kyndryl.

Kyndryl Distributed Cloud with Dell APEX Cloud Platform for Azure Local

Kyndryl, Microsoft® and Dell Technologies expand partnership to streamline cloud operations

Originally developed as an infrastructure-as-a-service offering, Dell APEX Cloud Platform for Azure® was designed to provide a simple way to enable cloud capacity in a defined environment.

Many organizations operate complex multicloud environments to gain the most cost-effective and best-in-class technologies, however the complexity of these environments is a primary blocker for innovation and digital transformation. We see this complexity further elevated in certain verticals such as retail, manufacturing and healthcare, as these industries have highly distributed environments due to their edge locations.

An adaptive cloud strategy is ideal for customers looking to extract value from their various environments without increasing costs, complexity, time-to-value, human error or creating data silos.

Manage costs, improve agility, integrate distributed environments and breakdown data silos

Why Kyndryl Distributed Cloud

Kyndryl delivers an adaptive cloud approach to its customers through its Distributed Cloud services, which leverages integrated AI to improve automation, optimize workloads, enhance application performance, and reduce operational complexity. As IT environments grow more complex, Kyndryl's managed distributed cloud services enable businesses to streamline operations and achieve their strategic goals with greater agility and lower cost, particularly for virtualization and virtual desktop deployments.

Kyndryl's Distributed Cloud services is designed to address critical challenges across industries by offering:

→ **AI-enhanced central management and security:** Streamline management and enhance efficiency by integrating siloed teams, distributed sites and sprawling systems into a single operating model (via Azure Arc) covering operations, security, application and data with end-to-end observability.

→ **Rapid application development and scale:** Empower businesses to maintain control and expand operations as needed using capabilities from Dell Technologies and Microsoft Azure's flexible infrastructure, supporting growth and scalability.

→ **Unified data management:** Support seamless data integration across deployment types with Azure Fabric, extract actionable AI insights, and deliver coordinated workflow orchestration and centralized device management.

→ **Flexible workload placement:** Choose optimal deployment locations—on-premises, edge, Azure or 3rd party public clouds—based on business needs and enabled by Kyndryl's managed services.

Industry use cases for an adaptive cloud strategy

Many geographically dispersed businesses keep certain workloads on-premises to mitigate data privacy penalties. As a result, they often use multiple public clouds, on-premises workloads and edge locations. An adaptive cloud strategy helps them extract value from the various environments without increasing costs, complexity, time-to-value, human error or creating data silos. The advantages can be particularly evident in retail, manufacturing and healthcare:
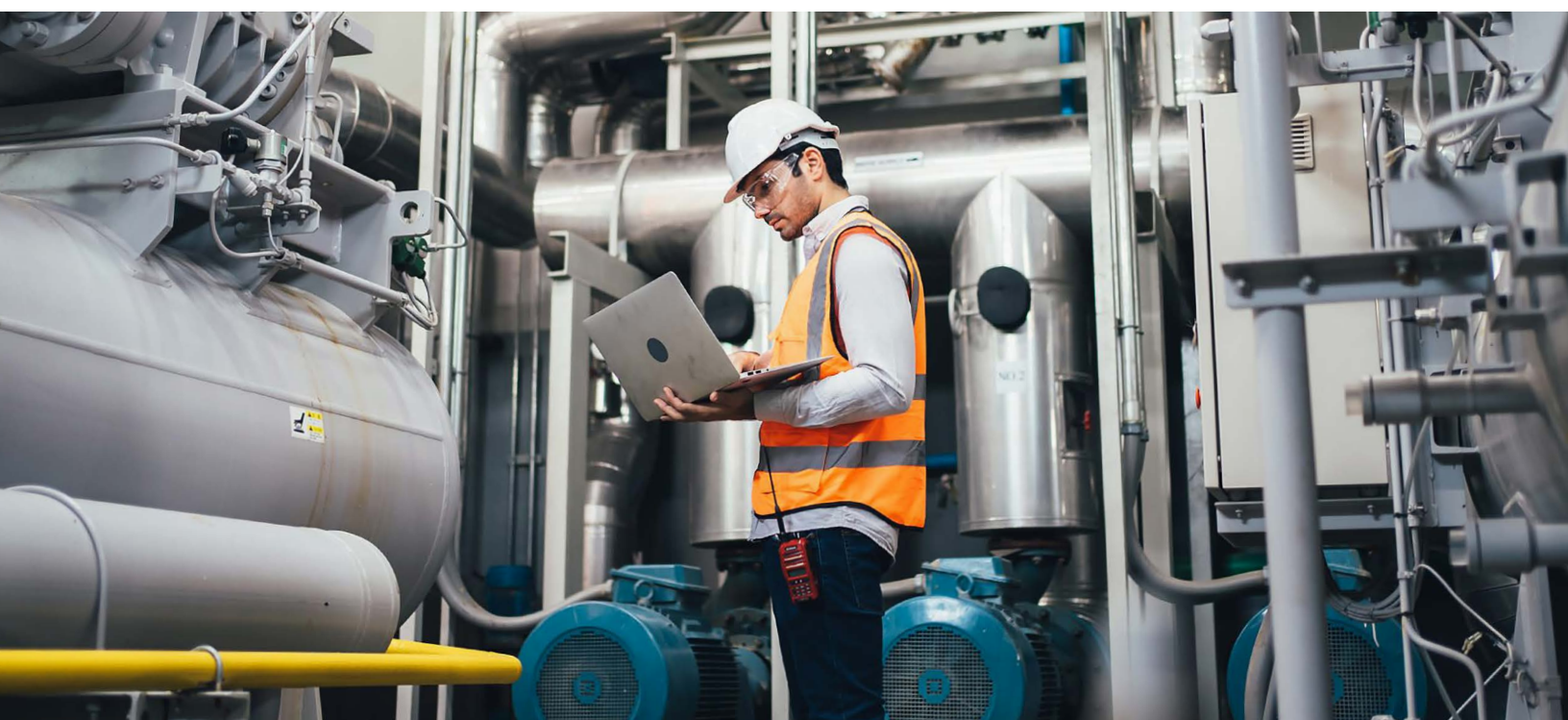
→ **Adaptive cloud strategy for retail:** By integrating data from various sources, retailers can offer personalized promotions and improve customer engagement. To further enhance customer experience and security, retailers can use digital signage, electronic shelf labels and AI for video systems.

→ **Adaptive cloud strategy for manufacturing:** An adaptive cloud can enhance operational efficiency through predictive maintenance and anomaly detection. It streamlines operations by offering a unified platform for managing data and workloads, reducing complexity and accelerating time to value. Additionally, factory data can be leveraged to prevent machine downtime and improve product quality.

→ **Adaptive cloud strategy for healthcare:** An adaptive cloud strategy promotes data democratization, allowing organizations to access and use information from various locations. This facilitates better decision-making and enhances operational outcomes, allowing healthcare providers to concentrate on improving patient experience.

Customer outcomes and benefits

Kyndryl Distributed Cloud with Dell APEX Cloud Platform for Azure offers a comprehensive portfolio of services and technology that deliver a consistent and simplified cloud operating model. Some of the key benefits of this solution include:

→ The automated deployment wizard results in an 88% reduction in deployment steps compared to existing integrated systems, allowing Dell APEX Cloud Platform for Azure for Kyndryl customers to reduce time-to-value when deploying the platform.[1]

→ Dell APEX Cloud Platform enables Kyndryl to offer Hardware-as-a-Service, providing a complete consumption based, cloud-economic model.

→ Organizations can save up to 70% on VDI costs by migrating current solutions to Kyndryl Distributed Cloud featuring Azure Virtual Desktop.[2]

→ Organizations can save as much as 40% in virtualization costs by migrating to Kyndryl Distributed Cloud featuring Microsoft's comprehensive infrastructure stack consisting of operating system, hypervisor (or containers), database, storage and resiliency.[2]

→ Kyndryl will create performant data pipelines from the edge to the cloud or data center by leveraging Azure Data Fabric and Data Services.

Kyndryl Distributed Cloud with Azure Local enables a consumption-based model for the Azure technology stack with an OPEX model from Dell APEX that offers an excellent combination of cost-efficiency, performance and flexibility.
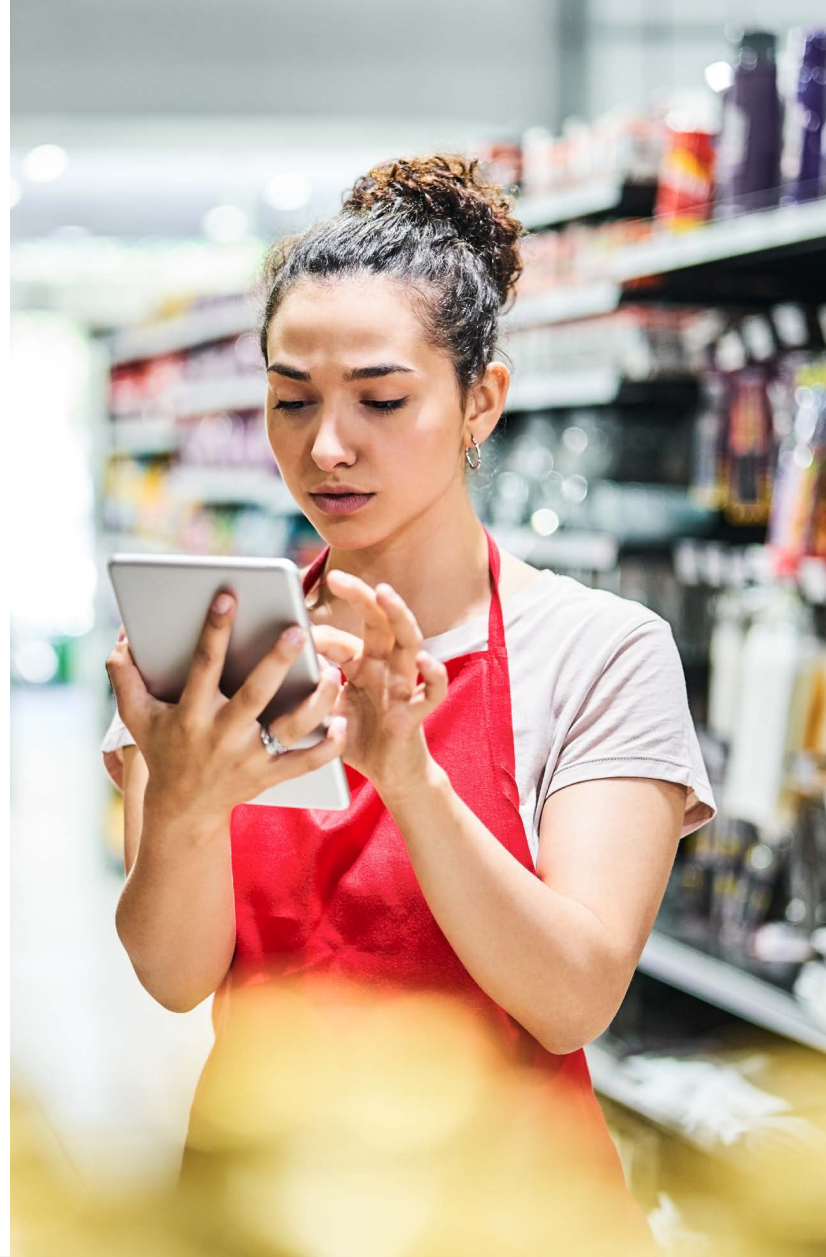
Why Kyndryl

Kyndryl has a proven track record of delivering cloud, hybrid, and edge solutions to Fortune 500 companies. Kyndryl is a Titanium Black partner with Dell Technologies and shares a relationship that is built on more than 20 years of joint engineering and go-to-market collaboration. This has consistently helped provide customers with a powerful combination of strategic guidance and access to world-class technologies.

With 26,000 Microsoft certifications and growing, we consult, design, build and manage complex enterprise systems with Microsoft.

The Kyndryl team spans full-stack developers, architects, program managers, engineers, data analysts, consultants, testers and data scientists, giving us true end-to-end capabilities in designing and delivering impactful solutions.

For more information

To learn more about how the Kyndryl Distributed Cloud can help you manage costs, enhance agility and boost capabilities, go to the Kyndryl and Dell Technologies Alliance page, or contact your Kyndryl representative. Visit us at kyndryl.com

kyndryl.

DELLTechnologies
TITANIUM BLACK PARTNER

Footnotes:

1. Compared to manual deployment. Based on internal analysis. Results may vary. September 2023.

2. Benefits cited are an average across Kyndryl customer assessments and actual savings will vary based on individual customer environments.