



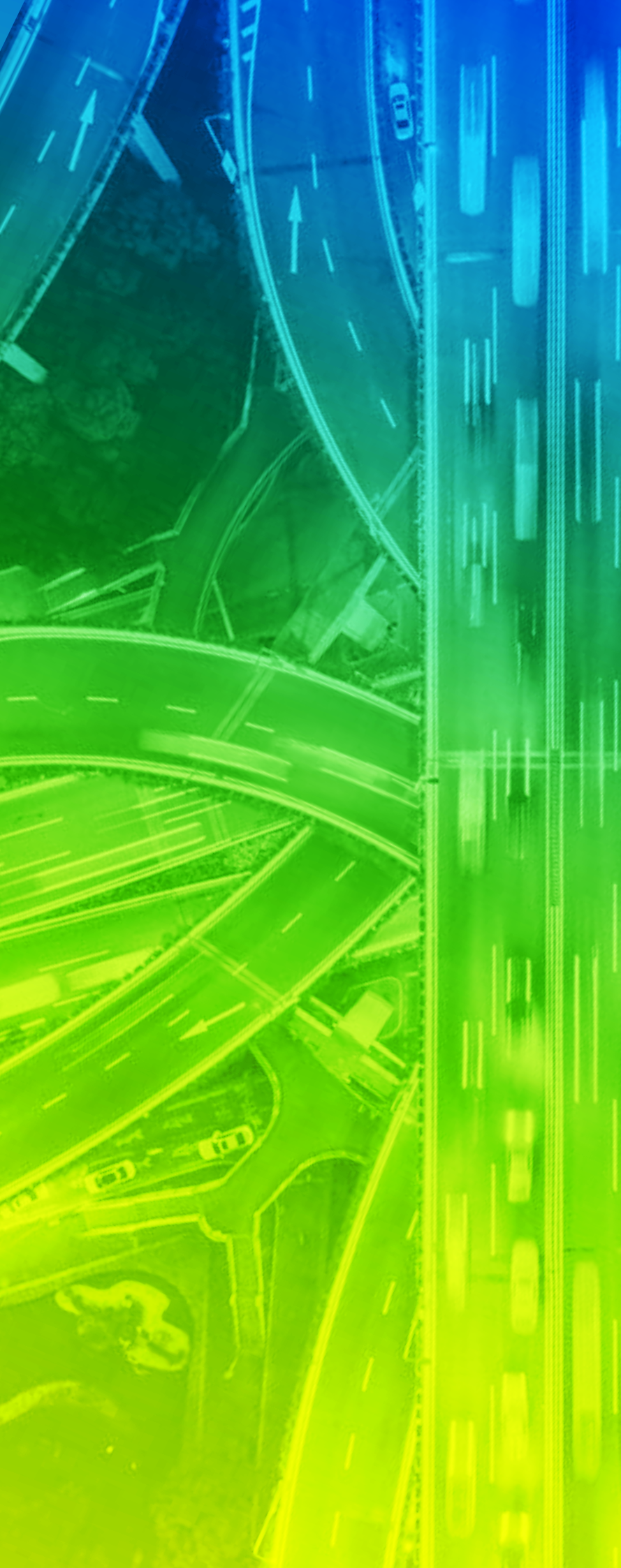
Hyper converged Infrastructure

The foundation of a truly virtual business.

Transform your IT Environment into
a single consistent ecosystem

Brought to you by First Technology, in strong partnership with DELL Technologies

DELLTechnologies
TITANIUM PARTNER



Is your business ready for what's next?

In order to succeed in today's digital world, businesses need to deploy and operate an IT environment that takes full advantage of the innovation taking place across the industry – without the complexity of piecing together and supporting a wide range of patchwork.

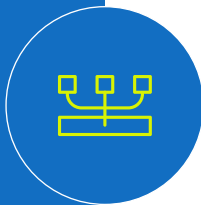
One way to do this is to introduce hyperconverged infrastructure (HCI) into the environment.

What is a Hyperconverged Infrastructure?

Hyperconverged Infrastructure (HCI) continues to be a catalyst for data modernisation and transformed IT operations.

HCI integrates compute, storage and networking into a single appliance coupled with data management and consolidation capabilities. You can scale it according to your application needs, thus eliminating the need for a traditional Storage Area Network (SAN) or Network-Attached Storage (NAS).

The simplicity, scalability, and agility of HCI will continue to be a catalyst for data centre modernisation, helping customers completely transform their IT operations.



3-Tier Infrastructure vs. HCI

HCI's benefits essentially collapse the traditional three-tier server, network, and storage model so that the infrastructure itself is much easier to manage.



Pay-as-you-grow

HCI enables a pay-as-you-grow approach – start with what you need today and expand incrementally rather than purchasing large amounts of compute and storage up front. It also addresses the typical over-provisioning and over-purchasing that occurs when technology is intended to last for multiple years.

The benefits of Hyperconverged Infrastructure

Simplicity

With a fully featured HCI environment, you can eliminate many of the components and hardware silos found in traditional infrastructure. In simple terms, with HCI you need a lot less stuff in your data centre. This simplicity helps you reduce operational time and complexity across your data centre.

To help you simplify your environment, HCI:

- Provides a single, integrated software stack that runs on industry-standard servers.
- Delivers ease of deployment and maintenance, with policy-driven automation.
- Reduces physical components to manage, monitor, and maintain.

Cost

HCI can help you greatly reduce infrastructure spending across your data centre. In particular, HCI:

- Generates cost and storage efficiency.
- Leverages technical resources and expertise you already have.
- Replaces over-provisioning with granular 'grow-as-you-go' scaling.

Security

Modern HCI solutions offer native, software-based security, like data-at-rest encryption, to address growing customer needs to protect business-critical data.

The right HCI solution:

Protects information with native data-at-rest encryption that eliminates drive disposal risks and overhead.

Eliminates the costs and complexities of deploying specialised hardware, like self-encrypting drives.

Meets strict compliance and security regulations for many industries, like government, finance, and healthcare.

Agility

With a data centre built around HCI, your IT organisation is poised to rapidly respond to changing business demands.

To deliver this agility and flexibility, HCI:

- Offers broad deployment choice – no hardware vendor lock-in.
- Enables a future-proof IT environment, with support for today's traditional applications, as well as new cloud-native applications and container technologies.
- Allows you to scale up and scale out to easily meet specific application needs.

Performance

HCI accelerates applications and enhances the user experience.

To drive performance gains, HCI:

- Delivers all-flash optimisations for application fast response times.
- Enables easy scale-out and scale-up capabilities.
- Ensures predictable performance to keep users happy.

Availability

HCI helps you minimise risk with a proven, secure platform that:

- Ensures predictable performance with quality of service (QoS).
- Delivers high availability and resiliency with no single point of failure.
- Builds confidence on the foundation of a proven, industry-leading hypervisor.

DELL EMC VxRail: Turnkey Hyperconverged Infrastructure

VxRail delivers unique value to customers

Unique joint engineering between both Dell Technologies and VMware is what enables a seamless, curated and optimised hyperconverged experience. It's through this partnership and cooperation that we're able to better serve our customers on so many different levels.

Advanced automation with Dell EMC VxRail

A distinguishing factor for Dell EMC VxRail is the unmatched level of built-in automation. VxRail is continuously innovating to enhance ease of use and functionality, delivering Day 0, Day 1 and Day 2 automation at scale across core, edge and cloud deployments.

Additionally, VxRail enables single-click, non-disruptive updates for fast, reliable and efficient lifecycle management including VMware ecosystem updates like NSX-T® and Tanzu™ all in a single upgrade cycle. This brings a new level of simplicity to your experience, providing operational freedom from infrastructure maintenance.

A question of approach: VxRail lifecycle management

Dell EMC VxRail delivers a comprehensive, automated approach to lifecycle management. With most HCI solutions, the customer owns the responsibility to research, define and validate the full-stack upgrade for hardware and software and then execute the cluster upgrade operation through vSphere® Lifecycle Manager (vLCM).

VxRail is different; we drive and maintain stack integrity from hardware to hypervisor throughout the life of the cluster, optimising operational efficiency and letting you simply and predictably upgrade, patch and evolve with technology trends.

We test so you don't have to

VxRail engineers continuously test, optimise, analyse and sequence all hardware and software components within a single upgrade – for the full stack. We commit to 30-day synchronous releases of VMware updates. This means that any time VMware comes out with a release, whether that's a patch, an update or a major release, we integrate that upgrade in VxRail within 30 days. Learn more about VxRail lifecycle management and what Dell Technologies is doing to simplify, automate and validate your HCI system.

- 25,000 hours of testing per release
- 100+ staff dedicated to testing
- \$60M VxRail lab investment

A curated, turnkey experience

The VxRail turnkey experience starts with a curated full-stack integration of software and hardware control and visibility from top to bottom for a consistent, deeply integrated VMware environment..

Dell EMC VxRail HCI System Software

A key component differentiating VxRail from other HCI solutions is our VxRail HCI System Software. This integrated software extends VMware's native capabilities to further automate and enhance the operational experience. You continue to operate out of vCenter® while VxRail HCI System Software keeps your clusters in a continuously validated state so your workloads stay up and running.

This capability is enabled by a suite of software components unique to VxRail, providing a central control plane; single-click, pre-tested upgrades; global cluster management; proactive hardware and software support; and more.

“

The fact that our VxRail is integrated directly with VMware is a massive plus. We don't have to worry, 'has it been tested?'

Andrew Sharman, Noble Foods

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Standard use cases for Hyperconverged Infrastructure

VxRail provides a simple and cost-effective hyperconverged solution that solves a wide range of your challenges and supports almost any use case. This includes tier-one applications and mixed workloads. VxRail enables faster, better, and simpler delivery of virtual desktops, business-critical applications, and remote office infrastructure.

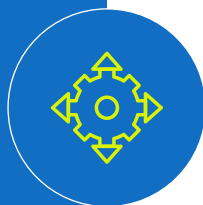
Let's explore some common VxRail use cases and scenarios...



Modernising the data centre

Gain greater control of your workloads by deploying modern hyperconverged infrastructure across on-premises data centres, edge, and co-locations.

- More business agility - 71% faster deployment of new storage.
- Faster business development - 114% more new applications per year.
- Higher performance - 32% faster execution of business transactions.



The easiest and fastest way to drive business critical solutions

VxRail offers high-performing solutions to drive business-critical applications, such as:

- In-memory intensive database applications like SAP HANA.
- Graphic intensive VDI and high-end 2D/3D visualisation, including SOLIDWORKS® and Adobe Creative Cloud®.
- Artificial intelligence and machine learning.
- Storage-dense applications like video, big data and analytics.

Full power for workloads at the edge

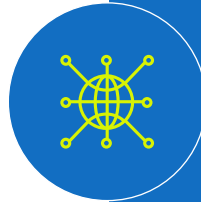
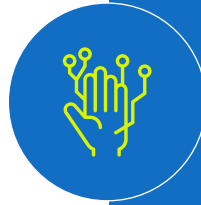
No matter where you are, you get the full power of automation and orchestration with VxRail HCI System Software and a 24x7 single point of support.

- Dell EMC VxRail D Series offers simplicity, agility, and lifecycle management in a ruggedised, compact form factor.
- The rugged form factor is built to withstand extreme conditions and harsh terrains, allowing for traditional and modern applications at the extreme edge.
- Temperature resilient, shock resistant, and fully mobile for tactical edge deployments where size, weight, and transportability are key.

Simplify, streamline and automate hybrid cloud operations

VMware Cloud Foundation on VxRail delivers a simple and direct path to modern apps and the hybrid cloud. Deploy, host, and manage traditional and cloud-native workloads across core, edge, and cloud environments.

- Enables flexible and simple modern cloud deployment with hybrid cloud.
- Consistent infrastructure in one complete, automated platform.
- Integrated with VMware Cloud Foundation SDDC Manager.
- Automate Kubernetes infrastructure deployment with VMware Cloud Foundation and Tanzu.
- 47% reduced TCO compared with a similar public cloud solution.



51%

Lower five-year cost of operations*

92%

Less unplanned downtime*

452%

Five-year ROI**

10_{mo}

To payback*

* IDC WW Quarterly Converged Systems Tracker, Vendor Revenue (US\$M) Q1 2021, June 2021

** Source: IDC Business Value Snapshot: The Business Value of Dell EMC VxRail and VMware Cloud Foundation on VxRail. IDC, 2020.

About our partnership



We are a diverse team with unique perspectives. United in our purpose, our strategy and our culture. Driven by our ambition and the power of technology to drive human progress. Unwavering in our commitment to equality, trust and advocacy for one another.



First Technology is a value-added information technology company supplying and implementing hardware and software that are complemented by the provision of associated support services and solutions.



Ready to evolve your business?

If you're ready to modernise your business, First Technology is here to help. Build a connected and streamlined IT ecosystem that allows you to fully embrace the power of digital, and prepares your business for the ever-changing landscape of the future.

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