





# Simplicity. Affordability. Reliability.

The Dell Technologies Advantage for  
Medium Business with Microsoft Azure



## Enterprise-level expectations, medium-sized scale

As a medium-sized business leader, you navigate unique challenges when it comes to AI and modernization:

-  How do you meet enterprise-level operational demands without enterprise-level time and resources?
-  How do you accelerate progress and enable growth without breaking the bank?
-  How do you keep your data secure from breach or accidental loss?
-  How can you meet your sustainability goals?

You need infrastructure that is streamlined, resilient, and cost-optimized, so your team can accelerate from ideas to innovation.



Maximize resources with pre-validated IT ecosystems (compute, storage, networking, security) with AI-assisted automation



Reduce risk with built-in zero-trust support, secure remote access, and endpoint protections across on-premises and cloud environments



Enable hybrid and remote work with local and cloud networking solutions that provide reliable, secure, and scalable connectivity and integrate cloud scalability with simplified management



Enhance sustainability and track ESG progress with energy-efficient infrastructure, automated power management, lifecycle management (asset recovery), and AI-powered insights

# The solution: Dell Technologies and Microsoft

Enter Dell AX System for Microsoft Azure Local. It provides the turnkey, purpose-built hybrid cloud infrastructure solutions you need to drive your business forward. Dell solutions for Microsoft Azure offer:



## Simplicity.

Take advantage of co-developed and integrated solutions to get the most out of AI now. Achieve enterprise performance in a simple, pre-validated package that deploys fast.



## Affordability.

Optimize costs and workloads while achieving efficiencies in storage, energy, and maintenance. Flexible purchasing options and integrated solutions keep mid-sized to large business needs in focus.



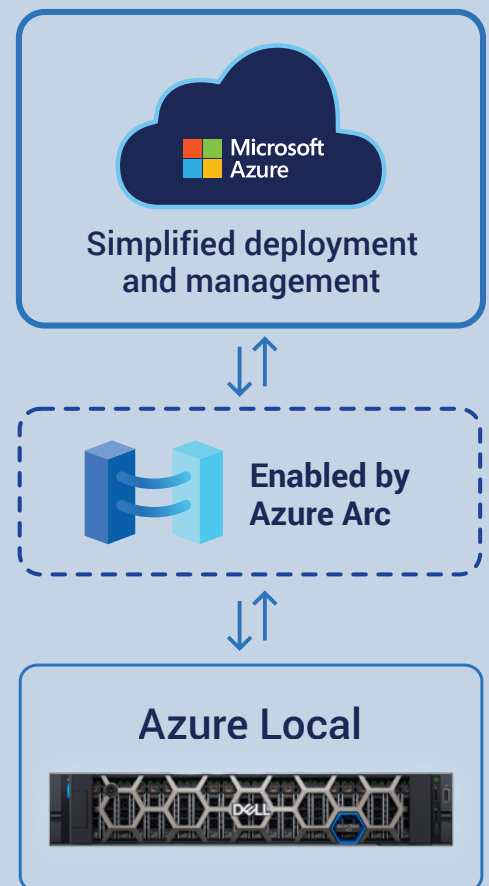
## Reliability.

Rest assured with cyber resilience and security with built-in, co-engineered features like zero-trust support and secure remote access to secure both cloud and on-premises environments.

# Dell AX System for Azure Local: The foundation for your Azure adaptive cloud

Dell AX System for Azure Local delivers turnkey, purpose-built hybrid cloud infrastructure that is designed for on-premises Azure deployments. With a Microsoft-native management experience, this solution enhances automation and integration, empowering medium-sized organizations to innovate and optimize their Azure hybrid cloud environment.

The Dell AX System integrates Microsoft-native tools and the Dell OpenManage Integration with Microsoft Windows Admin Center to provide simplified, at-scale operations and rapid feature updates. Hardware updates, including BIOS, firmware, and drivers, are managed through a unified workflow in Azure Update Manager, ensuring your systems stay current with the latest enhancements and security patches. To maintain smooth operations, it includes rigorous compatibility checks and regular readiness assessments for infrastructure updates, Azure Local instance expansion, and storage capacity expansion. This proactive approach helps you avoid potential issues, ensuring a seamless experience as your infrastructure evolves.

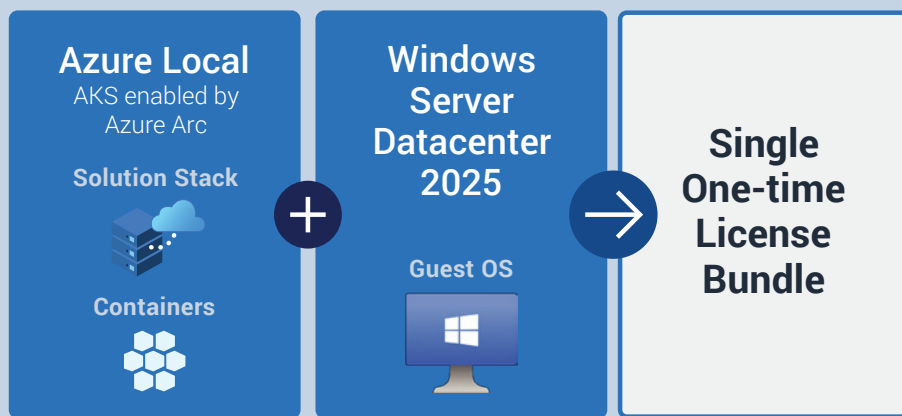


# OEM License for Azure Local: Simple, scalable hybrid cloud with a perpetual license bundle

The OEM License for Azure Local provides a whole new way to license software for Dell AX System for Azure Local, especially in the context of competitors' hypervisor pricing landscape. It's a one-time, fixed-price, perpetual software bundle that's as easy and flexible as it is affordable – perfect for medium-sized businesses like yours.

## OEM License for Azure Local

One-time perpetual license,  
pre-installed out of the box  
with Dell AX System for  
Azure Local



This premier solution empowers IT to consume two core software services: Azure Local, which includes Azure Kubernetes Service (AKS) enabled by Azure Arc, and unlimited Windows Server Datacenter 2025 guest VMs. You'll



Save money with a perpetual, non-transferable license that remains with the hardware for its lifetime.



Eliminate recurring license renewals and unexpected Azure services costs.



See a 67% annual reduction in reboots, from monthly to quarterly (12 to 4 per year), when you install OS security patches without having to restart your VMs.

Together, Dell and Microsoft deliver comprehensive, cost-effective, and future-proof solutions medium-sized businesses need, backed by the combined expertise of both.

### Want to learn more?

Contact your rep or email  
[MSFTAzureAlliance@dell.com](mailto:MSFTAzureAlliance@dell.com)  
to get started.