

Offer your expertise to help customers deliver Kubernetes at cloud speed

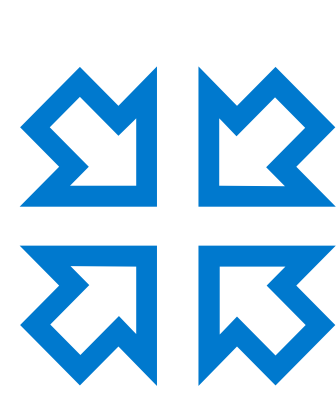


Help customers implement Kubernetes their way – with the announcement of multiple implementation options for VMware Tanzu on Dell EMC VxRail.

Customers looking to adopt VMware Tanzu on VxRail need guidance on which infrastructure deployment option is best for their operating model and level of Kubernetes expertise. Help them determine the optimal solution for their specific application needs and in-house capabilities – accelerating time to native application development across core, edge, and cloud.

Explore opportunities to promote your expertise

Working with organizations as their trusted technology partner, you can help customers transform their IT by enabling a fully supported move to Kubernetes capabilities.

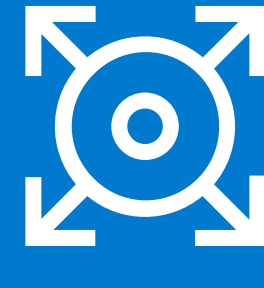


The announcement of multiple VMware Tanzu on VxRail offerings enables you to give organizations a choice of options for the underlying infrastructure they require. Utilize these different deployment solutions to meet your customers' needs wherever they happen to be on their Kubernetes journey across core, edge, and cloud.

This is a fantastic consultative opportunity for you to not only guide customers through the choice of VxRail implementation options, but also promote a range of additional expert services to help meet specific requirements.



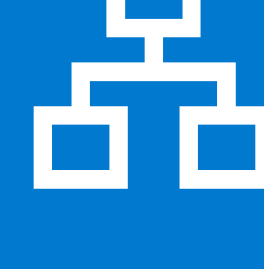
Help your customers:



Deploy infrastructure that meets the customers' Kubernetes readiness journey



Accelerate time to cloud native application development across core, edge, and cloud



Automate Kubernetes infrastructure deployment and provisioning to accelerate developer productivity

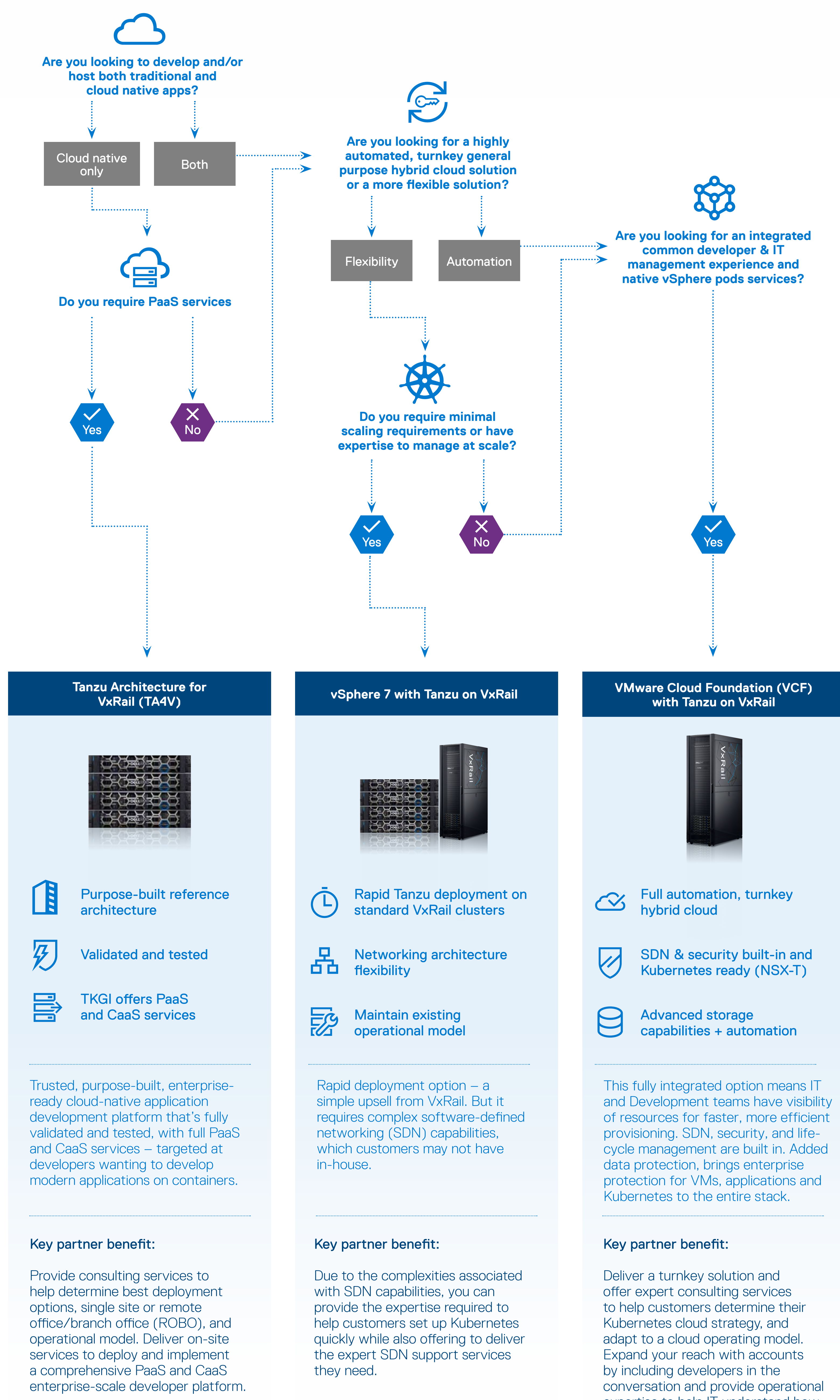


Offer comprehensive training solutions to help customers manage their new environments

Understand the different decision pathways

The key to effectively promoting and selling new VMware Tanzu on VxRail infrastructure deployment options is to understand which questions need to be addressed to determine the best solution.

The optimal infrastructure match will depend on what workloads they're running and what their operational needs are, as well as their existing level of in-house Kubernetes expertise.



Find out more about VMware Tanzu on VxRail

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