

## Realize the value of Dell APEX Data Storage Services

Professional Services for Dell APEX

### Essentials



### Achieve additional outcomes

- Create IT and business consensus
- Automate and improve efficiency of storage operations
- Leverage storage expertise
- Keep the skills of your storage team up to date

### Simplify consumption of storage as-a-Service

To keep pace with rapidly evolving business needs, you need to focus more on the requirements of your business and less time managing IT infrastructure. With Dell APEX Data Storage Services, you gain simplicity, agility and control for block and file services, removing the complexity of managing storage infrastructure with built-in management capabilities across the technology lifecycle.

### Make the value of Dell APEX Data Storage Services tangible for your business stakeholders

Most organizations currently face the challenge of how to improve the experience of their business stakeholders to slow the trend of bypassing the IT organization to purchase public cloud resources. How to address this challenge depends on your operational maturity, existing skillsets and the time available to focus on improved service delivery.

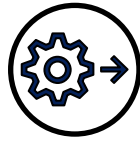
Dell APEX Data Storage Services is an important first step to improve the business stakeholder experience, giving IT organizations block and file capacity on-demand. Professional Services for Dell APEX help you take the next steps to extend these benefits to your business stakeholders.

# Increase confidence by your stakeholders in your storage as-a-Service solution

## STRATEGIZE



## IMPLEMENT



## ADOPT



## SCALE



### Dell APEX Professional Services for Dell APEX Data Storage Services

With this portfolio of Professional Services for Dell APEX, you can empower your teams and realize your business outcomes for Dell APEX Data Storage Services more quickly and effectively. You can focus more of your energy on your business stakeholders, delivering even more value, while improving the efficiency and responsiveness of your IT organization. With these value-added professional services, you can make it easy for these stakeholders to consume block and file services.

#### Strategize – Create consensus for your storage as-a-Service approach

Align your business stakeholders for storage as-a-Service needs with an Accelerator Workshop. ProConsult Advisory Services can help you create and implement a strategic plan to drive success for your storage as-a-Service initiative.

#### Implement – Validate operational readiness for storage services

Automation and storage integration into the IT service catalog makes Dell APEX storage as-a-service visible to business stakeholders. Our experts work with your team to automate storage operations with infrastructure as code to make your IT request process fast, simple to use, and encompasses the approval, verification and validation processes, assuring compliance with company policies, quotas and standards. We can also tailor your storage-as-a-service implementation with Additional Deployment Time.

#### Adopt – Act on storage as-a-Service operational plans

Residency Services can provide specialized experts with deep technical skill and experience in storage solutions. Managed Services provides day-to-day storage operations, monitored 24x7, enabling you to simplify storage operations and focus on business priorities. Data Migration Services provide greater control, security, and value through standardized processes in planning, execution and knowledge transfer.

#### Scale – Fine-tune your storage as-a-Service solution

With Keep Your Hard Drive, you retain physical control over your sensitive data and you can decide how and when to dispose of your data.



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