

Dell Hybrid Cloud System (DHCS)

Partner Resource Guide



Dell Hybrid Cloud System

for Microsoft Cloud Platform System Standard

1st hybrid cloud solution utilizing
Microsoft Cloud Platform System Standard

Co-Engineered automation,
deploy in less than one day

Scale compute and
storage independently

**Only solution unifying
management** of CPS, Azure, Windows
Azure Pack

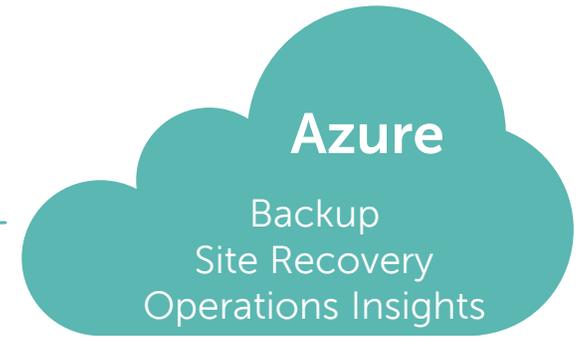
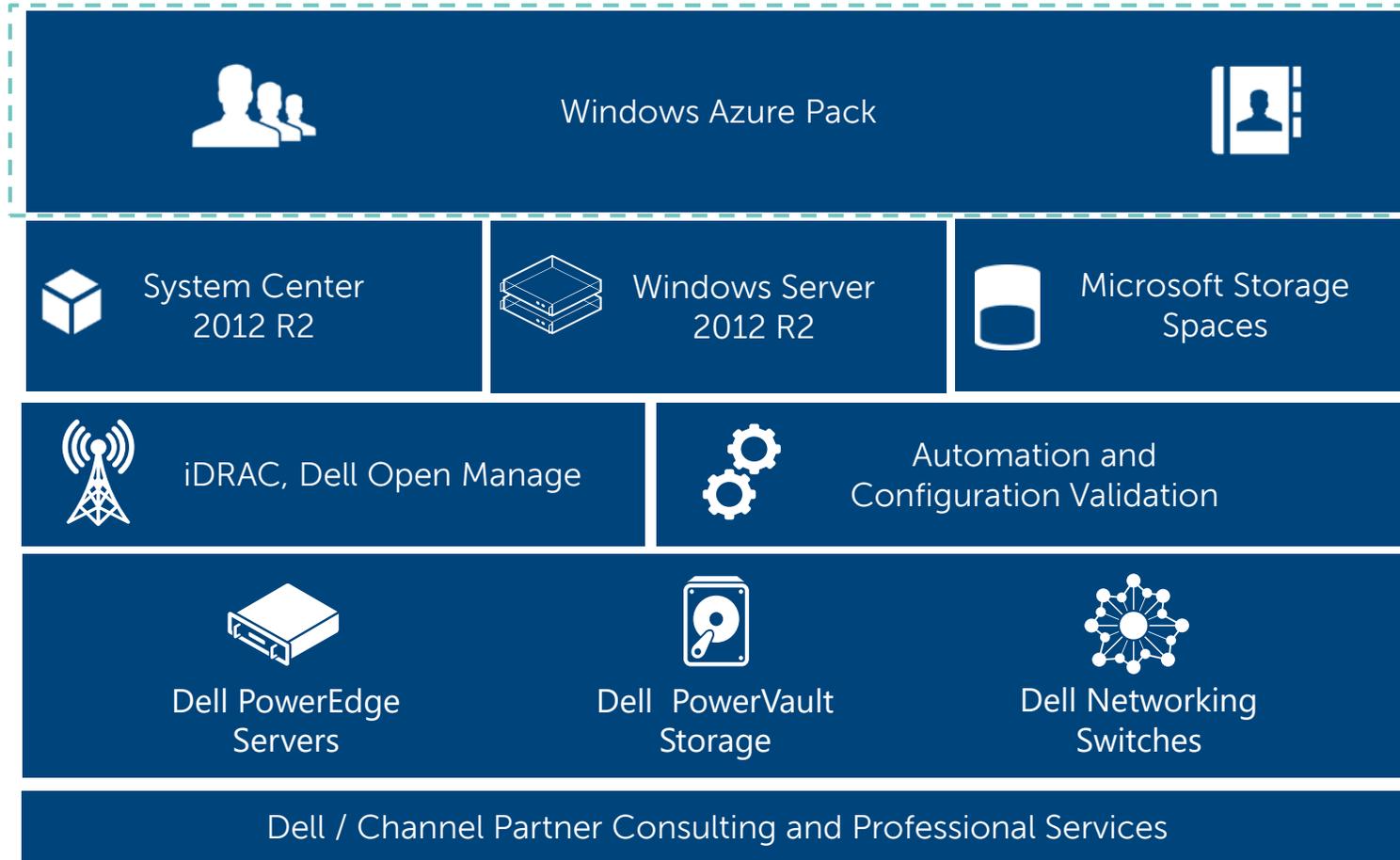
Only hybrid cloud
solution with
**customizable payment
solutions:**

- Pay As You Grow
- Provision and Pay
- Scale on Demand

Seamless administration of **Microsoft Azure
BackUp and Azure Site Recovery,
Operations Insights**



Dell Hybrid Cloud System for Microsoft



- Pre-deployed, pre-configured infrastructure
- Manage WAP, Azure, private and other leading public clouds
- Integrated config. validation
 - Configure, Deploy, Patching
 - Monitoring,
- Automated patching, updating
- Integrated Azure services
- Up to 2000vm (400 per stamp)
- Scale compute and storage independently
- Scale Ready Payment Solutions

Dell Hybrid Cloud System for Microsoft

Partner business opportunities

- Develop new cloud services without the need to pre-invest in solution architecture development
- Savings on presales / consulting time and costs during initial solution discussions with clients
- High-value consulting resources to differentiate around higher margin services (vs. basic deployment)

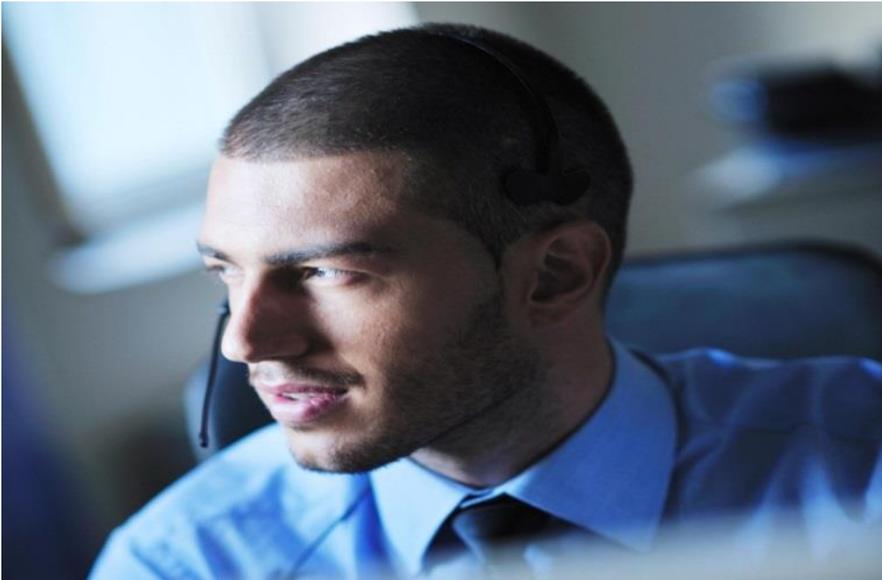


- Development of partner-branded hybrid cloud
- Managed services for DHCS and Azure
- Additional Azure services (e.g., Dynamics)
- Add-on scalability of storage, compute, additional racks
- Service delivery and co-delivery with Dell

Integration to Microsoft Azure & Public Cloud
Simplify hybrid cloud & redefine agility.

Target Use Cases and End Customer

Predictable delivery, reliable, expandable, easily deployed & supported



I want my infrastructure to just run...

Deployment is only a small part of the problem

I want a scalable solution

I need business continuity built in

Let me focus on providing value to my business

I need to reduce my operational costs

Use Cases to Focus On

- User Self Service
- Agile in response to business needs
- Predictable delivery with validated architecture
- Virtualization/Private Cloud
- Hybrid Cloud
- High level of Automation to reduce operational costs
- Datacenter optimization

Target Customer

- CPS tastes on La Jolla scale/budget
- Sees themselves as a Service Provider to the BUs
- Predisposition or interest in MS based cloud technologies
- Sees the value in a converged operations model
- Demands simplicity and understands the trade-offs

Use Cases to Avoid

- HyperScale Computing
- High Performance Computing
- Applications that require very detailed and low-level configurability of every component
- SOHO Environments

Not the Target Customer

- Traditional IT and Virtualization departments
- Customers that want to adjust every setting
- Customers running applications with incompatible technology
- Customers that are not willing to accept the trade-offs between simplification and functionality



Available Training Material

1. [Dell Hybrid Cloud System for Microsoft Admin Guide](#)
2. Supporting training / informational sources for:
 - [Microsoft Provided Software](#)
 - [Dell Provided Software](#)
3. [Microsoft Azure competencies and training resources](#)
4. Available technical sales training materials located on [Partner Direct portal](#)
5. Dell Financial Services cloud solutions offers [Partner Direct portal](#)



Microsoft Provided Software for DHCS Solution

Microsoft Provided Software

Windows Server 2012 R2 Datacenter Edition

Purpose

The operating system on all physical hosts and VMs.

More Information

[Windows Server 2012 R2](#)

System Center Virtual Machine Manager (VMM) 2012 R2

Use to manage the virtualization hosts, networking, and storage resources.

[Virtual Machine Manager](#)

System Center Operations Manager (SCOM) 2012 R2 System Center Operations

Use to monitor the infrastructure. Operations Manager SQL Server 2014 Hosts the databases for infrastructure VMs that require SQL server

[SQL Server 2014 Product Documentation](#)

SQL Server 2016

Hosts the databases for infrastructure VMs that require SQL Server

[SQL Server 2016 Product Documentation](#)

Windows Azure Pack

Allows you to offer IaaS services to your users, through a self-service cloud.

[Windows Azure Pack for Windows Server](#)

System Center Data Protection Manager (DPM) 2012 R2

Use to back up both management infrastructure and tenant VMs.

[Data Protection Manager](#)

System Center Endpoint Protection

Provides anti-malware services to the physical hosts and infrastructure VMs.

[Endpoint Protection Client](#)

Service Management Automation (SMA)

Allows you to automate the creation, monitoring, and deployment of resources in your Windows Azure Pack environment

[Service Management Automation](#)

Service Provider Foundation (SPF)

Exposes a web service that interacts with VMM. This allows the Windows Azure Pack portals to interact with the VMM to enable IaaS capabilities in System Center 2012R2

[Service Provider Foundation](#)



Dell Provided Software for DHCS Solution

Product/Software Name	Purpose	More Information
User interface and middle layer	Guides deployment workflow Gathers data and generates manifest Adds compute chassis (four sleds per chassis)	Provided in DHCS Administrators Guide
Dell Server Management Pack Suite (DSMPS)	Provides hardware health information to the System Center Operations Manager	Dell Server Management Pack Suite
Storage Enclosure CLI (SECLI)	Updates the Dell PowerVault MD storage enclosure firmware Monitors the modular disk (MD)	Staged on local disk; see Dell Storage Enclosure Administrator's Guide
OpenManage Deployment Toolkit	Sets firmware Debugs (firmware beyond BMC/iDRAC)	Staged on local disk; see Dell Open Manage Deployment Toolkit
SupportAssist	Gathers hardware and software information for support group	Staged on local disk; see SupportAssist
OpenManage Server Administrator (OMSA)	OS level hardware health monitoring agent	Staged on local disk; see OpenManage Server Administrator – OMSA
OpenManage Essential (OME)	Support Assist Console	Staged on local disk; see OpenManage Essentials
Repository Manager (RM)	Compiles bundle, a collection of server firmware Can use out of band path to update firmware	Staged on local disk; see Dell OpenManage Repository Manager



Partner Direct DHCS Sales Resources

- [DHCS customer presentation](#)
- [DHCS FAQ](#)
- [DHCS Solution Brief](#)
- [DHCS Spec Sheet](#)
- [DHCS and Cloud Flex Pay](#)
- [DHCS Solution overview and intro video](#)
- [DHCS Solution Offer video](#)
- [DHCS Management video](#)
- [DHCS Ease of Use video](#)



DHCS Related Microsoft Azure Training Competencies & Resources

- MPN (Microsoft Partner Network) competency trainings for silver and gold
 - Datacenter competency
 - Cloud Platform competency
- Webinars topics at MSDN Channel 9, ex:
 - <https://channel9.msdn.com/Search?term=CPS#ch9Search>
 - <https://channel9.msdn.com/Search?term=azure%20pack#ch9Search>
 - <https://channel9.msdn.com/Search?term=azure%20stack#ch9Search>
 - <https://channel9.msdn.com/Blogs/Windows-Azure/What-is-Azure-Backup>
 - <https://channel9.msdn.com/events/Ignite/2015/BRK3503>



Partner Direct Competency Based Trainings

- Hybrid Reality-Unlocking Cloud's Full Potential - [GSTB5433WBTS](#)
- Dell's Cloud Strategy - [DCLS0715WBTS](#)
- DFS Scale Ready Payment Solutions - [SRPS0316WBTS](#)
- Dell Hybrid Cloud System for Microsoft Technical Overview - [ESGB5100WBTT](#)



Optional Partner Direct Trainings

- Cloud Client-Computing Portfolio Overview - [CCPO0615WBTS](#)
- Cloud Consultative Discovery - [GSTB5423WBTS](#)
- Active Systems Manager ASM Technical Overview - [ASMT0515WBTT](#)



Dell Financial Services: Pay for IT **on your terms**



Provision and Pay

Grow your technology solutions **over time** with a **cyclical** plan, deploy, pay process.



Pay As You Grow

Acquire the entire solution **up front** with payments that increase **as your business grows**.



Scale On Demand

Pay for technology **as you use it** and **accelerate project completion** by receiving equipment up front.



Cloud Flex Pay

Deploy Dell Hybrid Cloud System for Microsoft in a **flexible, cost-effective** way.

**Terms subject to product availability, credit approval, execution of documentation provided by and acceptable to DFS.

Evaluate hybrid cloud with **Cloud Flex Pay**

Step 1: Deploy Dell Hybrid Cloud System for Microsoft for six months.

Step 2: Several flexible options are available at the end of the initial commitment.



Extend

Pay a reduced fee for another six months and keep or return the solution after a total period of 12 mos.



Use

Keep the technology in place, and we will create a payment plan to fit your needs.



Return

Send the solution back to us with no further obligation.



Own

Purchase the hybrid cloud solution outright.

Deploy your cloud, your way and structure costs to meet your business needs.



The power to do more