The Future Ready Enterprise:
Powering Mission Centric Outcomes

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"80% of our spend is on keeping the lights on the stuff we already have...**I want to focus on how to move the needle on the 80%, and FITARA can help us there in a big way.**"

—*Tony Scott, Federal CIO at Nextgov Prime*

FITARA Way Ahead

Build Cyber Talent

Create a culture of cyber awareness and recruit top tier cyber talent

Security

"Secure by Design" is the new normal for Enterprise Architecture

Rationalize Management

Optimize the way we manage IT assets that comprise the Enterprise

Modernize Technology and Process

Biggest transformation opportunity for Future Ready Government

Enterprise Marketing

The **CIO Paradigm**

Mission Priorities

- ✓ Deliver results to mission partners
- ✓ Shorten time to mission value through innovation
- ✓ Improve business services through modernization
- ✓ Increase efficiency and workforce productivity

"Keeping the lights on"

- ✓ Manage current workloads
- ✓ Application rationalization
- ✓ HW updates & migrations
- ✓ Reduce costs
- ✓ Protect our data (Cyber Sprint)

Technology Priorities

Accelerating the Mission

- ✓ Optimize workloads
- ✓ Software-defined X
- ✓ Utilize new IT benchmarks
- ✓ Deliver ubiquitous mobility
- ✓ Implement Cloud Computing

Our Vision is to **synthesize traditional and new IT** in the digital era with Future-Ready IT

Traditional IT

Support Traditional IT applications and architectures with efficient and scalable virtualization based cloud solutions
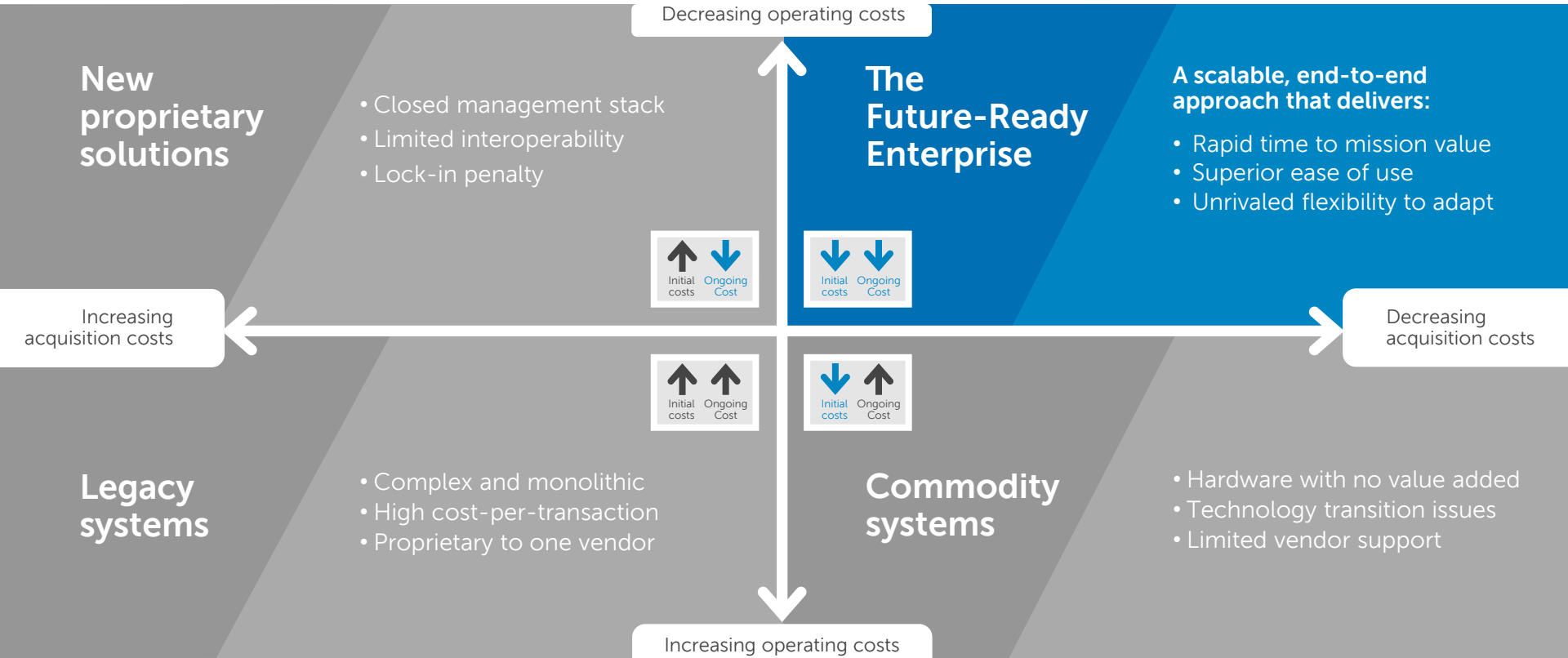
New IT

Support New IT applications and architectures with efficient, scale-out, hyperscale inspired cloud solutions

A common compute-centric, software driven platform for traditional and new

Our strategy creates **Mission Agility**

Decreasing operating costs

New proprietary solutions

- Closed management stack
- Limited interoperability
- Lock-in penalty

The Future-Ready Enterprise

A scalable, end-to-end approach that delivers:

- Rapid time to mission value
- Superior ease of use
- Unrivaled flexibility to adapt

Initial costs ↑ Ongoing Cost ↓

Initial costs ↓ Ongoing Cost ↓

Increasing acquisition costs

Decreasing acquisition costs

Initial costs ↑ Ongoing Cost ↑

Initial costs ↓ Ongoing Cost ↑

Legacy systems

- Complex and monolithic
- High cost-per-transaction
- Proprietary to one vendor

Commodity systems

- Hardware with no value added
- Technology transition issues
- Limited vendor support

Increasing operating costs

DELL

Cloud Blueprints and Reference Architectures
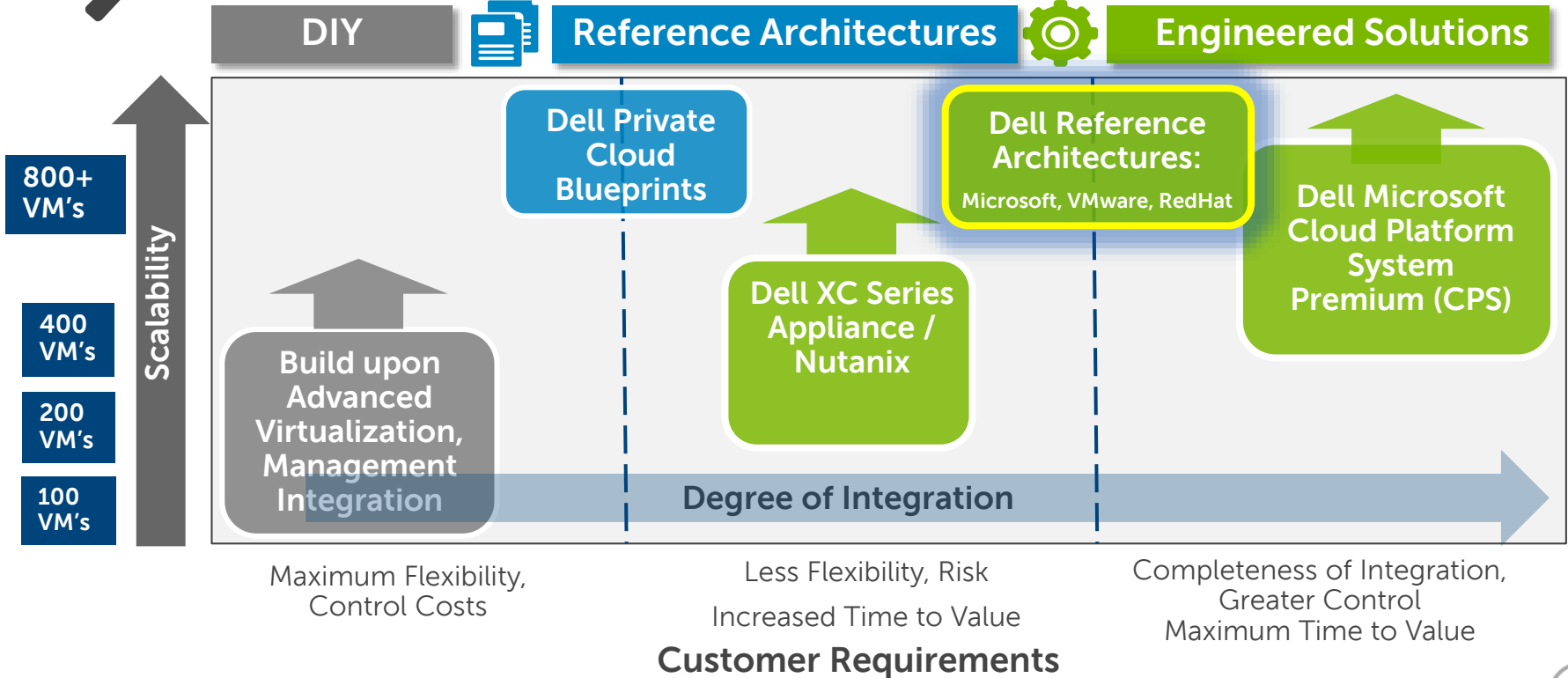
Empowering **your Mission, your way**
Dell Mission –Ready Blueprints

Best-in-class solutions—engineered, validated and supported by Dell

UC&C	VDI	Virtual-ization	Cloud	Data analytics	Business processing	HPC

Broad portfolio

- Proven reference architectures
- Engineered solutions

Robust software ecosystem

- From Dell and partners

Exceptional execution

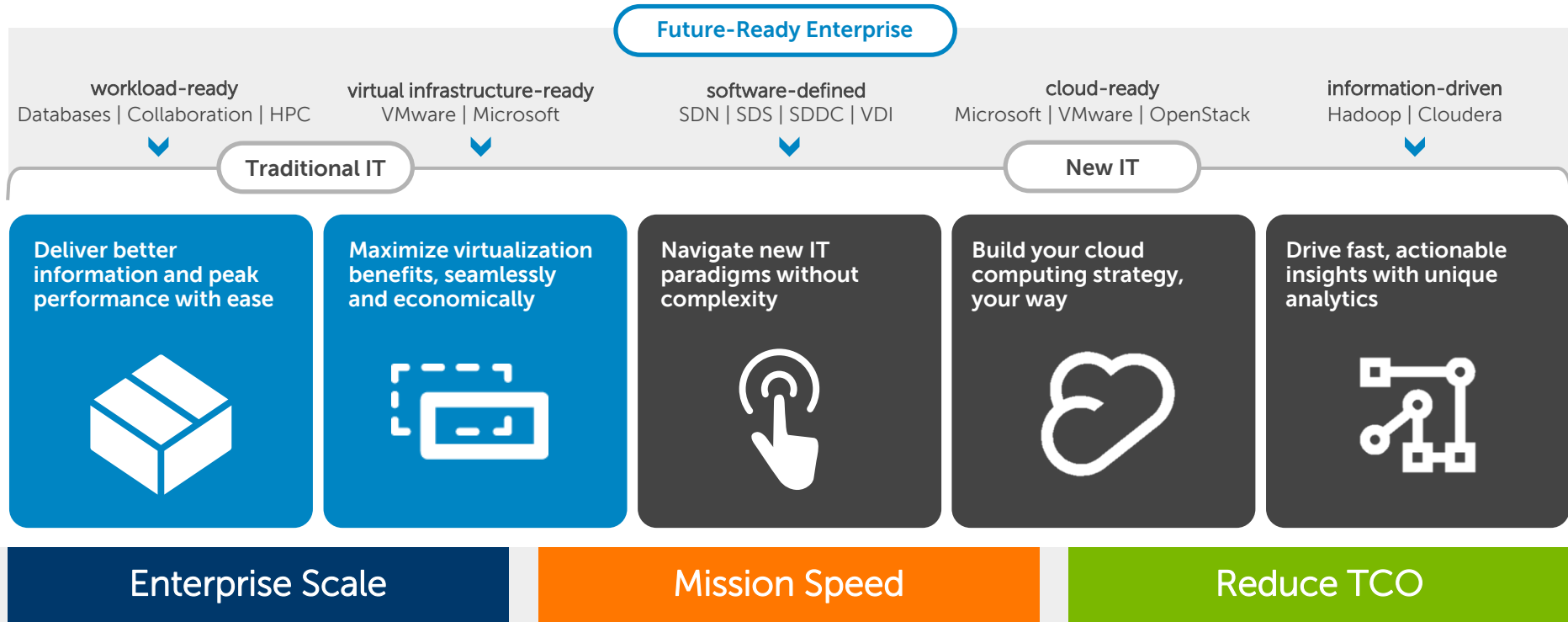- Via Dell Services and partners

Dell Financial Services

- Leasing and finance capabilities

**Standards-based – Open approach – Modular systems
Flexible scaling – Modern portfolio – End-to-end solutions**

Enterprise Marketing

Empowering **your Mission, your way**

Future-Ready Enterprise

workload-ready	virtual infrastructure-ready	software-defined	cloud-ready	information-driven
Databases | Collaboration | HPC	VMware | Microsoft	SDN | SDS | SDDC | VDI	Microsoft | VMware | OpenStack	Hadoop | Cloudera

Traditional IT   **New IT**

Deliver better information and peak performance with ease	Maximize virtualization benefits, seamlessly and economically	Navigate new IT paradigms without complexity	Build your cloud computing strategy, your way	Drive fast, actionable insights with unique analytics

Enterprise Scale

Mission Speed

Reduce TCO

Pay for IT **on your terms**

Provision and Pay

Grow your technology solutions **over time** with a **cyclical** plan, deploy, pay process.

Pay As You Grow

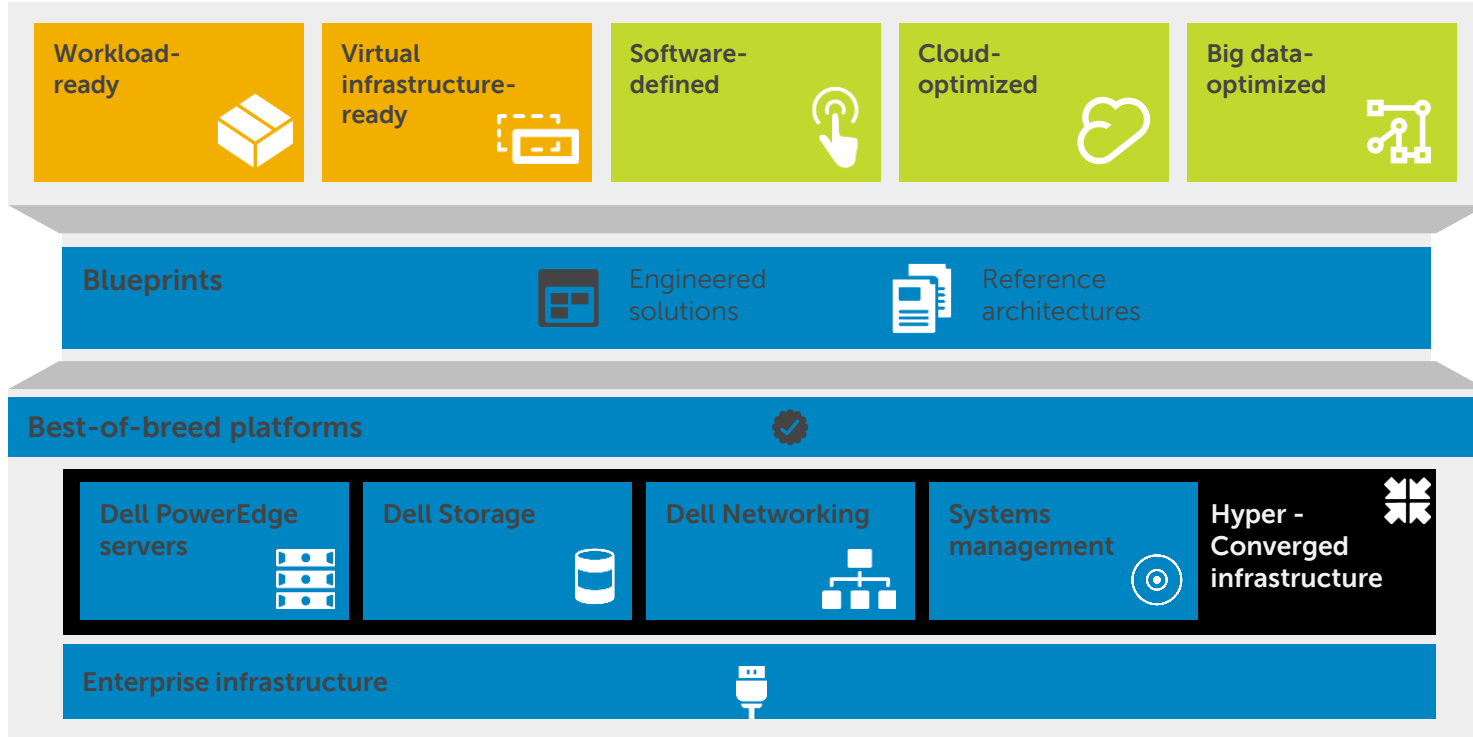Acquire the entire solution **up front** with payments that align to **business growth**.

Scale On Demand

Pay for technology **as you use it** and **accelerate project completion** by receiving equipment up front.

**Terms subject to product availability, credit approval, execution of documentation provided by and acceptable to DFS.

/ **future ready** / your way

Create Mission agility throughout your data center

| Workload-ready | Virtual infrastructure-ready | Software-defined | Cloud-optimized | Big data-optimized |

Blueprints   Engineered solutions   Reference architectures

Best-of-breed platforms

| Dell PowerEdge servers | Dell Storage | Dell Networking | Systems management | Hyper - Converged infrastructure |

Enterprise infrastructure

Thank you