

Virtualisierung neu gedacht!

IT-BUSINESS **STORAGE INSIDER**

MEHR AUTOMATION, WENIGER STRESS:
IHR UPGRADE FÜR MODERNE IT-INFRASTRUKTUR

WEBINAR
17. März
15.00 Uhr

**VIRTUALISIERUNG NEU
GEDACHT: DELL NATIVEEDGE
& PRIVATE CLOUD**


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Dell Technologies



[▶ Jetzt anmelden](#)



17. März 2026

DELLTechnologies

Agenda

- Begrüßung & Vorstellung
- Einordnung: Dell Automation Platform als Basis
- Markt & Herausforderungen bei Distributed Datacenter / Edge
- Dell NativeEdge im Überblick (Lösung & Architektur)
- NativeEdge als Alternative zu VMware
- Dell Private Cloud
- Abschluss



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Cloud Architect - Global Presales – Multicloud

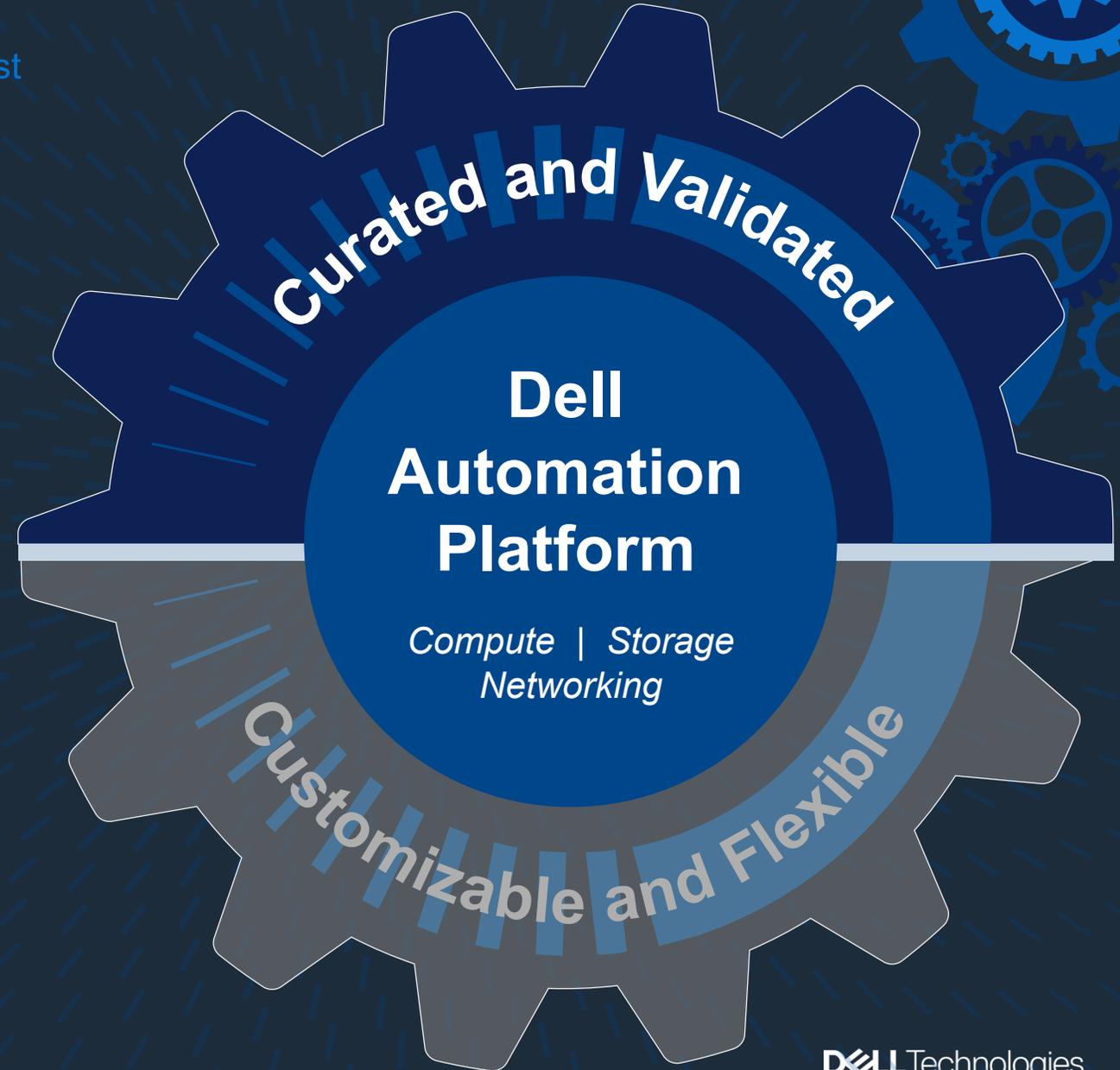
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Curated and Validated

Built and tested by Dell experts who know the technology best

 Dell Private Cloud Easily deploy and manage private cloud without software lock-in	 Dell AI Solutions Accelerate time to value for AI solutions	 Dell NativeEdge Full stack OS with centralized operations from the data center to the edge
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intel.  NVIDIA  Dell Technologies
NativeEdge OS

AMD  NUTANIX  Red Hat  vmware[®]
by Broadcom

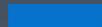
Journey from edge computing to distributed data centers

Dell NativeEdge has evolved to address the modern challenges of virtualization throughout distributed environments

EDGE COMPUTING

Single node deployments and small clusters

No local IT staff



Robust security framework

Support for VMs and containers

Hardware for edge environments

Local inferencing

High levels of automation



⊗ Operational complexity

⊗ Security vulnerabilities

⊗ High entry costs

⊗ Rigid hardware requirements

⊗ Licensing disruption

DISTRIBUTED DATA CENTERS

.....> Small to medium size clusters up to 8 nodes

.....> Minimal local IT staff



.....> Zero-trust security framework

.....> VMware alternative

.....> Hardware for distributed environments

.....> Multicloud-enabled

.....> Full automation



Marktbegleiter



The logo for Microsoft Azure, with the word "Azure" in a blue and green gradient font.



The logo for Google Cloud, featuring the multi-colored Google Cloud icon and the text "Google Cloud".

Google Distributed Cloud Edge

The logo for Nutanix, with the word "NUTANIX" in white capital letters on a black background.



The logo for Lenovo, with the word "Lenovo" in white capital letters on a red background.

The logo for Citrix, with the word "citrix" in lowercase black letters.

The logo for Hewlett-Packard (HP), with the letters "HP" in white and a green "E" on a black background.

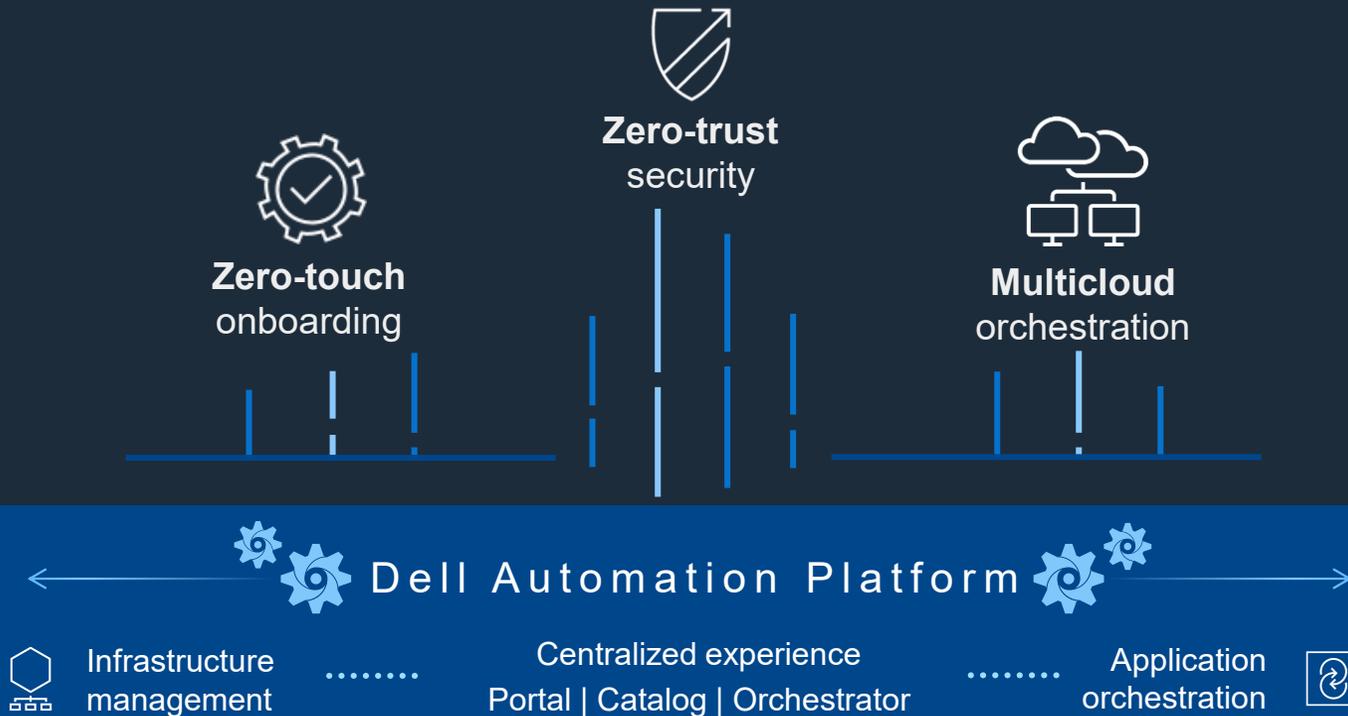
The logo for Proxmox, featuring a stylized "X" icon and the text "PROXMOX" in white on a dark background.

The logo for Acumera, featuring a blue diamond icon and the text "Acumera" in blue.

The logo for Scale Computing, featuring a blue double-slash icon and the text "SCALE COMPUTING" in white on an orange background.

Dell NativeEdge – our software for standardization and virtualization

Innovate wherever you operate



- **Centralize operations:** Zero-touch deployment and automated lifecycle management
- **Enhance security:** Secure device onboarding and a zero-trust framework
- **Adapt to any environment:** Seamless support for VMs and containers
- **Optimize for AI:** Orchestrate AI workloads and frameworks with ease
- **Reduce costs:** Automation, streamlined management, and low entry cost



NativeEdge OS
Incl. Hypervisor



Containers



Virtual machines

Full-stack solution purpose-built for the edge and distributed data centers

DELLTechnologies



Centralize operations



Enhance security



Adapt to any environment



Optimize for AI



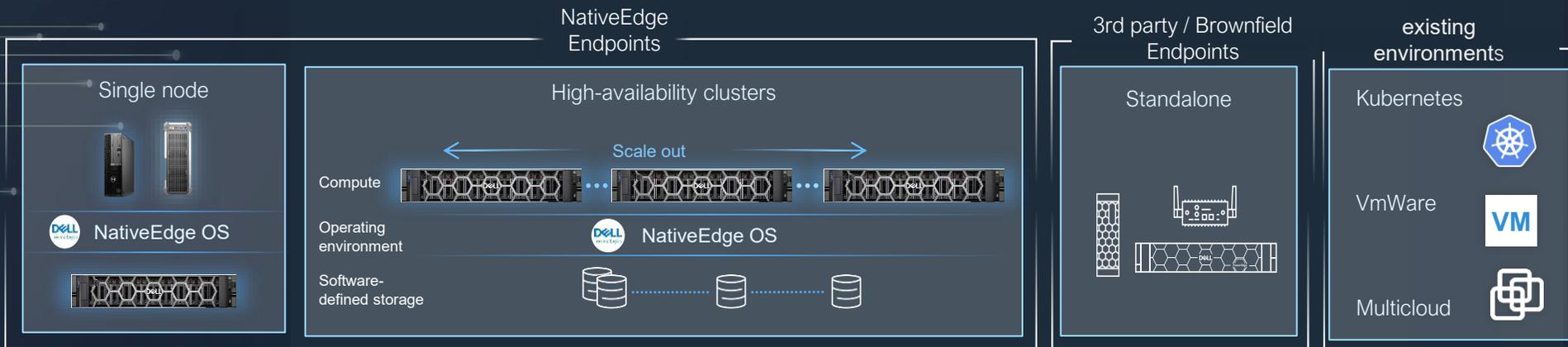
Reduce costs

←  Powered by **Dell Automation Platform**  →
Portal | Catalog | Orchestrator

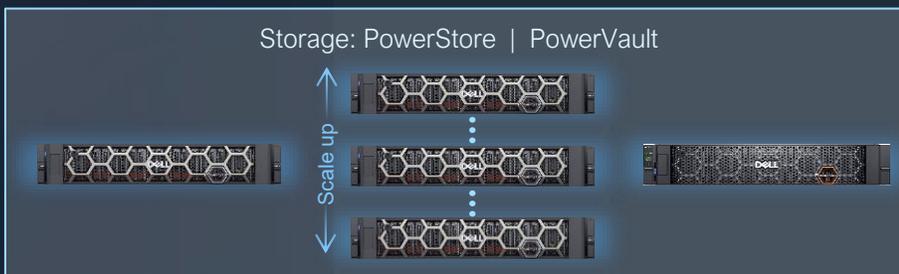
ISV or custom applications on VMs and containers



Flexible infrastructure options



Optional external storage / backup





Centralize operations



Enhance security



Adapt to any environment



Optimize for AI



Reduce costs

NativeEdge Endpoints

A broad portfolio of form factors, compute density, and capabilities factory-integrated with NativeEdge OS



PowerEdge XR Chassis



PowerEdge R670



Dell Pro Slim Plus XE5*



PowerEdge T160



PowerEdge T360



PowerEdge XR4510C



PowerEdge XR4520C



PowerEdge R260, R360, R660, R660xs



PowerEdge R6715



PowerEdge R760, R760xs



PowerEdge R770



PowerEdge XR8610t



PowerEdge XR8620t



Precision 7960XL Rack Server



PowerEdge R7725



Precision 5860XL



Precision 7960XL



PowerEdge T560



PowerEdge XR5610



PowerEdge XR7620

Dell Technologies is the #1 global leader in edge storage and edge servers¹

* Coming soon

¹ IDC Worldwide Quarterly Enterprise Infrastructure Tracker: Buyer and Cloud Deployment, Q2 2025, September 2025. Based on revenue. Edge storage and edge servers refer to the heavy edge category, which IDC defines as the physical equipment that serves as the foundational infrastructure for edge.

Simple purchasing and packaging options



NativeEdge software



NativeEdge Endpoints

- 1, 3, 4, and 5-year subscription plans
- Product and support fees included
- Variable per device management fee (no licensing based on cores)
- “Standard” and “Advanced” options
- On-prem and SaaS options

- PowerEdge T-Series Tower Servers
- PowerEdge XR-Series Ruggedized Servers
- PowerEdge R-Series Rack Servers
- Precision Rack Servers
- Precision and OptiPlex PCs



Centralize operations



Enhance security



Adapt to any environment

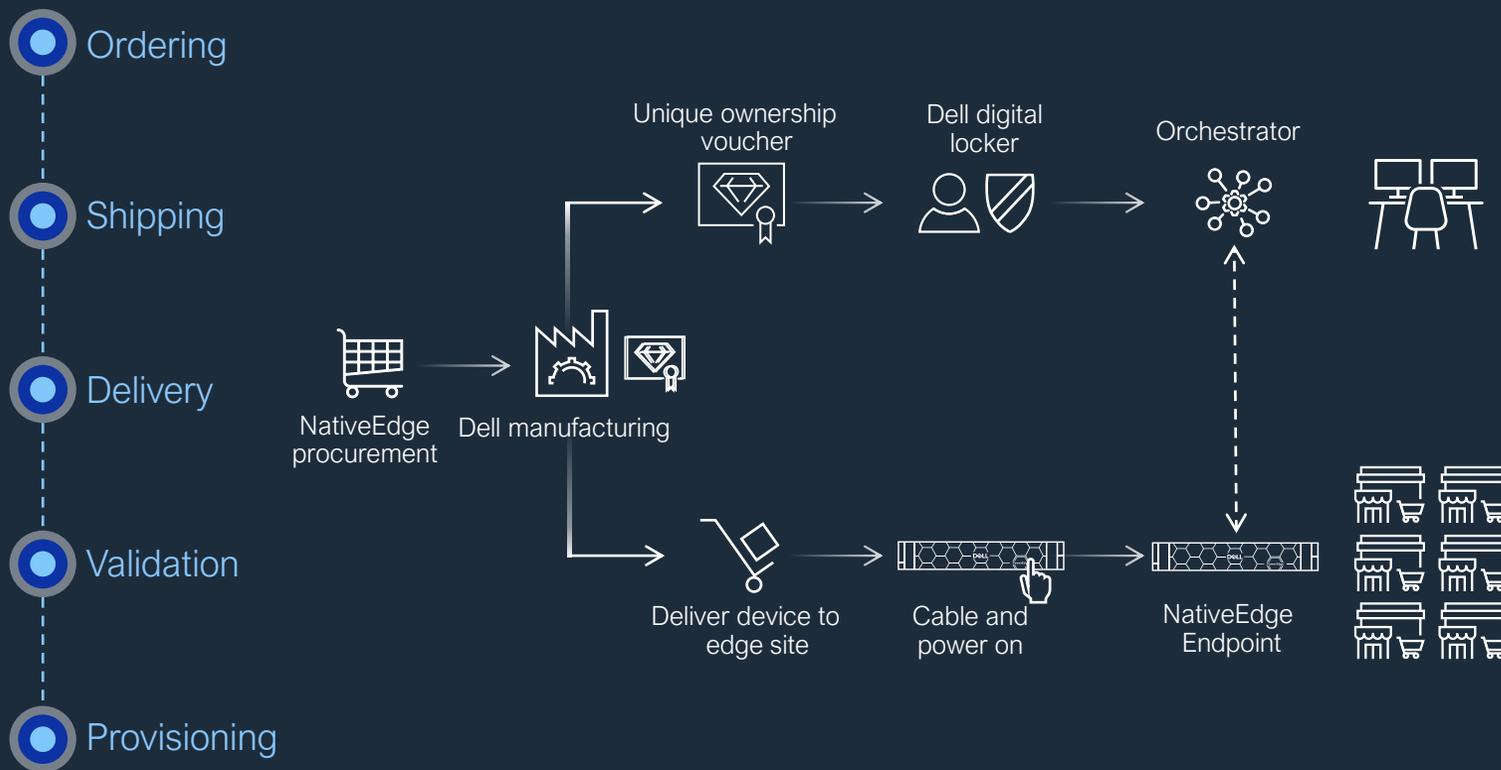


Optimize for AI



Reduce costs

Secure device onboarding and a zero-trust framework



- Detect and respond to threats with continuous monitoring
- Safeguard infrastructure with validated, secure chain of custody, immutable OS, and tamper-resistant endpoints
- Ensure safe, seamless integration with continuous user verification and strict access controls

Enable the world's
Most secure
 Edge operations¹

Up to
92%
 time savings with secure
 device onboarding²

¹ Based on Dell Technologies internal analysis, May 2025

² Enterprise Strategy Group by TechTarget Technical Validation commissioned by Dell Technologies, "Dell NativeEdge - Edge Operations Software Platform," February 2025.



Centralize operations



Enhance security



Adapt to any environment



Optimize for AI



Reduce costs

NativeEdge Blueprints: Dell-made, or build your own



Blueprints: YAML File

- Infrastructure as code (IaC)
- **Application** deployment and configuration
- Runs scripts against targets using built-in **plugins**
- Converts blueprints to easy-to-use interface



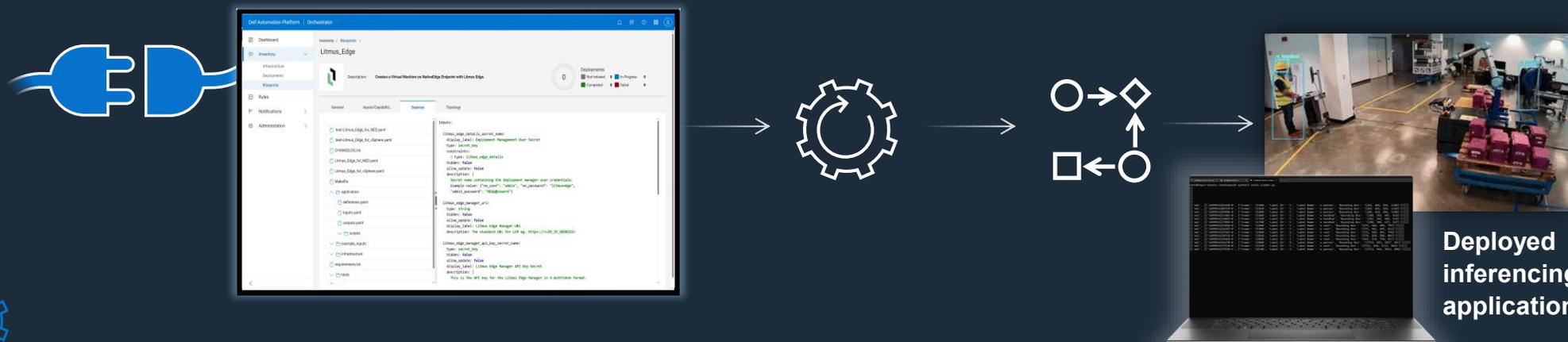
Utilities

Define intent
("what", not the "how")

Turn into
execution plan
(DSL Parser)

Auto-generate
tasks

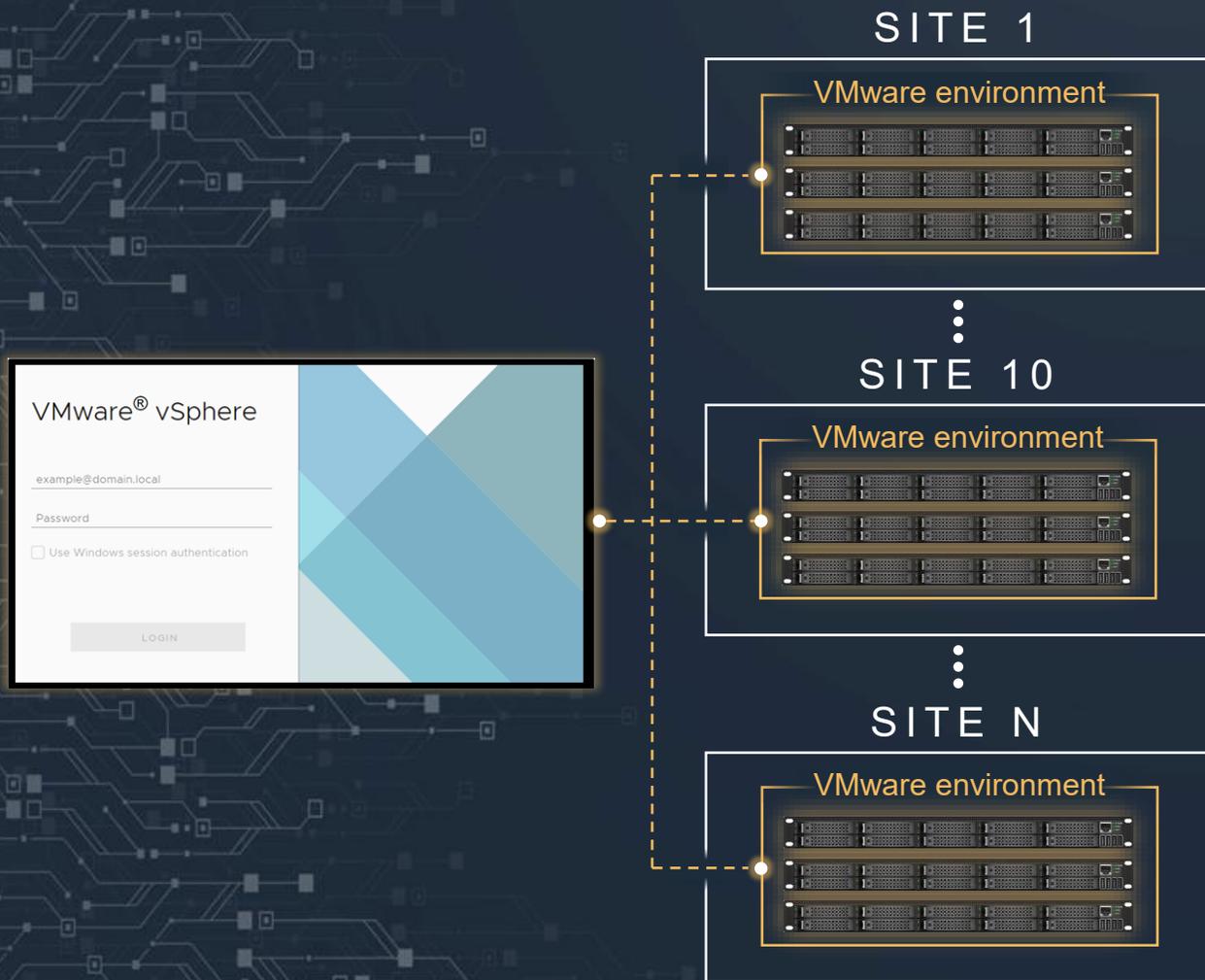
Create
desired state



Deployed
inferencing
application

Dell Technologies

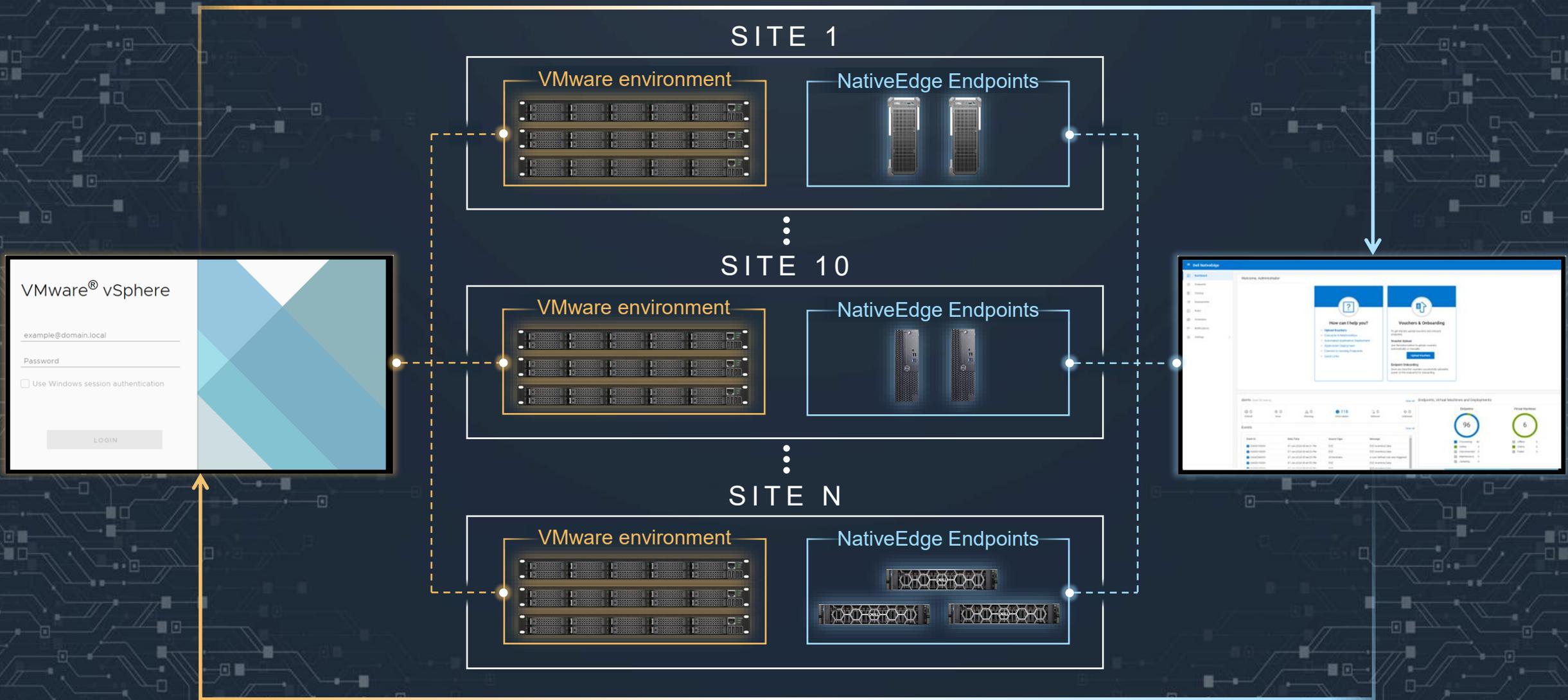
Migration path to secure, cost-effective virtualization



CHALLENGES

- Operational complexity
- Security vulnerabilities
- Rigid hardware requirements
- High entry costs
- Licensing disruption

Transition to NativeEdge and maintain compatibility with VMware



Modernize virtualization across your distributed environments

Advantages of standardizing with Dell NativeEdge



Simplified management
across multiple distributed locations



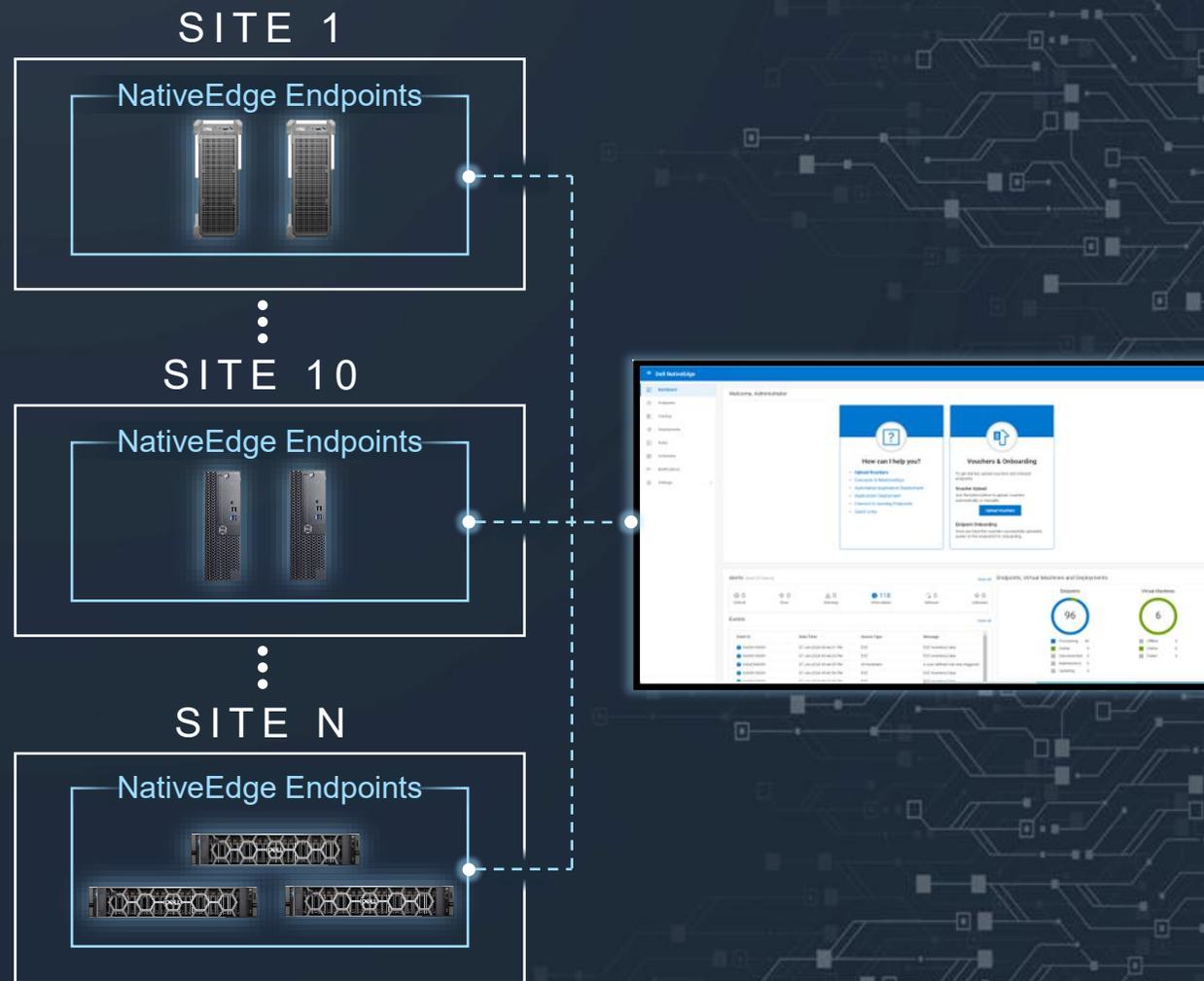
Proven security
built on a zero-trust framework



Flexible configuration options
to meet unique workload requirements



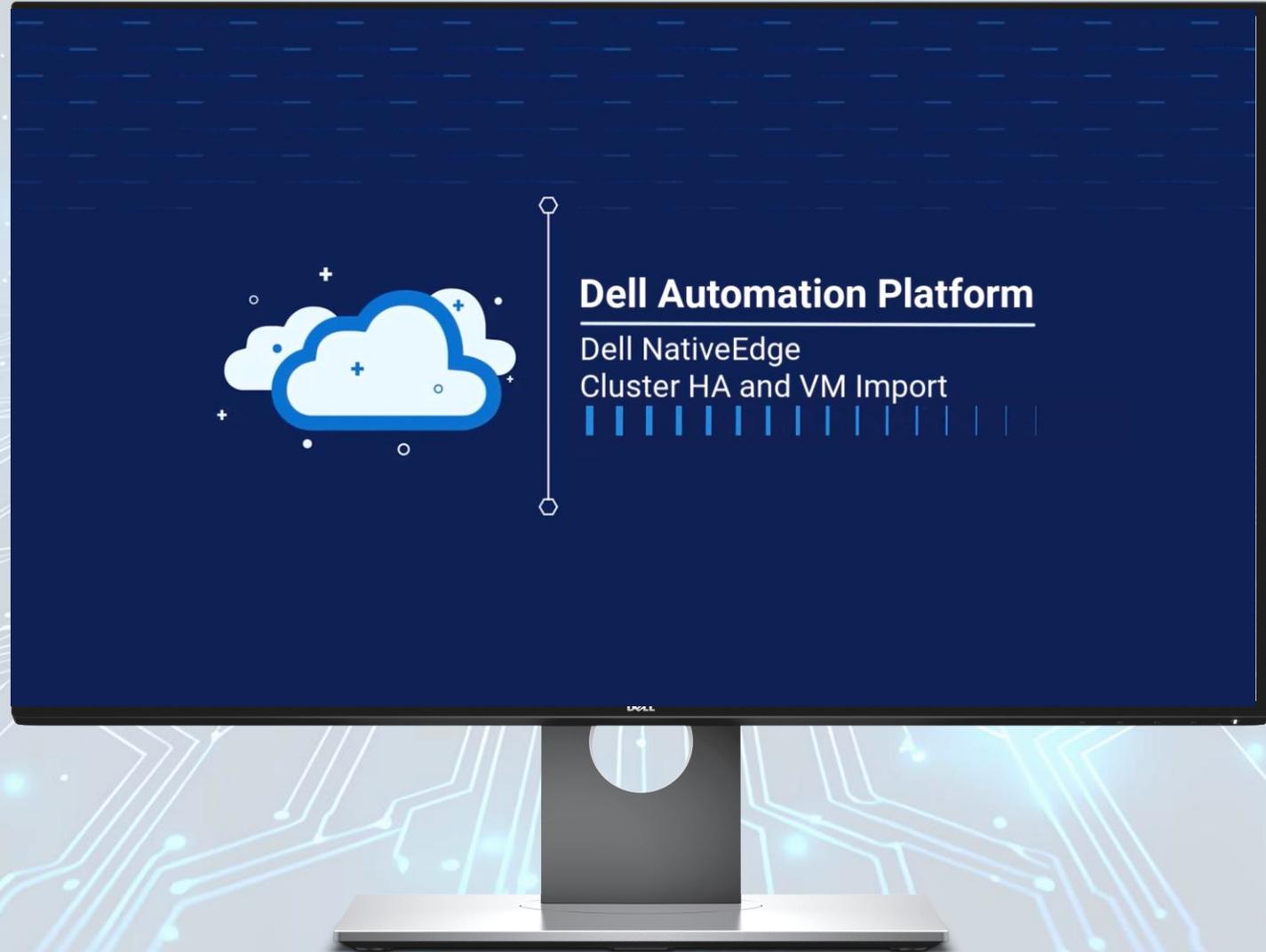
Reduced costs
with no need for “heavyweight” solutions





HA clusters
VM import

Watch:
[208 - Dell Automation Platform - NativeEdge Cluster HA and VM Import – YouTube](#)



Modernize with a full-stack, feature-rich solution

THE FEATURES YOU EXPECT

Available with both Dell NativeEdge and traditional HCI

Native support for VMs / containers

Infrastructure lifecycle mgmt.

High availability with failover

Workload balancing

Live migration / VM import

External storage integration

Endpoint scalability



THE FEATURES YOU DESERVE

Exclusively available with

Dell NativeEdge

Support for bare metal containers



Full application lifecycle management



Zero-touch hardware deployment



Secure supply chain with immutable OS



SaaS management console



Lower pricing per node



Dell NativeEdge customers address a wide range of use cases

Rail transportation and logistics



Collision avoidance



Real-time equipment inspection

Specialty vehicle manufacturer



Visibility across 125+ locations



Flexible virtualization solution

Global systems integrator



Computer vision



Scale across 250+ locations

Luxury automotive manufacturer



Predictive maintenance



VR digital twin for training

Adtech platform



Streamline remote office operations



Virtualization across distributed locations

Postal and logistics service



Letter sorting and fulfillment



Optical character recognition (OCR)

Energy and chemicals



Simulation of safety scenarios



Injury and fire prevention

Sustainable agriculture



Yield optimization of crops



Real-time crop inspection

Outdoor security



Automated solution deployment



Industrial security and intelligence

Intelligent Power Solutions



Overall equipment effectiveness (OEE)



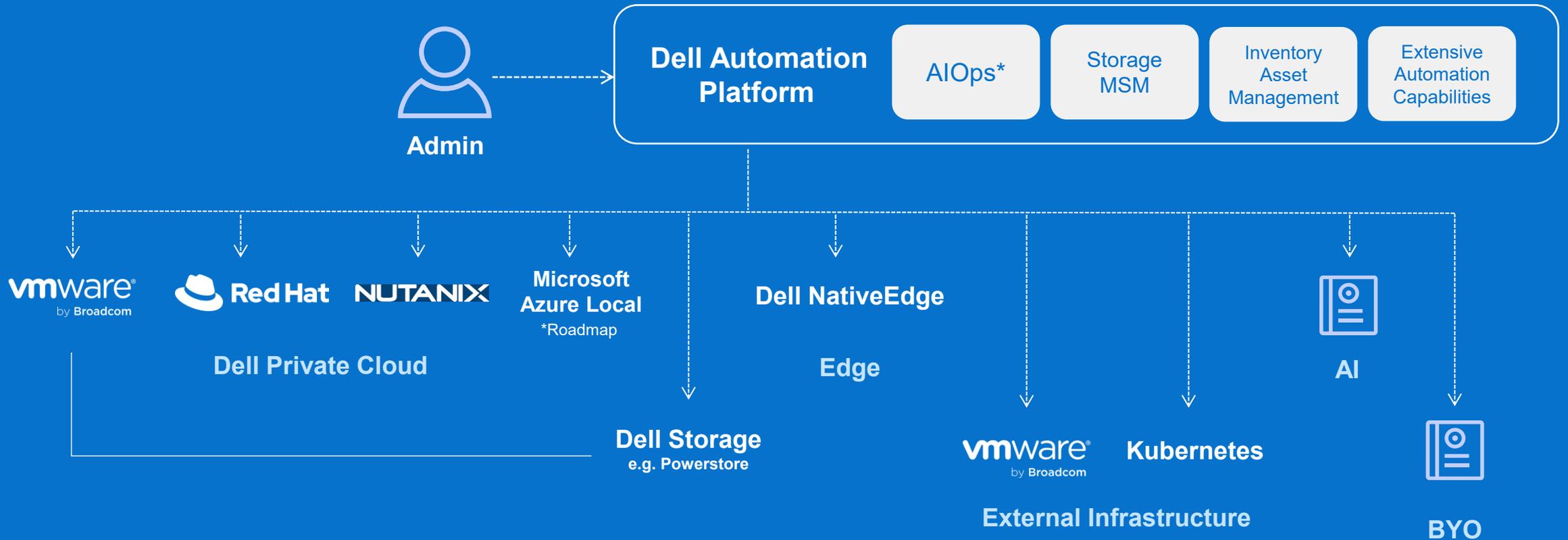
Rapid prototyping

Dell Private Cloud



Dell Automation Platform Components

One portal, multiple outcomes



*Roadmaps are subject to change (can and will change)

Dell Automation Platform

```
node_templates:  
  helm_install:  
    type: nativeedge.nodes.helm.Binary  
    properties:  
      use_existing_resource: false  
      installation_source: https://get.helm.sh/helm-v3.14.3-linux-amd64.tar.gz  
  
  repo:  
    type: nativeedge.nodes.helm.Repo  
    properties:  
      resource_config:  
        name: grafana  
        repo_url: https://grafana.github.io/helm-charts  
    relationships:  
      - target: helm_install  
        type: nativeedge.relationships.helm.run_on_host  
  
  release:  
    type: nativeedge.nodes.helm.Release  
    properties:  
      client_config:  
        configuration:  
          file_content: { get_secret: { get_environment_capability: kubeconfig_secret_name } }  
      resource_config:  
        name: example  
        chart: grafana/grafana  
        set_values:  
          - name: adminPassword  
            value: ██████████  
          - name: service.type  
            value: LoadBalancer  
          - name: service.port  
            value: { get_input: grafana-port }  
    relationships:  
      - target: helm_install  
        type: nativeedge.relationships.helm.run_on_host  
      - target: repo  
        type: nativeedge.relationships.depends_on
```

Who creates the
Automation?

Dell Automation Platform as a Coffee Machine



Dell Automation Platform as a Coffee Machine



- Let's brew a VMware private cloud

Dell Automation Platform as a Coffee Machine



- VMware private cloud in a Dell “cup” of servers, storage, and networking

Dell Automation Platform as a Coffee Machine



- Consume your VMware private cloud

Dell Automation Platform as a Coffee Machine



REPURPOSE

- When you're done, reuse the empty "cup" for something different

Dell Automation Platform as a Coffee Machine



- Let's brew a NUTANIX private cloud

Dell Automation Platform as a Coffee Machine



- NUTANIX private cloud in a Dell “cup” of servers, storage, and networking

Dell Automation Platform as a Coffee Machine



- Consume your NUTANIX private cloud

Dell Automation Platform as a Coffee Machine



REPURPOSE

- When you're done, reuse the empty "cup" for something different

Dell Automation Platform as a Coffee Machine



- Let's brew a Red Hat OpenShift private cloud

Dell Automation Platform as a Coffee Machine



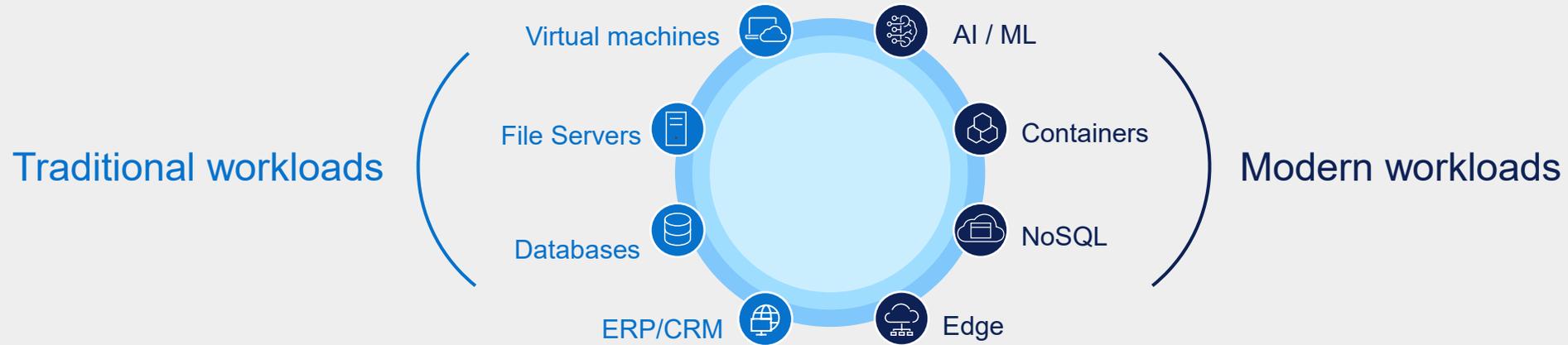
- Red Hat private cloud in a Dell “cup” of servers, storage, and networking

Dell Automation Platform as a Coffee Machine



- Consume your Red Hat private cloud

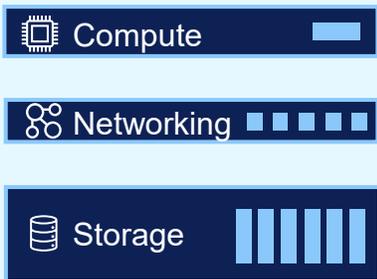
Take a disaggregated approach to support evolving workload mix



3-Tier
Flexible

Disaggregated
Simple and Flexible

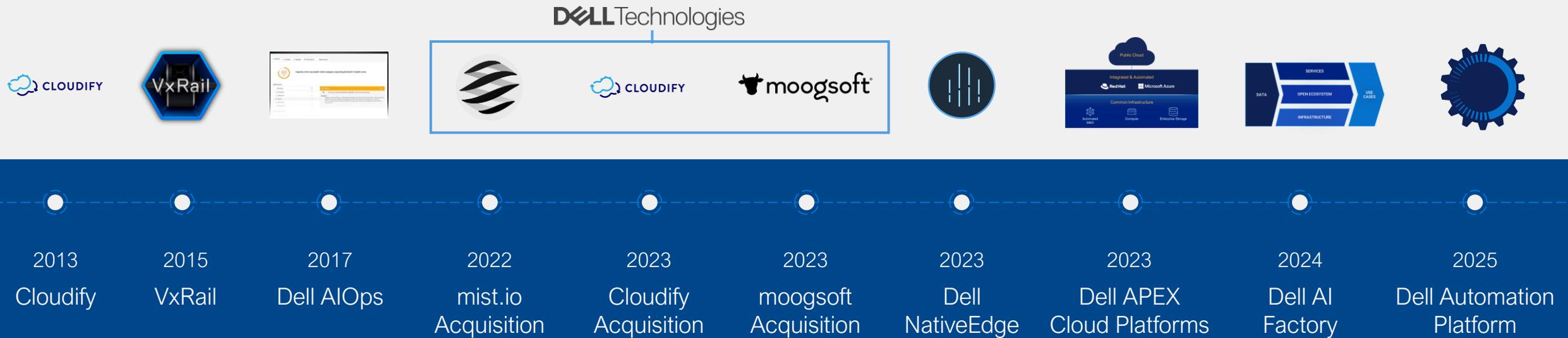
Hyperconverged
Simple



Ask for a briefing to learn more

Disaggregated infrastructure

Built on a foundation of proven innovation from Dell



The next evolution of Dell innovation – matured, hardened and enterprise-ready

Dell Private Cloud Software

Standardize deployments for **faster, predictable** infrastructure provisioning > Consistent ops at **scale** with the **people and skills** you already have > Simplify and **accelerate** infrastructure updates with **Dell automated workflows** > Preserve infrastructure **investments** as your strategy **evolves** > Proactive issue detection and **faster resolution** with **full stack solution support** > Reduce risk and **overhead** Dell **validated, integrated** and supported

Day 1

Automated Setup

Pre-deployment portal simplifies configuration with site-specific inputs and generates a JSON file.

Dynamic Cluster Composition

Late binding enables flexible hardware, OS, and version choices.

Full-Stack Automation

Provision clusters, attach storage, configure host networking and update firmwares to a continuously validated state

Day 2

Integrated Management

Centralized control via vCenter and Red Hat consoles for seamless operations.

Scalable Operations

Expand, remove, or reset nodes at scale with ease.

Built-In Security

RBAC, certificate management, and compliance for robust protection.

Graceful Workload Migration

Automated node and cluster shutdown ensures smooth transitions.

Full-Stack Lifecycle Updates

Health checks, validated updates, and zero-day patching for continuous compatibility.

Drift Detection & Compliance

Monitor and report cluster compliance to maintain validated states.

Investment Protection

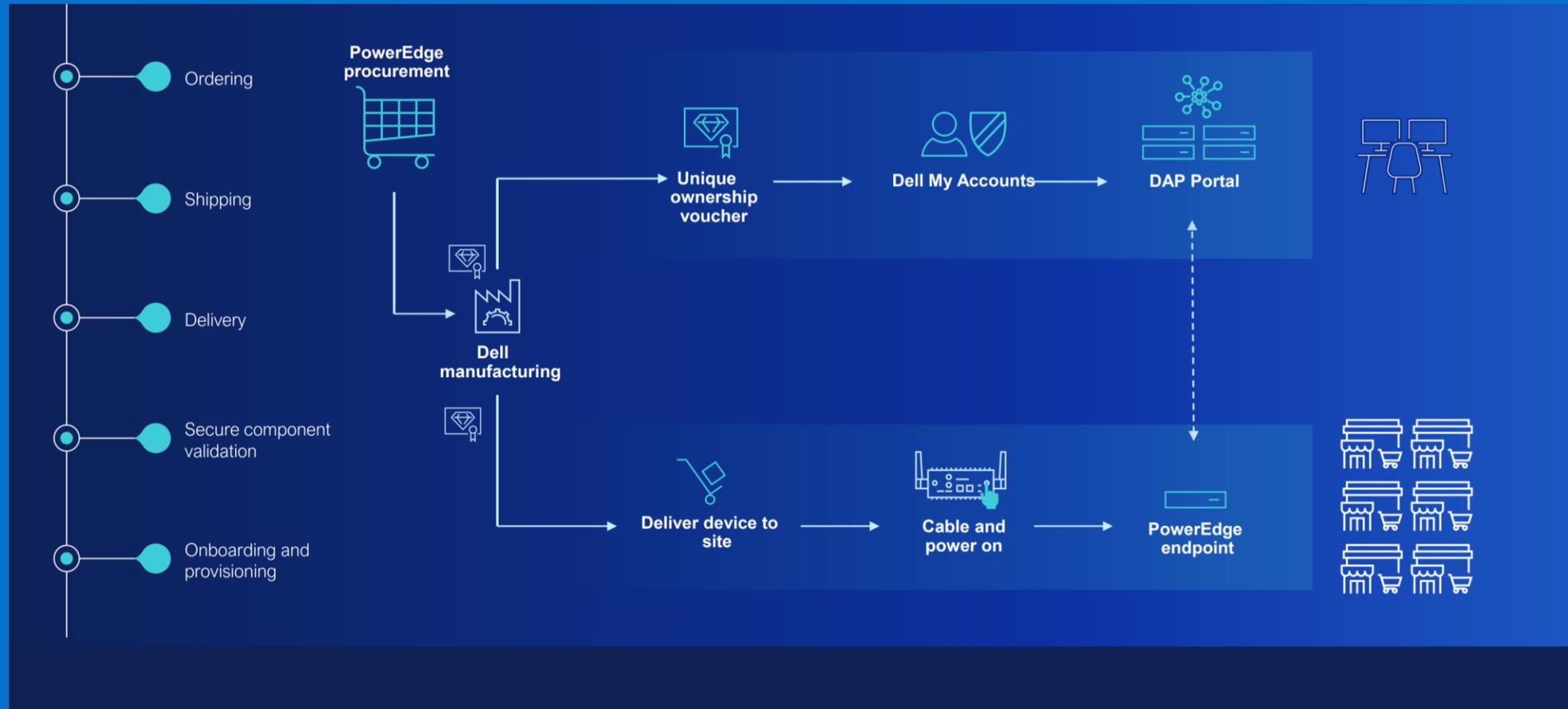
Decommission and reuse compute resources across ecosystems.

Proactive Support

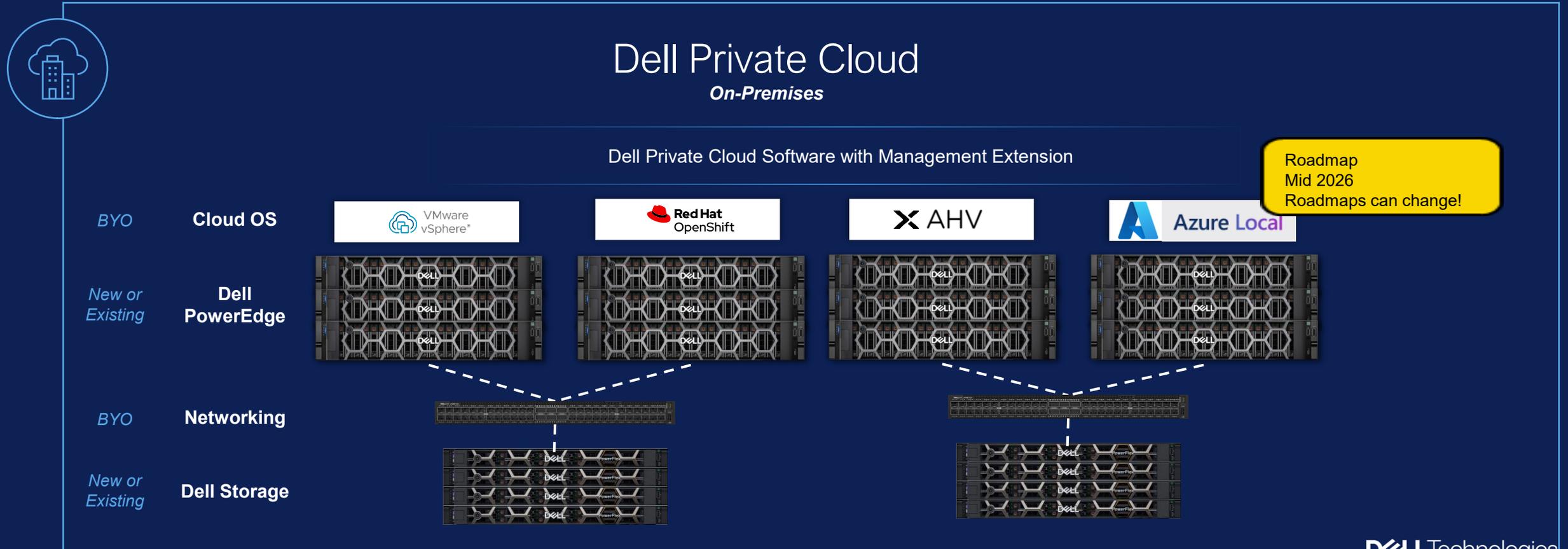
Automated service requests and part dispatch for uninterrupted performance.

Comprehensive full-stack solution support with 45,000 validation hours per release

Zero Trust | Zero Touch



High level architecture



Infrastructure Support

Dell Private Cloud

Support for greenfield & brownfield server, storage and networking

Dell PowerEdge

Value

PowerEdge 16G	
PowerEdge R660	✓
PowerEdge R760	✓

Performance & Consolidation

PowerEdge 17G	
Available Dec 2025	
PowerEdge R670	PowerEdge R7715
PowerEdge R770	PowerEdge R6725
PowerEdge R6715	PowerEdge R7725

Additional PowerEdge 17G models will be available with future releases

Dell Storage

Integrated

PowerStore	✓
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Full stack automation of the SW ecosystem, compute and storage including Day 1 & 2 storage operations

Additional models will be available as integrated storage with future releases

Compatible

PowerScale	PowerVault
PowerFlex	Unity/XT
PowerMax	VMax

Full stack automation of SW ecosystem and compute. Storage is validated with Dell Private Cloud but managed through native storage management tools

Networking

Bring Your Own Networking	✓
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Questions ?

