

PARTNER WITH SILVER PEAK AND INCREASE DELL ENTERPRISE SALES



Opportunity Keywords:

- WAN Acceleration/Optimization
- Multiple Locations/Branches
- ROBO (Remote Office Branch Office)
- Software as a Service (SaaS)
(Office 365; Salesforce.com; Concur; Box for example)
- Migrating data to the Cloud
- International Locations
- Data Center Consolidation and Virtualization
- Disaster Recovery (Data protection between 2 or more locations)
- 2nd site with EqualLogic or Compellent
- Missing RPO or Backup Windows
- VDI (Remote Performance Issues) or Desktop as a Service (DaaS)

- Poor quality of unified communications (Video, VoIP)
- Discussing the purchase of additional bandwidth

Silver Peak Solutions:

- Virtual (Software) appliances run on Dell Servers including VRTX
- Tested & validated with Dell Storage
- Door opener for Dell Networking and Dell Storage
- Proven at thousands of customers – SMB to Enterprise
- Silver Peak is on the Enterprise Credit List (Enterprise Networking S & P)

www.silver-peak.com/dell



EXCLUSIVE DELL BUNDLE PRICING Q1 FY16

Silver Peak Velocity EqualLogic Replication Program

- 2 Silver Peak Virtual Appliances
- Up to 60 GB/ hr throughput
- For EQL point to point replication only
(Other solutions available for different applications or > 2 locations)
- Runs on: VMware vSphere, Microsoft Hyper-V, Citrix XenServer, or KVM *(hypervisors not included)*
- Maximum 1 bundle per customer

\$9,995 MSRP – perpetual (maintenance purchased separately)

Silver Peak Velocity Compellent Replication Program

- 2 Silver Peak Virtual Appliances
- Up to 300 GB/ hr throughput
- For Compellent point to point replication only
(Other solutions available for different applications or > 2 locations)
- Runs on: VMware vSphere, Microsoft Hyper-V, Citrix XenServer, or KVM *(hypervisors not included)*

\$15,995 – 1 year subscription with maintenance

\$29,995 – perpetual (maintenance purchased separately)

Silver Peak VX software for VRTX | Data Center in a box + WAN Acceleration

Game changing solution to help Dell compete with Cisco, HP, and others at the branch

- Dell VRTX + Silver Peak Virtual WAN Optimization costs LESS than proprietary WANOp HW at the branch
- Easily deployed on VRTX
- Jointly developed ref arch + deployment guides

LAN experience for remote office apps

- Traditional office apps (E-mail, Web)
- Storage apps (replication, backup, remote CIFS)
- Unified Comms (VOIP/Video) & VDI

Specially priced and packaged WAN Acceleration Software for VRTX

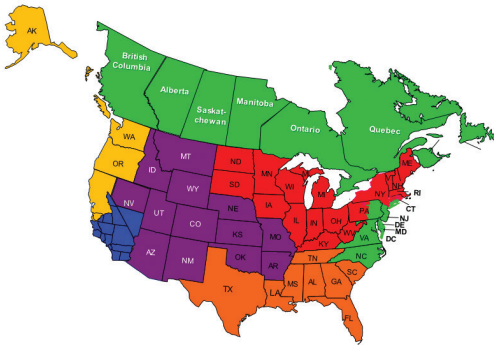
- Available when ordering VRTX
- Quotable in DellSTAR under WAN
- Optimized in solution templates
- Bookend solution- will need Silver Peak at each end of the WAN connection

Pricing: \$3,295 (1 year license)
\$5,995 (perpetual license)

WAN Connection: Up to 20Mbps



REGIONAL DELL PARTNER MANAGER COVERAGE



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