

# Press Release

## Dell EMC Expands Solutions Portfolio for the Modern Service Provider

New, open solutions modernize, automate and transform service delivery infrastructure and economics from the edge to the core to the cloud

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### STORY HIGHLIGHTS

- Expands uCPE capabilities of Dell EMC Virtual Edge Platform with support for VMware vSphere 6.7 software
- Enhances Telco Cloud Ready Solution with VMware vCloud NFV 3.0 to accelerate adoption, speed service delivery
- New Dell EMC Service Provider Analytics Ready Architectures with partners Cardinality, Zaloni help service providers gain real-time insights into operations and experiences

**MOBILE WORLD CONGRESS AMERICAS, LOS ANGELES, SEPTEMBER 12, 2018** - [Dell EMC](#) introduces enhanced solutions for the modern service provider to help expand enterprise edge service delivery, accelerate telco cloud adoption, and enhance analytics to create more revenue opportunities and improve operational efficiency.

Dell EMC has systematically increased its investments in solutions engineered expressly for service providers including communication service providers, managed service providers and cloud service providers. These service providers are in a unique position as they represent the foundation for the evolving consumption models for enterprise IT. Simultaneously, in an effort to become more agile, these service providers are undergoing significant digital transformation initiatives, just like the customers they serve.

“We aim to be to the infrastructure company of choice for all service providers,” said Tom Burns, senior vice president and general manager, Dell EMC Networking and Solutions. “Our latest enterprise edge, telco cloud, and analytics solutions with partners are critical building blocks to enabling a profitable growth path for today’s service providers.”

### EXPANDING CAPABILITIES AT THE ENTERPRISE EDGE

Enterprises big and small are flocking to next-generation universal Customer Premise Equipment (uCPE) solutions as on-ramps to the cloud. These new platforms can help improve service provisioning and reduce CapEx and OpEx costs by replacing numerous legacy fixed-function devices with a single, virtualized platform that can perform a number of networking and security functions. To enable uCPE functionality, customers need to add specialized platform software. To that end, Dell EMC is expanding the software ecosystem for its Virtual Edge Platform (VEP) family with uCPE software from VMware vSphere 6.7.

With VMware vSphere 6.7, customers gain instant access to robust, proven platform software coupled with extensive ecosystems of on-boarded virtual network functions for SD-WAN, firewall, WAN acceleration, routing, and deep packet inspection. This means now enterprise do-it-yourselfers and managed service providers alike have a set of tested, validated options at their disposal to transform wide-area infrastructure, optimizing it for cloud access.

### ACCELERATING TELCO CLOUD ADOPTION

According to research firm Gartner, Communications Service Provider Operational Technology network infrastructure, software, and services expenditures worldwide are expected to grow from \$165.8B in 2018 to \$188.2B by 2022.<sup>1</sup> To help maximize the value of such investments and complement what Dell EMC is doing at the edge, the company enhances its Dell EMC Ready Solution for VMware NFV Platform with support for VMware vCloud NFV 3.0 edition software.

VMware vCloud NFV includes the latest Dell EMC 14th generation PowerEdge servers based on Intel® Xeon® Scalable Processors, from the world’s #1 server vendor.<sup>2</sup>

Dell EMC Consulting can also help set up an automated deployment option for VMware vCloud NFV to reduce deployment time. This accelerates time-to-service delivery and enables a consistent, repeatable experience to reduce errors and complexity.

Other key features include support for Kubernetes to facilitate adoption of containers for service providers. Kubernetes is the open source standard for managing containers and a foundation for building cloud native solutions. In addition, leveraging Dell EMC’s strength on Open Networking, the solution also provides network fabric support with our key ecosystem partner Big Switch Networks to help service providers build a data center fabric.

### BRINGING BIG DATA ANALYTICS TO SERVICE PROVIDERS

Modern service providers need to deal with petabytes of operational data on a daily basis. This data is critical to their internal operations and to measuring and monitoring the customer experience. Intelligent data use is the key to success in meeting the inherent challenges and opportunities. To master the volume, variety and velocity of all this data and derive maximum value from it, modern service providers need a system that can manage, analyze, and act on data in a timely and intelligent way.

Dell EMC introduces two new Service Provider Analytics Ready Architectures – one for Cardinality and one for Zaloni. The Service Provider Analytics Ready Architectures build on Dell EMC’s proven Ready Solutions for AI, adding software from Cardinality or Zaloni to help service providers put data insights to use across a variety of use cases, including network operational intelligence, customer experience optimization, location-based services, campaign management, fraud detection, and network planning.

Dell EMC Service Provider Analytics Ready Architectures help service providers combine real time and historical analytics, allowing data to be acted upon before the window of opportunity passes, help to break down data silos for efficient data sharing, and help democratize data by giving developers and data scientists access to data they need to implement new use cases.

By working with Cardinality and Zaloni, customers gain access to cutting-edge software designed to address some of the most challenging use cases, building a path from big data to machine-learning to ultimately AI-enable service providers. By running Cardinality and Zaloni software on proven Dell EMC infrastructure for Big Data, service providers benefit from a scalable Big Data platform designed to get into production faster and yielding up to a 2X return-on-investment when compared to do-it-yourself analytics solutions.<sup>3</sup>

#### **SUPPORTING QUOTES:**

“We share a common vision with Dell EMC to help communication services providers around the world to modernize their infrastructure and realize new economics – and the connected edge is a critical part of the modern infrastructure,” said Shekar Ayyer, Executive Vice President, Strategy and Corporate Development and General Manager, Telco NFV Group, VMware. Together, we have a winning solution powered by Dell EMC’s leading PowerEdge portfolio and our customer-proven VMware vCloud NFV platform.”

“Cardinality sees a real opportunity to disrupt the analytics space” said Prashant Kumar, CTO, Cardinality. “By working with Dell EMC on this new Ready Architecture, together we can provide a global, scalable and supportable AI-focused analytics platform that enables fast ROI for service providers.”

“Making sense of all the data that comprises a modern service provider operation requires modern solutions,” said Michael Steed, VP Strategic Partnerships, Zaloni. “The new Ready Architecture with Dell EMC will make such solutions available for rapid deployment allowing service providers to quickly operationalize and take action on their data lakes.”

#### **AVAILABILITY:**

- The Dell EMC VEP4600 outfitted with VMware vSphere 6.7 will be available starting on October 1, 2018
- The Dell EMC Ready Solution for VMware NFV Platform version 3.0 will be available worldwide beginning on October 8, 2018
- Dell EMC Ready Architectures for Service Provider Analytics with Cardinality and Zaloni will be available beginning on October 10, 2018

#### **Additional Resources:**

- [Dell EMC Service Provider](#)
- [Dell EMC VEP4600](#)
- [Dell EMC Ready Solution for VMware NFV Platform solution brief](#)
- [Dell EMC Ready Architecture for Service Provider Analytics – Cardinality solution brief](#)
- [Dell EMC Ready Architecture for Service Provider Analytics – Zaloni solution brief](#)
- [Dell EMC Data Analytics Ready Solutions](#)
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#### **About Dell EMC**

Dell EMC, a part of Dell Technologies, enables organizations to modernize, automate and transform their data center using industry-leading converged infrastructure, servers, storage and data protection technologies. This provides a trusted foundation for businesses to transform IT, through the creation of a hybrid cloud, and transform their business through the creation of cloud-native applications and big data solutions. Dell EMC services customers across 180 countries – including 98 percent of the Fortune 500 – with the industry’s most comprehensive and innovative portfolio from edge to core to cloud.

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<sup>1</sup> Gartner, Forecast: Communications Service Provider Operational Technology, Worldwide, 2016-2022, 2Q18 Update, Michael Porowski, Ian Keene, et al., 25 July 2018

<sup>2</sup> IDC WW Quarterly x86 Server Tracker, Q2 2018, Sept. 5, 2018 – Units & Vendor Revenue

<sup>3</sup> Based on a [Forrester Total Economic Impact Study commissioned by Dell EMC](#), May 2018