

Deliver Kubernetes at cloud speed



Enable customers to accelerate application development by offering a choice of implementation options for VMware Tanzu on Dell EMC VxRail.

Help customers implement Kubernetes their way

Dell EMC VxRail now offers multiple, fully integrated hyperconverged infrastructure (HCI) options to run VMware Tanzu – giving customers the ability to embrace a Kubernetes strategy while continuing to support existing business-critical applications on the same infrastructure.

The announcement of VMware Tanzu on VxRail presents a host of exciting opportunities for you to offer your expertise to help customers deliver Kubernetes at cloud speed in an optimal way.

Organizations looking to develop and run modern applications to keep pace with today's business demands are increasingly adopting Kubernetes to deploy and manage containers used to build those applications. But differing business needs, operational models, and levels of in-house Kubernetes expertise mean customers often have different requirements for the underlying infrastructure.

Now with multiple Tanzu on VxRail offerings, you can meet your customers wherever they happen to be on their Kubernetes journey - and deliver Kubernetes their way, across edge, core and cloud.

This helps organizations:



Unlock innovation

Accelerate development

VxRail automation accelerates time to Kubernetes infrastructure deployment and provisioning, enabling developer productivity.



Foster operational freedom

Kubernetes their way

A choice of infrastructure delivery options with consistent operations that align to customers' specific needs and operating models.



Evolve predictably

Rapid Kubernetes evolution

Lockstep support for all the latest VMware Kubernetes advancements with 30-day synchronous release with VMware HCI software.

Tanzu on VxRail deployment options

Dell EMC VxRail is built for, with, and to enhance VMware. Deliver Kubernetes at cloud speed – with consistent operations and automation, scalability, workload mobility, and deep integration across the VMware ecosystem.

You can offer your customers a choice of three different Tanzu on VxRail infrastructure deployment options:

Tanzu Architecture for VxRail (TA4V)



**Purpose-built
reference architecture**



**Validated
and tested**



**Tanzu Kubernetes Grid
Integrated (TKGI) offers
PaaS and CaaS services**

A trusted, purpose-built, enterprise-ready, cloud-native application development platform that's fully validated and tested, with full PaaS and CaaS services – targeted at developers wanting to develop modern applications on containers.



Key partner benefit

Provide consulting services to help determine best deployment options and deliver on-site services to deploy and implement a comprehensive PaaS and CaaS enterprise-scale developer platform.

vSphere with Tanzu on VxRail



**Rapid Tanzu
deployment
on standard
VxRail clusters**



**Networking
architecture
flexibility**



**Maintain existing
operational model**

Rapid deployment option – a simple add-on to VxRail. But it requires complex software-defined networking (SDN) capabilities, which customers may not have in-house.



Key partner benefit

Due to the complexities associated with SDN capabilities, you can provide your expertise required to help customers set up Kubernetes quickly while also offering to deliver the expert SDN support services they need.

Dell Technologies Cloud Platform:

VMware Cloud Foundation (VCF) with Tanzu on VxRail



**Full automation,
turnkey hybrid cloud**



**SDN & security
built-in and Kubernetes
ready(NSX-T)**



**Advanced
storage capabilities
& automation**

With this fully integrated option, IT and Development teams both have visibility of resources – for faster, more efficient provisioning. SDN, security and end-to-end lifecycle management are built in.



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.

Leverage your expertise to support streamlined implementations

Organizations looking to adopt VMware Tanzu will need guidance on which deployment option is best for their operating model and level of Kubernetes expertise.

As a Dell Technologies partner, you're ideally placed to provide the trusted expertise needed to help them determine the optimal solution for their application specific needs and in-house capabilities.

This is a fantastic consultative opportunity for you to not only guide customers through the choice of Tanzu on VxRail implementation options, but also promote a range of additional expert services to help meet specific gaps or needs in their delivery.



Offer complete protection for VMware Tanzu

Working in partnership, Dell Technologies and VMware deliver consistent, reliable, and performant cross-platform data protection for customers developing modern applications using VMware Tanzu on VxRail. Customers can use this to safely backup, restore, and migrate Kubernetes cluster resources and persistent volumes.

[Learn More](#)

Key partner opportunities:



Offer value-added
expert services



Offer time-saving
additional support



Offer comprehensive
training solutions

For more information on these VMware Tanzu on VxRail offerings:

[Visit the Partner Demand Generation Center](#)

[Watch the launch video](#)

[Download our positioning infographic](#)