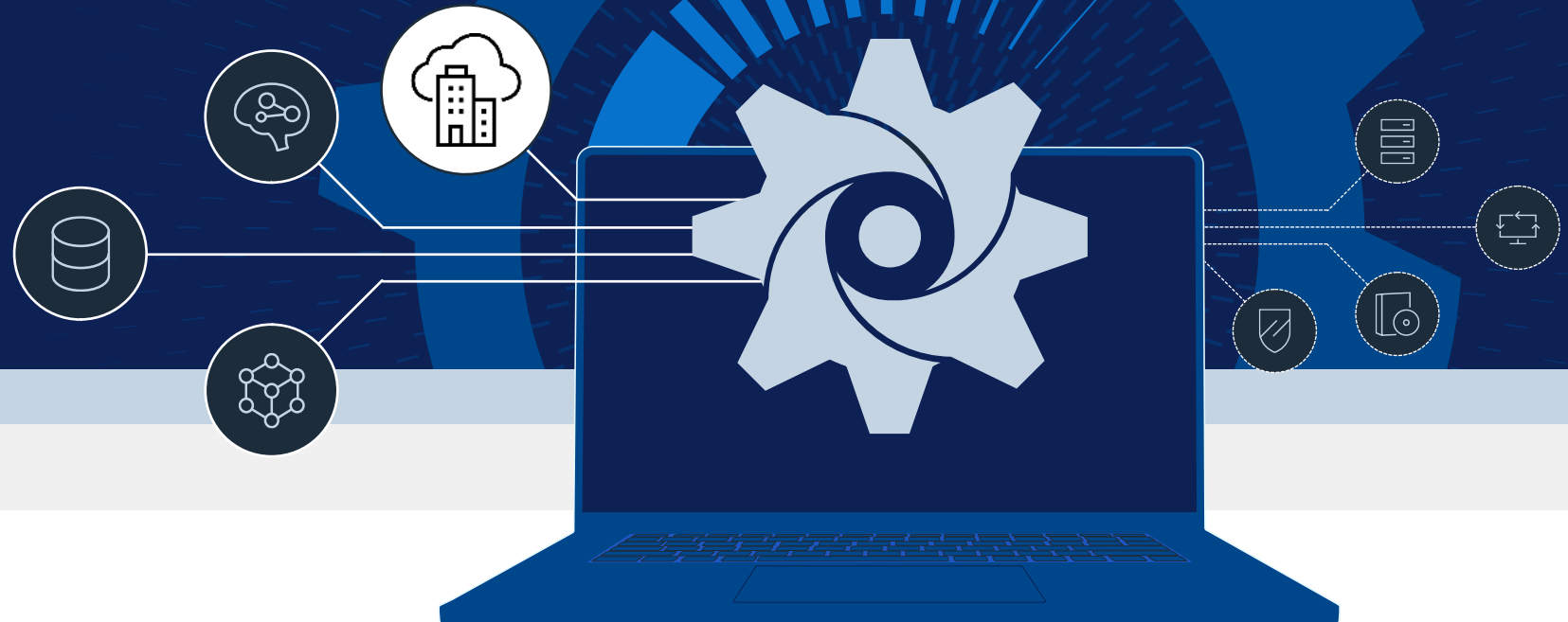


Dell Private Cloud

with Dell Automation Platform &
Dell NativeEdge

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IT Arhitekt
ATEA

madis.parn@atea.ee





**VIRTUALIZATION
DISRUPTION**



VMware – where are we?

- Pricing (\$/Core/Y) – VVF: 190, VCF: 350
 - VVS: 66, but End of Support 11.10.2027 with 8.x
 - No vSphere 9 with VVS
 - vSAN Add-On: 210/TiB (VVF incl. 0.25TiB, VCF incl. 1TiB)
 - No OEM / VAO
- No grace period on subscription expiry
 - ESXi hosts will disconnect from vCenter
 - No CRUD changes (Create, Restart, Update, Delete) to VMs or infrastructure
 - No HA
- 20% Subscription Renewal Penalty ?!
- 30% Minimum Realization Rate/Uplift ?!
- Only 2 positive changes:
 - Free critical security updates for unsupported perpetual licenses
 - Free standalone ESXi 8.3



Dell CI/HCI history

- 2011 (2009) – VCE founded
 - Vblock, VxBlock
- 2014 – VMware launched:
 - EVO:RACK
 - EVO:RAIL
- 2015 – EMC launched:
 - VxRack, VxRail
- 2017 – VxRack, VxRail transitioned from Quanta to Dell HW



VxRail

The First co-engineered HCI system with VMware, for VMware, to enhance VMware



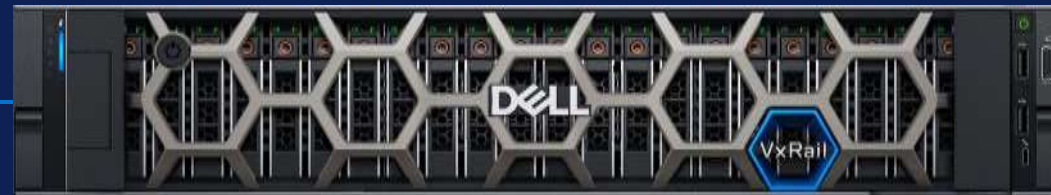
21K+
Customers



320K+
Nodes



Over
10 Year
Track Record



Cloud

Core

Edge

VDI



Multimedia

Next-Gen and
traditional databases



AI/ML

Developer
Platforms

Traditional architectures require choosing flexibility OR simplicity



Flexible

3-Tier

Independent scaling to match workload needs

Efficient and optimized use of resources

Flexible to avoid vendor lock-in



Simple

Hyperconverged

Simple to order, onboard and deploy

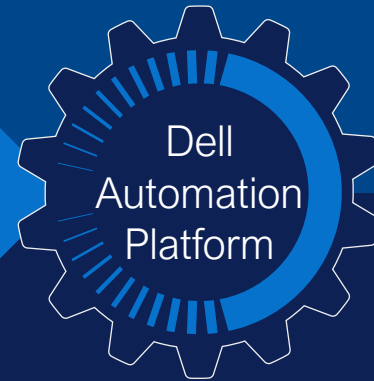
Automated lifecycle management

Streamlined, single stack support

Built on a foundation of proven innovation from Dell



The next evolution of Dell innovation – matured, hardened and enterprise-ready



Introducing Dell Private Cloud

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

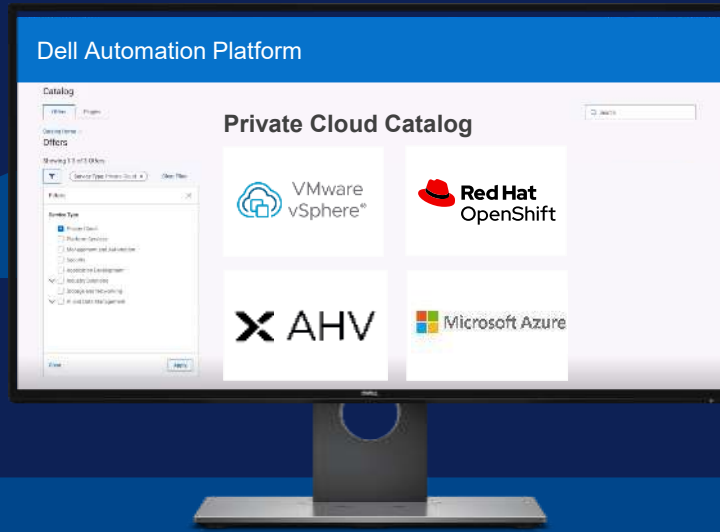
Dell PowerEdge

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
- 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

Delivers
44%
cost savings
compared to HCI¹

Validated with
45,000+
hours of testing²

Over
90%
fewer steps to provision vs.
manual deployment³

Workload-ready
clusters in
2.5
hours, **zero** manual effort⁴

¹ Source: Arcilla, Alex. Dell Private Cloud: *Dynamic and Flexible IT Architecture for an Ever-changing Business Landscape*. Omdia, January, 2026. Commissioned by Dell Technologies. Actual results may vary. CLM-015607.

² Based on internal Dell testing. Dell Private Cloud deploying VMware vSphere and Red Hat. August 2025. Actual results may vary. CLM-014261.

³ Based on internal Dell testing. Manual steps automated through a single Dell Private Cloud blueprint. May 2025. Actual results may vary. CLM-014260.

⁴ Based on internal Dell testing. After hardware installation, configuration and platform onboarding. No manual interaction required after initiation. Actual results may vary. CLM-014262.

Get more for less with Dell Private Cloud

Hyperconverged

- ✓ Simple to order, onboard and deploy
- ✓ Automated lifecycle management
- ✓ Streamlined, single stack support

3-Tier

- ✓ Flexibility to BYO 3rd party cloud OS
- ✓ Protect hardware investment
- ✓ Reduce storage footprint

Disaggregated Infrastructure

Fewer storage needs
**Lower \$/GB with
5:1 DRR²**

Higher utilization
**Fewer compute
nodes**

Fewer servers required
**Lower licensing
costs**

Dell Private Cloud combines the best of HCI and 3-Tier for more simplicity, automation and flexibility to **lower OPEX costs**

44%

cost savings
compared to HCI¹

¹ Source: Arcilla, Alex. *Dell Private Cloud: Dynamic and Flexible IT Architecture for an Ever-changing Business Landscape*. Omdia, January 2026. Actual results may vary. CLM-015607.

² 5:1 average rate guaranteed across customer applications. Rates for individual applications may vary. See Future-Proof program terms and conditions for details.

Dell Private Cloud High-Level Architecture

Delivered through Dell Automation Platform

Dell Automation Platform

- Log into Portal UI to add devices to inventory
- Catalog to browse and download blueprints
- Orchestrator

Disaggregated infrastructure

- Bare-metal PowerEdge servers
- Dell storage
- Bring-your-own networking

Dell Private Cloud

- Tested and validated blueprints
 - Cluster deployment, cluster expansion, cluster node removal, node restore
- Continuously validated states
- Dell Private Cloud Extension to management console including:
 - Physical View of infrastructure
 - Full stack (hardware and software) updates
- Node repurposing

Dell Automation Platform

Portal

Asset Inventory

Voucher management

Catalog

Dell-curated solutions

Orchestrator

Onboard devices

Deploy blueprints

Storage management

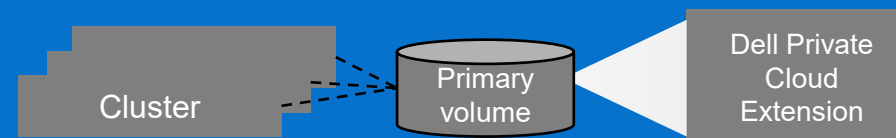
PowerEdge compute



Dell storage



VMware/Nutanix/RedHat deployment



Dell Private Cloud hardware options

Bare metal Dell compute and storage - no specialized or proprietary hardware required

Dell Compute

17th gen PowerEdge R670, R770 with Intel
16th gen PowerEdge R660, R760 with Intel



17th gen PowerEdge
R6715, R6725, R7715, R7725 with AMD



Dell Storage

Platform-Integrated

Offers seamless automation and lifecycle workflows like deployment and updates

PowerStore



Platform-Compatible*

Validated for Dell Private Cloud, but managed independently

PowerFlex, PowerScale,
PowerMax, PowerVault,
Unity, VMAX

Dell Private Cloud runs on the same trusted Dell PowerEdge servers and Dell Storage solutions you already use or can purchase off the shelf—no specialized or proprietary hardware required.

* Storage compatibility varies across ecosystem software

Dell Private Cloud software & 3rd Party OS

Combine Dell Private Cloud software with your choice of 3rd party cloud OS to create an adaptable and scalable private cloud



Dell Private Cloud

1, 3, 4, or 5 year subscription includes:

Extension for VMware vCenter, OpenShift Web Console, and Nutanix Prism

Validated blueprints from initial deployment through on going management

Dell Automation Platform



3rd Party Cloud OS

Bring your own license:

vmware
by Broadcom

*vSphere 8.0 U3**

Red Hat
OpenShift

OpenShift 4.19

NUTANIX

AOS 7.5

Dell Private Cloud lets you repurpose the same subscription across different hardware and 3rd party OS platforms, ensuring flexibility and protecting your investment as your needs evolve.

* Aligned to the latest VMware vSphere 8.0 versioning at time of publication

Dell Private Cloud software

Day 1

Automated Setup

Pre-deployment portal simplifies configuration with site-specific inputs and generates a JSON file.

Dynamic Cluster Composition

Late binding enables flexible hardware, OS, and version choices.

Full-Stack Automation

Provision clusters, attach storage, configure host networking and update firmware's to a continuously validated state

Day 2

Integrated Management

Centralized control via vCenter and Red Hat consoles for seamless operations.

Proactive Support

Automated service requests and part dispatch for uninterrupted performance.

Built-In Security

RBAC, certificate management, and compliance for robust protection.

Graceful Workload Migration

Automated node and cluster shutdown ensures smooth transitions.

Full-Stack Lifecycle Updates

Health checks, validated updates, and zero-day patching for continuous compatibility.

Drift Detection & Compliance

Monitor and report cluster compliance to maintain validated states.

Scalable Operations

Expand, remove, or reset nodes at scale with ease.

Investment Protection

Decommission and reuse compute resources across ecosystems.

Dell Automation Platform

Available On-Premises or SaaS

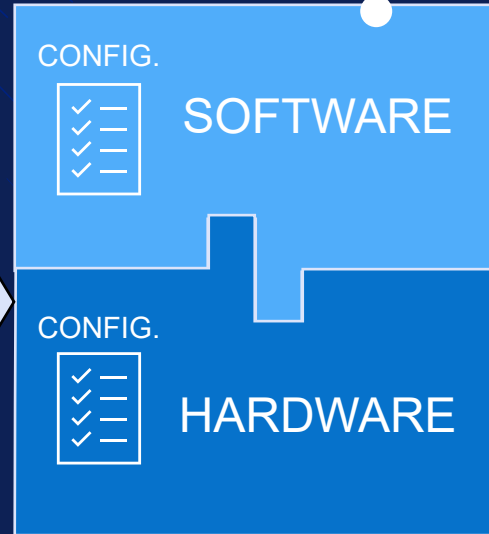
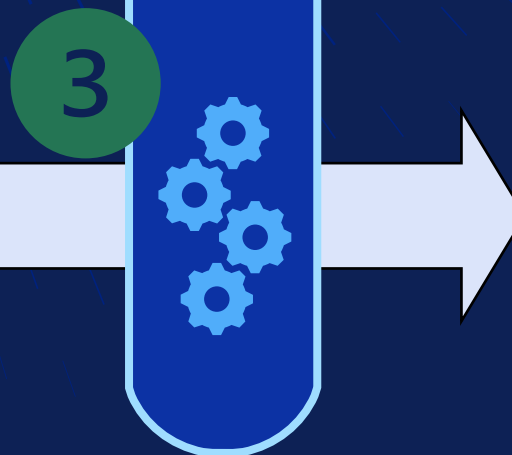
Portal
discover & securely onboard

Catalog
plan

Orchestrator
deploy & manage

4 Management

- LCM & maintenance
- Dell AIOps for monitoring & telemetry
- de-/re-commissioning



1 Select infra. from inventory

2 Download validated blueprint from catalog to orchestrator

3 Run blueprint to install/update software or configurations

4 Centralized day 2 operations for assets

Primary components to understand Dell Automation Platform

Services in Dell IT

Dell Automation Platform portal

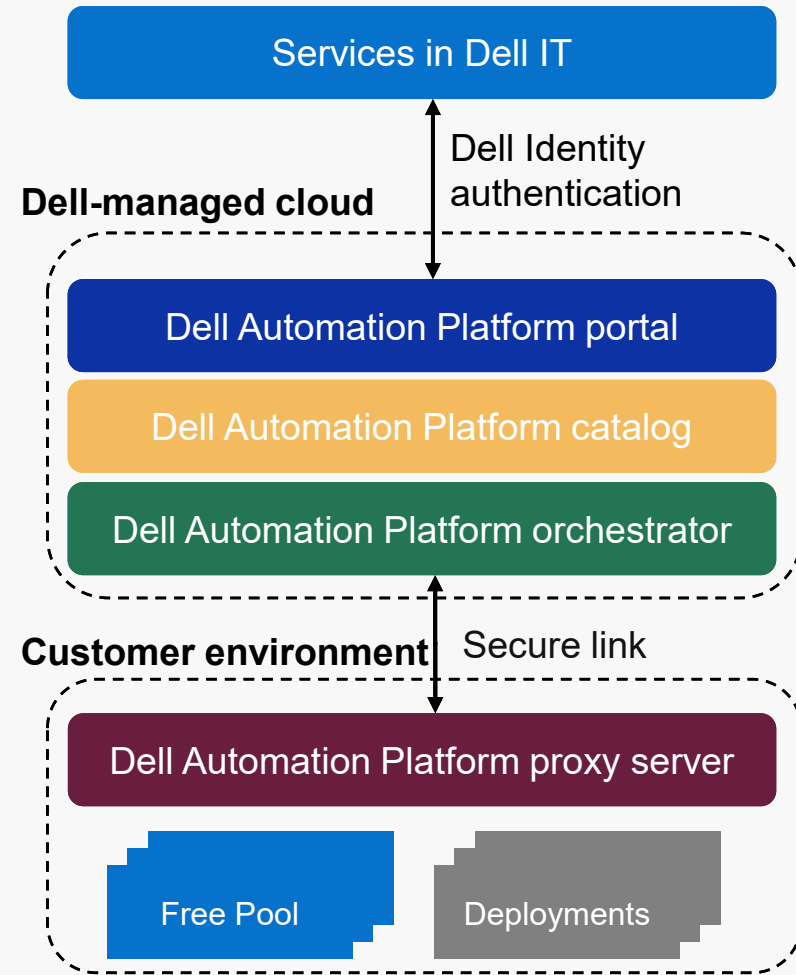
Dell Automation Platform orchestrator

Dell Automation Platform catalog

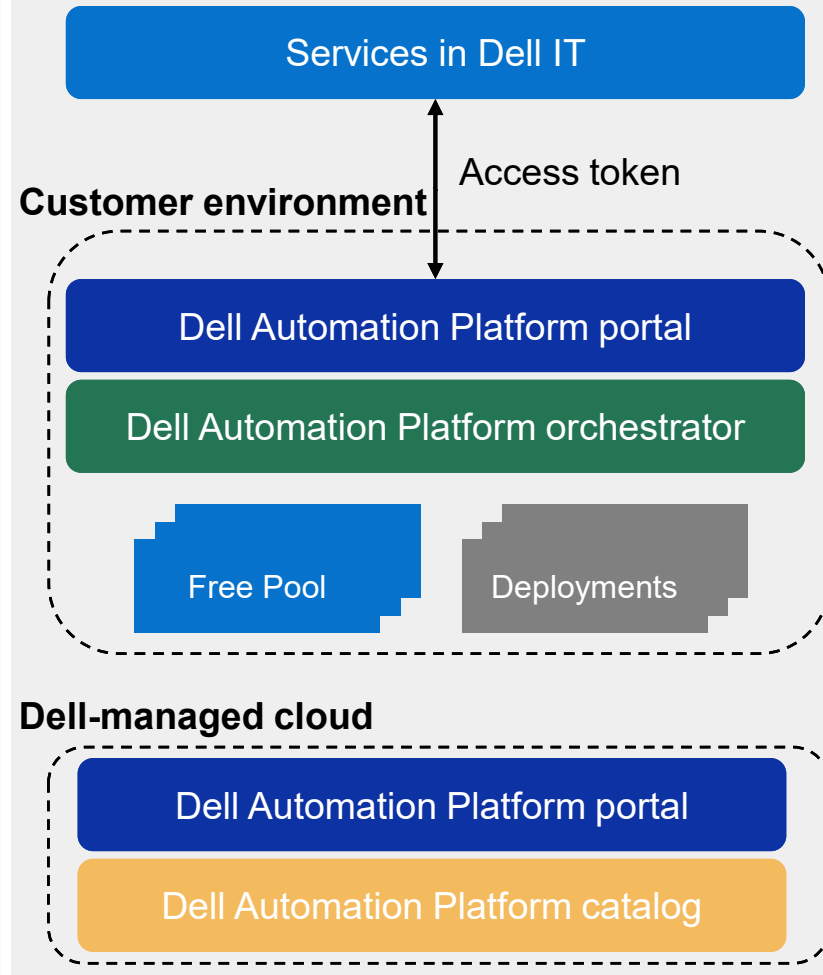
- Services in Dell IT used by Dell Automation Platform
 - Dell Identity – Identity and Access Management service to authenticate customer's MyAccount credentials
 - Dell MyAccount – repository of hardware asset vouchers and software licenses purchased/owned by customer
- Dell Automation Platform portal
 - Entry point to Dell Automation Platform
 - Central view of hardware assets and assigns them to an orchestrator
 - Manage users and role access
- Dell Automation Platform orchestrator
 - Onboard hardware assets for active management
 - Manage software license entitlements
 - Orchestration engine to run blueprints to deploy and manage outcomes
- Dell Automation Platform catalog
 - Repository of supported offers for customers to choose to deploy

Deployment models for Dell Automation Platform

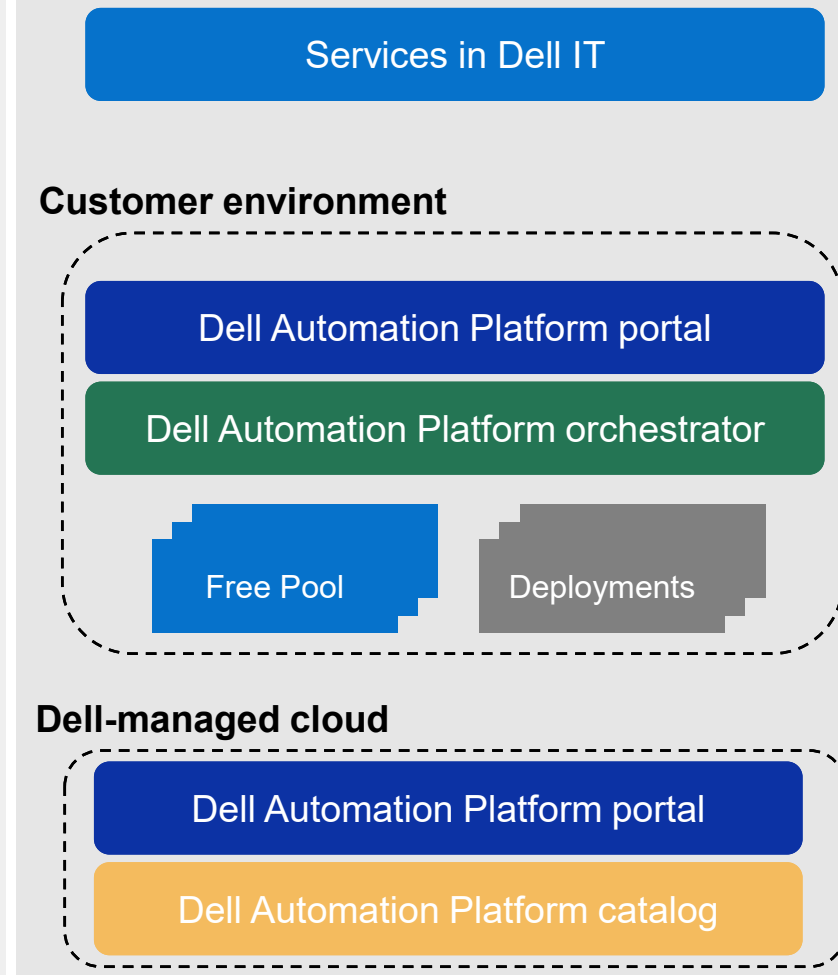
SaaS



On-premises connected



On-premises unconnected



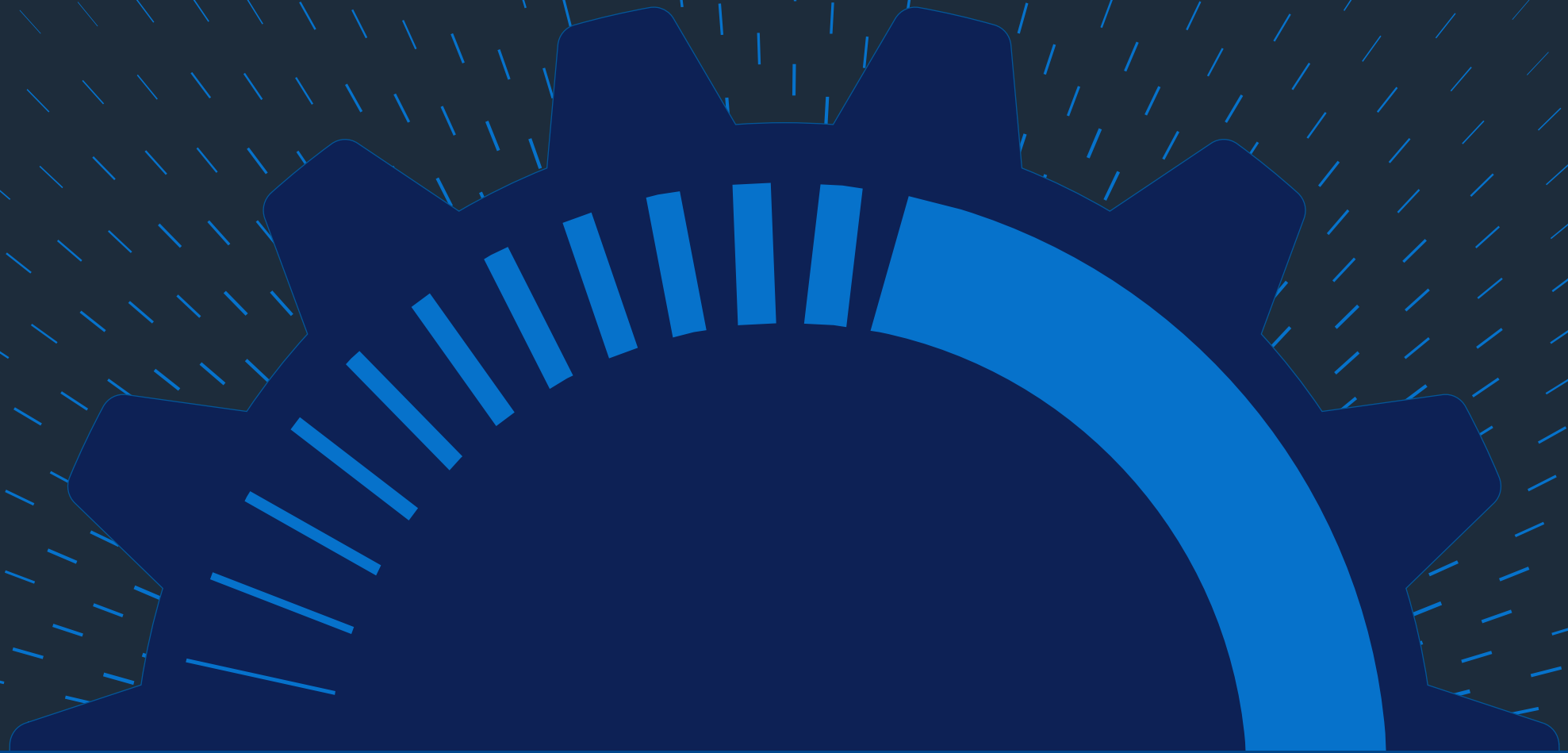
Infrastructure and application catalog



Streamline deployment with blueprints from the catalog

- Public catalog of Dell-curated solution blueprints
- Blueprints are reusable and modular and simplify orchestration
- Dell-validated blueprints across private cloud, AI and edge
- Dell Technologies Services available to help build for advanced automation and integration use cases

The screenshot displays the Dell Automation Platform interface. At the top, there's a navigation bar with 'Home', 'Assets', and 'Catalog'. Below this, a large banner features the text 'Power, performance, possibility—all in one place.' and 'Get started with ready-to-deploy offers.' To the right of the text is an illustration of a meeting room with people around a table. Below the banner, there's a section titled 'Discover curated offers, fully supported for seamless deployment.' with three main offer cards: 'Dell Private Cloud', 'Dell NativeEdge', and 'Dell AI Solutions'. Each card has a brief description and an 'Explore Offers' link. Below this, another section titled 'Build and deploy your ideal solution.' includes a sub-header 'Customize and configure the right combination of blueprints to meet your needs.' and four more offer cards: 'Cloud Infrastructure', 'Management and Automation', 'Storage and Networking', and 'Application and Development', each with a description and an 'Explore Offers' link.



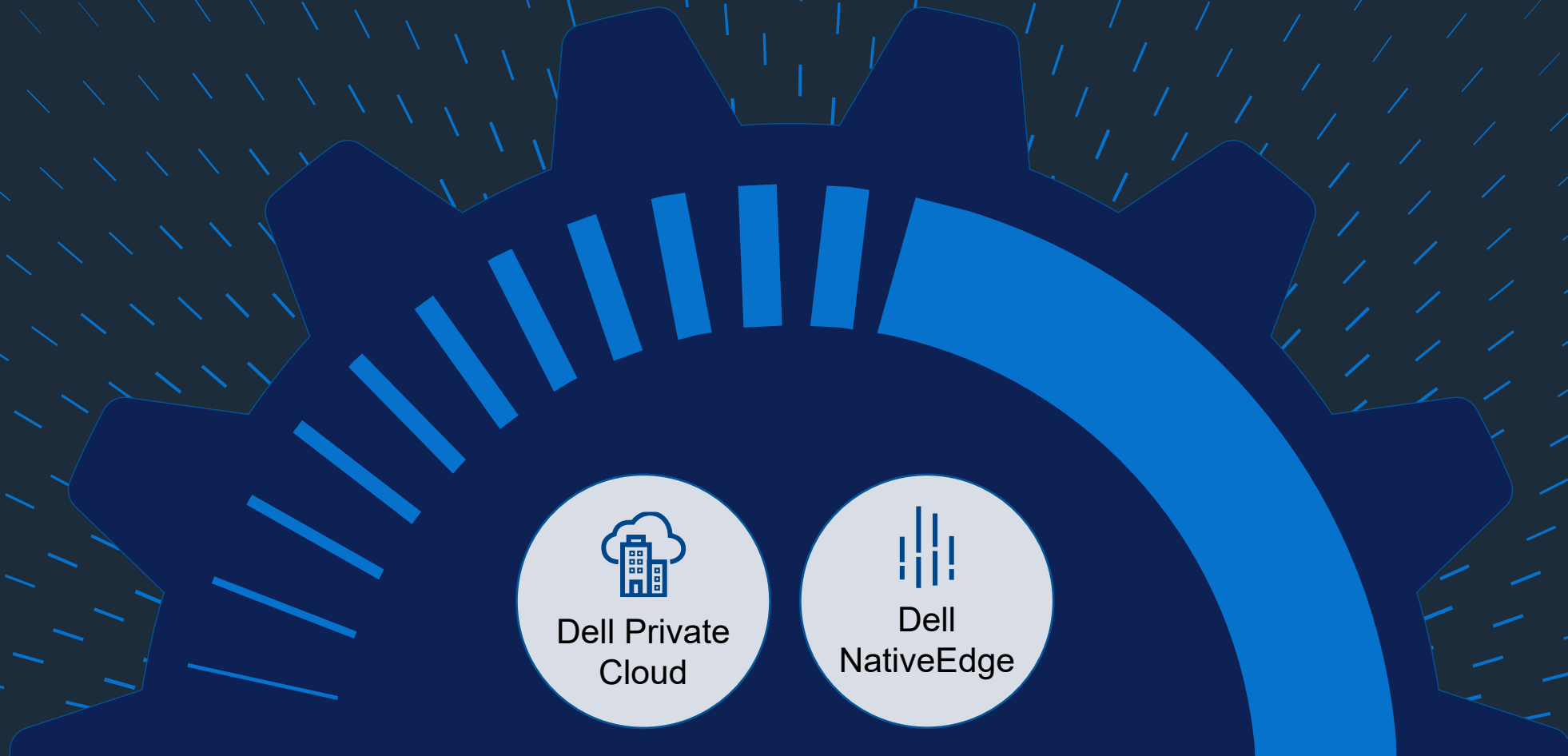
Dell Automation Platform

We automate so you can innovate

Velocity

Simplicity

Assurance



Dell Automation Platform

We automate so you can innovate

Velocity

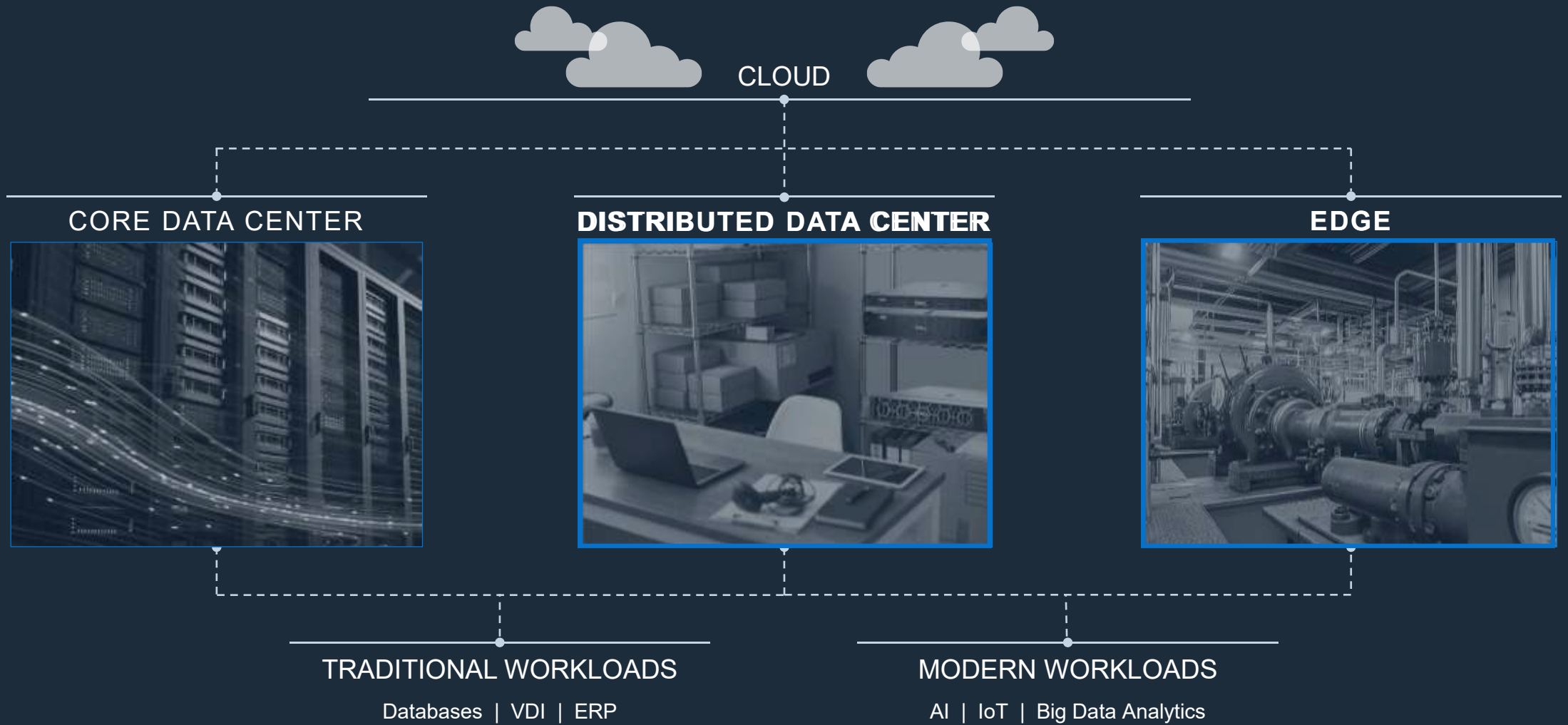
Simplicity

Assurance

INNOVATE WHEREVER YOU OPERATE

Dell NativeEdge

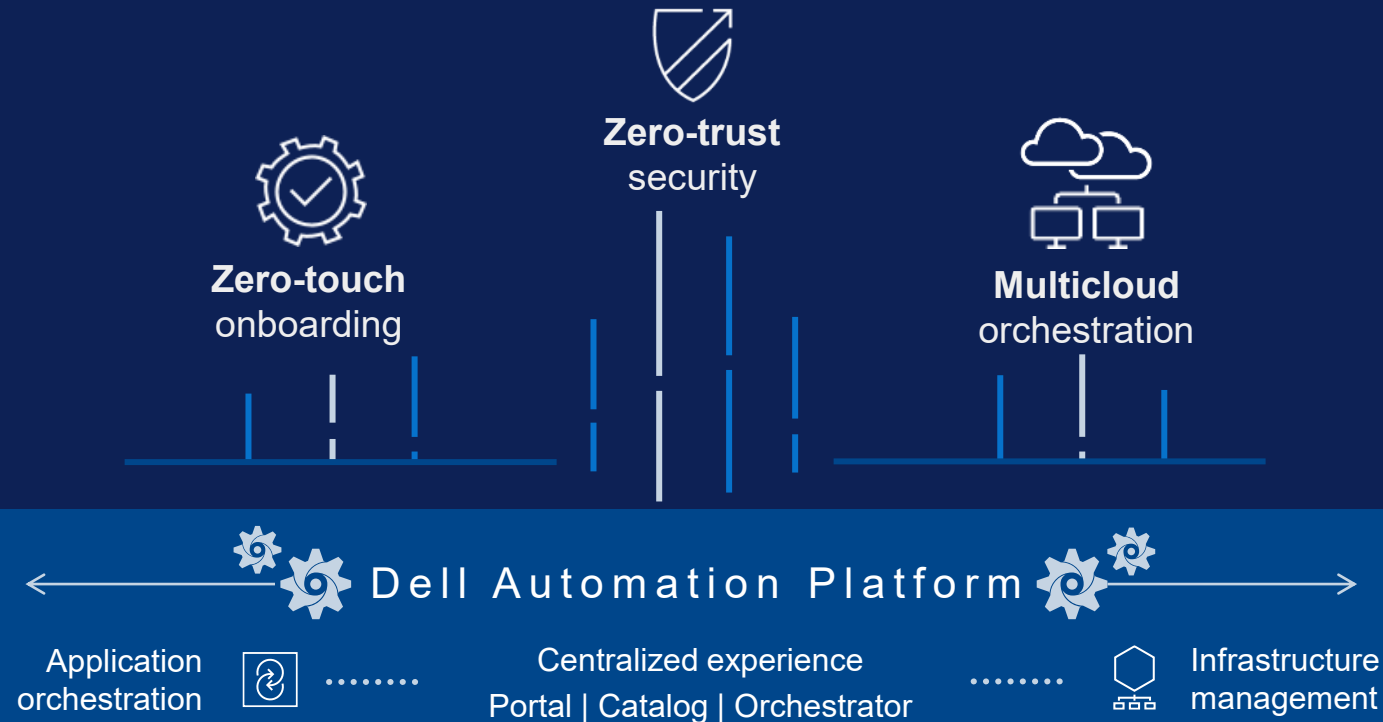
IT operations must support a wide range of locations



Dell NativeEdge

Full-stack solution purpose-built for the edge and distributed data centers

Innovate wherever you operate



- **Centralize operations:** Zero-touch deployment and automated lifecycle management
- **Enhance security:** Secure device onboarding and a zero-trust framework
- **Adapt to any environment:** Seamless support for VMs and containers
- **Optimize for AI:** Orchestrate AI workloads and frameworks with ease
- **Reduce costs:** Automation, streamlined management, and low entry cost



NativeEdge OS
(with hypervisor)



Containers



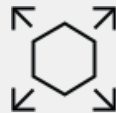
Virtual machines



Centralize operations



Enhance security



Adapt to any environment



Optimize for AI



Reduce costs

Zero-touch deployment and automated lifecycle management

Name	Asset Type	Environment	Status	Provisioning State	Device Model	Tags
VMware-Cluster-01	Private Cloud	VMware	Online	Provisioned	-	Location: Boston
Kubernetes-Cluster-02	Private Cloud	Kubernetes	Online	Provisioned	-	Location: Boston
RedHat-Cluster-03	Private Cloud	Red Hat OpenShift	Online	Provisioned	-	Location: Boston
NE-Cluster-01	Edge	NativeEdge	Online	Provisioned	-	Location: Denver +2
NE-K8-01	Edge	NativeEdge	Online	Provisioned	-	Location: Denver +2
NE-01	Edge	NativeEdge	Online	Provisioned	PowerEdge R750	Location: Denver +3
NE-02	Edge	NativeEdge	Online	Provisioned	PowerEdge R750	Location: Denver +2
NE-03	Edge	NativeEdge	Online	Provisioned	PowerEdge R750	Location: Denver +2
AI-Cluster-01	AI	-	Online	Provisioned	-	Location: Chicago
AI-01	AI	-	Online	Provisioned	PowerEdge R750	Location: Chicago
Kubernetes	External Connection	Kubernetes	Online	-	-	Location: Denver
vCenter	External Connection	VMware	Online	-	-	Location: Denver
nicell	Free Pool	-	Disconnected	Ready for Provisioning	PowerEdge R750	Location: New York

- Accelerate time-to-value with automated deployment and minimal manual effort
- Optimize performance with consistent, error-free configurations across locations
- Manage policies, monitor health and performance, and ensure compliance across thousands of devices

Less than
1 minute
to deploy infrastructure and applications¹

Up to
68%
time savings by automating edge application orchestration¹

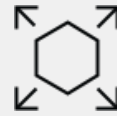
¹ Enterprise Strategy Group by TechTarget Technical Validation commissioned by Dell Technologies, "Dell NativeEdge - Edge Operations Software Platform," February 2025.



Centralize operations



Enhance security



Adapt to any environment



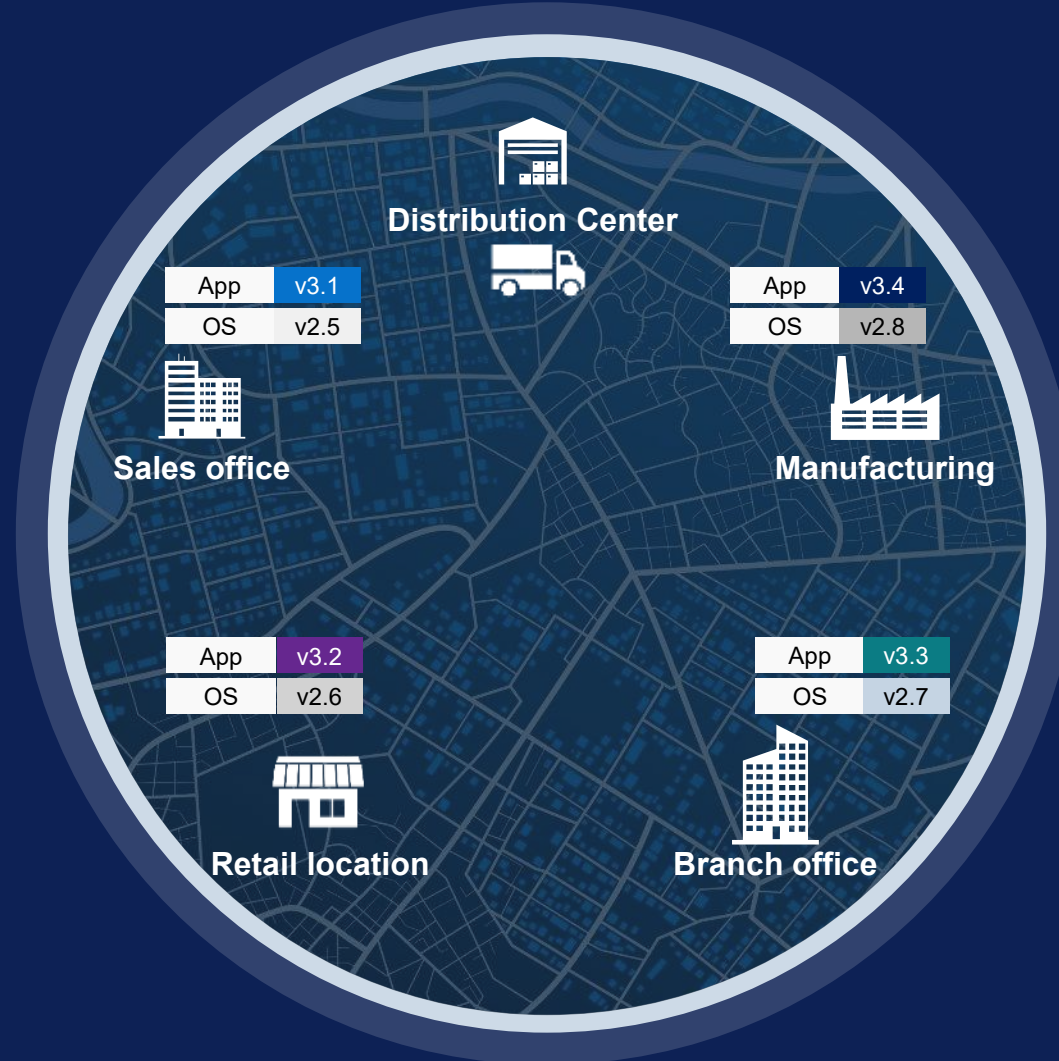
Optimize for AI



Reduce costs

Deployment process without Dell NativeEdge

- Ordering
- Shipping
- Staging
- Site visit
- Onsite Setup



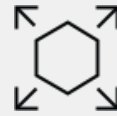
- Time-consuming
- Manual processes
- Error-prone
- Security vulnerabilities



Centralize operations



Enhance security



Adapt to any environment



Optimize for AI



Reduce costs

Deployment and lifecycle management process with Dell NativeEdge

- Ordering
- Shipping
- Delivery
- Onboarding and provisioning
- Lifecycle management



Lifecycle management



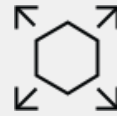
- Faster time-to-value
- Zero-trust framework
- Lifecycle management
- No IT skillset needed



Centralize operations



Enhance security



Adapt to any environment

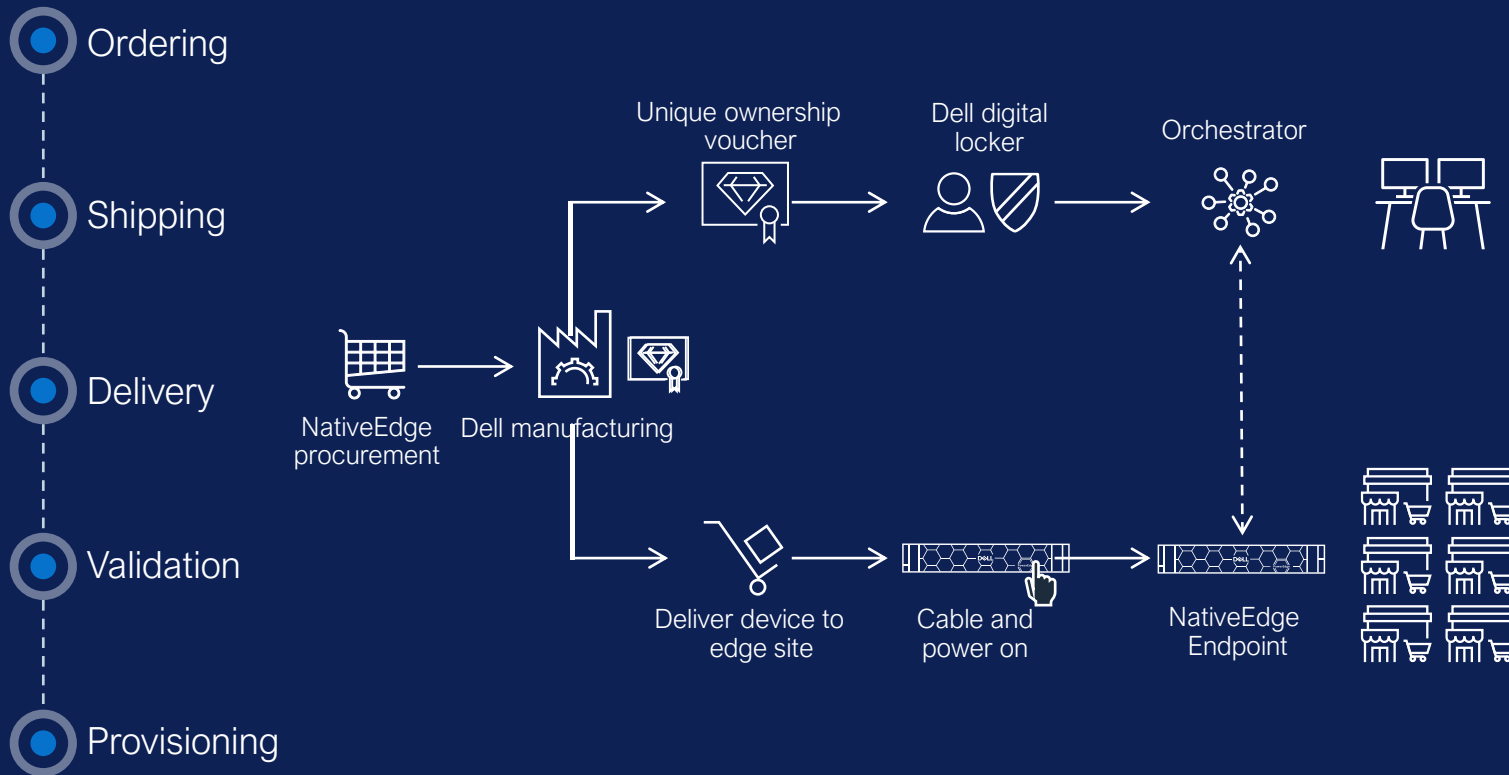


Optimize for AI



Reduce costs

Secure device onboarding and a zero-trust framework



- Detect and respond to threats with continuous monitoring
- Safeguard infrastructure with validated, secure chain of custody, immutable OS, and tamper-resistant endpoints
- Ensure safe, seamless integration with continuous user verification and strict access controls

Enable the world's
Most secure
Edge operations¹

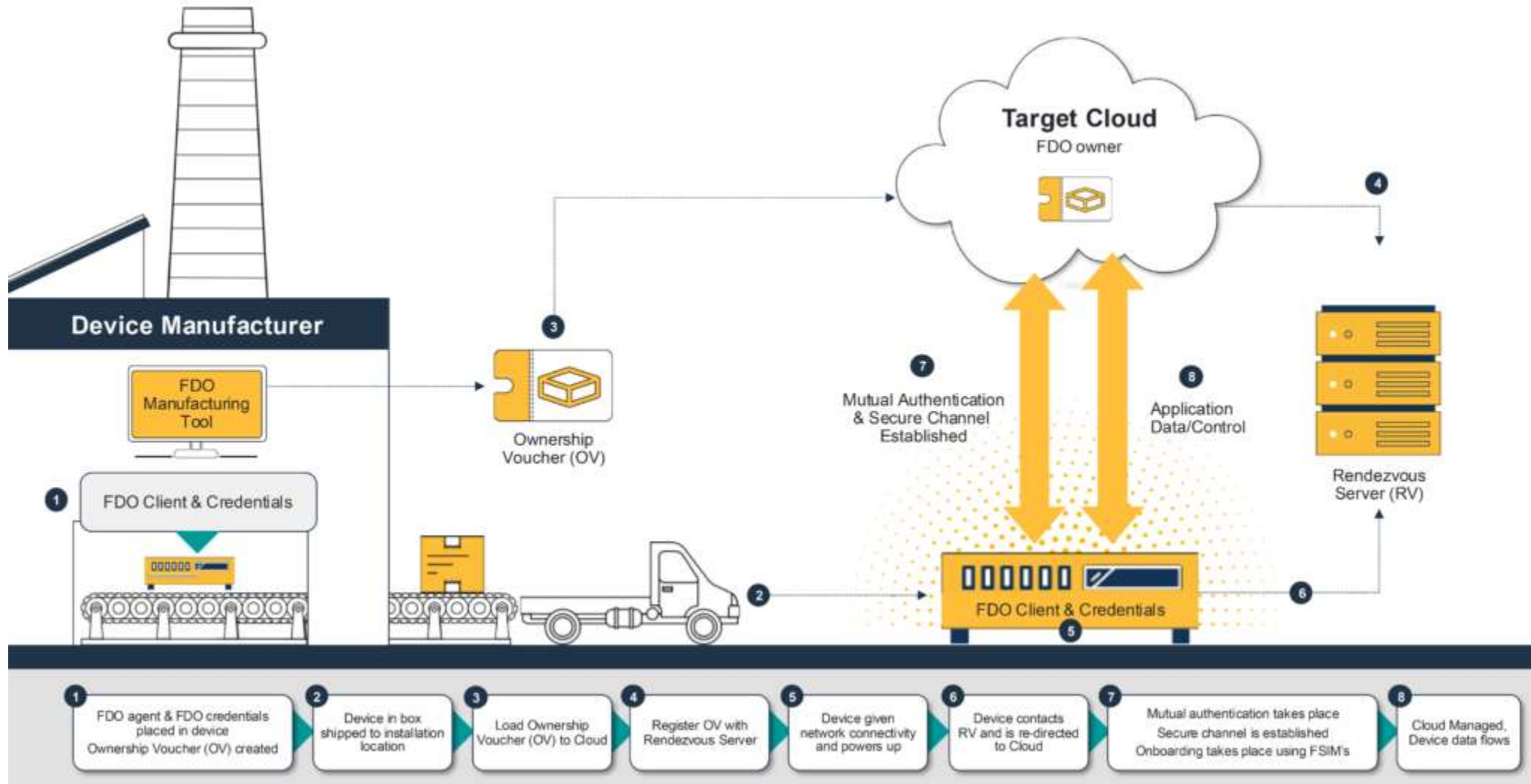
Up to
92%
time savings with secure
device onboarding²

¹ Based on Dell Technologies internal analysis, May 2025

² Enterprise Strategy Group by TechTarget Technical Validation commissioned by Dell Technologies, "Dell NativeEdge - Edge Operations Software Platform," February 2025.

What is the FIDO Device Onboard (FDO)

<https://fidoalliance.org/device-onboarding-overview/>





Centralize operations



Enhance security





Adapt to any environment



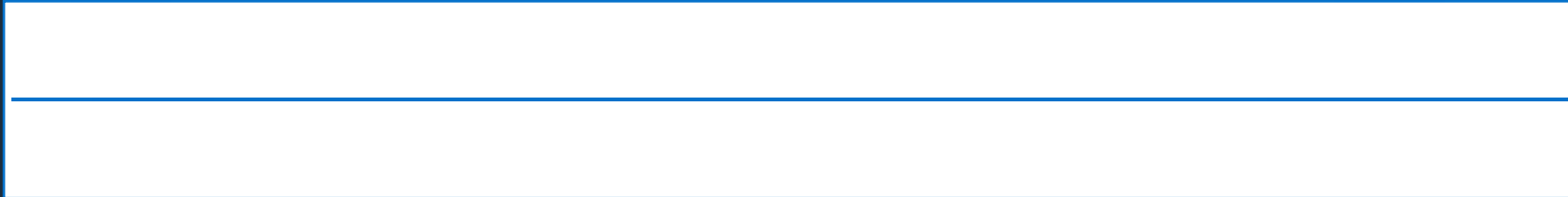
Optimize for AI



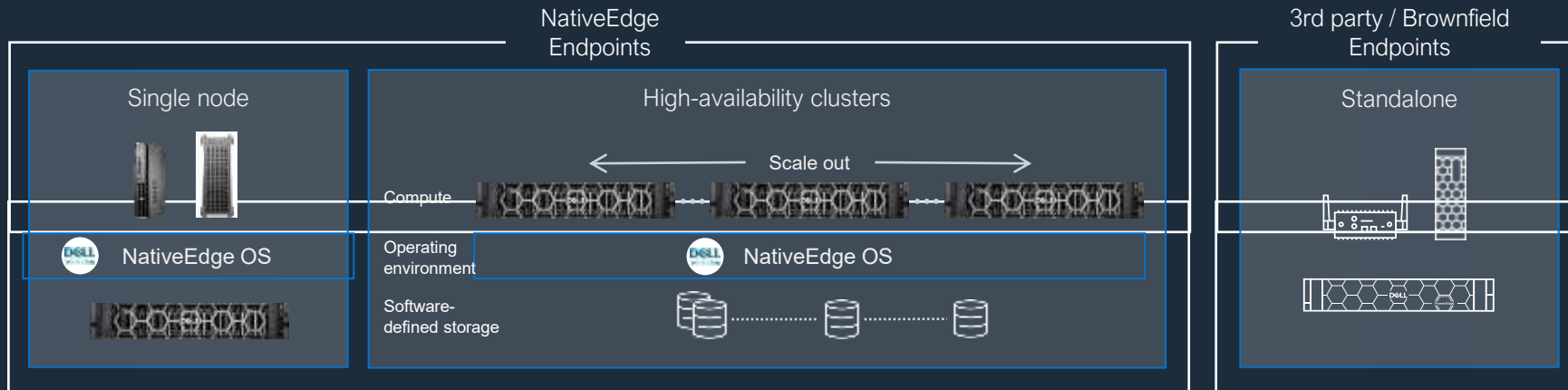
Reduce costs

←  Powered by **Dell Automation Platform**  →
Portal | Catalog | Orchestrator

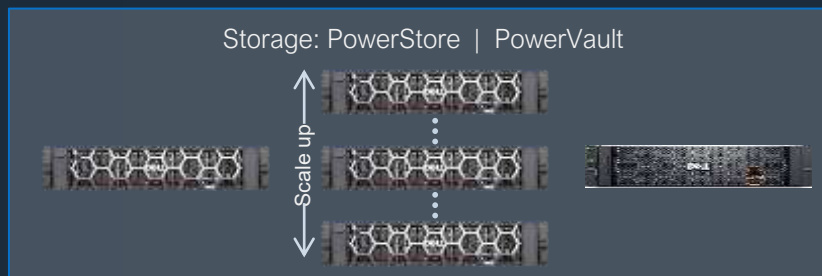
ISV or custom applications on VMs and containers



Flexible infrastructure options



Optional external storage / backup





Centralize operations



Enhance security



Adapt to any environment



Optimize for AI



Reduce costs

NativeEdge Endpoints

A broad portfolio of form factors, compute density, and capabilities factory-integrated with NativeEdge OS



PowerEdge XR Chassis



PowerEdge XR4510C



PowerEdge XR4520C



PowerEdge XR8610t



PowerEdge XR8620t



PowerEdge XR5610



PowerEdge XR7620



PowerEdge R260, R360, R660, R660xs



PowerEdge R760, R760xs



Precision 7960XL Rack Server



PowerEdge R670



PowerEdge R6715, R6725



PowerEdge R770



PowerEdge R7715, R7725



Dell Pro Micro Plus*



PowerEdge T160



PowerEdge T360



Precision 5860XL



Precision 7960XL



PowerEdge T560

Dell Technologies is the #1 global leader in edge storage and edge servers¹

* Coming soon

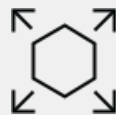
¹ IDC Worldwide Quarterly Enterprise Infrastructure Tracker: Buyer and Cloud Deployment, Q2 2025, September 2025. Based on revenue. Edge storage and edge servers refer to the heavy edge category, which IDC defines as the physical equipment that serves as the foundational infrastructure for edge.



Centralize operations



Enhance security



Adapt to any environment



Optimize for AI

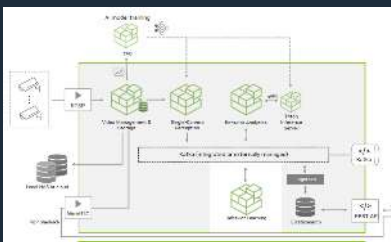


Reduce costs

Orchestrate AI workloads and frameworks with ease

NativeEdge Blueprints

Define intent
("what", not the "how")



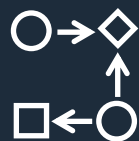
AI application blueprint

- Application settings
- Infrastructure resources
- Scripts + steps to complete a declarative automated deployment

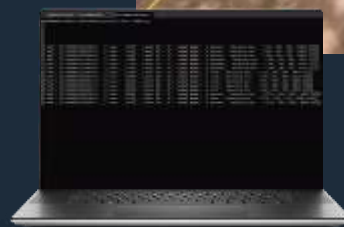
Turn into
execution plan
(DSL Parser)



Auto-generate
tasks



Create
desired state



Deployed
inferencing
application

- Automate the deployment of complex AI application stacks and workflows with pre-built templates
- Standardize the capabilities of AI workloads at scale with consistent updates and configurations
- Drive modernization by ensuring compatibility with evolving technologies and requirements

The world's most adaptable and open edge operations ecosystem¹

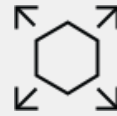
¹ Based on Dell Technologies internal analysis, February 2025



Centralize operations



Enhance security



Adapt to any environment



Optimize for AI

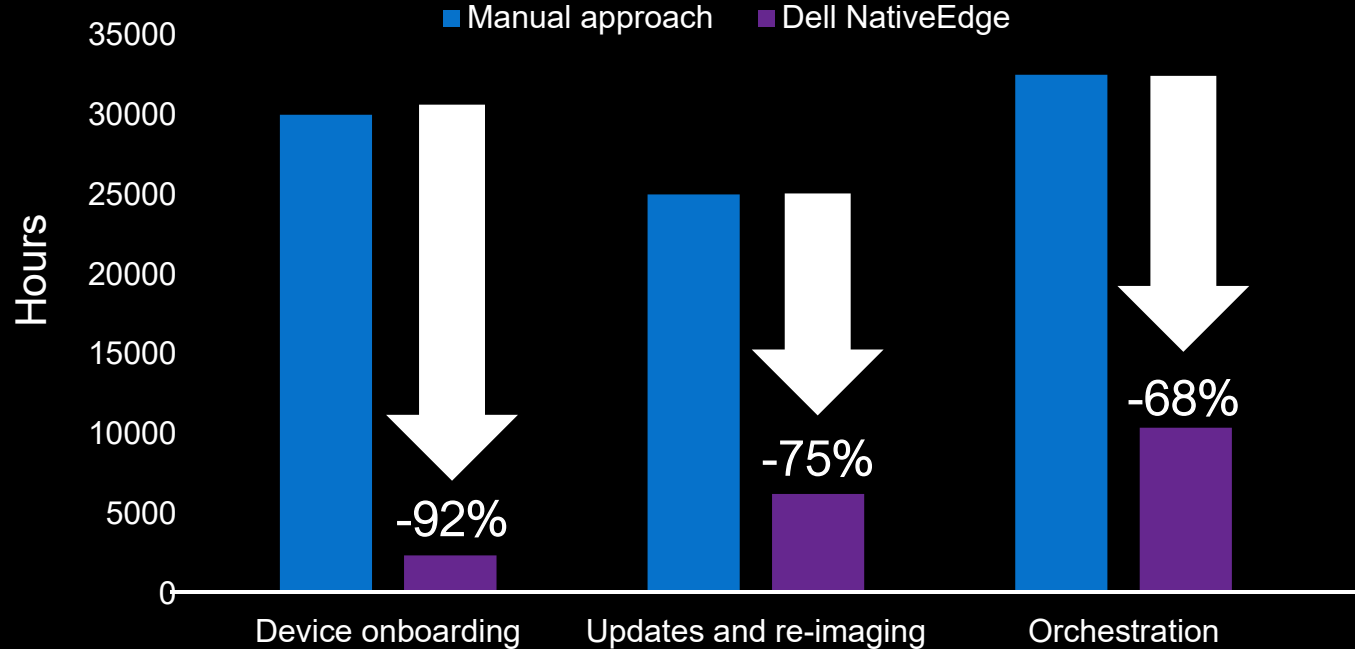


Reduce costs

Automation, streamlined management, and low entry cost

Projected time savings over three years

(Composite manufacturing organization)



- Save time by avoiding unnecessary manual deployment, management, and orchestration activity
- Decrease hardware expenses with distributed infrastructure designed for a smaller footprint
- Meet your unique workload requirements at a lower cost per node compared to traditional HCI

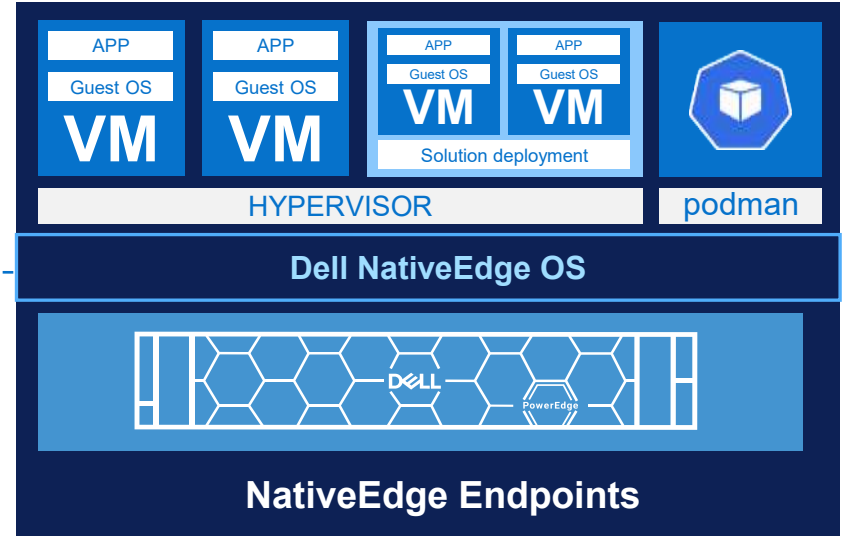
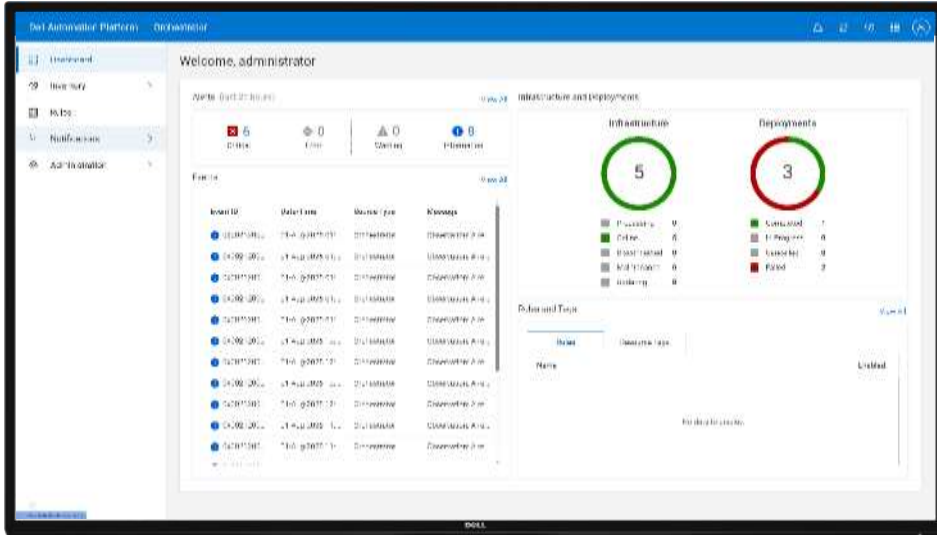
Up to
\$3.3M
cost savings¹

Up to
79%
time savings¹

deploying, maintaining, and managing edge infrastructure with
Dell NativeEdge

Dell NativeEdge OS

From factory to enabling endless possibilities



Dell Automation Platform

Portal | Catalog | Orchestrator

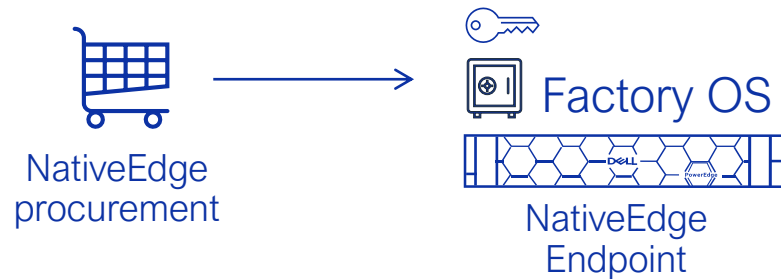
- Deploy and manage NativeEdge **Endpoints**
- Deploy and manage **Applications**
- **SaaS or local** installation
- Customer cloud instance
- Internet access is not required with on-premises installation

Dell NativeEdge OS

Lightweight | Hypervisor | Container run-time

- **OS is automatically installed** after power-on
- Based on open-source Linux KVM hypervisor
- Runs **VMs**
 - raw, qcow2, vdi, vhd, vmdk, img, bin, qcow, iso
- Includes **container run-time**, bare-metal containers
- **Zero-trust security** for data at rest and in transit

Zero-trust, zero-touch from factory



Select "NativeEdge" at time of purchase



[See FAQ for supported hardware models](#)

Shipped with a factory-installed OS Ultra lightweight Linux

- Installed by Dell **during manufacturing**
- Digitally signed by Dell with Secure Boot
- **Non-Dell OSs will never boot**
- Fully **immutable** so will boot same way every time
- **BIOS locked**, no password, data disk encrypted
- Will search for preconfigured FQDNs which redirect the endpoint to your Dell Automation Platform
- **No login**, no response to keyboard
- The device is a "brick" if stolen



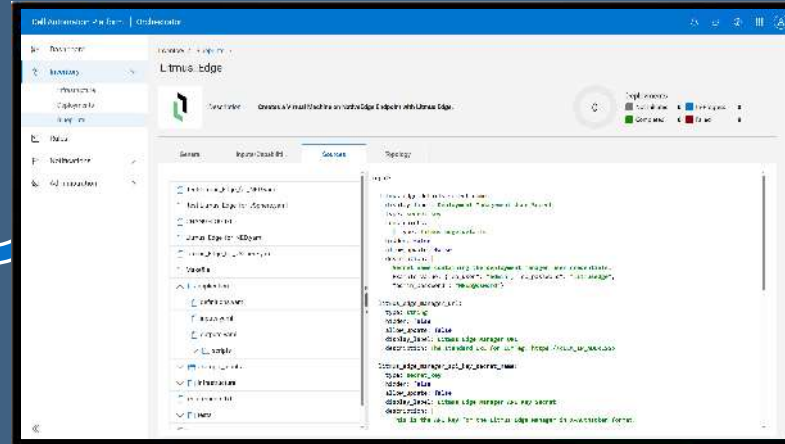
Trusted Platform Module Crypto chip on motherboard

- Stores cryptographic key - hard coded unique ID for device / immutable
- Local encrypted key matches Dell Automation Platform "voucher" during onboarding

NativeEdge Blueprints: Dell-made, or build your own



Utilities



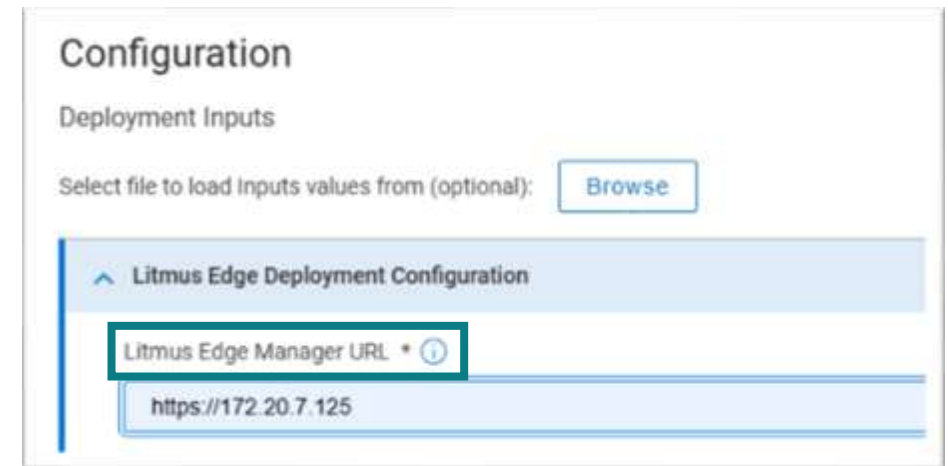
Blueprints: YAML File

- Infrastructure as code (IaC)
- **Application** deployment and configuration
- Runs scripts against targets using built-in **plugins**
- Converts blueprints to easy-to-use interface

Blueprint

```
litmus_edge_manager_url:  
  type: string  
  hidden: false  
  allow_update: false  
  display_label: Litmus Edge Manager URL  
  description: The standard URL for LEM eg. https://<LEM_IP_ADDRESS>
```

User Interface



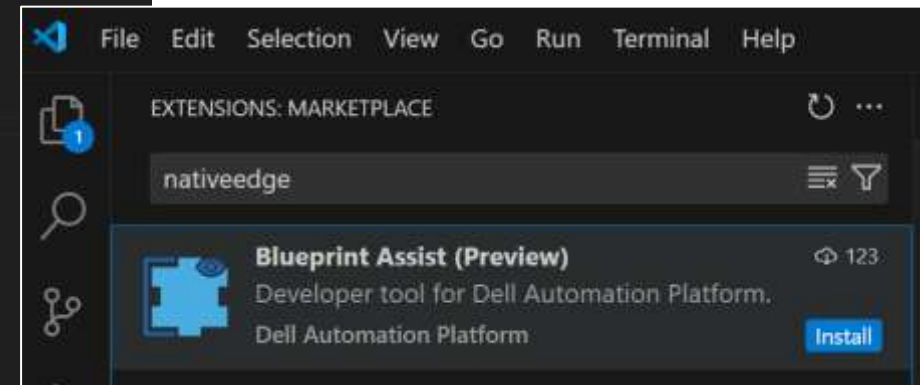
Editing blueprints – Blueprint Assist



```
1  tosca_definitions_version: nativeedge_1_1
2
3  description: >
4    Blueprint creates a Virtual Machine on a NativeEdge Endpoint using
5    user specified inputs.
6
7  imports:
8    - nativeedge/types/types.yaml
9    - plugin:nativeedge-plugin
10   - plugin:nativeedge-utilities-plugin
11   - plugin:nativeedge-fabric-plugin
12   - plugin:nativeedge-ansible-plugin
13
14  node_templates:
15  ssh_keys:
16    type: nativeedge.nodes.keys.RSAKey
17    properties:
18      use_secret_store: true
19      use_secrets_if_exist: true
20      key_name: "poc_key"
21      resource_config:
22        openssh_format: true
23        key_name: "poc_key"
24
25  interfaces:
26    nativeedge.interfaces.lifecycle:
27      create:
28        implementation: keys.ne_ssh_key.operations.create
29
30    inputs:
31      store_public_key_material: false
32      store_private_key_material: false
33      delete: {}
34
35  binary_image:
36    type: nativeedge.nodes.template.BinaryImage
37    properties:
38      binary_image_config:
39        artifact:
40          path: { get_input: artifact_os_image_url }
41          username: { get_input: artifact_username }
42          access_token: { get_secret: { get_input: artifact_access_token } }
43          version: { get_input: artifact_os_version }
```

NativeEdge Visual Studio Code Plug-in

- Visual Studio Code, free and #1 code editor
- [Blueprint plug-in](#) simplifies development
- Pre-made templates and documentation
- Auto-complete (like spell-check for syntax)



Further reading

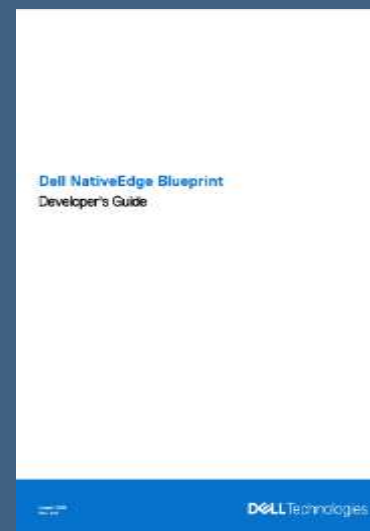


NativeEdge Blueprinting resources

BLUEPRINT QUICK START GUIDE



BLUEPRINT DEVELOPER'S GUIDE



BLUEPRINT GUIDES



Dell NativeEdge leverages an ever-expanding partner ecosystem

AI ECOSYSTEM



INDUSTRY ISVs



Simple purchasing and packaging options



NativeEdge software

- 1, 3, 4, and 5-year subscription plans
- Product and support fees included
- Variable per device management fee
- “Standard” and “Advanced” options
- On-prem and SaaS options



NativeEdge Endpoints

- PowerEdge T-Series Tower Servers
- PowerEdge XR-Series Ruggedized Servers
- PowerEdge R-Series Rack Servers
- Precision Rack Servers
- Precision and Dell Pro Micro Plus PCs

NativeEdge Endpoints

Broad portfolio of form factors, compute density, and capabilities factory-integrated with NativeEdge OS



PowerEdge XR Chassis



PowerEdge XR4510C



PowerEdge XR4520C



PowerEdge XR8610t



PowerEdge XR8620t



PowerEdge XR5610



PowerEdge XR7620



PowerEdge R260, R360, R660, R660xs



PowerEdge R760, R760xs



Precision 7960XL Rack Server



PowerEdge R670*



PowerEdge R6715*



PowerEdge R770



PowerEdge R7715, R7725*



Dell Pro Slim Plus XE5*



PowerEdge T160



PowerEdge T360



Precision 5860XL



Precision 7960XL



PowerEdge T560

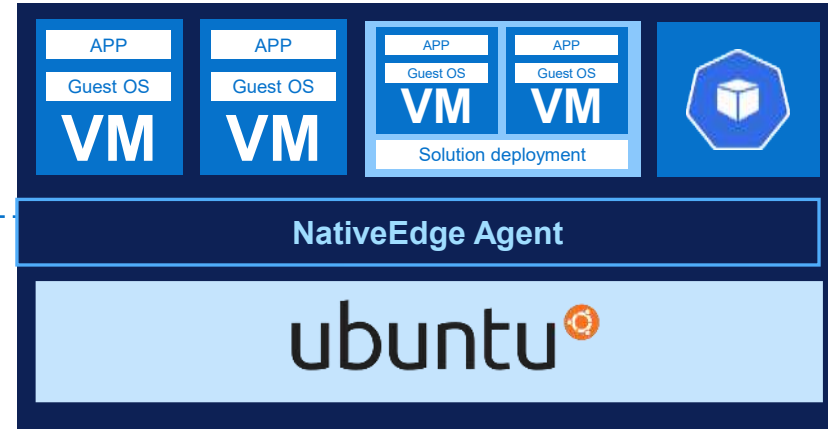
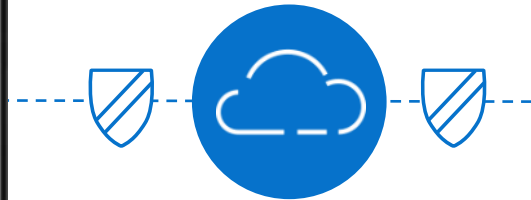
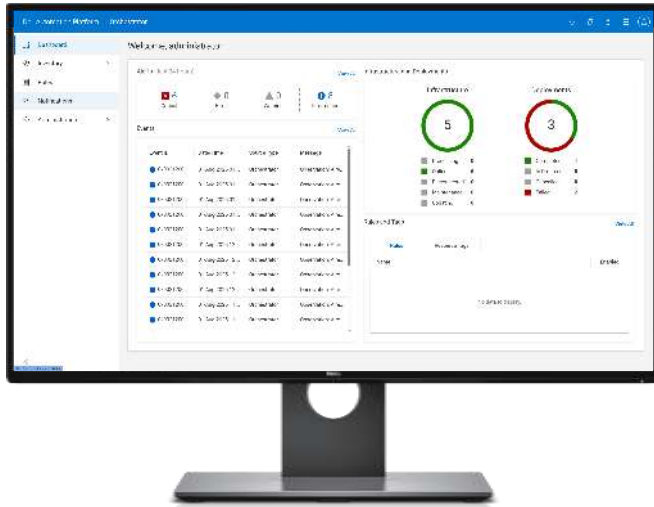
* Coming soon

[For more detail on each, see NativeEdge Endpoints on Dell.com](https://www.dell.com)

NativeEdge compatibility with brownfield / third-party compute

Flexibility to reuse existing Dell or non-Dell hardware

Dell Automation Platform



Standard Blueprint deployments with HW passthrough

Future support will include Windows and popular Linux distributions

Leverage existing x86 hardware

- Customer installs and manages Ubuntu
- Agent installs prerequisites
 - KVM, QEMU, Podman, Libvirt, Fluentbit and more
- Agent establishes secure connectivity to orchestrator
- Sends metrics and Inventory
- Deploy VMs and containers using Blueprints
- Some limitations in security features and management



Further reading



Hardware and Brownfield NativeEdge deployment resources

HARDWARE SPEC SHEETS



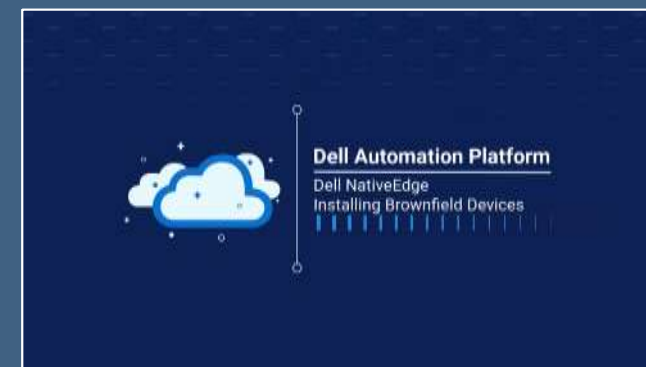
SERVICE MANUAL



BROWNFIELD ADMINISTRATION GUIDE





BROWNFIELD VIDEO



Dell NativeEdge customers address a wide range of use cases



Rail transportation and logistics



-  Collision avoidance
-  Real-time equipment inspection


Specialty vehicle manufacturer



-  Visibility across 125+ locations
-  Flexible virtualization solution

Global systems integrator



-  Computer vision
-  Scale across 250+ locations



Luxury automotive manufacturer



-  Predictive maintenance
-  VR digital twin for training



Adtech platform



-  Streamline remote office operations
-  Virtualization across distributed locations



Postal and logistics service



-  Letter sorting and fulfillment
-  Optical character recognition (OCR)



Energy and chemicals



-  Simulation of safety scenarios
-  Injury and fire prevention



Sustainable agriculture



-  Yield optimization of crops
-  Real-time crop inspection



Outdoor security



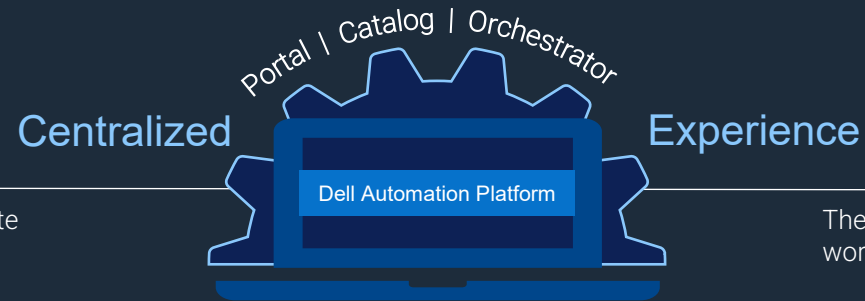
-  Automated solution deployment
-  Industrial security and intelligence

Intelligent Power Solutions



-  Overall equipment effectiveness (OEE)
-  Rapid prototyping

Dell Private Cloud and Dell NativeEdge comparison



Easily deploy and manage private cloud without software lock-in

The most advanced and cost-effective solutions for workloads at the edge and distributed data centers¹



Dell Private Cloud

Ideally suited for *centralized* environments

- Data centers and larger remote sites
- Average >4 nodes per cluster
- Local IT staff presence
- Broad mix of core workloads (enterprise apps, DB, VDI, AI/ML, Kubernetes)
- Open, multi-hypervisor private cloud (BYO VMware, Red Hat, Nutanix, and others)
- Disaggregated compute + shared storage with lifecycle automation; optional zero-touch deploy



Dell NativeEdge

Ideally suited for *distributed* environments

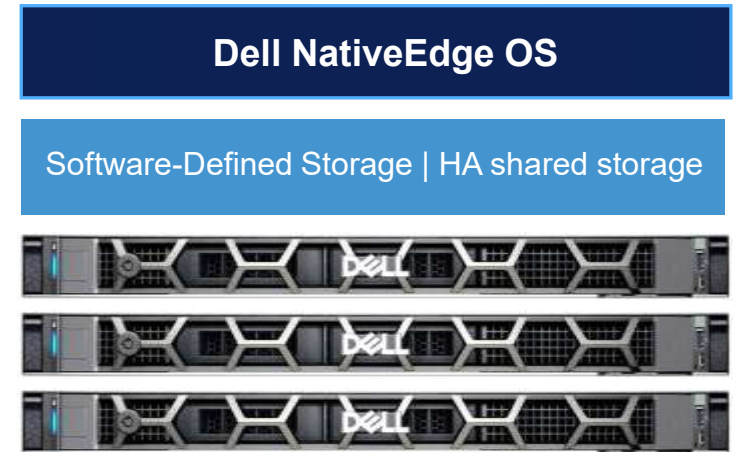
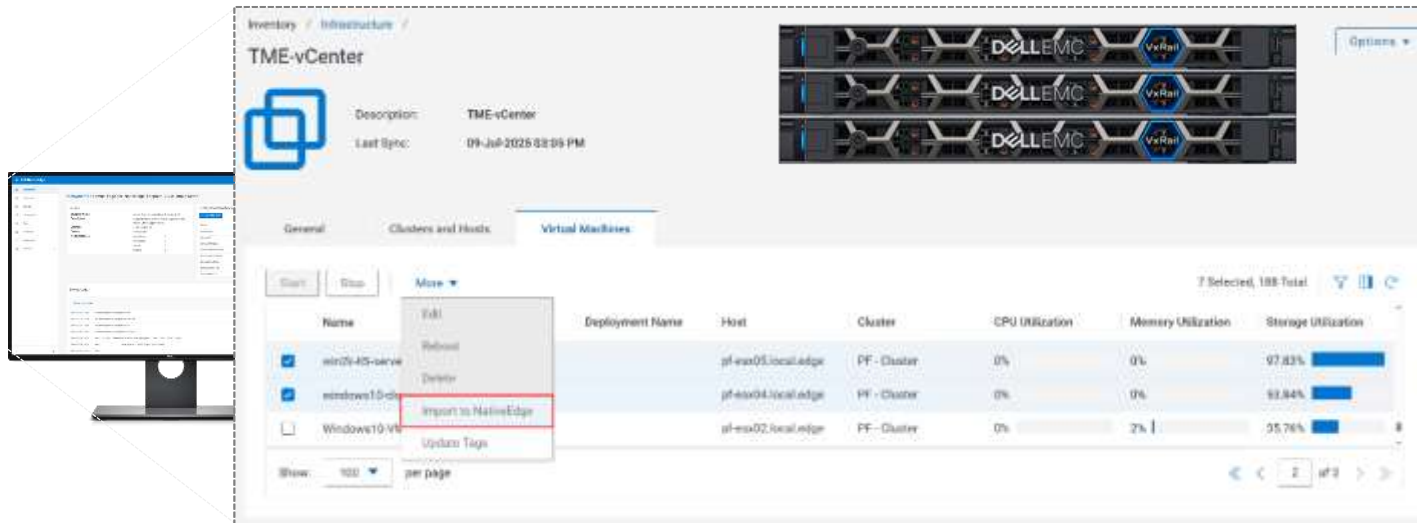
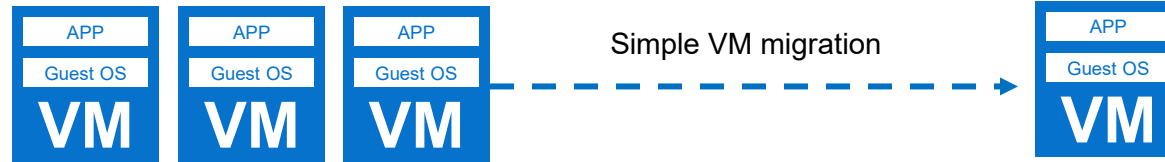
- Edge, distributed and SMB data center environments
- Average ≤4 nodes per cluster
- Minimal or no local IT staff presence
- Latency-sensitive edge AI, IoT & computer-vision workloads
- VMware alternative for edge & SMB sites (VMs + containers on NativeEdge OS)
- Compute w/ SDS; scale from one node to cluster(s): Zero-touch deployment with zero-trust security



Is NativeEdge an alternative to VxRail?

Import VMs from vSphere

Automated Import from vCenter



- 1 Connect the Dell Automation Platform Orchestrator to vCenter**
Orchestrator automatically discovers all VMs
- 2 Select which VMs to Import**
- 3 Define Import Parameters**
Choose target Endpoint, datastore, and virtual network
- 4 Initiate Import**
VM disk is converted to supported format.

Some rough numbers

5Y TCO of VMware vs. Dell NativeEdge; 96C, 1.5TB RAM, ~50TB NVMe storage

VMWare

- HW:
 - 3x PowerEdge R770 2x 6517P
 - 140K EUR
- SW:
 - 96C VVF – 90K EUR
 - 24TiB vSAN Add-On – 25K EUR
 - VMW total – 115K EUR
- Total 5Y:
 - 255K EUR

NativeEdge

- HW:
 - 3x PowerEdge R770 2x 6517P
 - 140K EUR
- SW:
 - 3x Dell NativeEdge, Advanced, Cat. 3
 - 60K EUR
- Total 5Y:
 - 200K EUR

Resources



Dell Automation Platform and NativeEdge resources

TECHNICAL PRIMER BRIEF



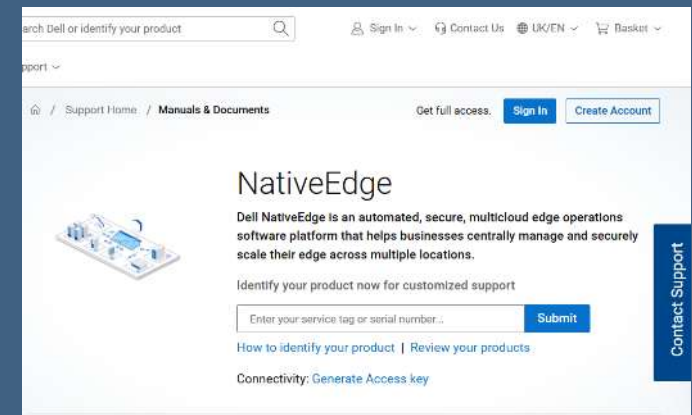
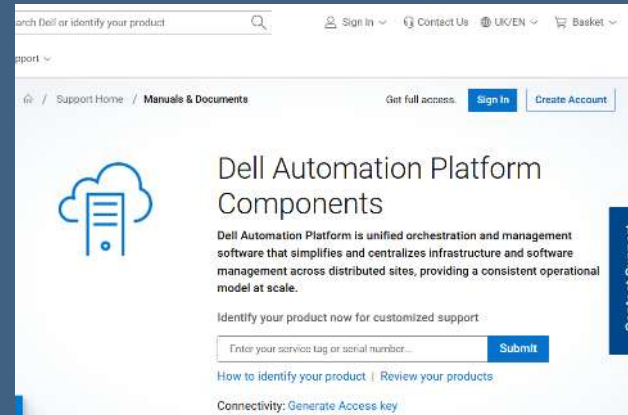
HANDS-ON LAB



DEMO VIDEOS



DOCUMENTATION AND DOWNLOADS






Dell Private
Cloud



Dell AI
Solutions



Dell
NativeEdge

intel. NVIDIA AMD cohere

vmware by Broadcom Red Hat NUTANIX Microsoft

 *Service Orchestration*

Dell Automation Platform

We automate, so you can innovate

Velocity

Simplicity

Assurance

