

ZONES
First Choice for IT™

CUSTOMIZED

STORAGE & SERVER SOLUTIONS

From Zones and Dell Technologies

DELLTechnologies
TITANIUM PARTNER



Customized Storage & Server Solutions

Why organizations need to optimize their data storage and server solutions.

In today's fast-moving digital economy, in order to remain competitive and relevant, businesses need to optimize their data storage and server solutions to stay in line with modern application workloads.

The sheer volume of data being generated within modern organizations is staggering, and often overwhelming. If you factor in rapid technology advances, it becomes very easy to understand why many businesses in the digital age risk getting left behind.

This is why it's important to optimize now, in order for your business to remain competitive and attain your desired business outcomes. Zones will support and provide expert guidance to help your business achieve optimization in the most efficient and effective way.



Customized Storage & Server Solutions



The challenge of data storage and server solutions.

Your business needs data storage and server solutions that are scalable and built to suit your business needs. That's where Zones can help. Zones will assess your data storage and server infrastructure and implement an optimized Dell Technologies solution while also streamlining the procurement and implementation processes in the following ways:

- Reduce costs involved with acquiring, installing, and maintaining modern storage and server solutions.
- Free up time and resources by streamlining the procurement and implementation process.
- Limit security threats by utilizing our secure supply chain.
- Utilize our industry expertise to offer a solution that will best fit your needs for now and into the future.
- Provide frequent updates on shipping lead times and product availability to set expectations and be your proactive partner throughout the purchase process.

Customized Storage & Server Solutions

Storage Solutions.

With Dell Technologies and the Tailor Made Program, you can get a variety of storage configurations up to **62% off!** You configure your storage solutions from the bottom up when you choose the storage base, and then add the final touches that work for you. The configurations are validated and tested before they are sent, which allow for peace of mind. The average shelf unit ships in two months, but with the Tailor Made program, units are shipping in 2 weeks, on average. Each unit is fully customizable to fit your specific needs while helping meet your deadline and budgetary requirements.

- Tailor Made Promotion Program allows you to select Midrange Storage and Data Protection solutions for a fraction of the rack solutions
- Additional discounts on select PowerStore, PowerVault, Unity XT and DD3300 models
- Get your order quickly (2 weeks, on average.)

KEY BENEFITS

Mid-market leaders have limited resources to procure and implement new solutions. Cyber security is always top of mind as threats persist and proliferate. To continue digital momentum and address cost, management, and security concerns, you need solutions that are easy to purchase and implement that empower your team to adapt and grow.

- » Clean simple quote to order process.
- » Customizable to your exact needs.
- » Approved Tailor Made Program discounts remain consistent regardless of upgrades/customizations.



Customized Storage & Server Solutions

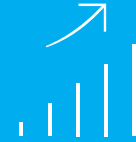
Server Solutions.

Dell Technologies' Tailor Made Express program simplifies and accelerates the ordering process. These popular configurations are highly available – no supply chain delays.

To continue digital momentum and address cost, management, and security concerns, you need solutions that are easy to purchase and implement that empower your team to adapt and grow.

- Increased performance, ability to scale, and simplify IT with this server series designed for businesses with remote and branch offices.
- Pricing and value for the world's Number One servers.
- Quote and order speed, simplicity.
- Security from design to retirement.
- Guaranteed stock availability.
- Fast shipping.

HIGH AVAILABILITY, HIGH VALUE, WITH CHOICE



Meet evolving compute demands.



Build intelligent systems that work together and independently.



Deliver proactive resilience.

Customized Storage & Server Solutions

About Dell Technologies and Zones.

Dell Technologies offers a wide range of IT solutions designed to make life easier for the modern enterprise. Whether it's their data center solutions, like PowerEdge and PowerStore, or the other managed services they offer, such as APEX Custom Solutions, everything in the Dell Technologies catalog represents a potentially major value add for your business.

At Zones, we have many services available that will make that process as smooth and seamless as possible. For example, our Global Supply Chain as a Service offering is designed to get you IT quickly and efficiently – plus, our status as a Co-Delivery Partner for Dell Technologies means our team is trained and certified to deliver Dell products right to your doorstep.

SIZING UP YOUR DATA CENTER

Live Optics is a cloud-based infrastructure planning and collaboration solution that can generate in-depth reports on the state of your IT. You can view an aggregation of your resource needs across disparate servers, as well as a simulation of how your workloads would look if they were consolidated in a new IT framework. As a lightweight assessment, it's easy to get results quickly and act upon them right away. The assessment is generally concluded in 24 hours or less, with no installation necessary.

To get started, all you have to do is reach out and ask a Zones Account Manager.

Ready to learn how Zones and Dell Technologies
can benefit your business?

ZONES
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Visit zones.com or call **800.408.ZONES** today.

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