

IT auf Knopfdruck: Private & Distributed Cloud – Rechenzentrum bis Filiale

Virtualisierung neu gedacht – Teil 2



IT-BUSINESS **STORAGE INSIDER** **WEBINAR**
16. Juni
15.00 Uhr

VIRTUALISIERUNG NEU GEDACHT – TEIL 2
IT AUF KNOPFDROCK: PRIVATE & DISTRIBUTED CLOUD – VOM RECHENZENTRUM BIS ZUR FILIALE

KATI EBENRECHT
Dell Technologies

DIRK ZIELINSKI
Dell Technologies

[Jetzt anmelden](#)

The banner features a central image of a glowing blue cloud with a network grid pattern, set against a dark background with light trails. The text is arranged in a clean, professional layout with logos and speaker information.

16. Juni 2026

DELLTechnologies



Agenda

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



Kati Ebenrecht

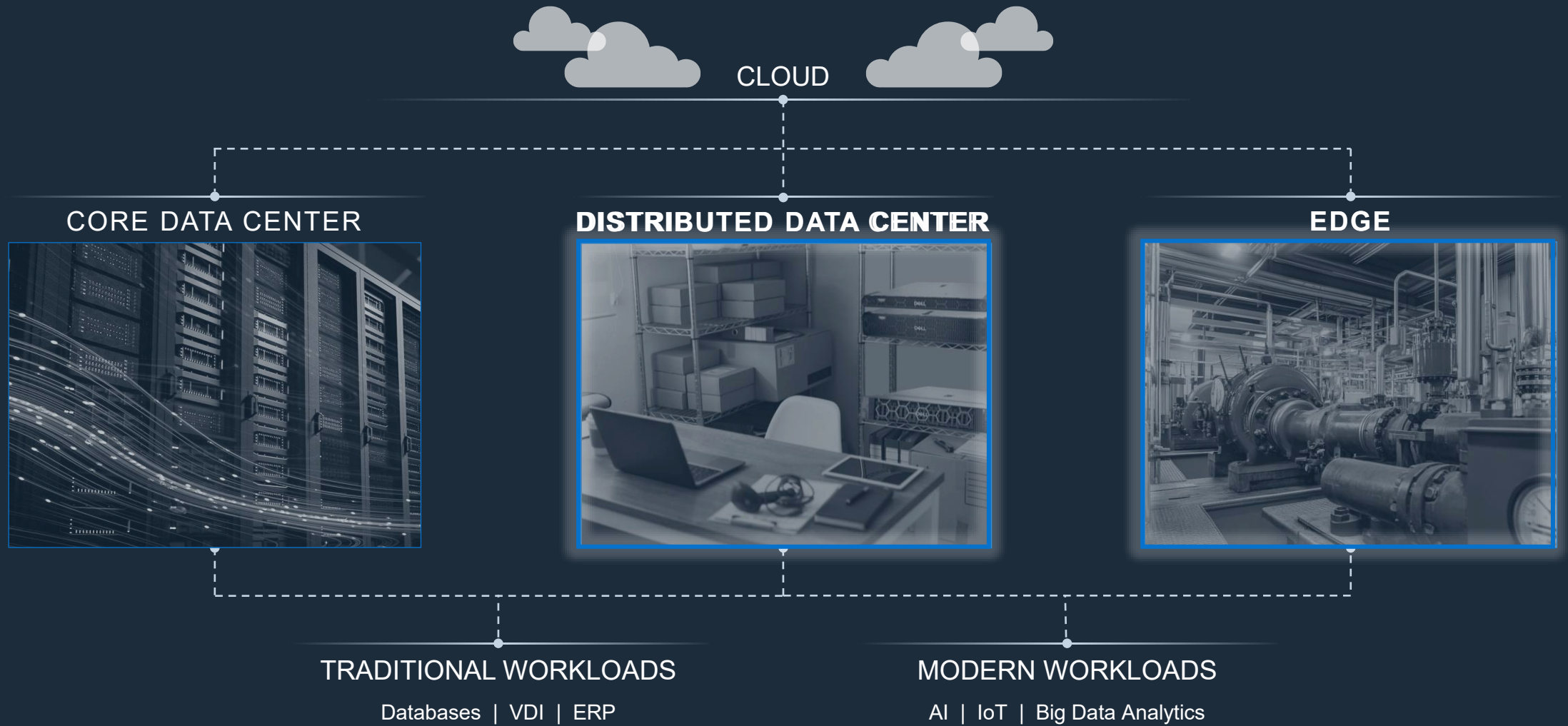
Business Development Lead DACH

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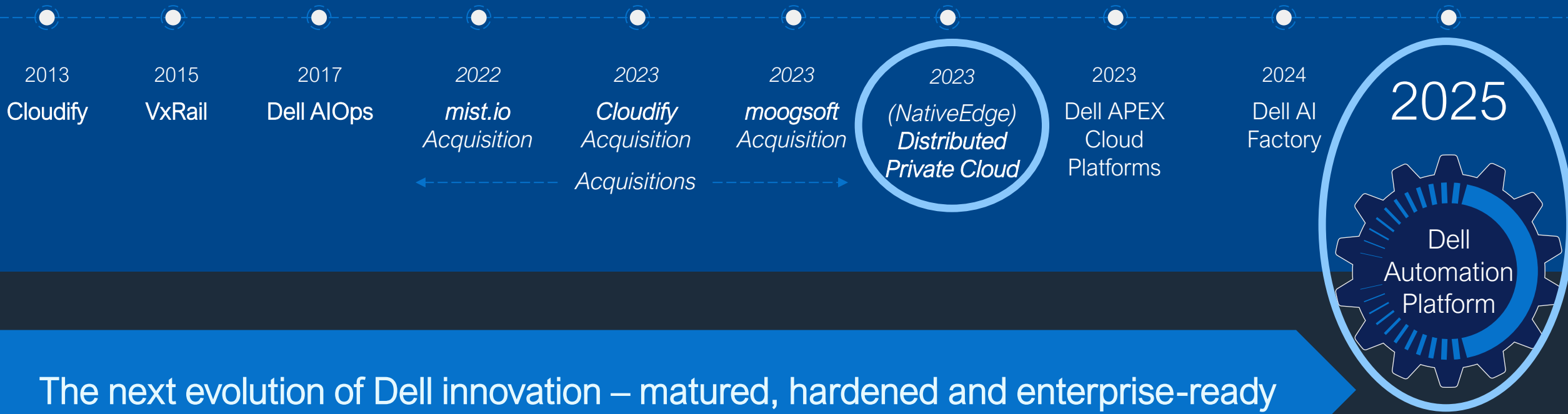
mobil +49 (0) 173 / 3188 183

Kati.Ebenrecht@dell.com

IT operations must support a wide range of locations






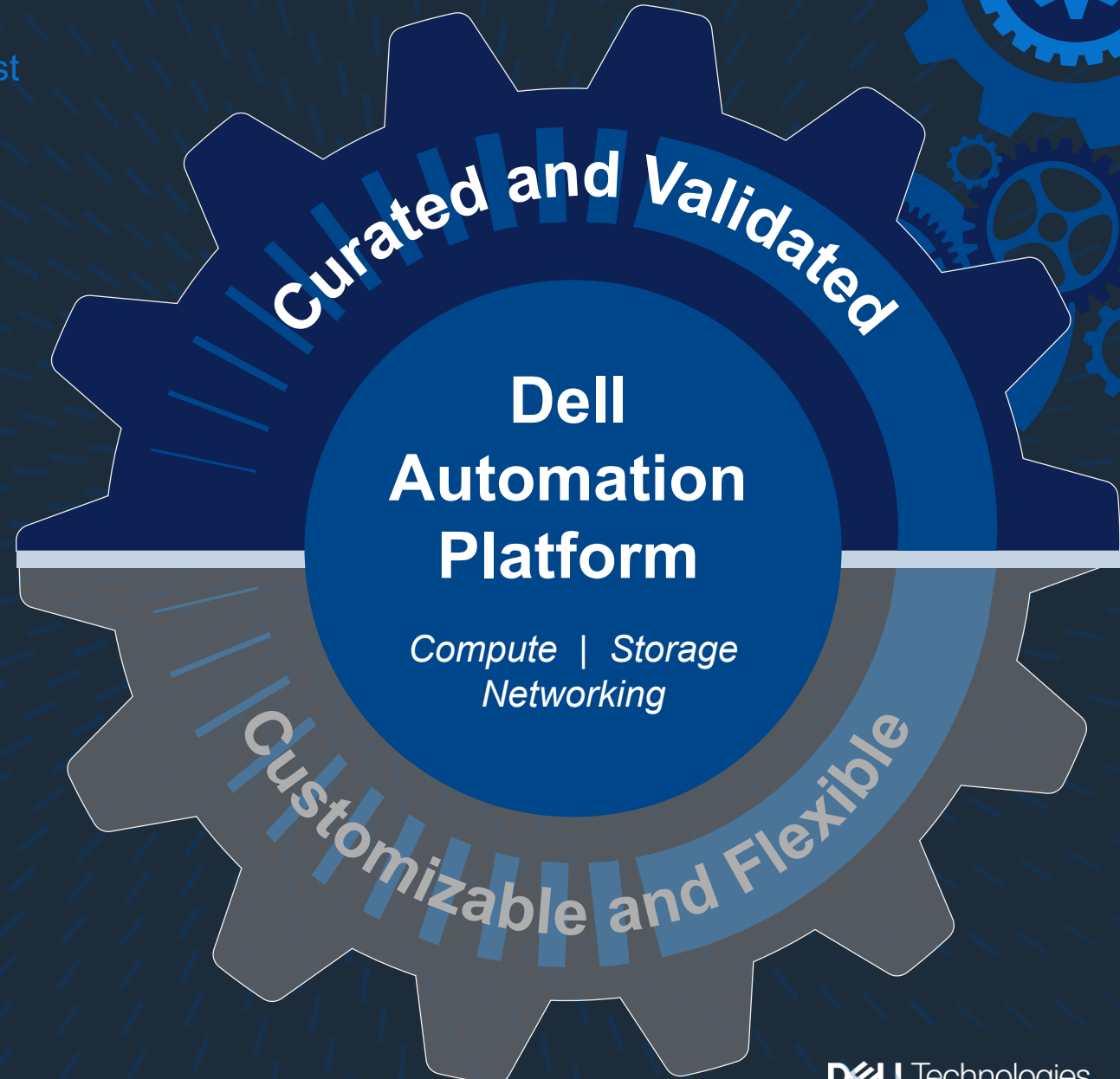
Built on a foundation of proven innovation from Dell



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 Distributed Private Cloud Full stack OS with centralized operations from the data center to the edge
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intel. NVIDIA DELL Technologies
DDPC OS

AMD NUTANIX Red Hat vmware
by Broadcom

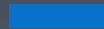
Journey from edge computing to distributed data centers

Dell NativeEdge has evolved to Dell Distributed Private Cloud 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

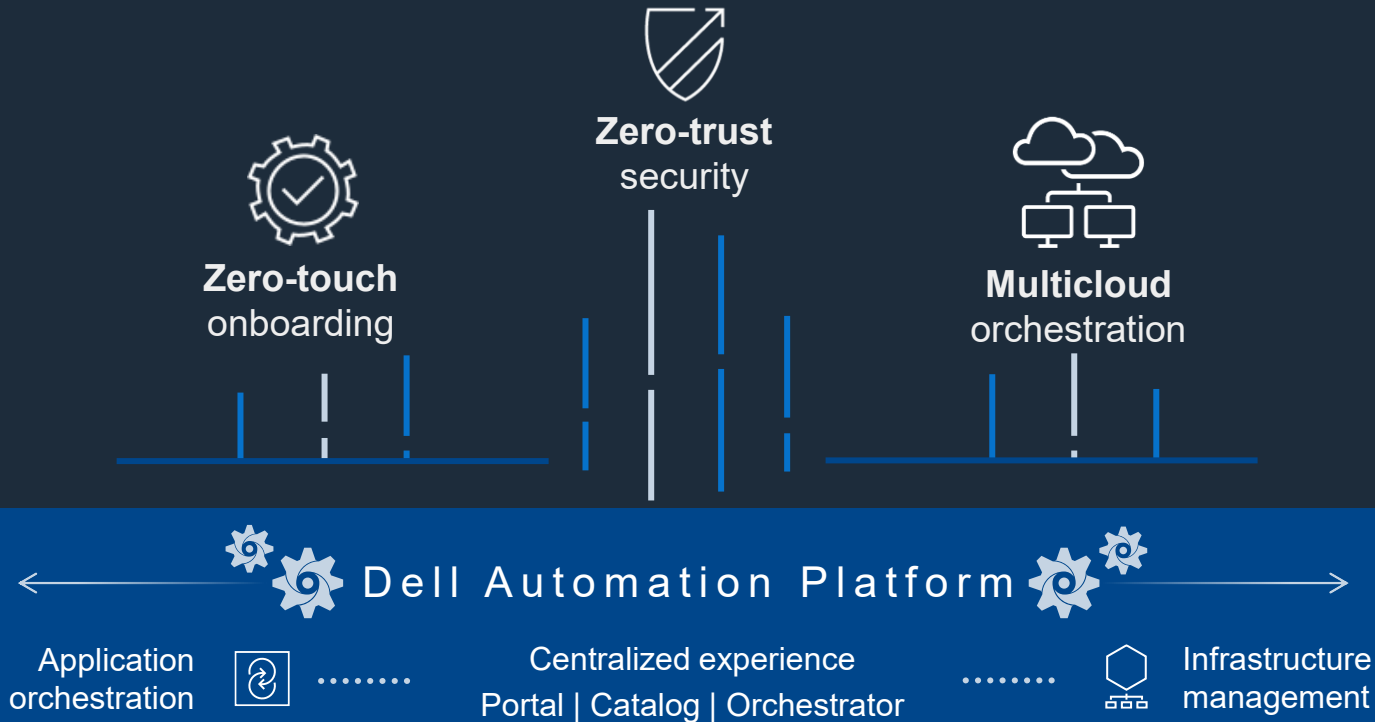
.....> Full automation



Dell Distributed Private Cloud

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

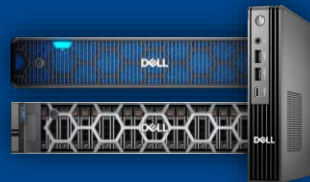
Innovate wherever you operate



- **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

 Containers  Virtual machines

Distributed Private Cloud OS
(with hypervisor)





Centralize operations



Enhance security




Adapt to any environment



Optimize for AI



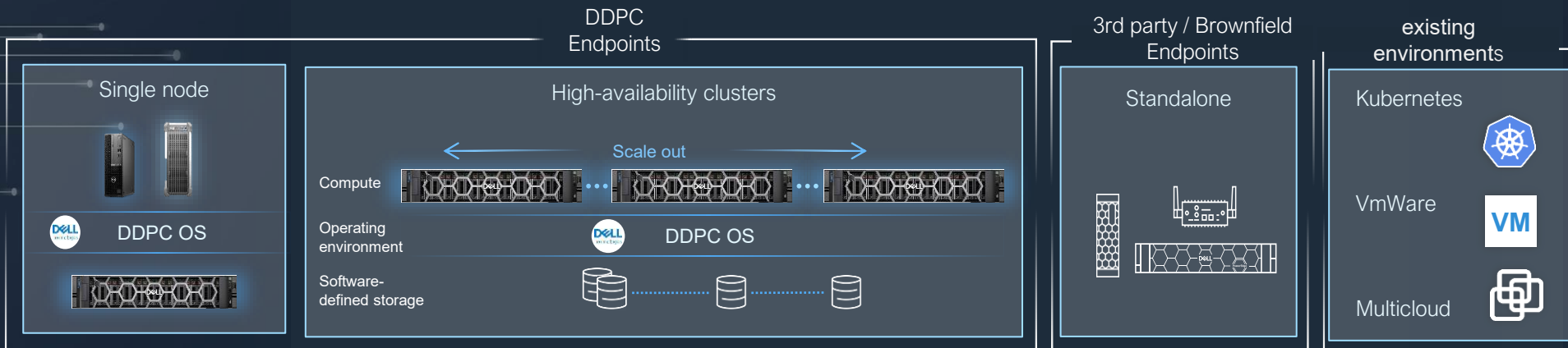
Reduce costs

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

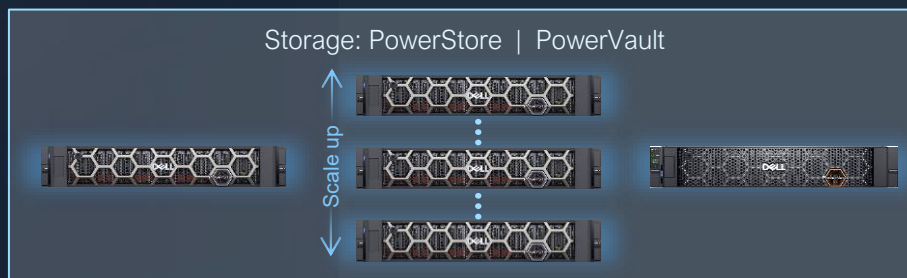
ISV or custom applications on VMs and containers



Flexible infrastructure options



Optional external storage / backup





Centralize operations



Enhance security



Adapt to any environment



Optimize for AI



Reduce costs

Dell Distributed Private Cloud Endpoints

A broad portfolio of form factors, compute density, and capabilities factory-integrated with the Distributed Private Cloud OS



PowerEdge XR Chassis



PowerEdge R670



Dell Pro Micro Plus



PowerEdge T160



PowerEdge T360



PowerEdge XR4510C



PowerEdge XR4520C



PowerEdge R260, R360, R660, R660xs



PowerEdge R6715, R6725



PowerEdge R760, R760xs



PowerEdge R770



PowerEdge XR8610t



PowerEdge XR8620t



Precision 7960XL Rack Server



PowerEdge R7715, R7725



Precision 5860XL



Precision 7960XL



PowerEdge T560



PowerEdge XR5610



PowerEdge XR7620

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

¹ IDC Worldwide Quarterly Enterprise Infrastructure Tracker: Buyer and Cloud Deployment, Q4 2025, April 2026. 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



**DDPC
software**



**DDPC
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

Edge and distributed data centers have unique challenges

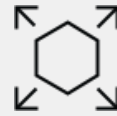




Centralize operations



Enhance security



Adapt to any environment



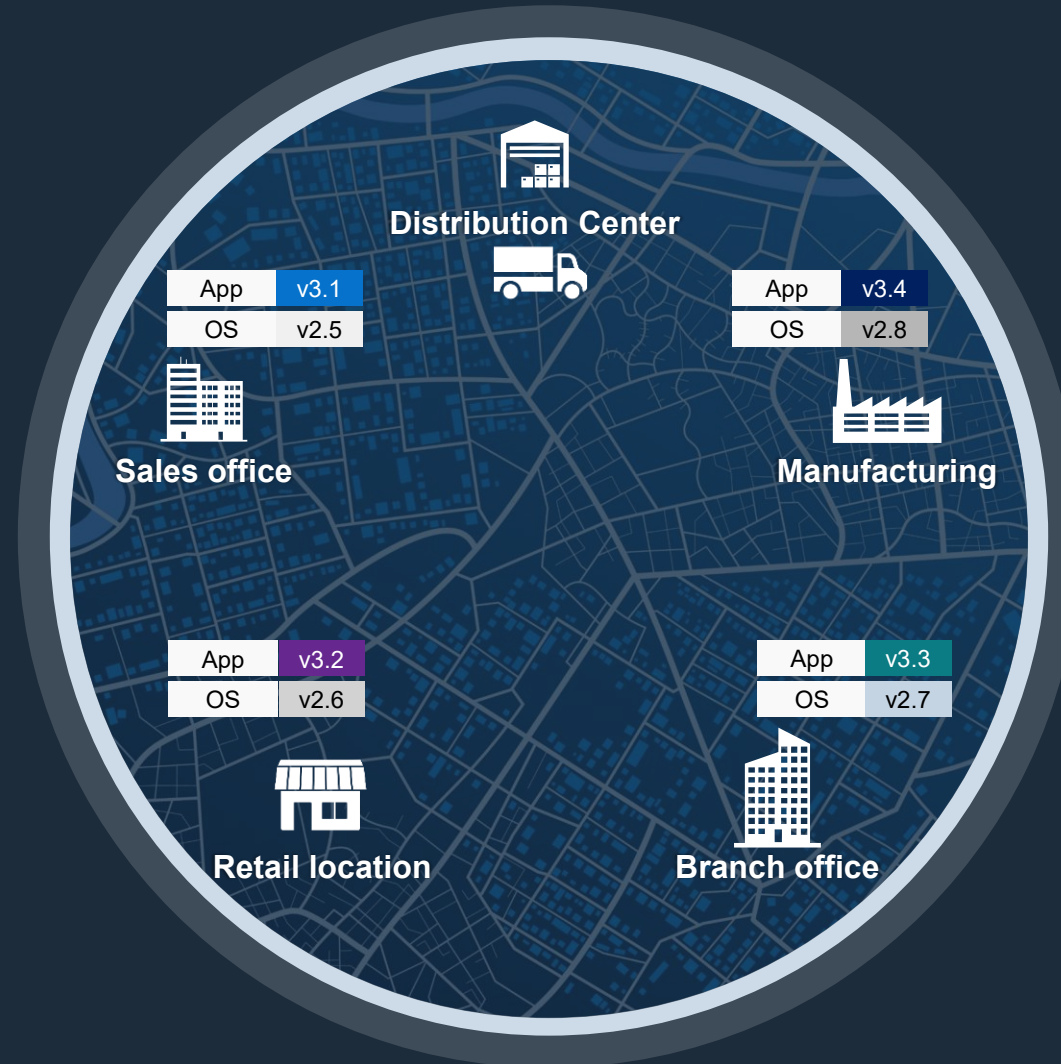
Optimize for AI



Reduce costs

Deployment process without Dell Distributed Private Cloud

- Ordering
- Shipping
- Staging
- Site visit
- Onsite Setup



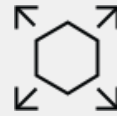
- Time-consuming
- Manual processes
- Error-prone
- Security vulnerabilities



Centralize operations



Enhance security



Adapt to any environment



Optimize for AI



Reduce costs

Deployment and lifecycle management process with Dell Distributed Private Cloud

- Ordering
- Shipping
- Delivery
- Onboarding and provisioning
- Lifecycle management



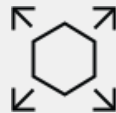
- Faster time-to-value
- Zero-trust framework
- Lifecycle management
- No IT skillset needed



Centralize operations



Enhance security



Adapt to any environment

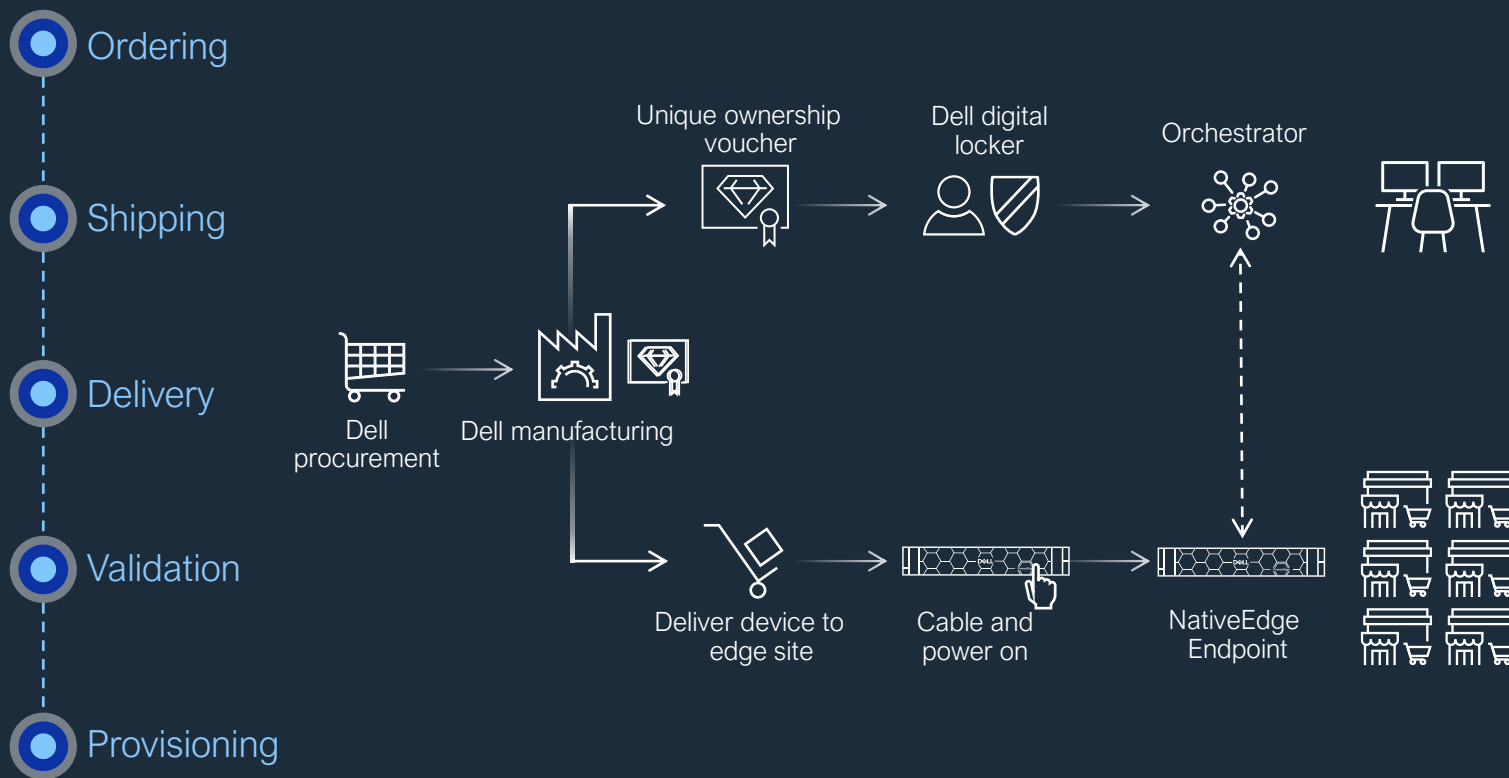


Optimize for AI



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

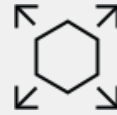
² Enterprise Strategy Group by TechTarget Technical Validation commissioned by Dell Technologies, "Dell NativeEdge - Edge Operations Software Platform," February 2025.



Centralize operations



Enhance security



Adapt to any environment

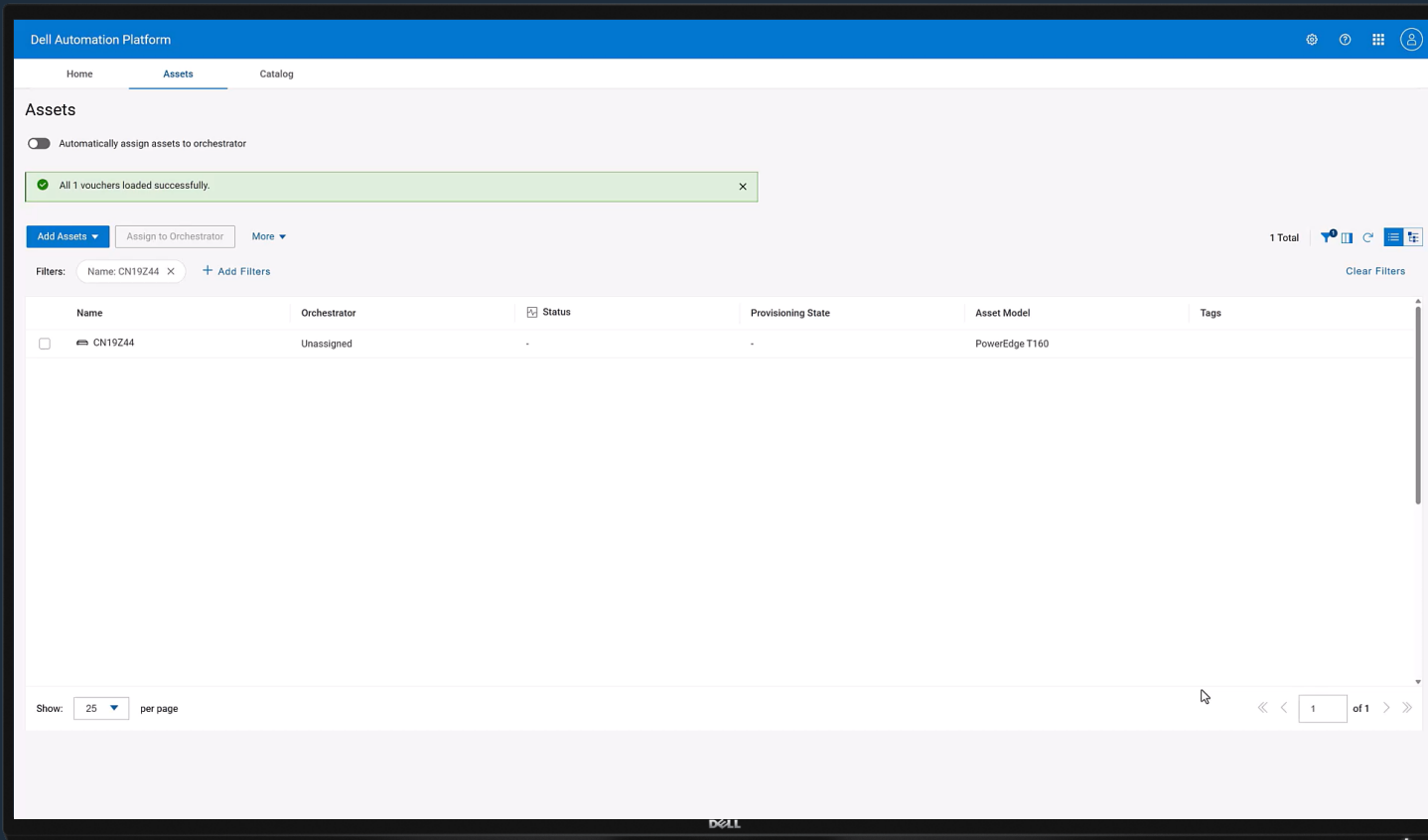


Optimize for AI



Reduce costs

Zero-touch deployment and automated lifecycle management



- Accelerate time-to-value with automated deployment and minimal manual effort
- Optimize performance with consistent, error-free configurations across locations
- Manage policies, monitor health and performance, and ensure compliance across thousands of devices

Less than

1 minute

to deploy infrastructure and applications¹

WATCH – min 1:38

[103 - Dell Automation Platform - NativeEdge Secure Device Onboard](#)

Distributed Private Cloud: architected with zero-trust security framework


User trust


Device trust


Application trust


Automation and orchestration


Network trust


Data trust


Telemetry and analytics

Multi-Factor Authentication
User Authorization
Conditional Access
Privilege Access Mgmt
Continuous Authentication
ICAM

Micro-Segmentation
Transport Encryption
Session Protection
Data Service Access
Physical Port Access

Authentication Management
Inventory
Compliance
Tamper Detection (SCV)
Secure Boot
HW RoT
Secure Onboarding
Secure ZTP

D@RE
GDPR Compliance

Single Sign-On
Workload Isolation
DevSecOps
SW Attestation
App Port Monitoring
Rollback LKG

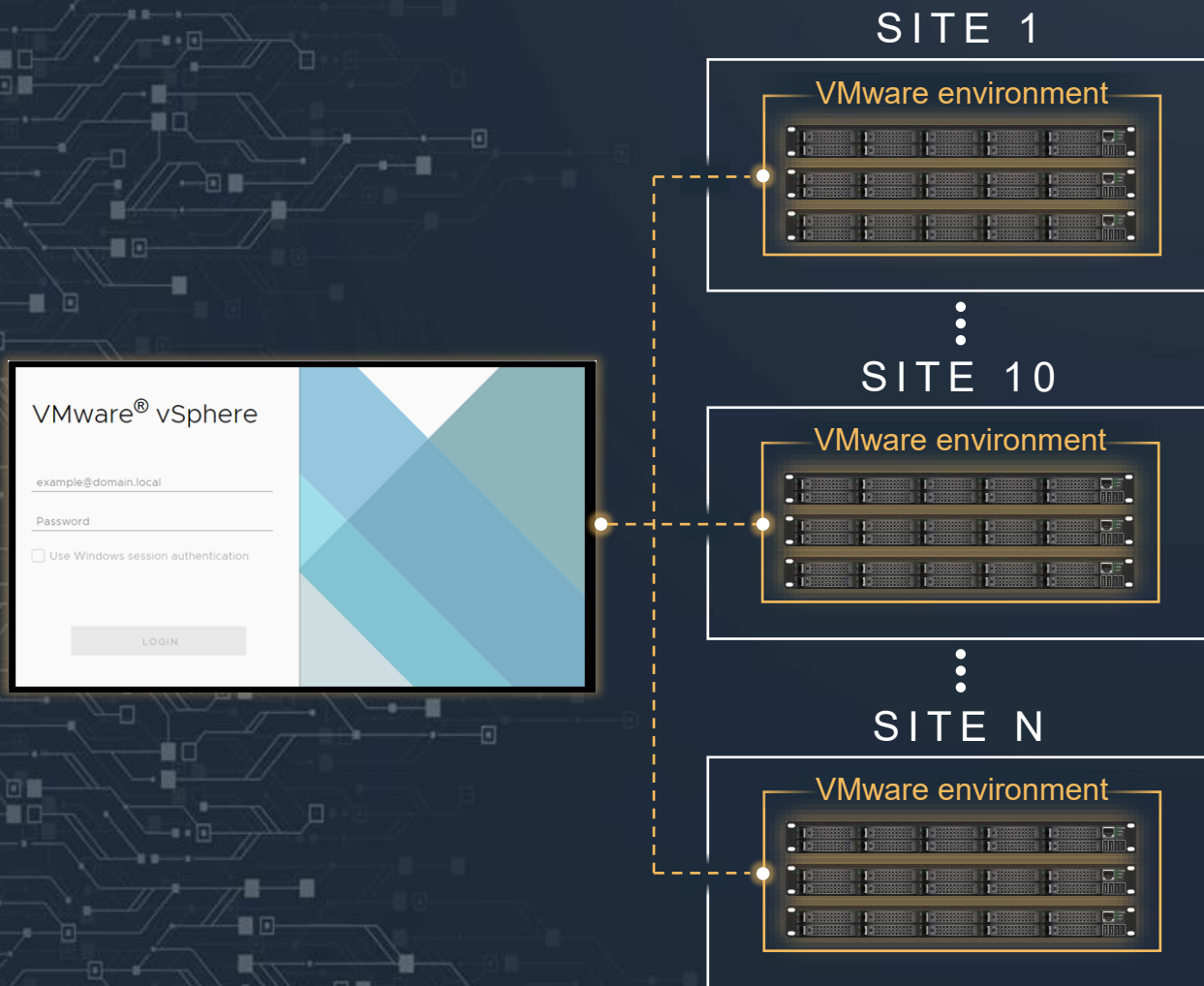
Accounting & Risk Analysis
Security Incident & Event Management
Configuration Drift

Continues Compliance
Incident Response
API Standardization & Security
Continuous Security Assessment



Is Dell Distributed Private Cloud an alternative to VxRail?

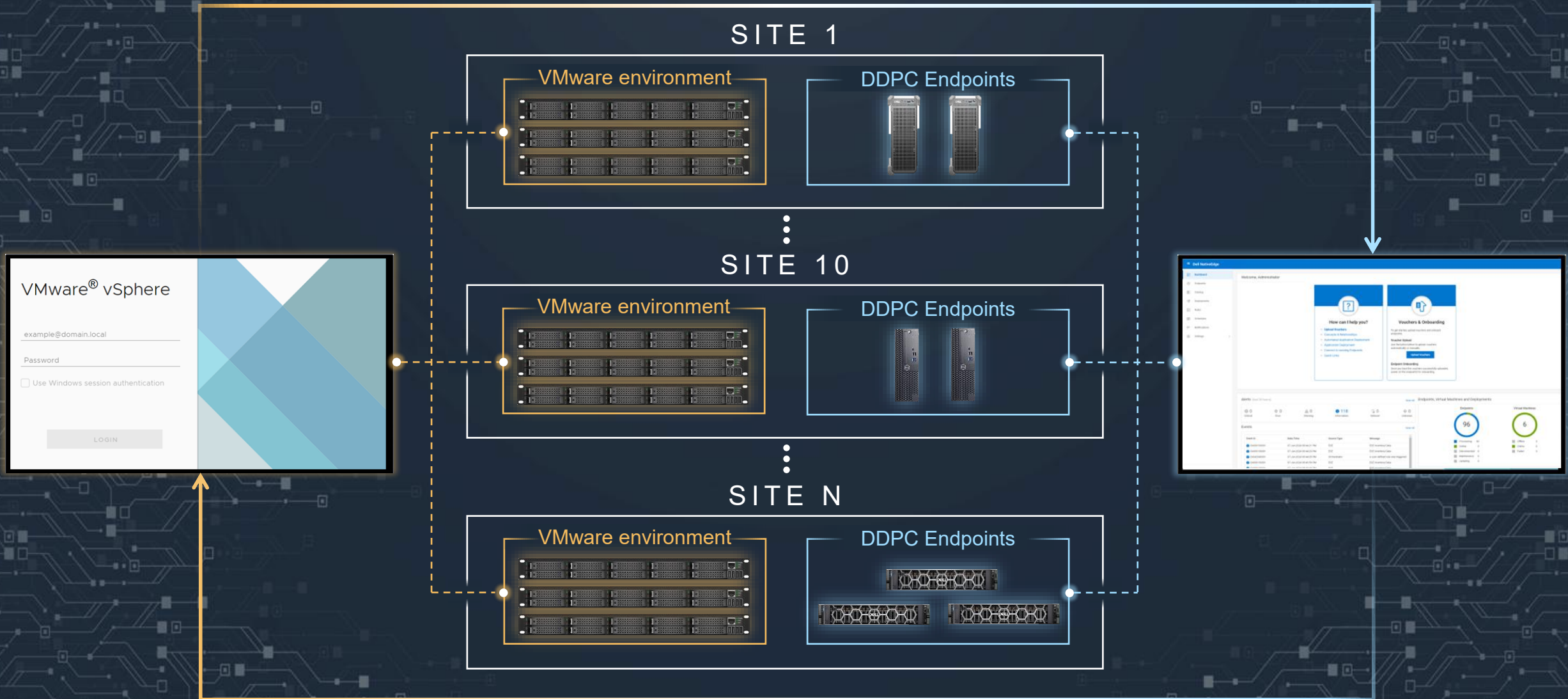
Migration path to secure, cost-effective virtualization



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 DDPC



Simplified management
across multiple distributed locations



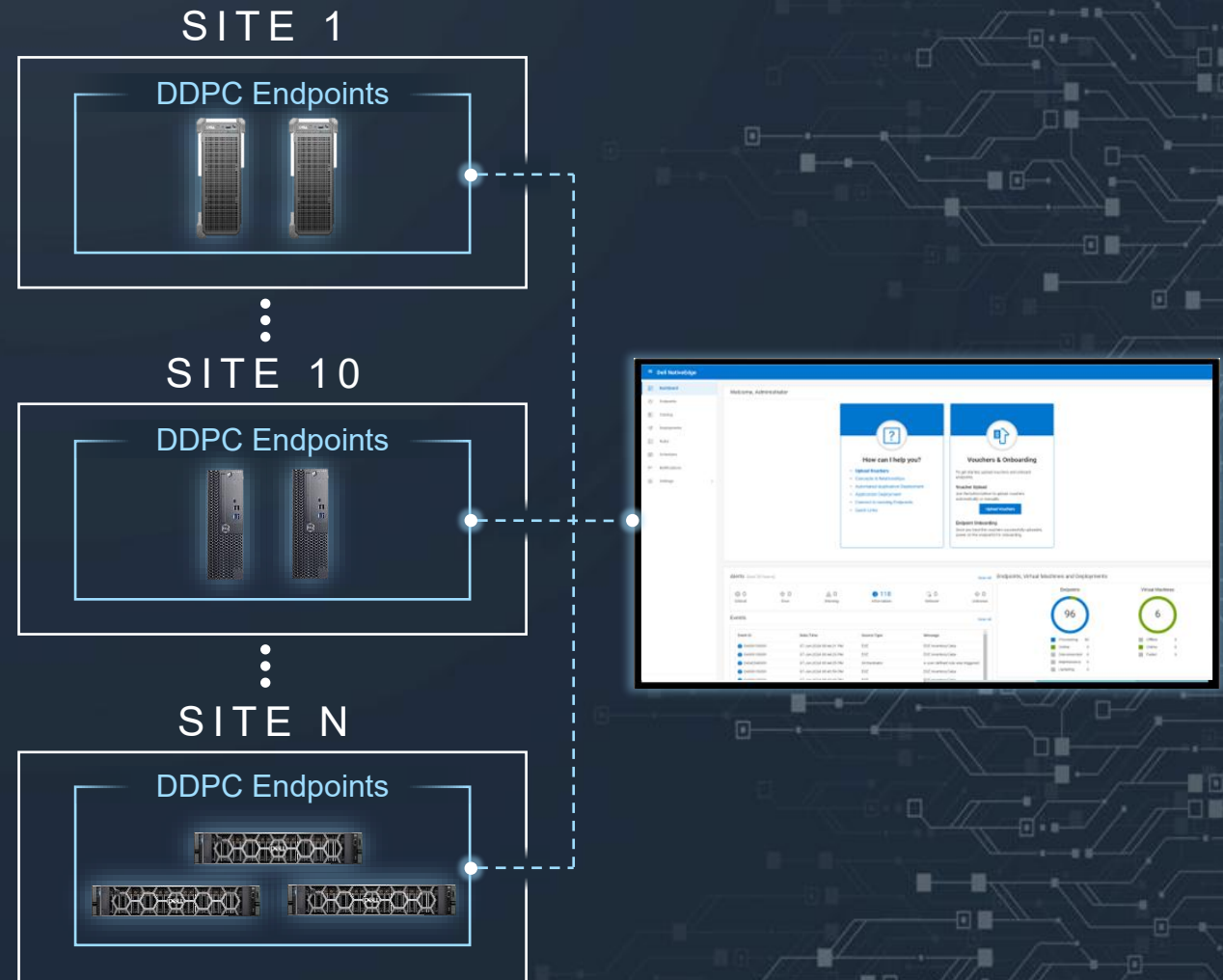
Proven security
built on a zero-trust framework



Flexible configuration options
to meet unique workload requirements



Reduced costs
with no need for “heavyweight” solutions





HA clusters
VM import

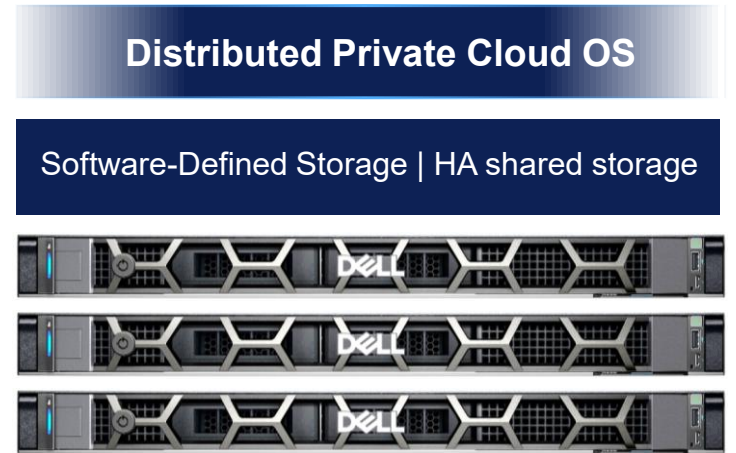
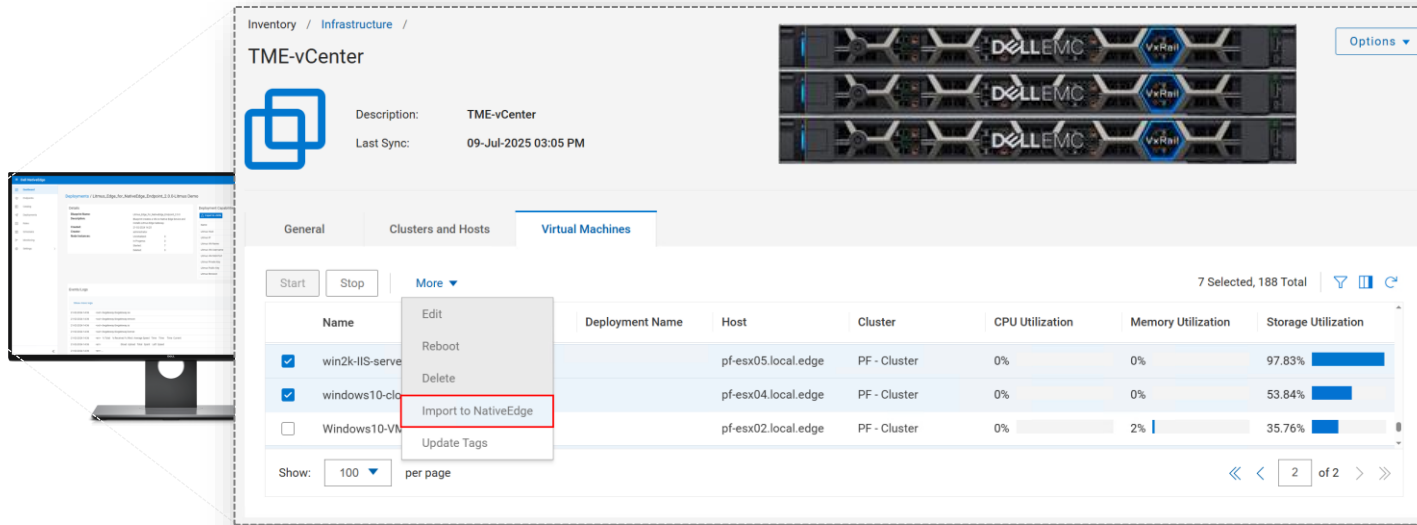
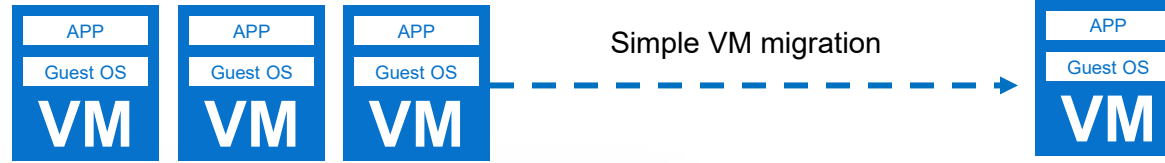
DDPG



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

Import VMs from vSphere

Automated Import from vCenter



1 Connect the Dell Automation Platform Orchestrator to vCenter
Orchestrator automatically discovers all VMs

2 Select which VMs to Import

3 Define Import Parameters
Choose target Endpoint, datastore, and virtual network

4 Initiate Import
VM disk is converted to supported format.

Distributed Private Cloud DC/ROBO and small cluster DC

Offers superior security, Day 0 experience, and easier management

Capabilities		Distributed Private Cloud	vmware® VxRail/vSAN RN	Differentiation/Gaps
Differentiated	Security (Secure supply chain, Immutable OS, Encryption, RBAC)	●	◐	Secure Supply Chain, immutable OS
	Application IaC and LCM	●	◐	Full app LCM when blueprinted
	Baremetal Container Support	●	○	Containers on top of VMs; no VM
	Dell Automation Platform in Dell SaaS	●	○	vCenter is primarily On-prem
	Zero-touch hardware Deployment	●	◐	GUI/API guided in VxRail
	Pricing ¹	●	◐	Pricing is substantially lower per node
On Par	Live Migration/VM Import	●	●	
	High Availability Clusters	●	●	
	Software catalog	●	●	
	Backup & Data Protection Integration ²	●	●	
	Workload balancing	●	●	
	Endpoint scaling for distributed Datacenter	●	●	
	Automation & IaC Integration	●	●	
	24x7 support	●	●	
Lagging	External Storage Integration ³	◐	●	Available for single nodes, clusters on roadmap
	Ecosystem Integration (Security, Observability, Cloud, etc.)	◐	●	VMware's extensive ISV/Cloud partnerships
	OS/Hypervisor customization & flexibility	◐	●	Limited support for VIB, drivers, custom OME

¹ Distributed Private Cloud is licensed per node rather than CPU, core or VM

² VM Backup to PPDM. API available for 3rd party backup software to integrate.

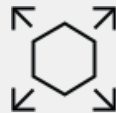
³ Available for standalone today, with external storage for clusters is mid-CY 2026.



Centralize operations



Enhance security



Adapt to any environment



Optimize for AI



Reduce costs

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



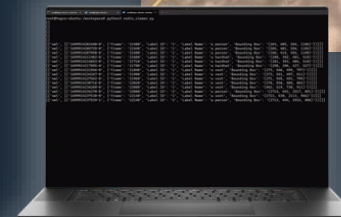
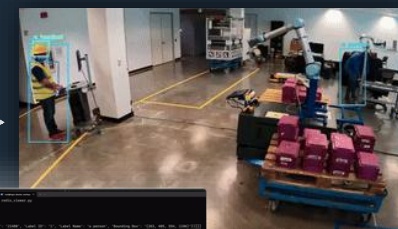
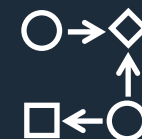
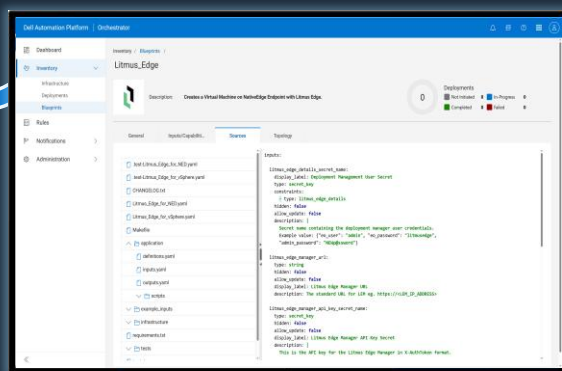
Utilities

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

Turn into
execution plan
(DSL Parser)

Auto-generate
tasks

Create
desired state



Deployed
inference
application

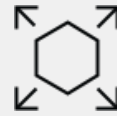
Dell Technologies



Centralize operations



Enhance security



Adapt to any environment



Optimize for AI



Reduce costs

Blueprints: Dell-made, or build your own

Dell Automation Platform | Portal Contact Sales Log In

Catalog

Power, Performance, Possibility –All in One Place.

Getting started with ready-to-deploy offers

☆ Discover curated offers, fully supported for seamless deployment.

- Dell Private Cloud**
Easily deploy and manage private cloud without lock-in.
[Explore Offers](#)
- Dell NativeEdge**
Deploy, automate, and manage edge devices and applications securely at scale.
[Explore Offers](#)
- Dell AI Solutions**
Accelerate time to value for your AI outcomes with validated solutions from Dell.
[Explore Offers](#)

Explore Offers by Industry and Use Case

Tailored blueprints to address the unique challenges of your industry.

- Manufacturing**
Scale and secure industrial digital transformation.
[Explore Offers](#)
- Retail**
Reduce truck rolls, simplify in-store tech deployment, automate asset management, and optimize software image maintenance, with a flexible modern architecture.
[Explore Offers](#)
- Energy**
Secure and optimize energy assets and infrastructure.
[Explore Offers](#)
- Smart Cities**
Improve urban infrastructure, optimize traffic flow, and enhance public safety.
[Explore Offers](#)
- Federal**
Strengthen security, improve operational efficiency, and support mission-critical applications.
[Explore Offers](#)
- Healthcare**
- Computer Vision**
- Financial Services**

Further reading

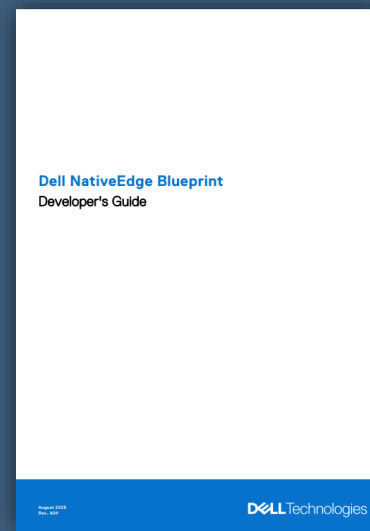


Dell Distributed Private Cloud Blueprinting resources

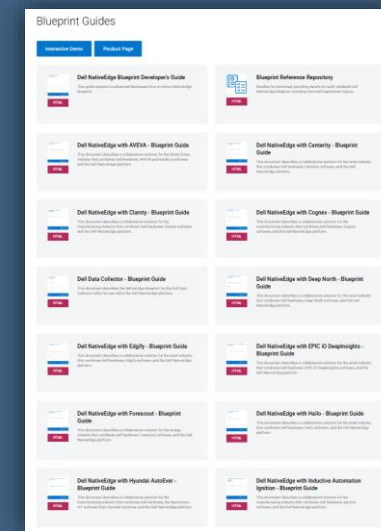
BLUEPRINT QUICK START GUIDE



BLUEPRINT DEVELOPER'S GUIDE



BLUEPRINT GUIDES



Modernize with a full-stack, feature-rich solution

THE FEATURES YOU EXPECT

Available with both Dell Distributed Private Cloud and traditional HCI

Native support for VMs / containers

Infrastructure lifecycle mgmt.

High availability with backup

Workload balancing

Live migration / VM import

External storage integration

Endpoint scalability



THE FEATURES YOU DESERVE

Exclusively available with

Dell Distributed Private Cloud

Support for bare metal containers



Full application lifecycle management



Zero-touch hardware deployment



Secure supply chain with immutable OS



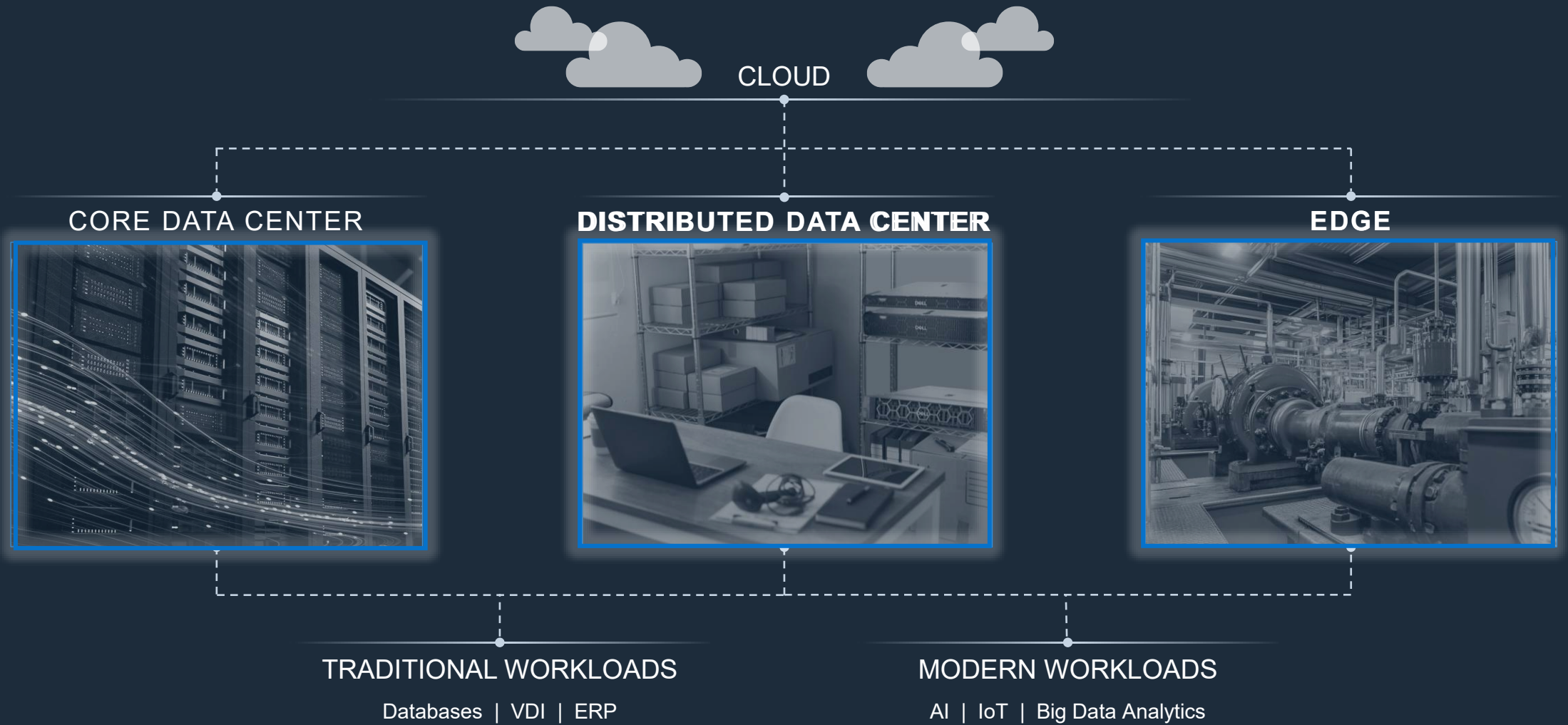
SaaS management console



Lower pricing per node

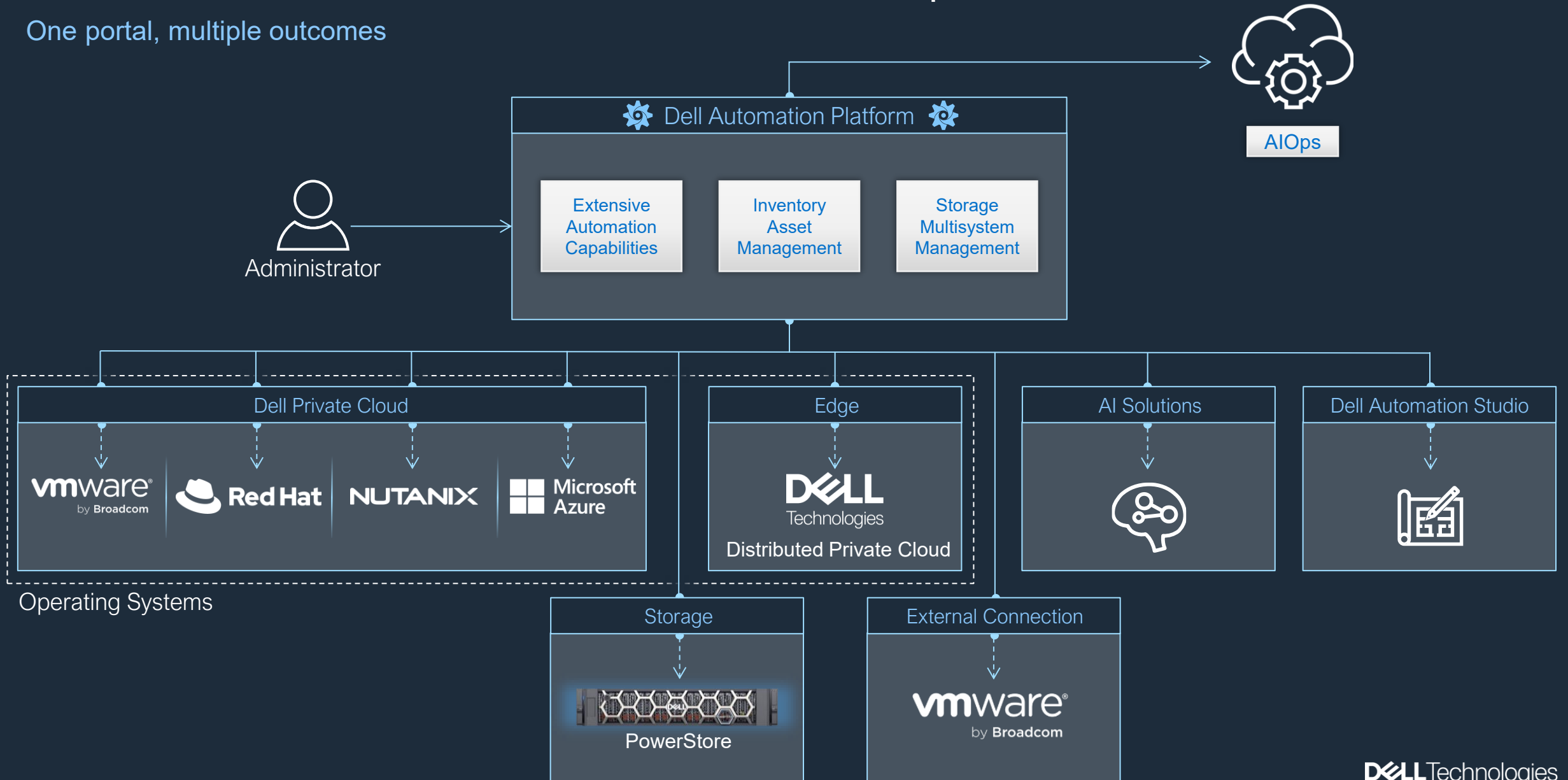


IT operations must support a wide range of locations

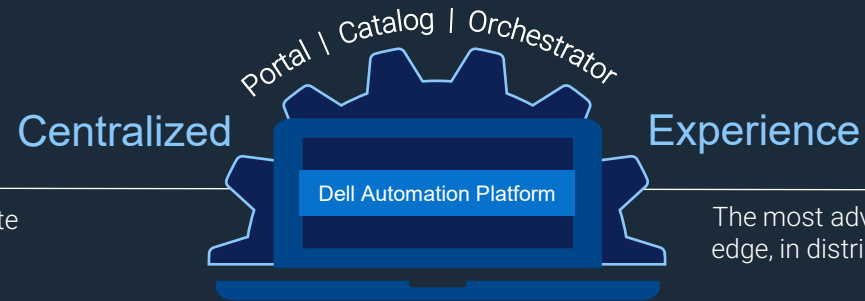


Dell Automation Platform software components

One portal, multiple outcomes



Dell Private Cloud and Dell Distributed Private Cloud positioning



Easily deploy and manage private cloud without software lock-in

The most advanced and cost-effective solutions for workloads at the edge, in distributed data centers, and in SMB single-site data centers¹



Dell Private Cloud

Ideally suited for *centralized* environments

- Data centers and larger remote sites
- Average >4 nodes per cluster
- Local IT staff presence
- Broad mix of core workloads (enterprise apps, DB, VDI, AI/ML, Kubernetes)
- Open, multi-hypervisor private cloud (BYO VMware, Red Hat, Nutanix, and others)
- Disaggregated compute + shared storage with lifecycle automation; optional zero-touch



Distributed Private Cloud

Ideally suited for *distributed* environments

- Edge, distributed and SMB data center environments
- Average ≤4 nodes per cluster
- Minimal or no local IT staff presence
- Latency-sensitive edge AI, IoT and computer vision workloads
- VMware alternative for edge and SMB sites (VMs + containers on NativeEdge OS)
- Compute w/ SDS; scale from one node to cluster(s); Zero-touch deployment with zero-trust security

up to 8 nodes

Dell Distributed Private Cloud customers: 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

Luxury automotive manufacturer

A leading manufacturer of luxury vehicles dedicated to pushing the boundaries of innovation and design.

Industry: Automotive

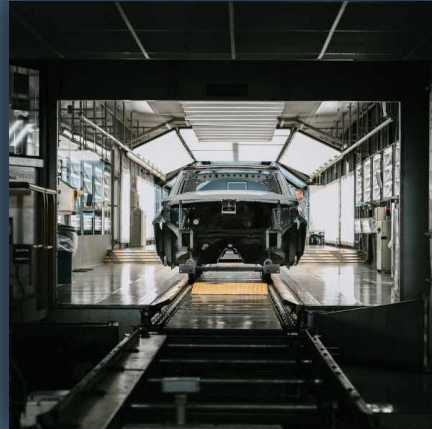
Location: EMEA

BUSINESS NEEDS

- Enable insights such as predictive maintenance and bottleneck analysis.
- Lay the foundation for future innovations like digital twins to optimize manufacturing efficiency.



EV Automotive
Manufacturing



USE CASES

- Predictive maintenance
- In-process quality assurance
- Real-time alerting
- Digital twin through VR headset for employee training
- Industrial HMI (Human Machine Interface)

SOLUTION

- Dell Distributed Private Cloud
- Dell Edge Gateway 3000 Series

WHY DISTRIBUTED PRIVATE CLOUD?

- Supporting rapid implementation with zero-touch provisioning
- Security
- Manageability
- Scalability
- IT/OT Convergence



Nature Fresh Farms (NFF), a family-owned and operated farm, prides itself on offering high-quality, clean, healthy produce. They use smarter methods to nurture nature, providing sustainably grown produce that you can feel good about eating.

Industry: Agriculture

Location: North America

BUSINESS NEEDS

- Sought an end-to-end edge solution with secure hardware and remote management to modernize North American operations
- Needed sensor data insights to improve packaging efficiency and reduce costs
- Required a scalable solution to support operational growth



USE CASES

- Improve overall yield optimization of crops
- Inspection in real time of weight, size and ripeness
- Monitor infrastructure equipment/environment (generators, humidity, temperature, etc.) that support the growing process

SOLUTION

- Dell Distributed Private Cloud
- Dell Edge Gateway 3000 / 5000 Series
- Litmus Edge / Litmus Edge Manager

RESULTS

- A solution on Distributed Private Cloud that is scalable to future use cases including employee productivity using AI + Computer Vision.
- Visibility to 1000 IoT devices they never had before, providing better insights and more efficient remedial actions in strawberry packaging facilities
- Increased cost savings through reduce produce wastage
- No longer necessary to send people to locations to gather data or manage endpoints

ENABLING TECHNOLOGIES FOR SUCCESS



Smart Farming



Sustainability



IoT

DELLTechnologies



MatrixSpace®

MatrixSpace delivers AI-enabled sensing solutions that provide real-time situational awareness for defense, security, and industrial applications. Their compact radar and AI systems help organizations detect and respond to dynamic events with speed and precision.

Industry: Security

Location: North America

BUSINESS NEEDS

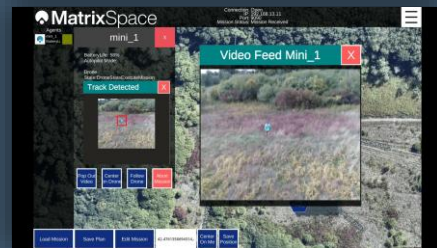
- A scalable, single-pane-of-glass management solution designed to efficiently manage large fleets of gateways and radars, providing real-time tracking and situational awareness



AI



IoT



USE CASES

- Dept. of Defense projects
- Industrial security
- Inspection and survey in real time
- Intelligence across maritime or land operations
- Drone detection for stadium / outdoor events

SOLUTION

- Dell Distributed Private Cloud
- Dell Edge Gateway 3200

WHY DISTRIBUTED PRIVATE CLOUD?

- Automation of MatrixSpace solution deployment using Distributed Private Cloud Blueprints
- Secure Device Onboarding with zero-trust and zero-touch
- Complete lifecycle management of the application and endpoints

