

VMWARE TANZU ON DELL EMC VXRAIL

Offer your expertise to help customers deliver Kubernetes at cloud speed



Help customers implement Kubernetes their way - with the announcment of multiple implementation options for VMware Tanzu on Dell EMC VxRail. Customers looking to adopt VMware Tanzu on VxRail need guidance on which

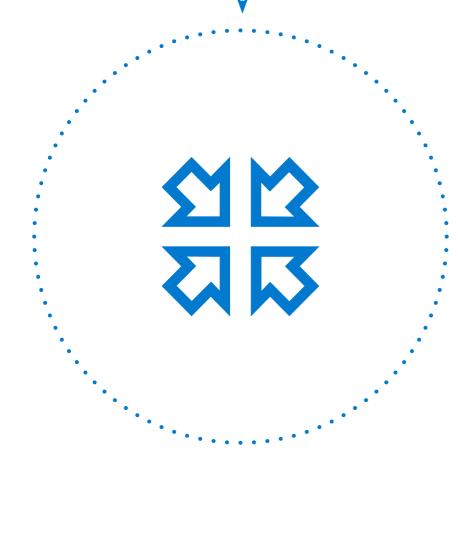
infrastructure deployment option is best for their operating model and level of Kubernetes expertise. Help them determine the optimal solution for their specific application needs and in-house capabilities – accelerating time to native application development across core, edge, and cloud.

promote your expertise

Explore opportunities to

you can help customers transform their IT by enabling a fully supported move to Kubernetes capabilities.

Working with organizations as their trusted technology partner,



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.

The announcement of multiple VMware Tanzu on

VxRail offerings enables you to give organizations a

the choice of VxRail implementation options, but also promote a range of additional expert services to help meet specific requirements.

This is a fantastic consultative opportunity

for you to not only guide customers through



Deploy infrastructure that meets the customers' Kubernetes readiness journey

Help your customers:





Accelerate time to cloud native application

development across core, edge, and cloud



host both traditional and

cloud native apps?

Both

Cloud native

only

Offer comprehensive training solutions to help customers

manage their new environments

Automate Kubernetes infrastructure deployment and

provisioning to accelerate developer productivity

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

Understand the different

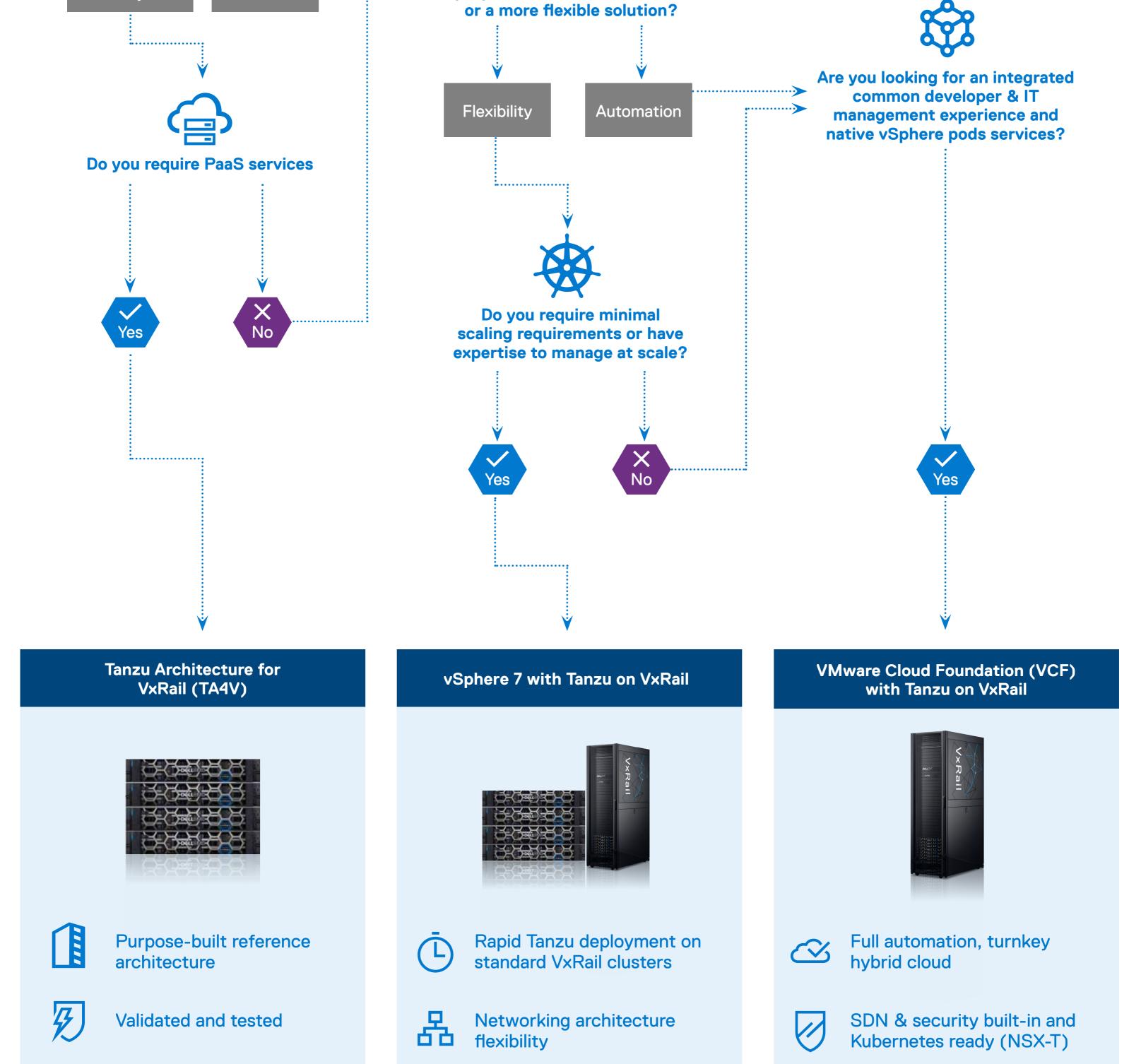
decision pathways

The key to effectively promoting and selling new VMware Tanzu on VxRail

in-house Kubernetes expertise. Are you looking to develop and/or

> Are you looking for a highly automated, turnkey general

purpose hybrid cloud solution



TKGI offers PaaS and CaaS services

Trusted, purpose-built, enterpriseready cloud-native application development platform that's fully validated and tested, with full PaaS

modern applications on containers. Key partner benefit: Provide consulting services to help determine best deployment options, single site or remote office/branch office (ROBO), and

operational model. Deliver on-site

services to deploy and implement

a comprehensive PaaS and CaaS

enterprise-scale developer platform.

and CaaS services - targeted at

developers wanting to develop

in-house.

Key partner benefit: Due to the complexities associated with SDN capabilities, you can provide the expertise required to

Advanced storage capabilities + automation

This fully integrated option means IT and Development teams have visibility of resources for faster, more efficient

provisioning. SDN, security, and life-

cycle management are built in. Added

data protection, brings enterprise protection for VMs, applications and Kubernetes to the entire stack.

Key partner benefit: Deliver a turnkey solution and

offer expert consulting services

to help customers determine their Kubernetes cloud strategy, and adapt to a cloud operating model. Expand your reach with accounts by including developers in the conversation and provide operational expertise to help IT understand how to work together with developers in a shared infrastructure resource model.

help customers set up Kubernetes quickly while also offering to deliver the expert SDN support services they need.

Maintain existing

operational model

Rapid deployment option – a

simple upsell from VxRail. But it

networking (SDN) capabilities,

which customers may not have

requires complex software-defined

WITH VXRAIL