“We’re going cloud-first”
Now what?

1. Get to why
Understand why your customers want to go cloud-first by listening to their pain points. Do they need:
- IT faster and cheaper?
- To fill resource gaps?
- To get out of the data center?
- Native functionality?

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2. Stake your ground
Dell Technologies provides solutions:
- On-premises
- Off-premises
- Public cloud

Make your customers understand that “off-premises” does not mean “off Dell Technologies”

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3. Show them how
To leverage the best of both private and public cloud, it’s critical to know which workloads are being prioritized, and how best to use them.

TOP-DOWN
Workload focus
Examine each workload for performance, economics, trust and governance requirements to express landing-zone deployments.

BOTTOM-UP
Infrastructure focus
Examine the infrastructure to determine service level capability, then define landing zones that are workload appropriate.

Once you know your customer’s workload requirements, you can map a technology strategy to meet those priorities.

Find Out How