

DELL EMC VDI COMPLETE SOLUTIONS POWERED BY HORIZON

A BETTER WAY TO BUY AND SUPPORT VIRTUAL DESKTOPS AND APPS

BREAKING DOWN THE BARRIERS FOR DESKTOP TRANSFORMATION

Desktop transformation initiatives often lead customers to look at desktop and application virtualization. However, until now customers looking to embrace these technologies have faced a number of hurdles, including;

- Significant up-front CapEx investments for storage, compute, and network infrastructure
- Long plan, design and procurement cycles
- High cost of adding additional capacity
- Difficulty delivering a consistent user experience across locations and devices

These hurdles have often caused desktop transformation initiatives to fail fast, but there is good news on the horizon. Dell EMC and VMware have come together to provide customers with a superior solution stack that will allow them to get started quicker than ever, with simple and cost-effective end-to-end desktop and application virtualization solutions with optional GPUs.



95%

Faster initiation for
1st VxRail appliance



47%

Faster to provision 10
desktop VMs



96%

Faster to add a new
appliance

DELL EMC VDI COMPLETE POWERED

VDI Complete solutions feature a superior solution stack at an exceptional total cost of ownership. The solutions are built on Dell EMC VxRail and vSAN ReadyNode appliances and leverage VMware Horizon 7 or Horizon Apps, and NVIDIA GPUs for those who need high performance graphics. Wyse thin and zero client, OptiPlex micro form factor desktop and Dell monitors solutions are also available as part of these solutions.

SUPERIOR END-TO-END VDI SOLUTIONS THAT ARE COMPLETE, FAST AND SIMPLE

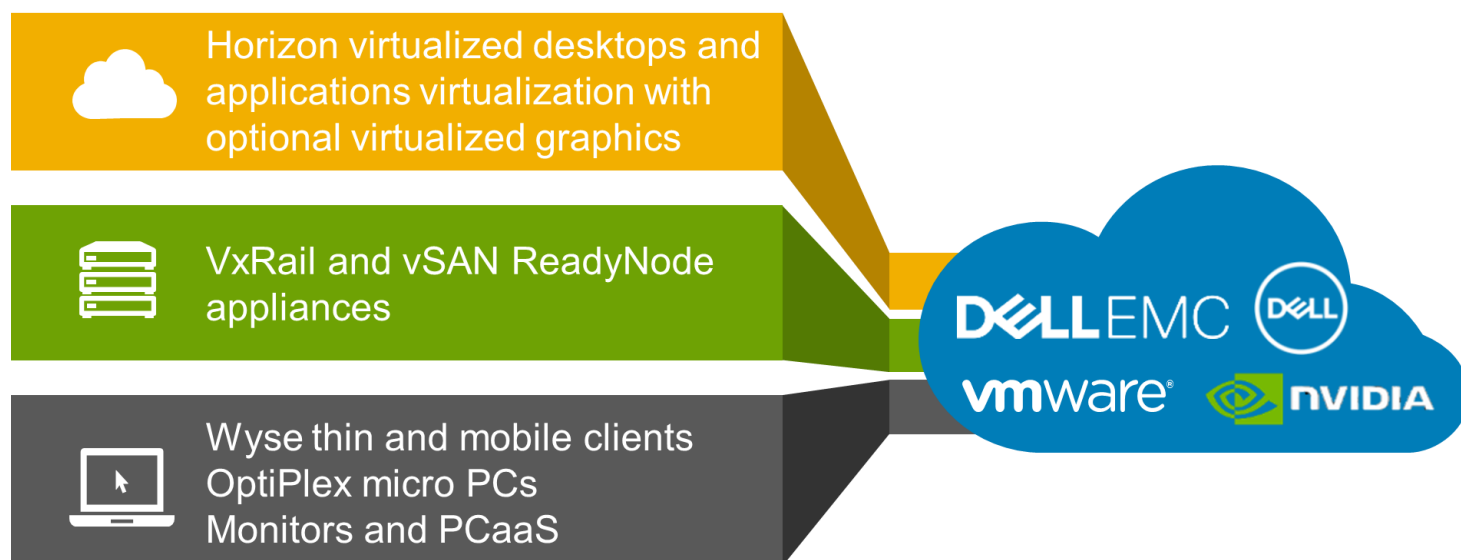
Simply plug in, power up, and provision virtual desktops in less than an hour and reduce the time needed to plan, design, and scale your virtual desktop and application environment. VDI Complete solutions come with powerful management tools that allow you to get up and running faster and help streamline your day-to-day operations. VxRail infrastructure including VMware vSphere and vSAN comes pre-loaded and pre-installed to speed user onboarding. vSAN ReadyNodes will require installation of vSphere and vSAN but are certified, validated and are included on VMware's vSAN ReadyNode [Hardware Compatibility List](#).

VDI Complete features either Horizon 7 for those that need both virtual desktops and applications, or Horizon Apps for those that only need virtual (published) applications. Both Horizon 7 and Horizon Apps feature tight integration with the infrastructure stack, including JMP technologies from VMware (Instant Clones, App

Volumes and User Environment Manager). This allows you to create and destroy fully customized desktops and RDS hosts in seconds – enabling you to deliver Just-in-Time desktops and applications that bring speed, scale, savings, and simplicity to desktop and app delivery. Experience no hassle, zero downtime updates for your desktop, apps and infrastructure.

SUPERIOR GRAPHICS-ACCELERATED USER EXPERIENCES FOR ALL USE CASES

Powered by NVIDIA GRID technology, VDI Complete allows you to tap the power of virtualized graphics to deliver a rich immersive experience that enables everyone from office workers to mobile professionals to designers be more productive^o. Through flexible allocations of graphics horsepower, greater system performance by offloading graphics processing, and the freedom to scale graphics resources on-demand at a predictable per price per seat, VDI Complete powered by NVIDIA GRID enables you to deliver TCO optimized high-performance user experiences. From graphics-accelerated productivity applications running on Windows 10 to workstation grade desktops running professional CAD/CAM applications, you can now deliver the user experiences that your employees demand and need to be productive while better managing costs and driving greater business agility.



EXCEPTIONAL TOTAL-COST-OF-OWNERSHIP (TCO) ALLOWS YOU TO START AND MANAGE FOR LESS

You can get started with these new all-in-one on premises configurations for as low as \$11 per user per month for Horizon 7, or \$7 per hosted session for Horizon Apps. Additionally, take advantage of Dell EMC's Flexible Consumption Model take advantage of the Dell EMC [Flexible Consumption Model](#) from [Dell Financial Services](#) with multiple leasing and monthly financing options that allow you to start small and predictably pay as you grow. to best meet your budget needs. And enjoy significant savings on end-to-end solutions (infrastructure, software and endpoints) versus buying a-la-carte.

What's more, with VDI Complete you have the ability to build or buy your optimized solution. "Build" allows you to customize your solution by leveraging Dell EMC vSAN ReadyNodes with VMware Horizon and Dell endpoints to tailor your bill of materials to best meet the needs of your organization. With "buy" you can take advantage of Dell EMC VxRail hyper-converged appliance together with VMware Horizon virtual desktops and apps and Dell thin clients in a pre-configured, highly-integrated solution that is optimized to deliver enhanced performance, unbeatable simplicity and improved ROI.

Regardless of whether you build or buy, or what option is right for you, with VDI Complete, you can start small and predictably pay as you grow.

Dell EMC VDI Complete Solutions - Horizon 7 including optional NVIDIA Tesla M10 and GRID Technologies^o

	BUILD with Validated Solutions on Dell EMC vSAN ReadyNode			BUY Turn-key Solutions on Dell EMC VxRail			
Configuration	Horizon Essentials [†]	Horizon Expanded*	Horizon with Graphics ^o	Horizon Essentials*	Horizon Expanded*	Horizon with Graphics ^o	Horizon Starter*
	ENTERPRISE/ COMMERCIAL- Large footprint						SMB- Small footprint
Hardware	PowerEdge R630 *2 x Intel 2660 processors *384 GB RAM *2 x 400GB SSD *4 x 1.2TB HDD *4 Nodes *Standard 3 Year Support	PowerEdge R730 *2 x Intel 2698 processors *512 GB RAM *2 x 800GB SSD *6 x 1.2TB HDD *4 Nodes *Standard 3 Year Support	PowerEdge R730 *2 x Intel 2698 processors *512 GB RAM *2 x 800GB SSD *6 x 1.2TB HDD *1 Node (For full cluster, multiply by 4) Single node can be added to existing cluster *2 x Tesla M10 card ^o NVIDIA GRID software must be purchased separately *Standard 3 Year Support	VxRail E Series *2 x Intel 2660 processors *384 GB RAM *2 x 400GB SSD *4 x 1.2TB HDD *4 Nodes *Standard 3 Year Support	VxRail V Series *2 x Intel 2698 processors *512 GB RAM *2 x 800GB SSD *6 x 1.2TB HDD *4 Nodes *Standard 3 Year Support	VxRail V Series *2 x Intel 2698 processors *512 GB RAM *2 x 800GB SSD *6 x 1.2TB HDD *1 Node (For full cluster, multiply by 4) Single node can be added to existing cluster *2 x Tesla M10 card ^o NVIDIA GRID software must be purchased separately *Standard 3 Year Support	VxRail E Series *1 x Intel 2660 processors *128 GB RAM *1 x 400GB SSD *2 x 2TB HDD *3 Nodes *Standard 1 Year Support
Horizon Software (Dell OEM Products)	VMware Horizon Advanced Edition *Named user licensing *Standard 3 Year Support	VMware Horizon Enterprise Edition *Named user licensing *Standard 3 Year Support	VMware Horizon Advanced Edition *Named user licensing *Standard 3 Year Support	VMware Horizon Advanced Edition *Named user licensing *Standard 3 Year Support	VMware Horizon Enterprise Edition *Named user licensing *Standard 3 Year Support	VMware Horizon Advanced Edition *Named user licensing *Standard 3 Year Support	VMware Horizon Advanced Edition *Named user licensing *Standard 3 Year Support
Price/ Month** (varies with total # of users)	Starting at \$11 per user (price assumes 600 users) [†]	Starting at \$14 per user (price assumes 800 users) [†]	Starting at \$22 per user (price assumes 64 users) [†]	Starting at \$14 per user (price assumes 600 users) [†]	Starting at \$18 per user (price assumes 800 users) [†]	Starting at \$35 per user (price assumes 64 users) [†]	Starting at \$16 per user (price assumes 125 users) [†]
Additional Accessory Add-on Price/month	Wyse Thin and Mobile Clients Wyse 3040 Thin Client - \$6/user/month (ThinOS) Wyse 3030 Thin Client - \$9/user/month (Windows) Wyse 5060 Thin Client - \$11/user/month (Win 10)		OptiPlex Micro PCs Latitude 3480 Mobile Thin Client - \$15/user/month (Windows) OptiPlex 3050 i3-7100T, 4GB, 500GB - \$12/user/month (Win 10) OptiPlex 5050 i5-7500T, 8GB, 500GB - \$17/user/month (Win 10)		PCaaS Options Monitors Dell 24" Monitor E2417H - \$5/user/month Dell 24" Monitor P2417H - \$7/user/month		

NOTE: For high end power users or workstation users, the NVIDIA Tesla M60 + GRID Virtual Workstation software is also available. Ask your account manager for more information.

**Payment solutions provided and serviced by Dell Financial Services L.L.C. or its affiliate or designee (“DFS”) to qualified customers. Offers may not be available or may vary in certain countries. Where available, offers may be changed without notice and are subject to product availability, credit approval, execution of documentation provided by and acceptable to DFS, and may be subject to minimum transaction size. Offers not available for personal, family or household use. Dell EMC and the Dell EMC logo are trademarks of Dell Inc. Restrictions and additional requirements may apply to transactions with governmental or public entities. FAIR MARKET VALUE (“FMV”) LEASE: At the end of the initial FMV Lease term, lessee may 1) purchase the equipment for the then FMV, 2) renew the lease or 3) return the equipment to DFS.

*Quoted configuration reflects 125 VDI task workers for the Starter Kit, 600 VDI task workers for Essentials and 800 VDI task worker for Expanded. Note that this is an optimal number and does not necessarily reflect a min or max number of users.

oAbove pricing does not include GRID software but is required and supported by NVIDIA. Pricing above does not include Microsoft ELA or VDA licensing.

DELL AND WYSE ENDPOINTS AND MONITORS THAT MEET YOUR COMPANY’S AND USER’S NEEDS

Finally, enjoy a rich secure end user experience across most network conditions, powered by Dell’s industry leading Wyse thin clients, OptiPlex desktops and Performance Monitors.

Wyse thin clients improve security and management with Dell thin clients and Wyse secure-access endpoint devices by centralizing data, applications and resources. Complete any virtualized or web-based infrastructure with optimal thin client endpoints that meet your budget and performance requirements. When you couple Wyse Datacenter solutions with Wyse thin clients, desktop virtualization is quick and easy. Purpose-built for your virtual desktop infrastructure (VDI) environment to provide maximum security and performance, Wyse thin clients come in many form factors with various mounting options, including mobile and all-in-one thin clients.



Dell EMC VDI Complete Solutions - Horizon Apps

	BUILD with Validated Solutions on Dell EMC vSAN ReadyNode		BUY Turn-key Solutions on Dell EMC VxRail	
Configuration	Horizon Apps Standard	Horizon Apps Advanced	Horizon Apps Standard	Horizon Apps Advanced
ENTERPRISE/ COMMERCIAL- Large footprint				
Hardware	PowerEdge R630 •2 x Intel 2698 processors •512 GB RAM •2 x 800GB SSD •6 x 1.2TB HDD •4 Nodes •Standard 3 Year Support	PowerEdge R630 •2 x Intel 2698 processors •512 GB RAM •2 x 800GB SSD •6 x 1.2TB HDD •4 Nodes •Standard 3 Year Support	VxRail E Series •2 x Intel 2698 processors •512 GB RAM •2 x 800GB SSD •6 x 1.2TB HDD •4 Nodes •Standard 3 Year Support	VxRail E Series •2 x Intel 2698 processors •512 GB RAM •2 x 800GB SSD •6 x 1.2TB HDD •4 Nodes •Standard 3 Year Support
Horizon Software <small>(Dell OEM Products)</small>	VMware Horizon Apps Standard Edition •Named user licensing •Standard 3 Year Support	VMware Horizon Apps Advanced Edition •Named user licensing •Standard 3 Year Support	VMware Horizon Apps Standard Edition •Named user licensing •Standard 3 Year Support	VMware Horizon Apps Advanced Edition •Named user licensing •Standard 3 Year Support
Price/ Month** <small>(varies with total # of Hosted Apps Sessions)</small>	Starting at \$7 per user <small>[price assumes 1400 Hosted Apps Sessions][†]</small>	Starting at \$10 per user <small>[price assumes 1400 Hosted Apps Sessions][†]</small>	Starting at \$10 per user <small>[price assumes 1400 Hosted Apps Sessions][†]</small>	Starting at \$13 per user <small>[price assumes 1400 Hosted Apps Sessions][†]</small>
Additional Accessory Add-on <small>Price/month</small>	Wyse Thin and Mobile Clients Wyse 3040 Thin Client - \$6/user/month (ThinOS) Wyse 3030 Thin Client - \$9/user/month (Windows) Wyse 5060 Thin Client - \$11/user/month (Win 10)		OptiPlex Micro PCs Latitude 3480 Mobile Thin Client - \$15/user/month (Windows) OptiPlex 3050 i3-7100T; 4GB; 500GB - \$12/user/month (Win 10) OptiPlex 5050 i5-7500T; 8GB; 500GB - \$17/user/month (Win 10)	
	Monitors Dell 24" Monitor E2417H - \$5/user/month Dell 24" Monitor P2417H - \$7/user/month		PCaaS Options	

**Payment solutions provided and serviced by Dell Financial Services L.L.C. or its affiliate or designee ("DFS") to qualified customers. Offers may not be available or may vary in certain countries. Where available, offers may be changed without notice and are subject to product availability, credit approval, execution of documentation provided by and acceptable to DFS, and may be subject to minimum transaction size. Offers not available for personal, family or household use. Dell EMC and the Dell EMC logo are trademarks of Dell Inc. Restrictions and additional requirements may apply to transactions with governmental or public entities. FAIR MARKET VALUE ("FMV") LEASE: At the end of the initial FMV Lease term, lessee may 1) purchase the equipment for the then FMV, 2) renew the lease or 3) return the equipment to DFS.

*Quoted configuration reflects 1400 RDHS Hosted Apps Sessions for all configurations. Note that this is an optimal number and does not necessarily reflect a min or max number of sessions.

† Pricing above does not include Microsoft ELA or VDA licensing.

Dell Monitors come in many different sizes and performance options. The E2417H is an affordable 23.8" Full HD monitor with essential productivity-boosting features including wide viewing angle, optimized eye comfort and easy connectivity with both legacy and current PCs. The P2417H is enhanced productivity features on a 23.8" Full HD monitor including slim border design, great for **productivity-boosting dual monitor set-ups**, Dell Easy Arrange to keep you organized while multitasking, easy side access to USB 3.0 ports, full adjustability, a wide viewing angle and optimized eye comfort.

Dell's PC as a Service – A simplified service for the modern workforce with predictable price per seat per month - Adopt a better long-term solution and reduce costs with Dell's new flexible consumption options, including PC as a Service – a convenient solution that gives you a predictable price per seat per month. Hardware, software and PC lifecycle services including award-winning support and financing are all combined in one convenient bundle. Getting your employees the latest technology, keeping your business productive and freeing IT of day-to-day management are just some of the benefits. Discover all of the reasons why PC as a Service can change how you do business.

SIMPLIFIED SALES AND SUPPORT MODEL: ONE COMPANY TO CALL TO MAKE FOR YOUR PURCHASE, PAYMENT AND SUPPORT

Simply buy these solutions from a single company – Dell/Dell EMC. VDI Complete includes options for completely customizable solutions that are fully supported infrastructure to endpoint by Dell EMC ProSupport to give you a low-risk way to get the help you need, every step of the way^o. With over 30 years of serving customers of all sizes across the globe with desktop and application virtualization solutions, Dell EMC has the expertise, knowledge and resources to make your deployment a success^o. Our VDI Complete options, powered by VMware Horizon and NVIDIA, are your one stop shop to a better path forward with virtualized desktop and application infrastructure with optional virtualized graphics, and dedicated application virtualization.

GET STARTED TODAY

Contact your Dell EMC, Dell or VMware representative today or visit www.vdicompletesolutions to discover how Dell EMC can help you with all-in-one VDI solutions powered by Horizon.

^oNVIDIA GRID software required and available through Dell S&P or directly from NVIDIA with NVIDIA support.

