



Advance your data center strategy with Dell-managed colocation

Businesses need flexible and agile data centers with efficient operations

Many organizations are turning to colocation services to provide modern data center facilities and easy network integration with cloud providers. Colocation data centers are an attractive alternative to the costly maintenance of on-premises data centers and unpredictable public cloud costs.

However, some organizations struggle to find the time and resources to manage their colocation environment, including coordination of hardware deployment and support, infrastructure monitoring and management. This means resources are also needed to manage another vendor relationship.

32%

of companies are leveraging colocation

49%

are saving time by outsourcing infrastructure management

51%

are leveraging a mix of public and private cloud environments

The Innovation Index, Dell Technologies, February 2023

The complexity of multicloud integration creates data center challenges

Business challenges



Limitations on how easily and rapidly you can grow your capacity globally



Multicloud integration is time consuming and requires specialized skills

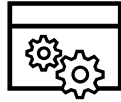


Unpredictable and unclear costs

What if your data centers aligned with your cloud objectives?



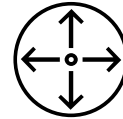
Adjust public/private cloud mix easily



Simplify operations and data center management



Increase levels of physical and IT security



Easily scale your multicloud environment



Minimize downtime


Drive efficient data center operations with Dell-managed colocation

Dell provides a modernized and simplified colocation solution helping to minimize data center challenges. Colocation with Dell Technologies Services provides the resources needed to deliver the most value, while also providing the flexibility and scalability of multicloud adjacency for your workloads.

In partnership with colocation service providers Equinix and Digital Realty, Dell simplifies colocation deployment to deliver all the benefits of a modern, cloud-connected data center while simplifying operations and relieving the burden of data center management.

DELLTechnologies

 DIGITAL REALTY

 EQUINIX



Public cloud connectivity



5000+ services



Global coverage

- Project Coordination
 - Pre-sales design and implementation
 - On-site assistance
- Operational Management
 - 24x7 monitoring
 - End-to-end management
 - Multicloud: public cloud adjacency
- Integrated Billing and Contracts
 - Single bill for Dell and colocation services
 - Predictable contract terms

- ✓ Manage IT efficiently
- ✓ Simplify multicloud integration
- ✓ Control costs

- ✓ Streamline deployment
- ✓ Reduce risk
- ✓ Quickly expand to new regions



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