

4 criteria for selecting the best hyperconverged infrastructure provider.

Download the complete Edison Group white paper.

In a recent study, Edison Group reports that the Dell EMC Hyperconverged Infrastructure (HCI) Portfolio surpasses HPE in 4 key areas.*

1

Market leadership

Dell EMC continues to gain in the HCI market segment while HPE's HCI share declines. According to Edison Group, this indicates that customers trust Dell EMC to deliver the outcomes they need and keep pace with market demands, drive innovation and stay competitive.

2

Product portfolio strength and fit

The Dell EMC Hyperconverged Portfolio balances flexibility with simplicity to provide solutions that most closely match workload requirements. Whether the need is for a single dedicated ecosystem – VMware, for example – or a flexible, multi-hypervisor system, Dell EMC offers both options while HPE provides only an integrated system approach.

3

Scope, flexibility and affordability of support

Unlike HPE, Dell EMC deployment and support services remove uncertainty and optimise the full solution for the entire lifecycle. This ensures organisations receive the right level of support while reducing maintenance costs.

4

Ease of purchase

Customers interested in transitioning to a modern data center using VxRail can do so with minimal financial risk. Dell EMC Cloud Flex for HCI is an innovative consumption model that includes no up-front costs, monthly payments that decrease over time and the ability to "flex down" by reducing the number of nodes after 12 months.

Simplify. modernise. See real results.

Get on the path to digital transformation by modernising your IT infrastructure with the #1 in hyperconverged infrastructure.** Dell EMC Hyperconverged Solutions offer a broad portfolio, award-winning customer service and flexible financing options.

To learn more, visit DellEMC.com/IN/CI.



Intel® Xeon® processor

* The Edison Group commissioned by Dell EMC: "Hyper-Converged Portfolio Comparison, Choosing the Right Vendor on the Path to Digital Transformation: Dell EMC vs. HPE," January 2018. <https://www.dell.com/hi-in/converged-infrastructure/vxrail/index.htm#overlay=collateral/analyst-reports/edison-dell-emc-hci-competitive.pdf>

** Based on IDC WW Quarterly Converged Systems Tracker, 2018 Q4, Vendor Revenue.

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