transferable and reusable infrastructure

- Protect investments with disaggregated and adaptable infrastructure
- Bring your own cloud OS licenses for ultimate flexibility
- Simplify operations with full lifecycle management and automated integration with Dell PowerStore ⁴
- Ensure continuity by leveraging existing skills and access to familiar tools
- Rely on Dell as the primary source of system-level support for hardware and system software

Validated with
15,000+
hours of testing¹

Over
90%
fewer steps to provision vs.
manual deployment²

Workload-ready clusters in
2.5
hours, **zero** manual effort³

¹ Based on internal Dell testing. Dell Private Cloud deploying VMware vSphere. May 2025. Actual results may vary. CLM-014261.

² Based on internal Dell testing. Manual steps automated through a single Dell Private Cloud blueprint. May 2025. Actual results may vary. CLM-014260.

³ Based on internal Dell testing. After hardware installation, configuration and platform onboarding. No manual interaction required after initiation. Actual results may vary. CLM-014262.

⁴ Additional storage support coming 2H 2025.

Dell Automation Platform

Portal

Public cloud-like experience to access Dell Automation Platform capabilities



REST API

Standards Based Interface abstraction



Orchestrator

Management and orchestration of Dell infrastructure and outcomes



Secure onboarding

Zero-touch onboarding with built-in zero trust principles



Catalog

Marketplace-like experience to view validated outcomes to deploy



Multi-system Management

Manage compute and storage devices at scale

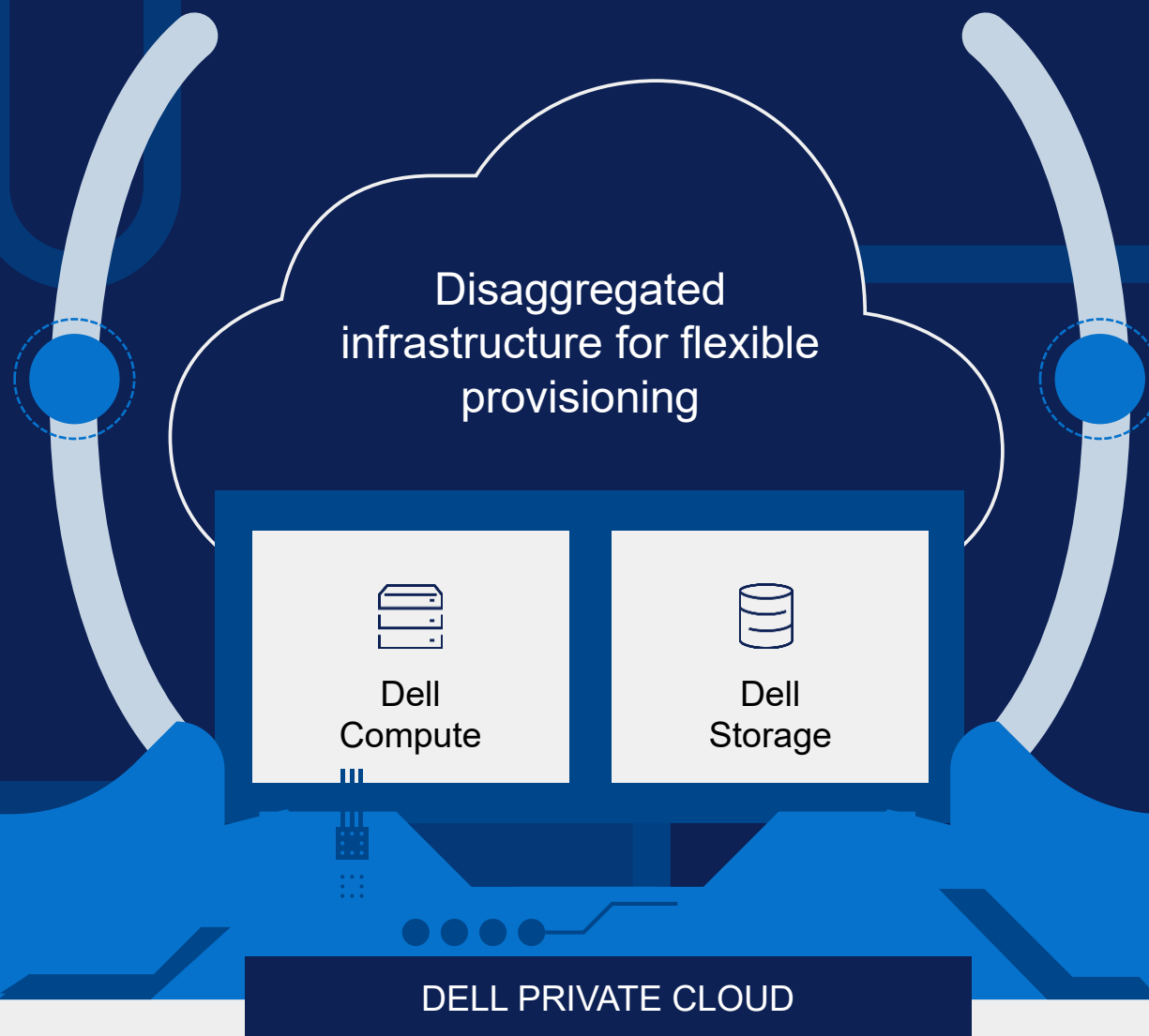


Red Hat

DELL Technologies



Securely onboard compute and storage into Dell Automation Platform inventory with zero touch, automated processes





Day 1: Choose your preferred software from Dell's curated catalog of validated blueprints



**Red Hat
OpenShift**

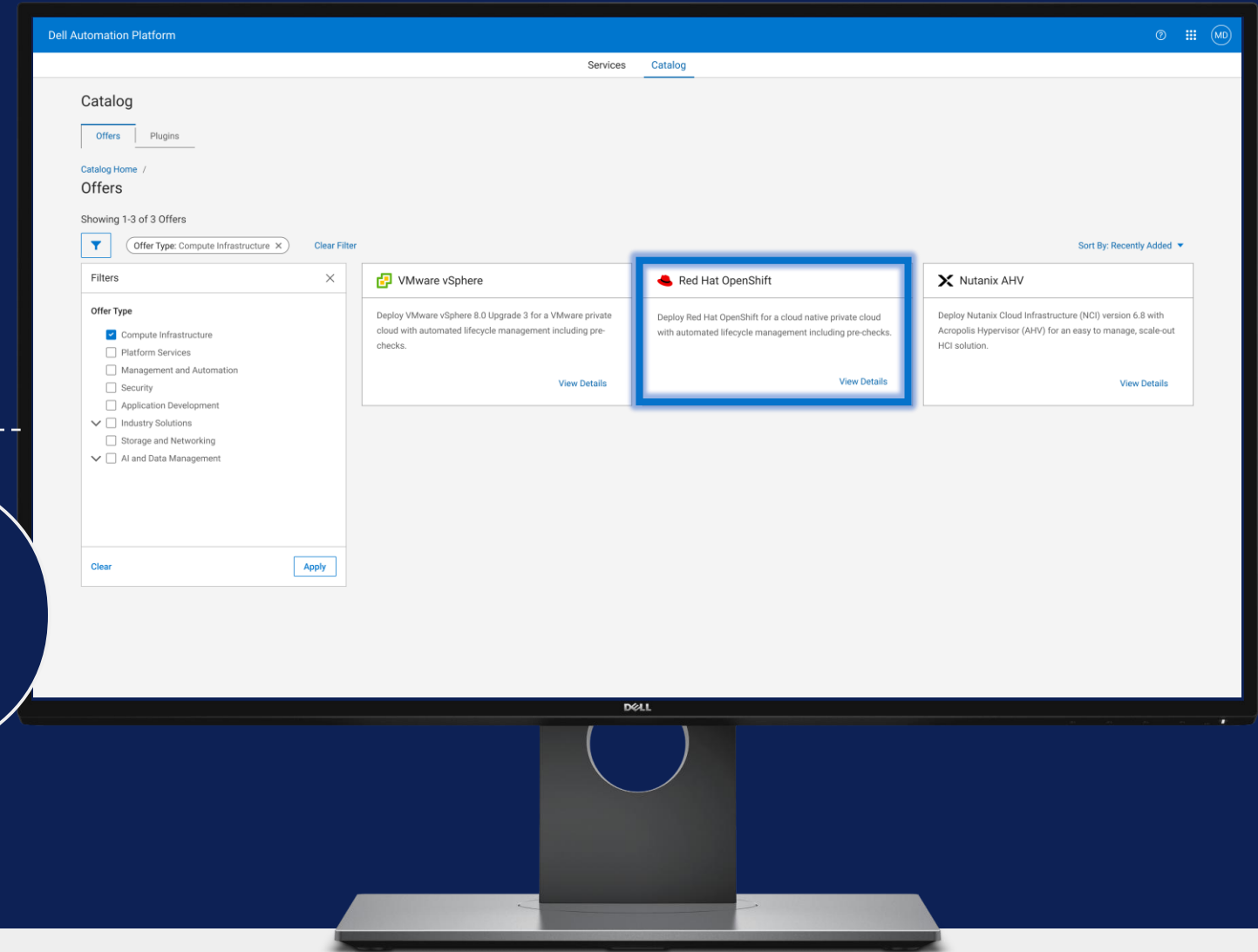


Dell
Compute



Dell
Storage

DELL PRIVATE CLOUD





Day 2: Manage and update your private cloud infrastructure with third-party extensions



Red Hat OpenShift

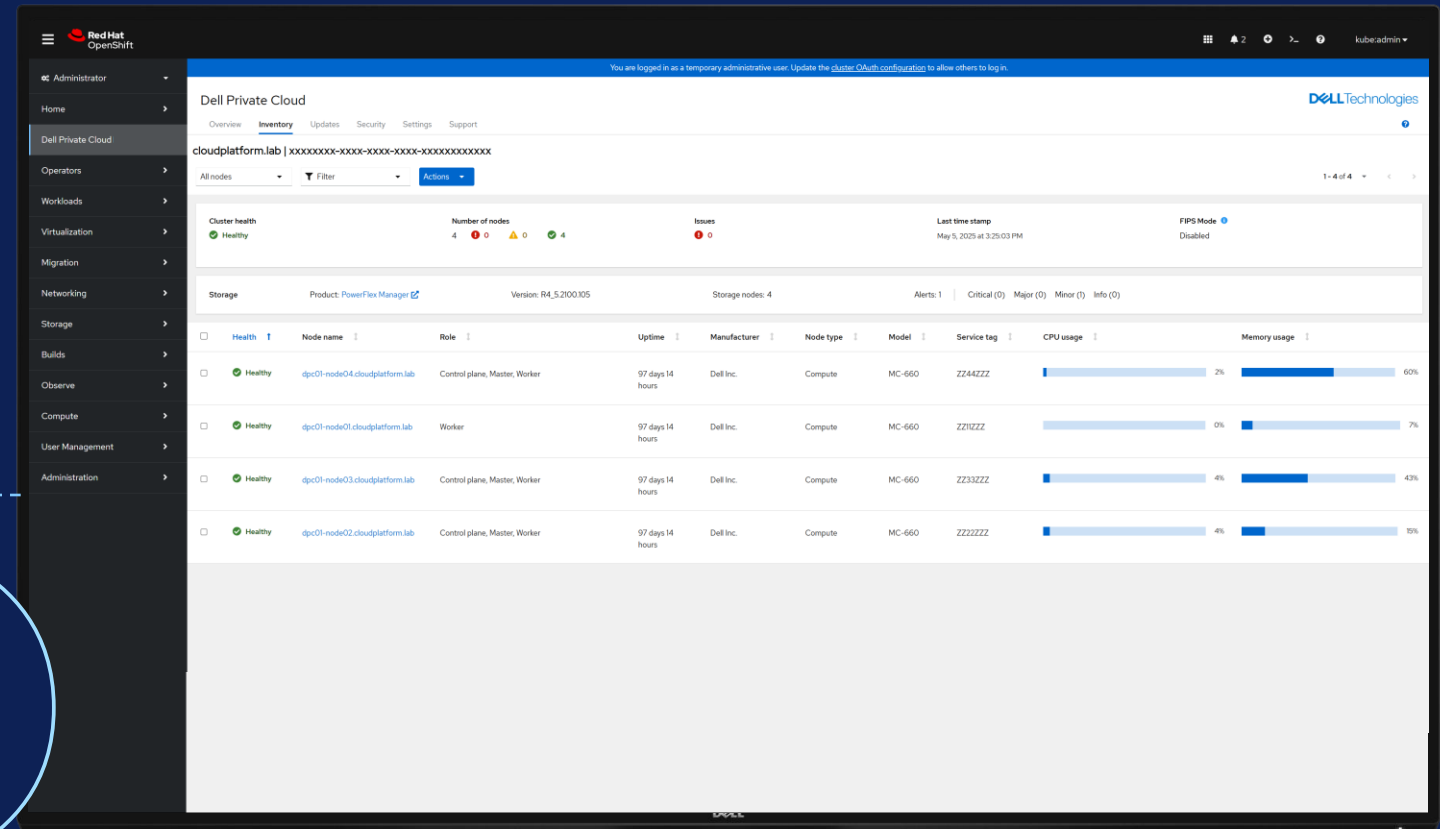


Dell
Compute



Dell
Storage

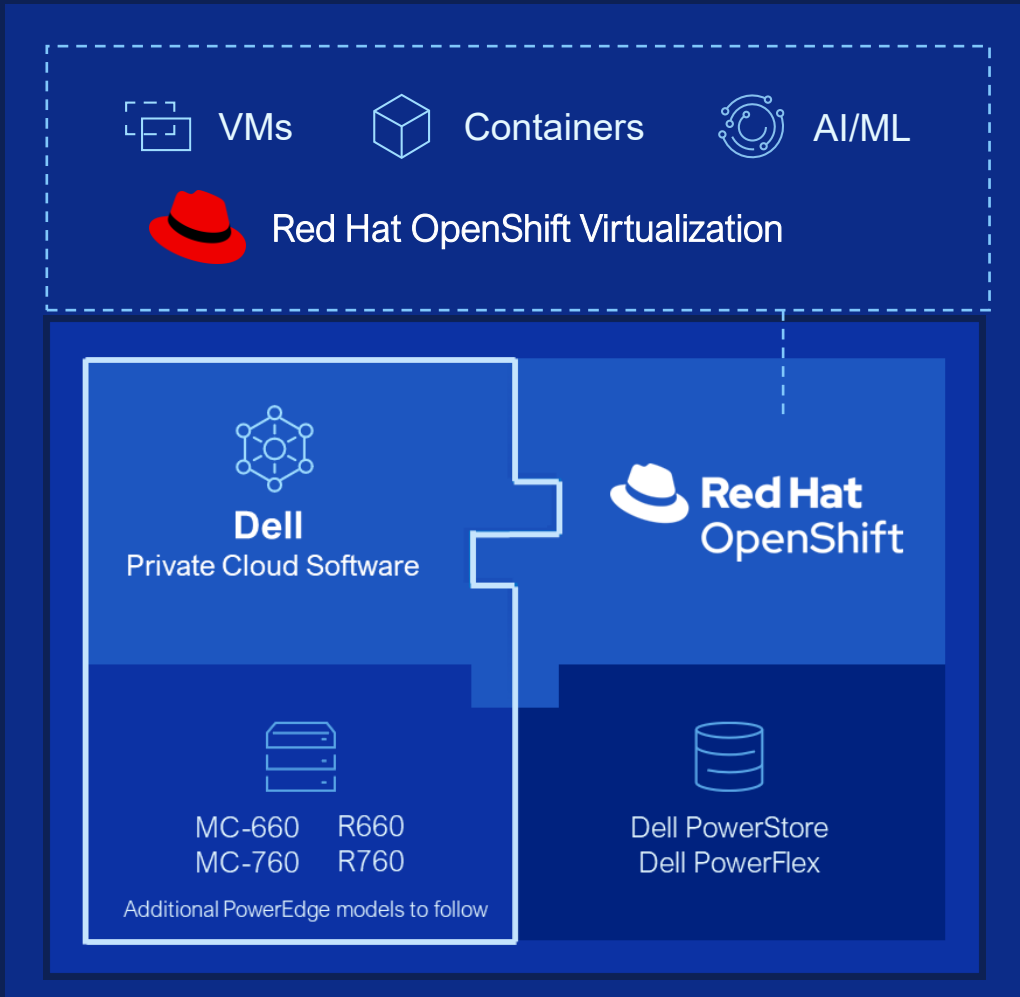
DELL PRIVATE CLOUD



Under NDA

Red Hat OpenShift Virtualization

The modern option for general purpose virtualization



Unified platform and consistent management

For new and existing virtual machines alongside containers and AI workloads



Healthy open source community

The KubeVirt project is a top 10 CNCF active project, with 200+ contributing companies



Guest support

Includes unlimited Red Hat Enterprise Linux guest entitlements and supports Microsoft Windows guests through Microsoft SVVP



Migration support

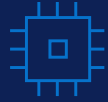
Ansible Automation Platform + Migration Toolkit for Virtualization, Training and Consulting



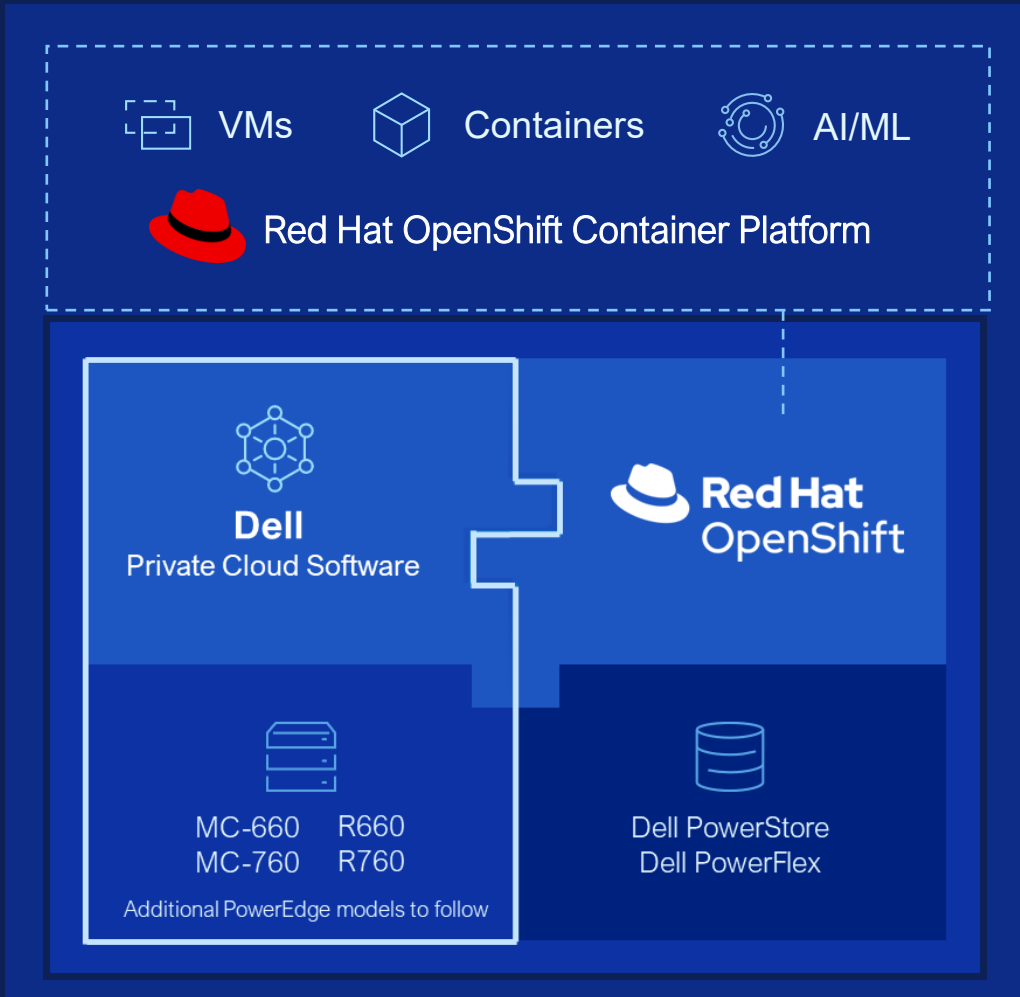
Red Hat

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Red Hat OpenShift Container Platform



Optimized for Kubernetes orchestration and container management



Application modernization

Migrate legacy applications to containerized environments with OpenShift



Automation

Increase automation with Red Hat Ansible, simplify deployments



Storage integration

Provide persistent, scalable storage for OpenShift containerized applications



Enhance enterprise Kubernetes ease of use

Simplify Kubernetes orchestration with enterprise-grade features and developer-friendly tools

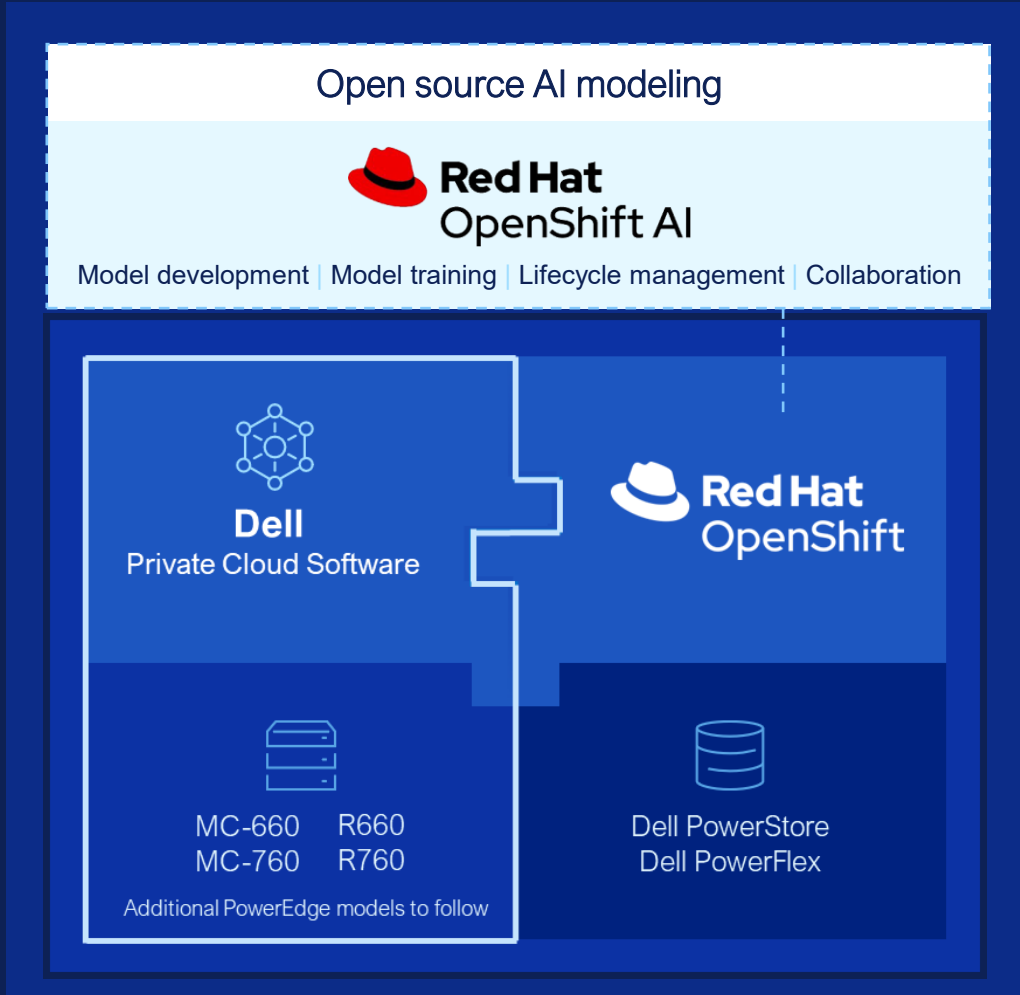


Red Hat

DELLTechnologies

Red Hat OpenShift AI

Deliver AI outcomes at scale across hybrid cloud environments



Model development

Bring your own models or customize Granite models to your use case with your data. Supports integration of multiple AI/ML libraries, frameworks, and runtimes.



Model serving and monitoring

Deploy models across any OpenShift footprint and centrally monitor their performance



Lifecycle management

Expand DevOps practices to MLOps to manage the entire AI/ML lifecycle



Resource optimization and management



Red Hat

DELLTechnologies



Dell Private Cloud

Easily deploy and manage private cloud without software lock-in



Dell AI Solutions

Accelerate time to value for AI solutions



Dell NativeEdge

Centralize edge and data center operations in one platform



Build Your Own

Orchestrate open source software on flexible and dynamic hardware

intel



nvidia

DELLTechnologies

NativeEdge

AMD

NUTANIX



Red Hat

vmware[®]
by Broadcom

Dell Automation Platform

We automate, so you can innovate

Velocity

Simplicity

Assurance



DELL Technologies

DELL Technologies