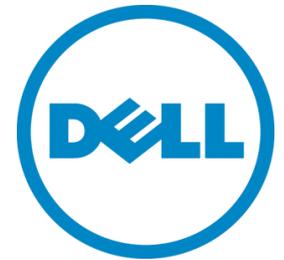




proudly present:

Current State of Private Cloud

Michael Elliott – Enterprise Cloud Solution



CLOUDDEVELOPERS

Mobile, Big Data & Service Models:
Critical Take-Aways for Cloud Developers

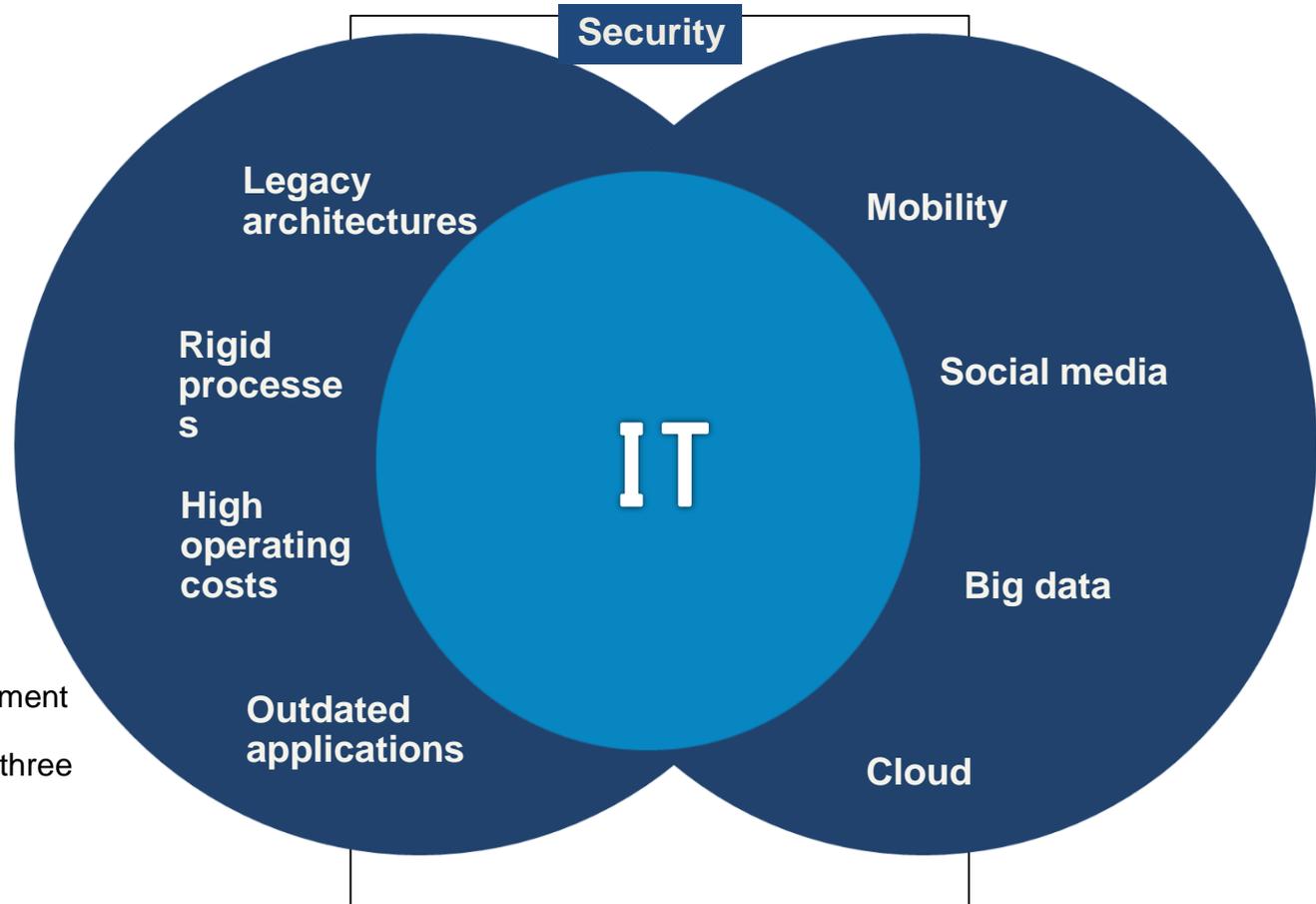
SUMMIT & EXPO 2014

IT is at an inflection point

IT is under pressure from both internal and external factors

70%

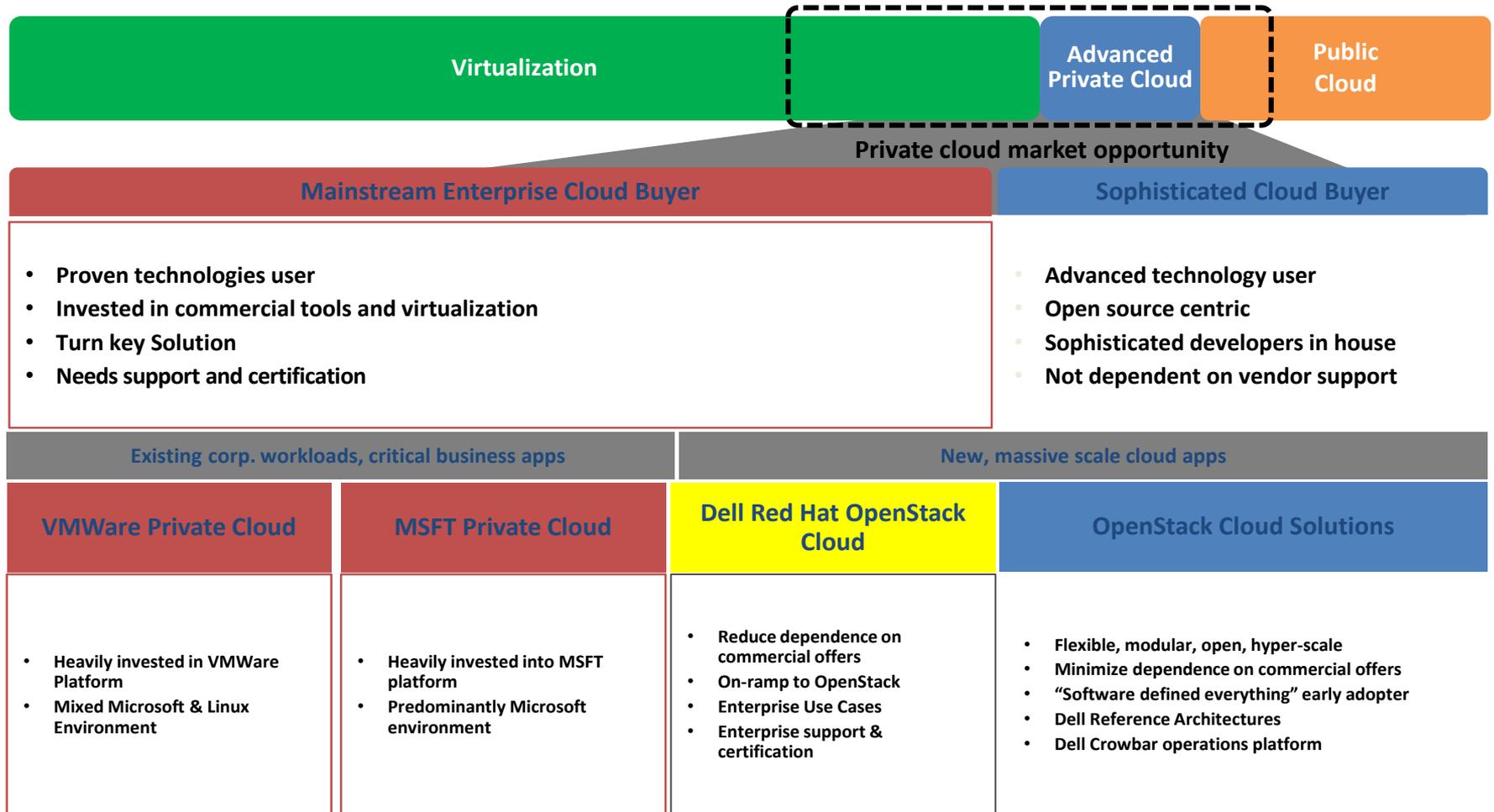
of CXOs expect their IT department to go through a significant or complete overhaul in the next three years*



* Research conducted by Dell through the **Economist Intelligence Unit**, surveying 536 CEOs, CIOs and other CXOs WW

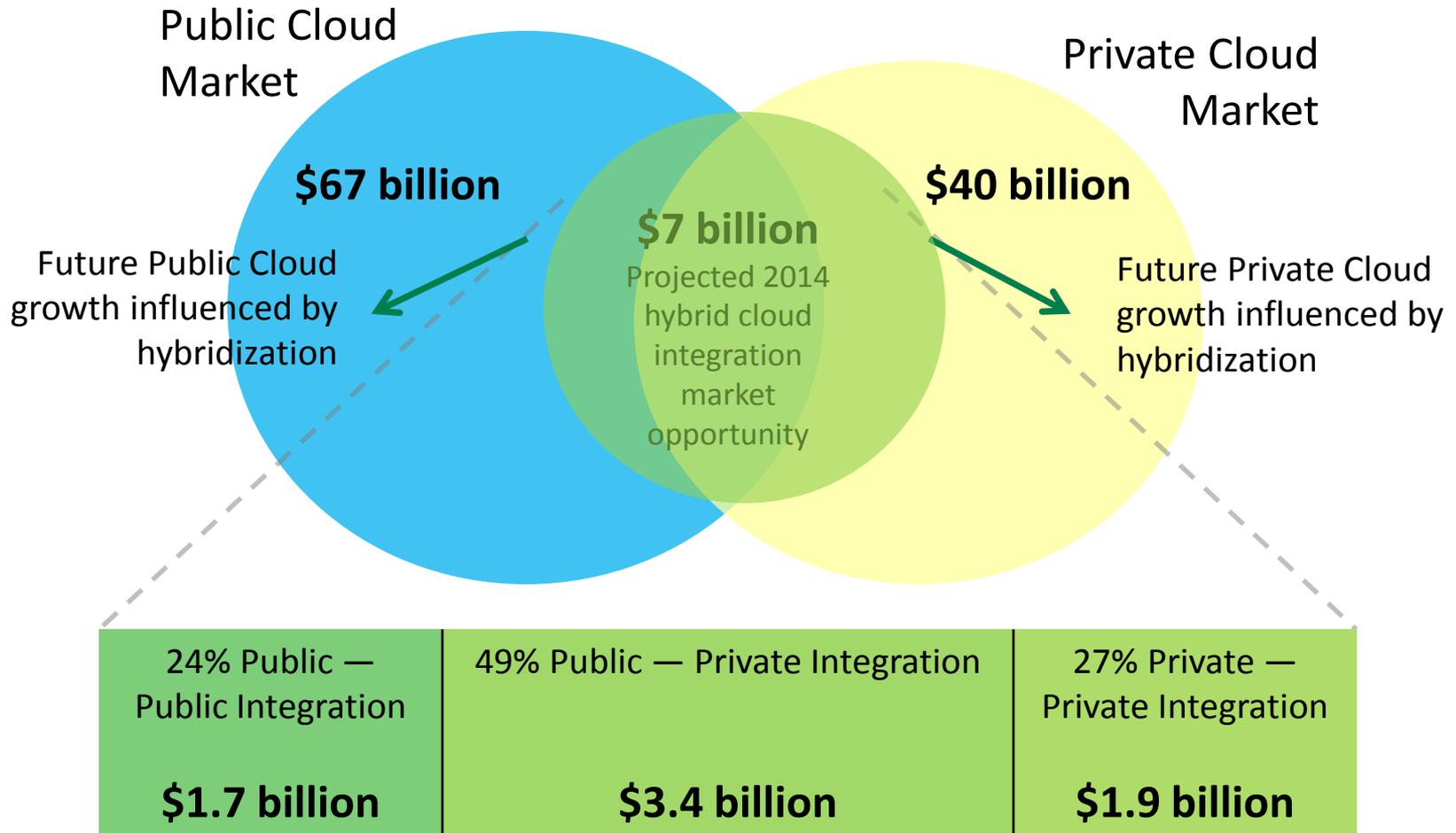
Private Cloud Options

Performance and Choice, at any Scale



The rapidly growing private cloud adoption and flexibility enabled by hybridization is renewing cloud opportunity growth

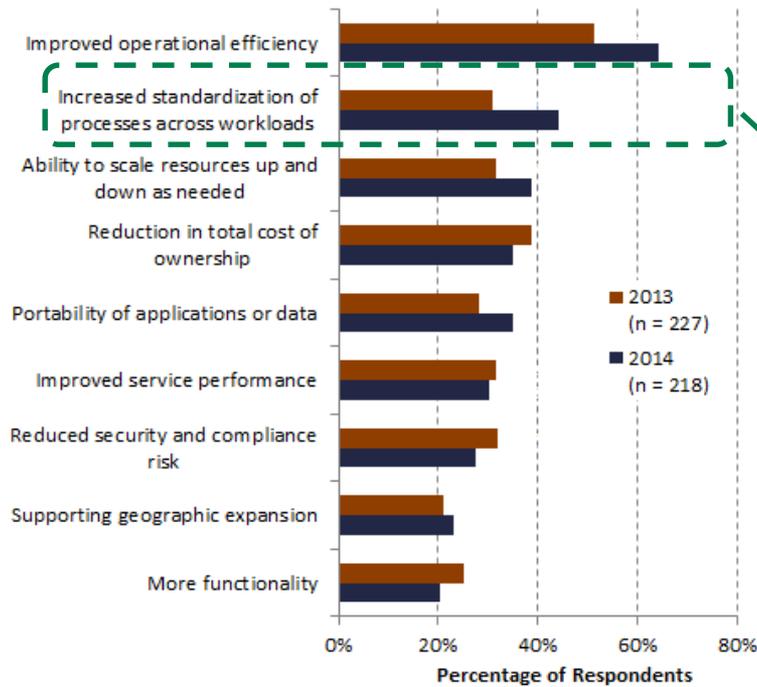
2014 Cloud Market Sizing



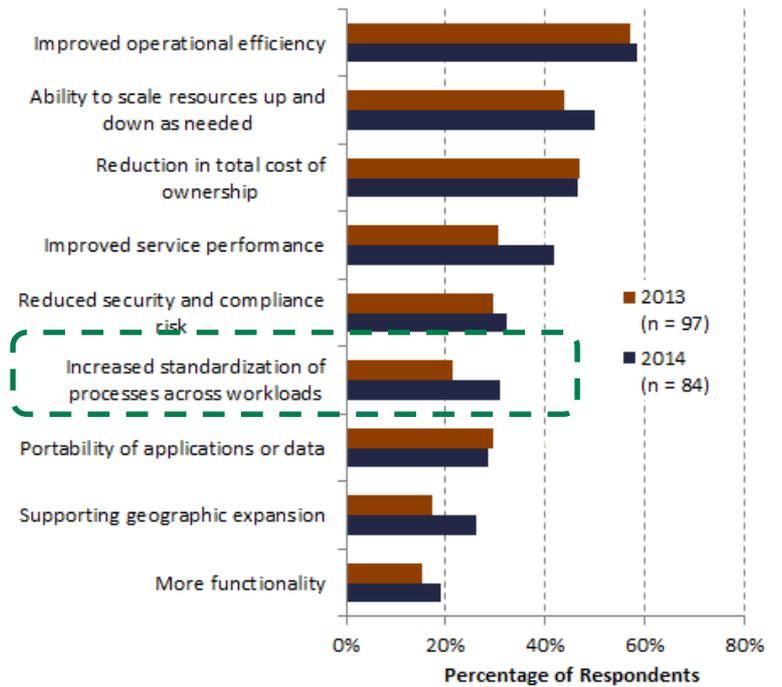
SOURCE: TBR

Perceived Benefits Third Party vs. Self-Build Clouds

TBR **BENEFITS PERCEIVED IN USING THIRD-PARTY-DELIVERED PRIVATE CLOUD SERVICES**



TBR **BENEFITS PERCEIVED IN USING SELF-BUILT PRIVATE CLOUD SERVICES**



SOURCE: TBR

SOURCE: TBR

Staff can no longer pick a technology platform or role and make it a career. Managers have to prepare staff for technologies and service models on the horizon, developing the talent as the technologies and models emerge. This entails hiring agile staff who are comfortable with change, building flatter organizations that allow for quick decision-making and innovative thinking, and continually developing staff.

Source: Susan Grajek and the EDUCAUSE IT Issues Panel

We **enable customers** to develop and leverage the appropriate cloud strategy.

We **combine the broadest choice** of cloud solutions with world-class guidance, to enable IT to respond to a changing business and organizational climate.

Through this, we **ensure Dell customers achieve** the agility and efficiency gains promised by cloud.