PRESIDIO®

SOLUTION BRIEF

Dell Private Cloud Solution

a purpose-built infrastructure platform that delivers enterprise-grade simplicity without sacrificing flexibility.

OVERVIEW

As organizations seek greater control, security, and performance for their critical workloads, the Dell Private Cloud offers a purpose-built infrastructure platform that delivers enterprise-grade simplicity without sacrificing flexibility. Presidio — a trusted Dell Titanium Black partner with deep expertise in Dell, VMware, Nutanix, Red Hat, and Microsoft Azure — helps customers design, deploy, and operate Dell Private Cloud environments tailored to their unique business requirements.

Unlike traditional hyperconverged infrastructure, Dell Private Cloud decouples compute and storage, enabling better utilization, independent scaling and lifecycle management while preserving existing investments. Customers choose their preferred hypervisor — VMware vSphere or VCF, Nutanix AHV, Microsoft Azure Local, or Red Hat OpenShift — and retain the freedom to repurpose or swap hypervisors as needs evolve. And the Dell Automation Platform brings together infrastructure management, multi-cloud orchestration, and AI-driven workflows into a single, automated ecosystem.

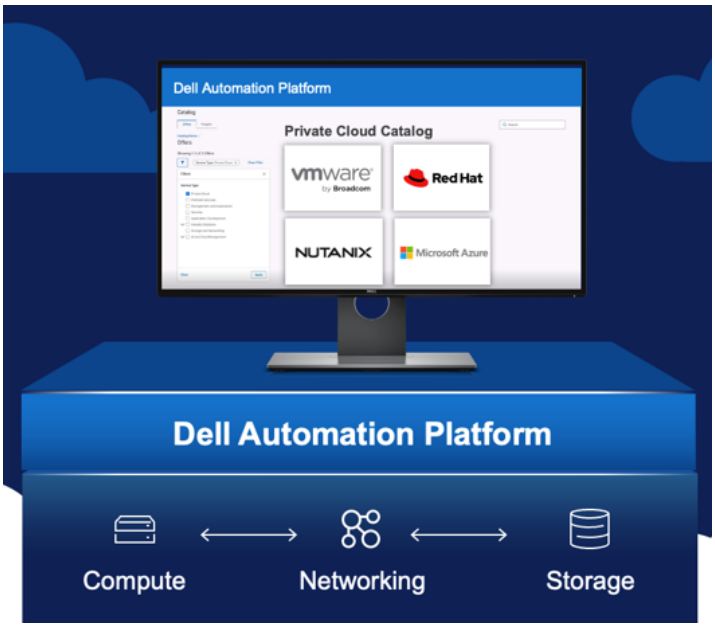


Figure 1: Dell Private Cloud — Automation Platform & Hypervisor Catalog

KEY SOLUTION THEMES

Investment Protection Through Independent Compute & Storage

Dell Private Cloud separates compute nodes from storage resources, allowing each tier to scale independently based on actual demand. This disaggregated architecture eliminates the waste of over-provisioning and protects your capital investments by extending the useful life of existing hardware components — ensuring a lower total cost of ownership over time. This independent scaling also drives better hardware utilization than fixed-ratio HCI architectures, and when paired with Dell PowerStore, an industry-best 6:1 data reduction guarantee further shrinks the storage footprint and cost per workload

Freedom to Bring Your Own Hypervisor, From the Data Center to the Edge

The Dell Private Cloud solution, along with Presidio's multi-hypervisor expertise, enables customers to deploy the platform that best aligns with their organization's skills, licensing portfolio, and workload requirements:

- VMware vSphere and VCF: Industry-leading enterprise virtualization with mature management tooling and ecosystem.
- Nutanix AHV: Modern hypervisor purpose-built for simplicity at scale.
- Red Hat OpenShift Virtualization: Converged VM and container platform for cloud-native and traditional workloads.
- Microsoft Azure Local: Native Azure public cloud integration with full Microsoft ecosystem alignment.
- Dell Distributed Private Cloud (DDPC): A full-stack solution that securely centralizes the deployment, orchestration, and lifecycle management of VMs and containers, from the data center to the remote edge.

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Flexibility to Repurpose Hypervisors at Any Time

Business needs change — and so should your infrastructure. Dell Private Cloud's hypervisor-agnostic design ensures that compute and storage resources are never locked into a single platform. Presidio provides the migration expertise to help customers transition between hypervisors, consolidate environments, or introduce new platforms without disrupting production operations.

Automated Lifecycle Management

Seamless Day 1 and Day 2 operations are delivered through Dell's integrated lifecycle management tooling powered by the Dell Automation Platform, including:

- Automated firmware and driver updates across the full hardware stack.
- Integrated health monitoring and proactive alerting via Dell AIOps and OpenManage.
- Validated configuration compliance to reduce operational drift and security risk.
- Streamlined deployment automation for faster time-to-production for new workloads.

Single Source of System-Level Support

One of the most significant operational advantages of Dell Private Cloud is unified support. Customers benefit from a single point of contact for hardware and system software issues — eliminating the multi-vendor blame cycles that typically slow resolution times. Presidio layers its own Managed Services on top of Dell's support infrastructure, delivering end-to-end accountability from infrastructure through application.

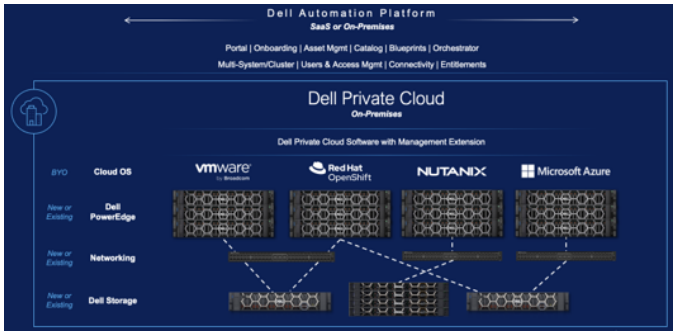


Figure 2: Dell Private Cloud — Full Stack Architecture

WHY PRESIDIO

Presidio is uniquely positioned to deliver Dell Private Cloud solutions at scale, backed by decades of infrastructure expertise and elite-tier partnerships across the full hypervisor landscape:

- Dell Titanium Black Partner with decades of experience designing and deploying Dell infrastructure solutions, with a dedicated Dell Private Cloud showcase lab environment available for customer demos and use case validation.
- VMware Pinnacle Expert Plus Partner with deep vSphere & VCF expertise, along with a large bench of Broadcom VCF Knights.
- Nutanix Premier Partner with extensive AHV deployment and migration expertise.
- Red Hat Premier Partner supporting OpenShift workloads across private and public clouds.
- Microsoft Solutions Partner across Azure, Hyper-V, and hybrid cloud scenarios.

From initial architecture and sizing through deployment, integration, and managed operations, Presidio provides a full-lifecycle engagement model — so customers can focus on business outcomes while we manage the infrastructure complexity.

GET STARTED!

Contact your Presidio account team to schedule a Dell Private Cloud Discovery Workshop and receive a tailored sizing and investment analysis for your environment.

"Presidio helps you maximize the value of Dell Private Cloud — from architecture design to Day 2 operations — with a single trusted partner who knows your environment end to end."

Contact Presidio today:
www.presidio.com/contact-us/