



Services



Today's real-time missions require real-time IT capabilities that scale seamlessly into tomorrow. Dell Services Cloud Integration and Virtual Solutions for the Federal Government empower agencies and the DoD. How? By consolidating your IT resources, reducing costs, space and power consumption while gaining you greater agility in launching new applications and services. Our Federal Government Cloud Integration and Virtual Solutions support mission-critical objectives so your staff can better serve constituents.



Wish?

Fiscally fit, streamlined, cyber-secure IT environments.

Granted.

Dell Services Cloud Integration and Virtual Solutions for the Federal Government.

Overcome today's IT challenges while optimizing your agency for tomorrow's opportunities. Dell Services Federal Government Cloud and Virtualization Solutions can provide the business and technology expertise you need to help your organization design, implement, and proactively run the day-to-day operations of your overall virtual infrastructure and desktop environments.

Let's face it. For the Federal Government, building out extraordinarily secure infrastructures to support web-based services, applications, and data bases, while optimizing and maintaining existing technologies gets complicated, time-consuming, and monopolizes already strained resources and budgets. Not to mention the continuing need to forecast and support the highest possible peak load demands; all while getting the right servers in place at the right time.

That's why Dell Services Federal Government Cloud Integration and Virtual Solutions appeal to so many agencies. We help make the mission possible.

- There's no need to invest up-front on expensive infrastructure
- Using internet-accessible servers allows mobile, anywhere/anytime access for end-users and business continuity during crisis events
- Pay only for what you use
- Scale up when you need capacity, scale down when you don't
- Offers an ideal extension -- and in many cases, upgrade -- to existing on-site systems

Combined with our deep intellectual capital exclusive to the specific needs of federal agencies and the military, Dell Services Cloud Integration and Virtual Solutions deliver more value on multiple fronts:

- **Dramatic cost reductions.** This is the end of technology sprawl. Consolidated data centers, minimized energy consumption, significantly less physical space requirements, increased employee productivity, and less need for additional hardware and software.
- **Streamlined processes.** Reduce operational complexities, scale processes specific to your initiatives, and see downtime go the way of the dinosaur.
- **Faster access.** Dell virtualization services allow for lightning-fast provisioning and recovery of critical IT applications while making resources more readily available.

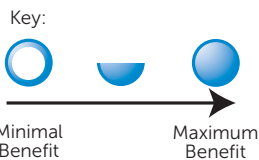
Achieve an environment with lowered risk and higher security.

When considering cloud and virtualization services for your agency, it's crucial to understand the vulnerabilities involved with other offerings. Most of today's security technology is defensively-focused on intrusion detection and prevention. By contrast, Dell's security solutions are embedded within the fabric of our cloud and virtual computing environments in every instruction, line of code, and data technology interaction executed by users. Your high security environments require the kind of advanced capabilities offered by Dell that account for the dynamic nature of cyber security in next generation environments.



Cloud Services Features & Benefits

Benefits	Description	Dedicated	Virtualized Dedicated	Virtualized Leveraged	Cloud Services
Pay-for-use	Change capital outlays to a monthly operating expense				
"Anywhere Access"	Enabled via internet technologies				
Fast provisioning	As quickly as one business day				
Massively Scalable	Able to scale very rapidly to meet growth and utilization changes				
Flexible elasticity	Expand / compress computing power bi-directionally and as needed				
Perceived as secure & regulatory	Perceived as being more secure or better able to be made compliant with data control legislation				
Long term TCO stable workloads	Provided the lowest total cost of ownership workloads over 5 years				



Cloud confusion?

If you're familiar with Web-based email like Gmail, online data backup services, voice over Internet phone (VoIP) services, and customer relationship management applications like Salesforce.com, then you already know a little bit about public cloud computing in the private sector. These solutions allow end-users secure, easy, instant access to powerful capabilities at a low cost since the provider pays for much of the equipment and overhead. This is why so many federal agencies are embracing cloud infrastructure and virtualization breakthroughs as a means to meeting their own missions with greater reliability and cost-effectiveness.

Different environments require different cloud computing frameworks, especially when it comes to our federal customers who require a much different level of security. With Dell Services Cloud Integration and Virtual Solutions for the Federal Government, agencies gain niche expertise in the development and management of private and hybrid cloud solutions that their unique missions require.

Let's look at these private and hybrid cloud models:

Private cloud. A private cloud is for the exclusive use of a single organization, hosted on site or with a provider. It's often highly appealing to agencies that need to control security and data availability, or integrate more readily with legacy environments. Building your own cloud within your IT organization could require up-front capital expenditures and may add challenges due to existing infrastructure limitations. A private cloud is far more flexible than a traditional IT environment, but may require future scalability extensions as capacity requirements increase.

Hybrid Cloud. Consider this scenario. The city of New York has many government resources dedicated to terrorism prevention. Information collection must remain private and secure. However, there are instances— sometimes in crisis response— where information must be shared with the public or other entities. The hybrid solution may be the ideal answer since it creates the opportunity to rapidly scrub and externally host non-sensitive data in a public cloud. Hybrid environments can be designed to scale on-demand for short or long-term access in situations such as public security events. This preserves critical on-site capacity for command and control or response.

Like the private model, a hybrid cloud allows an agency to continue to use their existing data center and equipment while keeping sensitive data secured on the organization's own network. However, like the public cloud, a hybrid model lets an agency take advantage of the cloud's almost unlimited scalability. This approach is practical because it allows agencies to build aspects of their clouds with only the data they feel comfortable sharing. A hybrid environment delivers a way to solve some of the trust issues of the public cloud by offering additional private customization while achieving the many benefits of a public cloud environment.

Dell Services delivers cloud-based IT services to meet your needs:

Platform as a Service (PaaS). Our PaaS offerings provide your agency virtualized servers where you can run existing applications or develop new ones without having to worry about maintaining the operating systems, server hardware, load balancing, or computing capacity. Our recently unveiled Dell-powered Microsoft Windows Azure delivers the latest PaaS capabilities. The flexibility and security of this revolutionary cloud platform provides nearly limitless promise for achieving the objectives your agency is tasked with accomplishing.

Software as a Service (SaaS). Dell Services SaaS provides complete applications, including Customer Relationship Management (CRM) tools, in a pay-as-you-go model. CrimeReports.com is a great example of how local governments use SaaS. These solutions reside on massively scalable, multi-tenant cloud platforms in the backend and sit in shared environments.

Infrastructure as a Service (IaaS) This offering provides on-demand computing resources, including servers, databases, and storage. If desired, Dell Services IaaS for the Federal Government can be configured to augment or even replace data center functions and help lower costs with less ongoing support requirements. Migrating legacy applications is a perfect use for IaaS technologies because it allows mirroring the existing infrastructure in the cloud.

What took three months may take only three hours

In an environment of ever-changing operational requirements, having the agility and ability to deliver new services with unprecedented speed and precision is a must. Your agency can gain powerful response tools that virtually eliminate the lag time—and downtime—of legacy systems and processes. These capabilities are even more critical in times of national threat and crisis response.

Take a look at what Dell Services Federal Government Cloud Integration and Virtual solutions can do to help you address your biggest goals in a better way:

Managed Virtual Desktop	Distributed Device Manager
Virtual Servers	Software Inventory Usage Management
Customized Cloud Infrastructure (PaaS, SaaS, or IaaS) and Integration	Laptop Data Encryption
Microsoft Windows Azure	System Track
Email Management	Remote Infrastructure Modeling
Crisis Management Notification	

We proudly serve more than 30 federal agencies and branches of the military in the:

- Civilian Agency Sector
- Department of Defense
- Department of Homeland Security
- National Security Intelligence Community
- Federal Healthcare Agencies.

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Applications Business Process Consulting Infrastructure Support



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