



DELL EQUALLOGIC OFFERINGS TO DELIVER STORAGE PRIMED FOR SERVER VIRTUALIZATION

Businesses of all sizes are constantly looking for ways to simplify management and lower the cost of enterprise storage. To advance these objectives, Dell has recently inked an agreement to acquire EqualLogic, a leading provider of high-performance storage area network (SAN) solutions optimized for server virtualization.

Built on a patented peer storage architecture, the award-winning¹

Dell™ EqualLogic® Internet SCSI (iSCSI) arrays offer world-class performance, scalability, and reliability on a platform that is easy to install, maintain, and manage. This enables organizations of all sizes to cost-effectively consolidate storage while helping protect data and applications for enhanced business continuity and disaster recovery.

Dell EqualLogic iSCSI arrays are also optimized for virtualization, allowing them to be easily integrated into Dell and other server virtualization solutions. By deploying Dell EqualLogic shared storage, organizations can reap the full benefits of virtual storage pools, enhanced storage management, and high levels of automation while helping streamline the

migration to a virtualized IT infrastructure.

“Our customers will be dealing with the largest increase in data we have seen in our history over the next few years,” says Michael Dell, chairman and CEO of Dell. “Leading the iSCSI revolution will help Dell accelerate IT simplification and virtualization and will drive the Dell value proposition into more areas of the enterprise storage business.”

At press time, Dell announced plans to grow EqualLogic’s successful channel-partner programs with current and future Dell EqualLogic offerings, and also make Dell EqualLogic offerings available direct from Dell. For in-depth technical coverage on the Dell EqualLogic arrays, turn to page 36.

EVERDREAM ACQUISITION EXTENDS REACH OF REMOTE MANAGEMENT SERVICES

Dell recently completed its acquisition of Everdream Corporation, a leading provider of software-as-a-service (SaaS) solutions for remote-service management. By helping organizations support a highly mobile workforce, these offerings are key to the Dell IT simplification strategy. Dell plans to extend its SaaS offerings to include remote management of globally distributed end-user devices such as desktops and notebooks in addition to servers, storage, and printers.

Built around a powerful, scalable, and cost-effective SaaS platform model, the comprehensive set of Everdream software services is delivered through a single integrated management console—enabling businesses to manage their mobile, distributed workforces over the Web virtually anytime.

“The Everdream acquisition is a significant step in Dell’s next-generation service offerings and provides Dell an expanded presence in the rapidly growing SaaS-enabled

managed services market,” says Steve Schuckenbrock, senior vice president at Dell. “Everdream has developed industry-leading technology that enables customers and partners to easily and affordably manage PCs from anywhere in the world.”

Everdream products will continue to be developed for and offered through channel partners, and will also serve as the foundation for future Dell service offerings. For more information on Dell and Everdream, visit www.everdream.com.

¹ The EqualLogic PS3800XV storage array was awarded SAN Product of the Year at the Techworld Awards 2007, by vote of a judging panel made up of IT industry experts and Techworld editors who evaluated the PS3800XV on the criteria of strategy, creativity, innovation, and effectiveness; see www.event-space.com/techworld2007/winners2007.asp?m_pid=0&m_nid=20945.