



Harnessing the power of converged infrastructure for your business

Many business and organizations recognize the competitive advantages of using a converged infrastructure solution to consolidate, simplify, enhance and manage their IT environment. For some, the question is how they can effectively and affordably bring such a solution to remote office/branch office (ROBO) environments and take advantage of all it has to offer.

The good news — now you can do exactly that with the Dell PowerEdge™ VRTX platform, optimized for ROBO environments and designed to bring the competitive advantages of converged infrastructure for businesses of any size. The PowerEdge VRTX consolidates your servers, storage, networking and management for improved efficiency and greater simplicity. It also enhances your IT operations with enterprise class solutions that are integrated, pre-tested and certified.

Find your way out of the ROBO jumble

The IT infrastructure in a typical ROBO environment is often a jumble of equipment. It might consist of two or three virtualized servers, a backup or standby server, a shared external storage system and a network switch or two. Different generations and different brands of equipment take up lots of space, and operations grow increasingly complex.

You need a way to consolidate, simplify and enhance all of this, but until now converged infrastructure solutions have been too big, too expensive and too inflexible.

Consolidate, simplify and enhance



Finally you can get converged infrastructure solutions like you would find in an enterprise organization, but designed for businesses just like yours. Whether you are a business owner, CXO, buyer or decision maker, it is important to know what to consider when looking for the right platform to serve your specific needs.

The ideal converged infrastructure solution should be:

- Able to integrate your servers, storage, networking and management — all in one place
- A complete, converged solution in a compact chassis that can fit anywhere
- Simple and intuitive to manage
- Easy to connect (the PowerEdge VRTX only has four cables — two for power and two for networking)
- Quiet while operating — no louder than a hallway conversation
- Efficient from an energy standpoint
- Versatile and flexible
- Capable of operating without complicated power requirements, complex switches or special cooling needs

Get the converged infrastructure solution that makes the most business sense

You should also decide on a converged infrastructure solution that will readily improve your business outcomes and bring competitive advantages to your organization. As an example, when combined with intuitive systems management, the PowerEdge VRTX was shown in a recent Principled Technologies study to deliver a 26 percent lower total cost of ownership (TCO) over 5 years and approximately \$21,000 in savings, with a payback period of 33 months, compared to a configuration comprising three tower servers.¹ Moreover, compared to a leading public cloud service, the PowerEdge VRTX offers a superior return on investment, with 63 percent lower TCO over 5 years — equivalent to over \$172,000 in savings — and a payback period of just 13 months.²

Untangle your ROBO jumble with the Dell PowerEdge VRTX

The PowerEdge VRTX features a customer-inspired, innovative design that saves space and eliminates hardware sprawl by converging your servers, storage, networking and management all in one place.

PowerEdge VRTX benefits include:

- Compact, quiet and office-optimized, contained in a single chassis about the size of a tower server that fits beside a desk or under a countertop
- Fully integrated, pretested and certified
- Easily deployed and managed, with exceptional IT efficiency that includes automated updates and unified management that will save valuable time for your IT administrators
- Enhanced capabilities that expand the flexibility and adaptability of the platform, including feature-rich server nodes that offer performance and density without compromise
- Shared internal storage
- Simplified, versatile networking and I/O
- Virtualization-ready, allowing for extensive scalability and flexible workload provisioning to optimize performance and uptime



The competitive advantages you need are now easily within reach with the Dell PowerEdge VRTX, which elegantly integrates your servers, storage, networking and management in a compact, quiet, office-optimized chassis.

Use it to run your business more efficiently in ROBO environments anywhere — ranging from a single, stand-alone small business location to hundreds of distributed offices.

Drive standardization, experience improved app performances, connect more securely and simplify your backups and recoveries.

It's time to take advantage of what a converged infrastructure can do, all through the power of the Dell PowerEdge VRTX.

For more information on how to untangle your ROBO jumble, visit Dell.com/vrtx



Studies:

¹"Comparing Performance and Cost: Dell PowerEdge VRTX vs. a Legacy Hardware Environment," by Principled Technologies, commissioned by Dell Inc., June 2013, qrs.ly/i141RM1

²"Meet Database Performance Needs While Reducing TCO With the Dell PowerEdge VRTX vs. a Leading Public Cloud Service," by Principled Technologies, commissioned by Dell Inc., June 2013, qrs.ly/v441rm4

Sources:

"Bringing order to IT chaos in remote offices", by Tad Walsh, Chad Fenner and Brad Lawrence, Dell Power Solutions, 2013 issue 2. Copyright ©2013 Dell Inc. All Rights Reserved.

"Driving better business outcomes with office-optimized IT", by Tad Walsh, 2014 Issue 02 Dell.com/powersolutions