

Transform Ideas Into Outcomes – Faster



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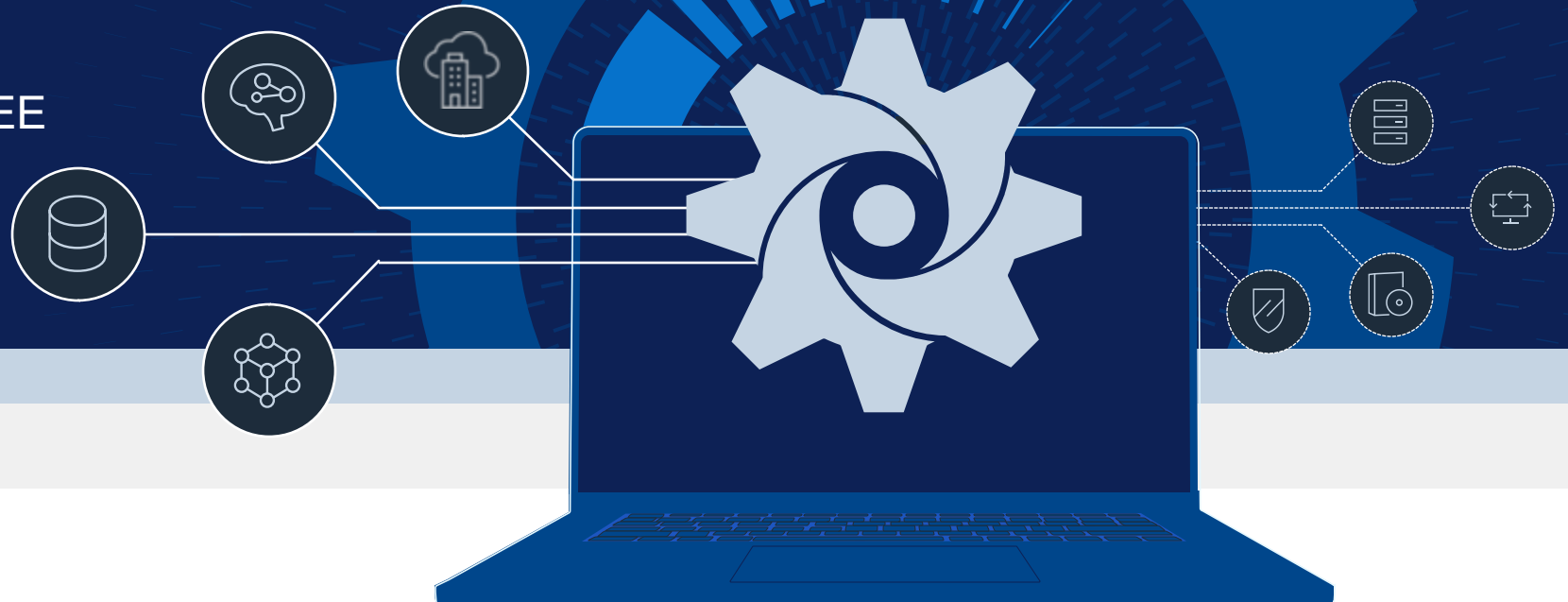
Gold sponsor

DELLTechnologies

Transform Ideas Into Outcomes - Faster

Dan Bogdan

ISG Technology Consulting | RCEE



Customers tell us they have competing strategic imperatives...

AI



41%

say employee **expertise or skill is a challenge** to implement AI, the most common response¹

Private Cloud



89%

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

Edge



91%

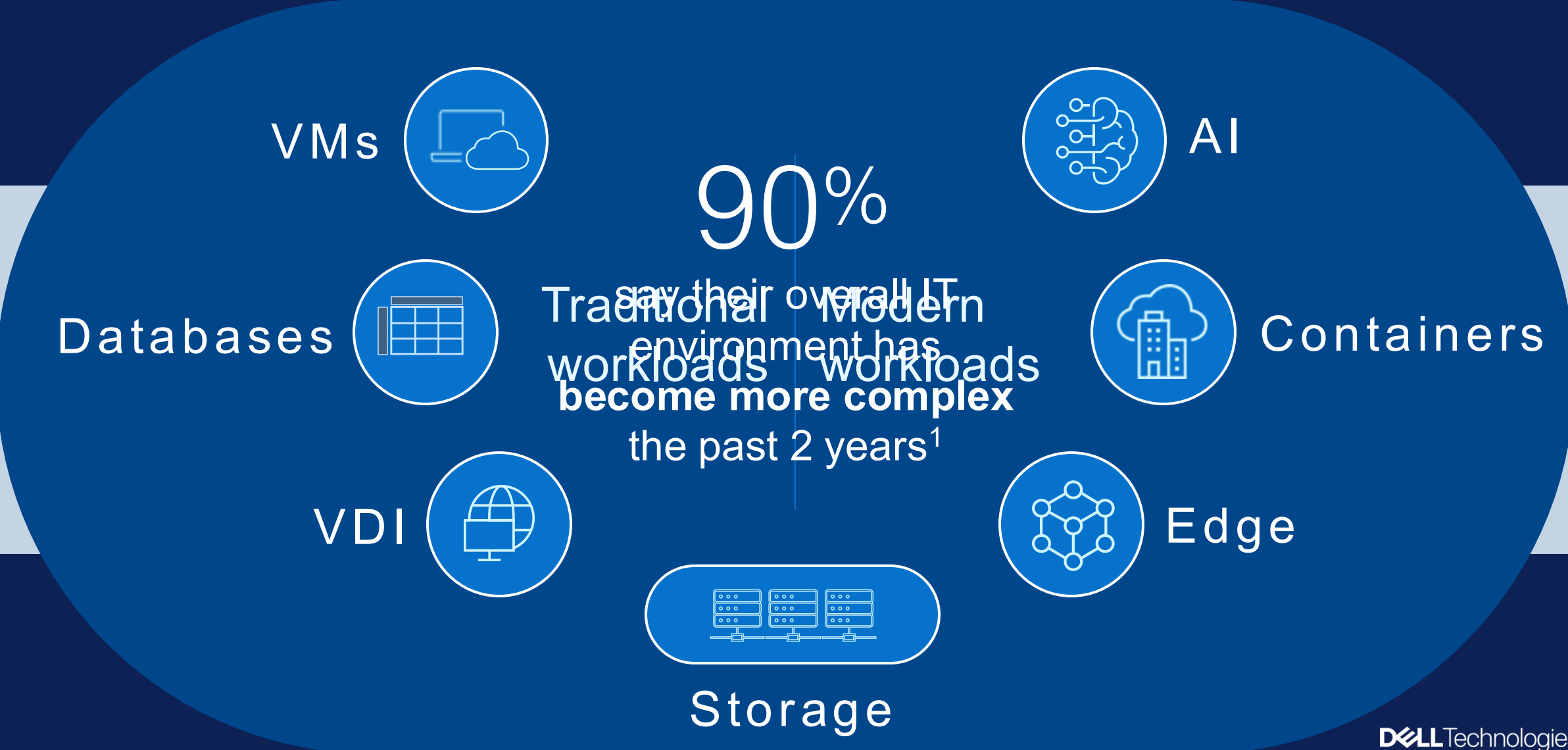
would benefit from **more consistent edge** application and infrastructure **management**³

¹ Enterprise Strategy Group, "The State of the Generative AI Market: Widespread Transformation Continues," September 2024.

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

³ Enterprise Strategy Group, "Unleashing the Edge: Use Cases, Challenges, and Requirements in Edge Infrastructure and Environments," March 2024 (n=374)

...that need to bridge traditional and modern workloads.



VMs

AI

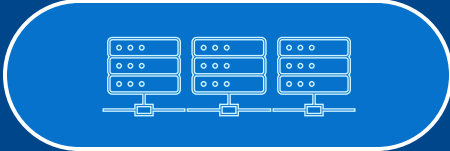
Databases

90%
say their overall IT environment has become more complex the past 2 years¹

Containers

VDI




Edge

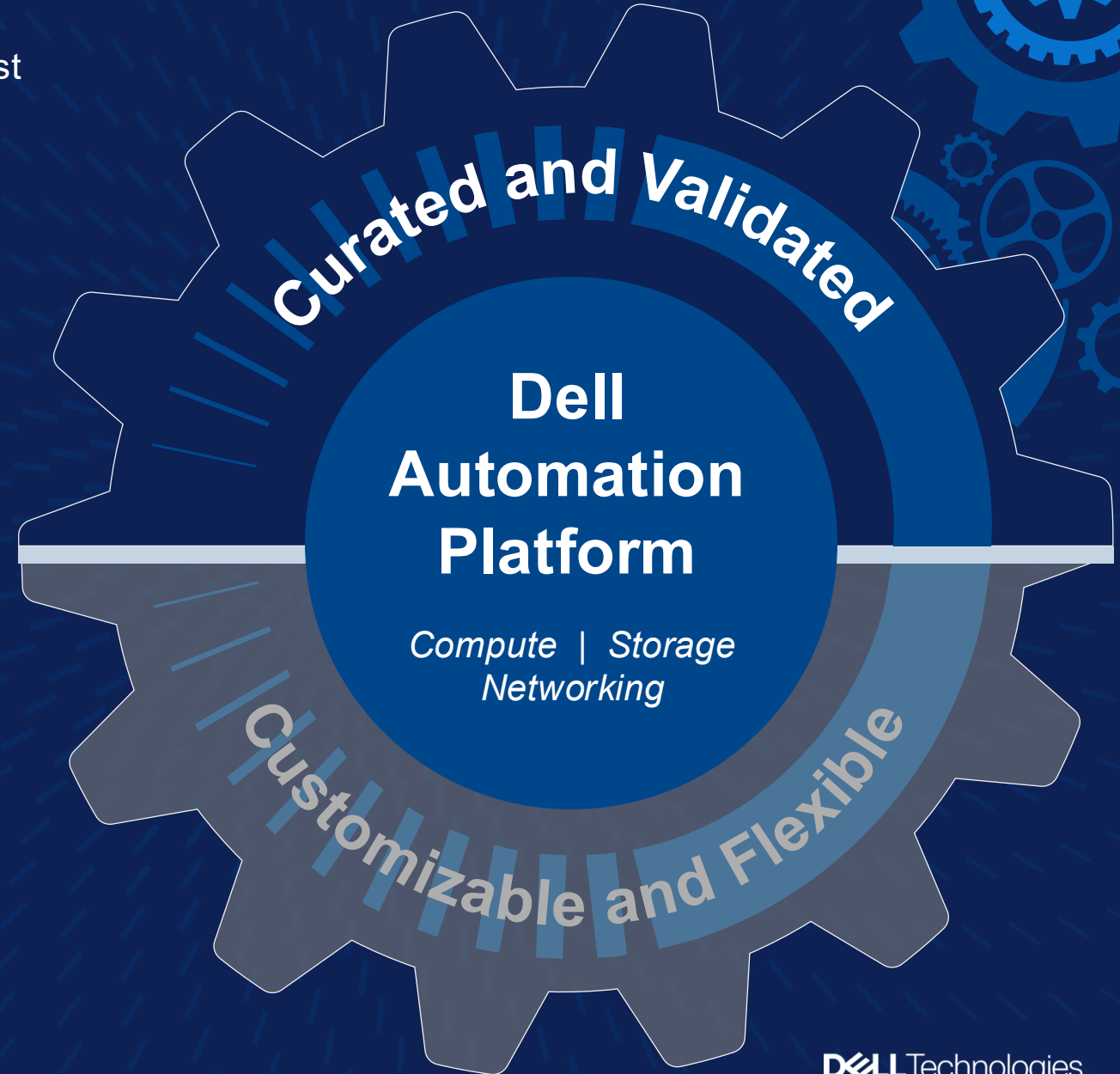


Storage

Curated and Validated

Built and tested by Dell experts who know the technology best

 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 Full stack OS with centralized operations from the data center to the edge
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intel.  NVIDIA  Dell Technologies
NativeEdge OS

 AMD  Red Hat

Dell Automation Platform Architecture

Platform Portal

Identity & Access Management

Infrastructure Inventory

Infrastructure Observability

Catalog of Outcomes

Orchestrator

Selected Infrastructure



Selected Blueprint

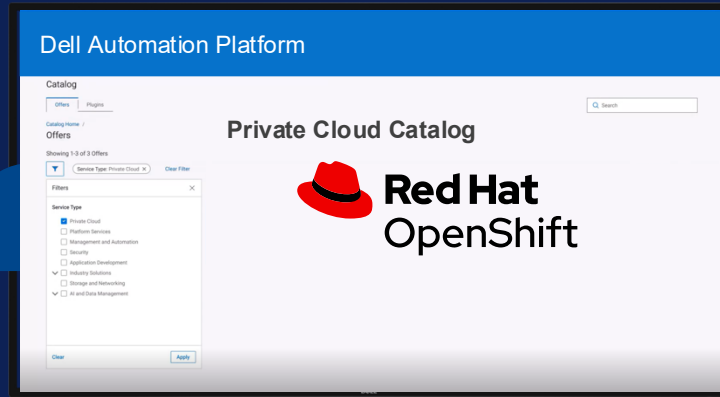
Execute Ops. Tasks



Available On-Prem or SaaS

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
45,000+
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 Red Hat and other . August 2025. Actual results may vary. CLM-014261.

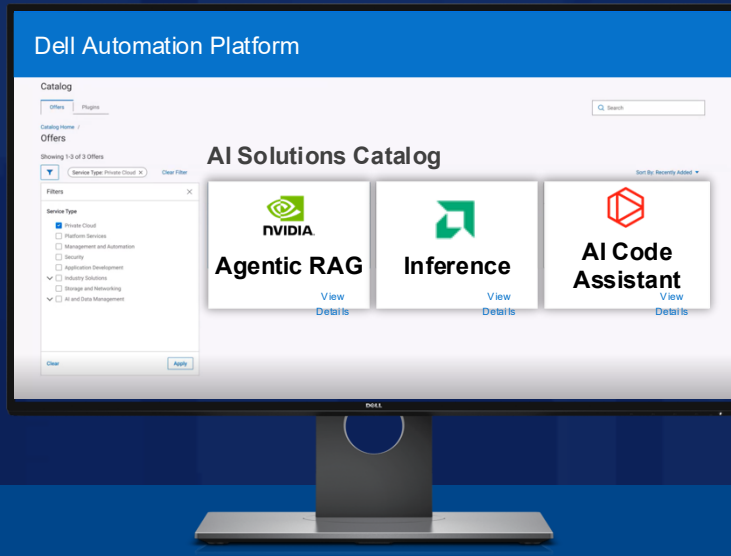
² Based on internal Dell testing. Manual steps automated through a single Dell Private Cloud blueprint. May 2025. Actual results may vary. CLM-014260.

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 AI Factory

Simplify deployment of AI Solutions



Dell Automation Platform



Compute



Networking



Storage

Faster time to value, lower risk

- A **catalog of optimized solutions** from Dell and our network of partners
- **Simplify** AI deployments with validated and optimized configurations for your system
- **Automated deployment** of AI solutions reduces time, effort, and mistakes
- **Optimized hardware** with GPU accelerated compute
- **Accelerate AI outcomes** from strategy to scalable operations with Dell Services

Red Hat AI stack

Expanding strategic partnership to bring Red Hat AI to Dell AI Factory

Unleashing Red Hat AI On-Prem

Enhance flexibility, interoperability and reliability of your business-critical AI workloads

 **Dell Technologies**



| **Simplify AI workflows**

Ensure interoperability and flexibility with platform based on open technologies

Drive consistency with common M&O across traditional and AI deployments

| **Transform business operations**

Address a broad range of AI use cases with flexible, adaptable solution

Operationalize AI at scale across your organization on a common platform

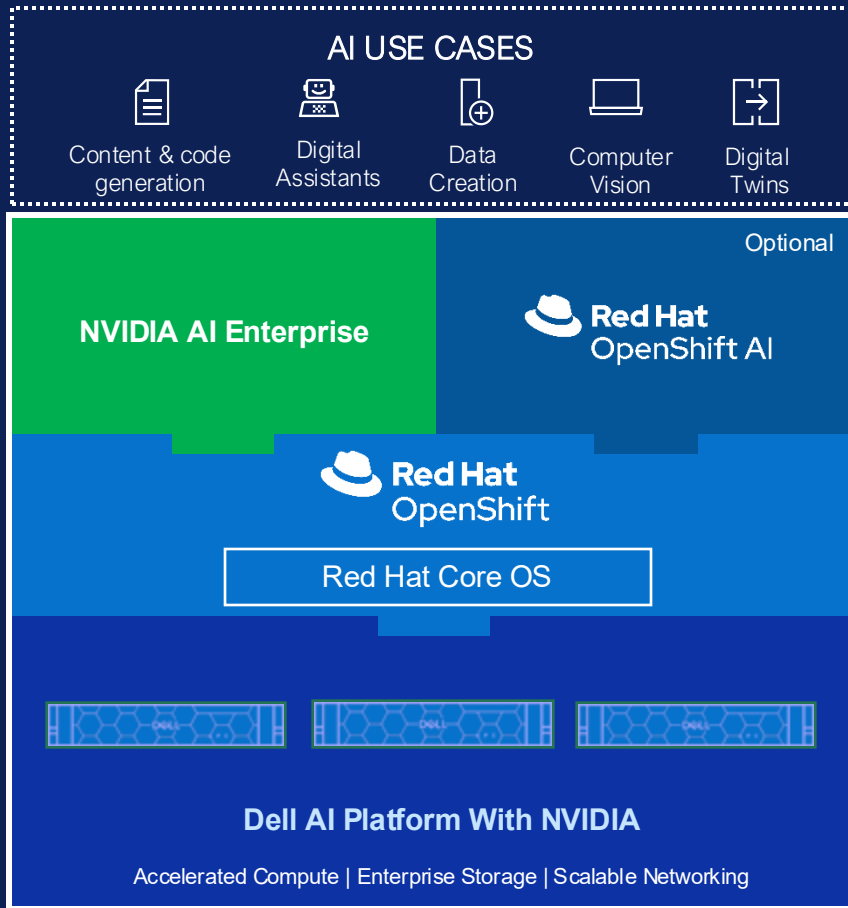
| **Implement AI with confidence**

Enhance security with trusted, on-premises Dell infrastructure foundation

Protect AI workloads with enterprise reliability and control of Red Hat OpenShift

Operationalize AI across your enterprise with Dell and Red Hat

NEW



Dell AI Factory with NVIDIA

Simplify AI workflows

Drive consistency with common M&O across traditional and AI deployments
Accelerate outcomes with support at every stage from day 0 and beyond

Transform business operations

Address a broad range of AI use cases with flexible, adaptable solution
Operationalize AI at scale across your organization on a common platform

Embrace AI with confidence

Enhance security with trusted, on-premises Dell infrastructure foundation
Protect AI workloads with enterprise reliability and controls of Red Hat OpenShift

Thank you

