

# Introducing the new Dell Cloud for SAP Solutions

Powered by Dell Cloud with VMware vCloud Datacenter Service

## Dell Cloud for SAP Solutions introduces two new offers

The Dell™ Cloud for SAP® Solutions provides a set of enterprise-class cloud services, each certified for your SAP environment. Dell and SAP are changing the way you deliver IT services. Are you considering a move to public, private or hybrid cloud? Dell can help you take the first step.

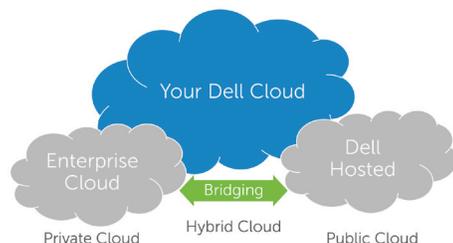
### Dell Cloud Starter Kit for SAP Solutions

Ramp up quickly with access to Dell Cloud resources and services for your test drive or proof-of-concept. The Dell Cloud Starter Kit for SAP Solutions is a 60-day promotional trial for SAP customers including Dell Cloud with VMware® vCloud™ Datacenter Service, 8,000 SAPs of capacity and Dell's proven SAP consulting services.

### Dell Cloud Development Kit for SAP Solutions

By offering a rich development SAP landscape, the Dell Cloud Development Kit for SAP Solutions provides Dell's proven SAP consulting services with annual access to 32,000 SAPs of capacity. In addition to superior application integration capabilities, Dell's industry-leading cloud platform, Dell Boomi, is also included.

See next page for additional kit details.



## Driving business agility and end-user satisfaction

### Dell Cloud for SAP Solutions extends Dell's proven SAP portfolio

We've enhanced Dell's SAP portfolio with the introduction of the Dell Cloud for SAP Solutions. This solution includes two new targeted offers that allow SAP customers to expand beyond physical resources, enabling "just in time" resource allocation and incremental on-demand capacity based on hybrid cloud. These offers provide the agility to easily integrate legacy applications or move workloads seamlessly between cloud or traditional infrastructures.

For customers looking to move their SAP solutions into a secure, enterprise-class hybrid, multitenant or private cloud, Dell Cloud for SAP includes packaged offers that provide a set of enterprise-class cloud services, each certified for your SAP environment and targeted to meet your needs. Dell Cloud for SAP features the following:

- **Dell Cloud with VMware vCloud Datacenter Service** – Seamlessly extends your existing IT environment by expanding the reach of your private datacenter into a secure multi-tenant cloud resource
- **Dell SecureWorks** – State-of-the-art security with proven enterprise cloud technology managed by Dell
- **Dell Support (24x7)** – World-class service and support
- **SAP Consulting Services** – Experienced Dell consultants to help establish a hybrid cloud architecture for your SAP applications
- **Dell Boomi (Development Kit)** - Industry's leading integration platform to enable rapid application integration required for your core business processes

### Trusted hybrid and multitenant Dell Cloud services

Dell Cloud for SAP with VMware vCloud Datacenter Service is an enterprise-class IaaS hosted in a secure Dell datacenter. It provides on-demand capacity to help you quickly respond to new business opportunities that require SAP upgrades, development, seasonal / cyclical trends and other fluctuations that need compute capacity.

### Expert SAP services included

Looking for the best way to leverage the value of the cloud in your SAP environment? Dell SAP Services make it easier to take that first step. Based on decades of implementing SAP systems worldwide, Dell SAP Services work with you to configure cloud management tools and migrate your first SAP workload into the Dell Cloud. We also help you design and deploy your cloud architecture.

### Dell Boomi for industry-leading application integration

The Dell Cloud for SAP Development Kit includes industry's leading cloud integration platform, Dell Boomi. As the SAP-certified connection to SAP NetWeaver and integration with SAP Business Suite software, Dell Boomi provides a validated and simplified approach to adopting cloud computing for SAP solutions. It enables connectivity between SAP Business Suite and any combination of cloud, SaaS and on-premise applications.

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## Dell Cloud for SAP Solutions: Offer details

Dell Cloud for SAP Solutions	Dell Cloud Starter Kit for SAP Solutions \$9,900	Dell Cloud Development Kit for SAP Solutions
Estimated SAPs	8000	32,000
CPU	8 vCPU	32 vCPU
Memory	32 GB Memory	128 GB Memory
Storage	1750 GB SAS Storage	6400 GB SAS Storage
In/Out Bandwidth	In/Out Bandwidth	In/Out Bandwidth
Backups	Backups	Backups
Model - Duration	Reserved - 60 Days	Reserved – One year
SecureWorks	Yes	Yes
Dell Support (24x7)	Yes	Yes
SAP Consulting Services	Yes – see below	Yes – see below
Dell Boomi		Yes

**Dell Cloud for SAP Solutions** can help you establish a hybrid cloud architecture for SAP applications. We currently offer two kits:

- **Starter Kit** provides five days of consulting services to configure the cloud management tools and migrate the first SAP workload into the Dell Cloud
- **Development Kit** expands services to include design and deployment of a hybrid cloud architecture, along with best practices for application integration, change management and application migration

### Additional SAP services:

**Dell Modernization Services for SAP** helps organizations fully unlock the potential of emerging technologies such as cloud computing for SAP applications. Dell delivers expert guidance from project concept to completion. The services portfolio includes the following:

- **Dell Modernization Assessment for SAP** – develop a roadmap to migrate, upgrade and enhance your SAP landscape
- **Dell Cloud for SAP Applications** – agile, flexible infrastructure offered in pay per use model
- **Dell Services for SAP HANA** – design, build and run services for SAP in-memory database technology
- **Dell Mobility for SAP Applications** – mobile SAP application blueprint and development services
- **Dell Migration Services for SAP Solutions** – safely migrate SAP from UNIX or existing x86 to Dell Cloud platforms
- **Dell Application Upgrades for SAP Solutions** – upgrade your SAP landscape with latest patches and code sets

## Dell Cloud for SAP Solutions benefits

The Dell difference in vCloud and SAP services:

### Familiar and compatible

- Seamless interoperability for existing VMware environments with VMware vCloud Director™, including quick access to on-demand computing capacity as an extension to existing infrastructure
- Cloud computing infrastructure management with the same familiar vSphere® user interface you already know

### Secure and compliant

- Multilayer cloud security using Dell SecureWorks® and VMware vShield™ to protect your critical IT assets

### Proven SAP expertise

- Dell Services to help you move SAP workloads to the cloud
- SAP Certified Cloud and Hosting landscapes with best practices utilizing Run SAP methodology
- Dell Services with SAP certified consultants who can help you migrate, upgrade and manage your SAP landscape
- Dell SAP Competency Center for sizing, benchmarks and reference SAP application architectures

### Ready to get started?

If you're running SAP on open-standards, x86 platforms, and VMware's vSphere 4.1 for SAP, sign up for one of our Dell Cloud for SAP kits:

- Dell Cloud Starter Kit for SAP Solutions
- Dell Cloud Development Kit for for SAP Solutions

The Dell Services delivery team will contact you within 2-3 business days to handle account setup, as well as your service description agreement signature and provisioning of compute resources.

To learn more about Dell's vCloud offer, please visit [dell.com/vcloud](http://dell.com/vcloud)

To learn more about the portfolio of Dell's cloud solutions, please visit [www.dellintheclouds.com](http://www.dellintheclouds.com)

To learn more about Dell's SAP Services, please visit [dell.com/sap](http://dell.com/sap)



Dell is a Global Technology Partner. Dell Services is a North American Services Partner, my SAP Services Partner and Certified ASAP Partner.

For more information about our SAP Modernization Solutions, please email [sap\\_modernization@dell.com](mailto:sap_modernization@dell.com).



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