

Enterprise cloud power, built for medium business

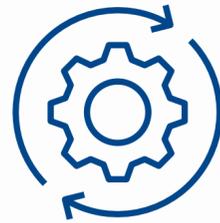
The simplicity, affordability, and reliability of Microsoft Azure Local—
delivered by Dell Technologies

Start here →

Finally, cloud that works for you.

Strike the perfect balance of cloud and on-prem workloads with simplicity, affordability, and reliability.

Introducing Dell AX System for Azure Local. It's powered by Dell and Microsoft and built for the way Medium Businesses (MB) operate.



Simplicity

Hardware, software, and services are all pre-configured to work seamlessly together. And with the familiar interface of Azure, it's simple to deploy, simple to use, and simple to maintain.



Affordability

Predictable cost structure, OEM licensing, and pay-as-you-go pricing for flexibility and scalability.



Reliability

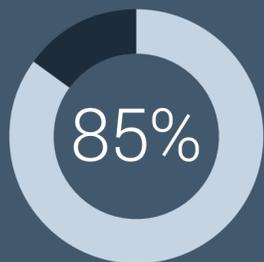
Validated infrastructure works seamlessly with Azure to keep your data protected, your system up to date, and your system secured.

The medium business moment: By the numbers

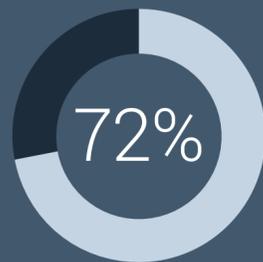
Hybrid is here to stay.

As complexity grows for MBs, so does the need for workload balance, control, and predictability.

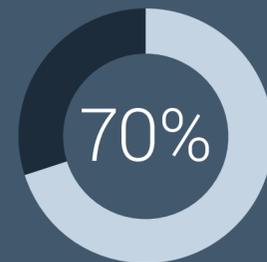
Of Medium Businesses surveyed:



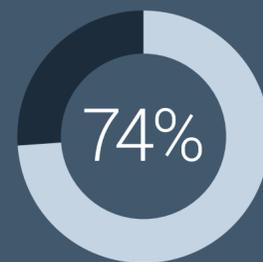
say security is the single most important factor in hybrid success



report an improved security posture from hybrid adoption



have seen simplified compliance and reduced risk



say uptime and availability have improved since going hybrid

Source: Making Hybrid Cloud Work For Midmarket Organizations, 2024

The midmarket challenge



say difficulty managing across environments is top technical hurdle



Three out of 4 organizations still run separate platforms for cloud and on-prem infrastructure



Skills shortages and lack of training are the biggest barriers to scaling hybrid

Enter Dell + Microsoft

One control plane. One ecosystem. A consistent Azure experience—simple, secure, and built on verified infrastructure to scale with your business. Finally, hybrid made easy.

Why Dell AX System for Azure Local is different

The same Azure you know—closer, simpler, and built for control.

With Dell AX System for Azure Local, you don't have to reinvent your environment—you just extend it. It runs the same Azure services you already use, but on Dell-validated infrastructure, so you get a consistent experience across on-prem and cloud. Same APIs. Same tools. Same interface. Same incredible performance.



At the core:

Azure Arc brings unified management and governance across all your environments.

Azure Kubernetes Service (AKS) delivers consistent container orchestration wherever you run workloads.

PowerEdge Servers accelerate IT transformation and future-proof your infrastructure with industry leading, next-generation technologies.

Integrated networking and security help keep data sovereign and performance consistent across every site.

Hybrid world. Seamless view.

It all adds up to a single pane of glass where IT stays predictable, secure, and in sync.

Run native Azure services anywhere—with the same simplicity and control.

Simple to deploy. Simple to use. Simple to maintain.

Managing IT shouldn't require more IT. **Dell AX System for Azure Local** simplifies local and distributed cloud with systems that arrive pre-integrated, pre-validated, and ready to run. From Day 0 through Day 2, planning, deployment, and maintenance is fast, guided, and primed for lean teams.

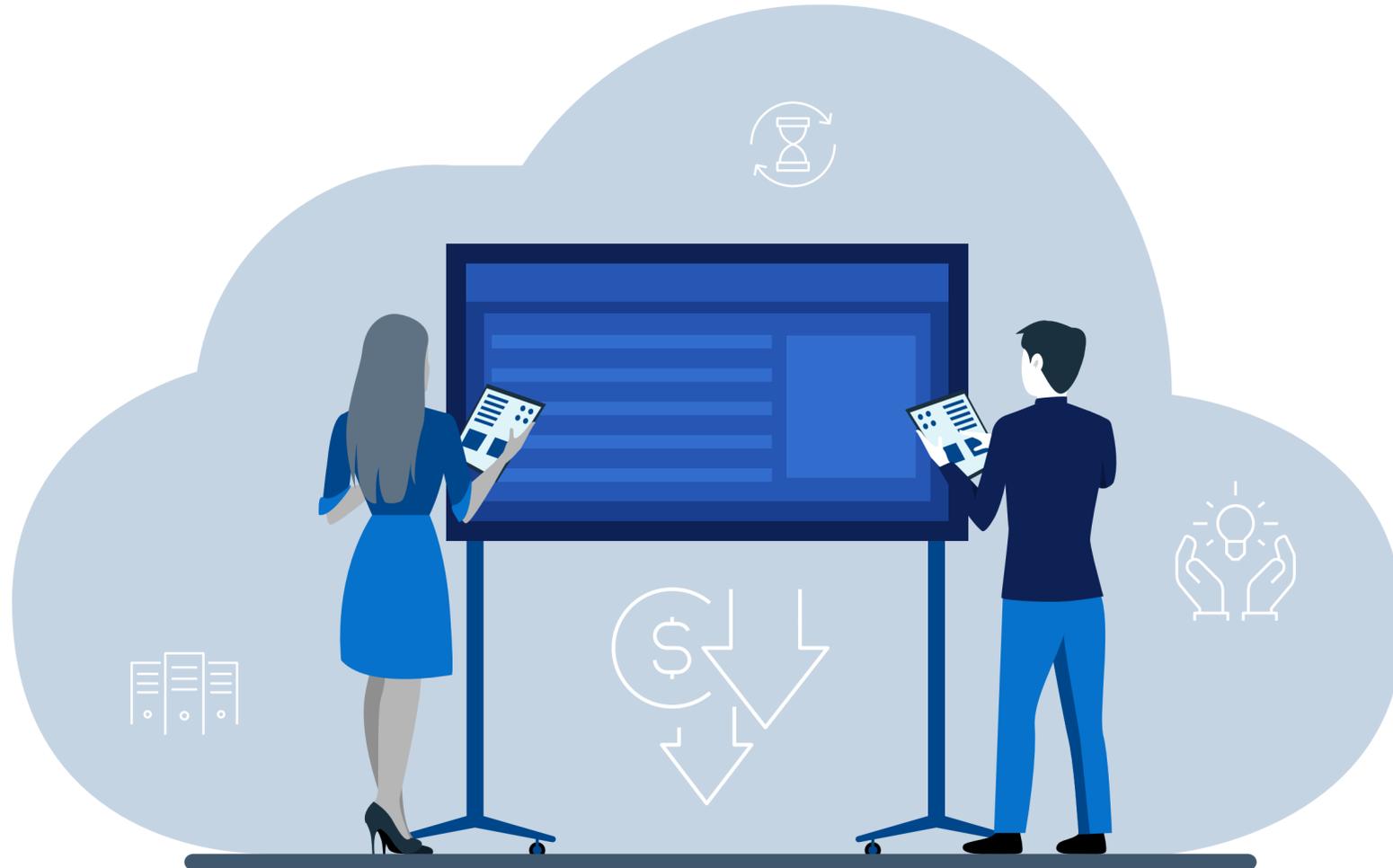
This joint Dell and Microsoft solution is purpose-built hybrid cloud infrastructure designed for Azure Local, so updates, monitoring, and scaling all happen seamlessly through a single Azure Portal view. No new skills. No complicated learning curve. No surprises.

Whether you're managing workloads across data centers, edge locations, or desktop machines, it all looks and feels familiar.

The result: faster deployment, fewer headaches, and a hybrid environment that practically manages itself.



The Azure experience
you already know—just
closer to your data.



Enterprise taste
on a medium
business budget.

Cloud performance without the cloud price tag.

Finally—predictable cloud economics that don't require enterprise agreements. Doing everything in the public cloud can get expensive fast. Between licensing fees, data transfer costs, and unpredictable usage spikes, it's easy for budgets to balloon.

AX System for Azure Local, powered by Dell and Microsoft, helps medium businesses find the right balance of cloud economics that make sense. With **Dell OEM licensing** and **Azure Local**, you get subscription-like flexibility without locking into enterprise agreements. Run workloads locally to help cut egress and networking costs, and take advantage of scalable, pay-as-you-go pricing.

As hypervisor licensing changes drive up costs, more organizations are turning to Azure Local's transparent, right-sized model—built for performance and affordability.

The result: lower TCO, predictable pricing, and the freedom to pay only for what your workloads actually need.

Built for uptime. Engineered for peace of mind.

When your business runs on trust, reliability can't be an afterthought. **AX System for Azure Local**, powered by Dell and Microsoft, is designed for nonstop performance and protection—from silicon to software.

- AX System runs on Dell's proven **PowerEdge platform**, validated with Microsoft to ensure every update, patch, and security layer works seamlessly.
- **Zero-trust architecture**, built-in cyber resilience.
- **Joint support through Dell ProSupport** monitoring means your environment stays secure and your team stays confident.

Reliability isn't just uptime—it's peace of mind knowing your data, systems, and people are protected every step of the way.

The result: uninterrupted operations, unified support, the confidence to focus on the future.



Confidence comes
standard.



INDUSTRY APPLICATION: RETAIL

Real-time insights, store by store.

In retail, moments matter. AX System for Azure Local helps distributed stores and locations process and analyze data right where it happens—on-site. Edge computing keeps latency near zero, so teams get instant insights for things like inventory tracking, pricing, and customer flow, while analytics and AI still sync seamlessly with Azure.

The result: faster decisions, fewer delays, and a consistent customer experience across every location—without relying on distant data centers.

INDUSTRY APPLICATION: MANUFACTURING

Cutting-edge AI at the edge.

On the factory floor, every millisecond counts. With Dell AX System for Azure Local, manufacturers can run latency-critical workloads—like machine-vision models and sensor data aggregation—directly on-premises. It allows data owners and operators to get immediate feedback without the lag (or cost) of sending data to the cloud and back, millions of times over.

Dell’s validated infrastructure and seamless integration with Azure keep everything connected and secure, while automation tools simplify scaling from pilot to production.

The result: higher efficiency, predictive insights, and production that keeps pace with innovation.





INDUSTRY APPLICATION: EDUCATION

Flexible, secure access for every learner.

Schools and universities need simple, reliable ways to deliver virtual desktops without stretching IT thin. Dell AX System with Azure Local lets institutions keep student data on-premises while using Azure Virtual Desktop to provide fast, consistent access to apps—from classrooms to dorms to remote locations. Built-in resilience, centralized management, and predictable costs help districts modernize without complexity.

The result: smoother learning experiences, stronger data protection, and more affordable, scalable access to the resources students and faculty rely on every day.

More Dell + Microsoft Premier Solutions

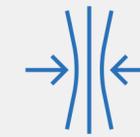
From desktop to cloud



Dell PowerStore for Azure Local

Dell PowerStore for Azure Local offers MBs a high-performance, simplified hybrid cloud experience with enterprise-grade storage, seamless Azure management, and flexible scaling. Built for hybrid operations, it delivers consistent Azure operations on-premises, simplifies management, and empowers your team to focus on growth—not infrastructure headaches.

[Read Infographic/Solution Brief >](#)



Dell Cyber Resilience Solutions for Microsoft Azure

Dell Cyber Resilience Solutions for Microsoft Azure safeguard critical workloads with layered protection, automated recovery, and advanced cyber-resilience features. Designed for hybrid environments, they strengthen security, maintain continuity, and reduce risk. With flexible deployment and Azure integration, they improve readiness and speed recovery.

[Read Solution Brief >](#)



Azure Local OEM License

Azure Local OEM License is a one-time, perpetual software bundle that is flexible, easy, and affordable – and it comes pre-installed with Dell AX System for Azure Local, an end-to-end Azure hybrid cloud that is easy to deploy and manage.

[Read Solution Brief >](#)



Build your hybrid cloud, build your business.

You've seen what's possible with Dell AX System for Azure Local, powered by Dell and Microsoft.



It helps you reclaim control of your data and operations.



It lowers total cost of ownership.



It stays up to date seamlessly, so your business can stay relevant.



It keeps your system up so you can think ahead.



Now it's your turn to explore the path that fits your business best.

Your cloud. Your terms. Your move.

RESOURCES

[Watch an Azure Local video >](#)

[Explore the TCO & Forrester Insights study >](#)

[Read customer case studies by industry >](#)

[Schedule a consultation or assessment >](#)

[Visit the full Azure Local for Medium Business hub >](#)

[AX System for Azure Local Customer Deck >](#)

[Forrester Study >](#)

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