

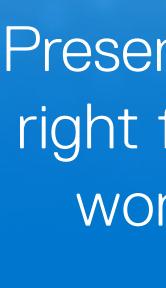
-
-

Help your customers cut through complexity

Today's multi-cloud world has its advantages. But increasing cloud sprawl means IT teams are struggling to efficiently and effectively manage their cloud environments.

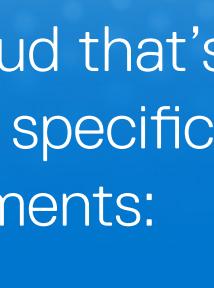
Introduce your customers to the Dell Technologies Cloud portfolio

With a hybrid Dell Technologies Cloud solution, you can help customers to:



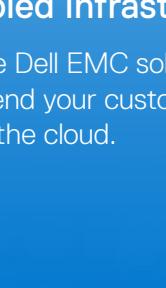
Increase business agility

Talk about **streamlining workload migrations** and eliminating **operational silos**, to maintain **autonomy and control** while keeping data and workloads portable.



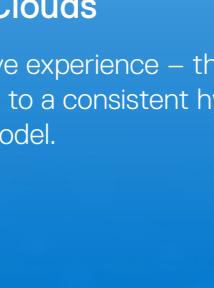
Reduce business risk

Enable organizations to **strengthen security** and **improve service levels** with infrastructure that brings unparalleled **visibility** to their cloud environments.



Improve cloud-based economics

Lower TCO by **eliminating upfront expenses** and introduce **cost efficiencies** with included maintenance and **reduced infrastructure upkeep**.



Accelerate time-to-market

Introduce IT teams to a **common management console** that dispels the need for disparate **tools and processes** to cut through complexity and **advance innovation**.

Present a pathway to Cloud that's right for your customers' specific workloads and requirements:

DEPLOY

Dell Technologies Cloud Platform

Deliver a value-added solution that gives customers a fully optimized, turnkey hybrid cloud platform, with the option of Kubernetes PKS integration for accelerated application development.

ADDRESS

targeted workloads with

Validated Designs

Help customers extend their cloud capabilities with pre-tested Dell EMC and VMware infrastructure.

EXTEND

existing solution footprint with

Cloud-Enabled Infrastructure

Use on-premise Dell EMC solutions to seamlessly extend your customers' data center to the cloud.

OFFER

a common operating experience with

Partner Clouds

A white glove experience – the easiest and fastest path to a consistent hybrid cloud operating model.

Explore the business opportunities presented by Dell Technologies Cloud

Promoting Dell Technologies Cloud will help you to:



Deliver strategic value

Present a pathway to cloud that meets customer-specific workloads and requirements.



Demonstrate your expertise

Combine your own knowledge of the wider cloud ecosystem and introduce customers to a range of integrated, pre-configured, pre-tested solutions.



Offer value added peace of mind

Deliver your own infrastructure services or our ProSupport and ProDeploy services.



Generate business opportunities

Expand your addressable market and use our sales resources to drive awareness and demand.



Achieve trusted advisor status

Give customers complete cloud confidence by delivering a single, consistent cloud experience.



Reap Partner Program rewards

Leverage Dell Technologies momentum and enjoy dedicated partner benefits associated with your partner tier.

Position yourself as the go-to cloud technology partner

Our comprehensive campaign gives you all the **sales and training** resources you need to support your customer conversations.

To discover more, visit the Partner Demand Generation Center.

[Discover More](#)