








# UNISYS & DELL EMC ALLIANCE

## Industry Focused Solutions built on Market Leading Technology

Partnership Credentials			Our Clients Include			
						
Longest duration Dell EMC Partner	Platinum Level Partner - Solution & Service Provider	Global OEM Partner	>100 million air cargo transactions per month	>300 government agencies worldwide	18 of the top 25 global airlines	7 out of the top 10 Life Science firms

Unisys Solutions	Description	Use Case	References Wins	Dell EMC Technology
<b>Data Center Transformation</b> <b>IT Transformation</b>	Optimize infrastructure to enable clients to consolidate, migrate, optimize, and automate their Data Centers (DCs) to achieve the Software Defined Data Center vision.	<ul style="list-style-type: none"> <li>Data Center upgrade and refresh</li> <li>Data Center migration and consolidation</li> <li>High Availability, Disaster Recovery/ Backup</li> <li>SDDC</li> </ul>	<ul style="list-style-type: none"> <li>A US National Scientific Agency</li> <li>An Iconic Investment Bank in Australia</li> <li>Self-governing British Crown Dependency</li> </ul>	<ul style="list-style-type: none"> <li>VMAX, Isilon, RecoverPoint, Data Domain, Avamar</li> <li>Dell Servers</li> <li>vBlock</li> </ul>
<b>Hybrid Cloud</b> <b>IT Transformation</b> Transformation to Software Defined Enterprise	Comprehensive suite of on-demand pay-as-you-go hybrid cloud services to enable enterprise digital transformation.	<ul style="list-style-type: none"> <li>Multi-Cloud management</li> <li>Databases &amp; Enterprise Apps</li> <li>Storage as a service</li> <li>Disaster recovery</li> <li>DevOps</li> </ul>	<ul style="list-style-type: none"> <li>A major University in USA reduced storage cost by 50%</li> <li>A major US City Government achieved annual savings by moving to a "pay per use" model.</li> </ul>	<ul style="list-style-type: none"> <li>Dell EMC HYPER CONVERGED INFRASTRUCTURE</li> <li>VMAX Storage</li> <li>Data Domain</li> </ul>
<b>Workspace Services</b> <b>End User Transformation</b> Empowering the Digital Worker	Comprehensive suite of consumption-based cloud services designed to empower users in the digital workplace.	<ul style="list-style-type: none"> <li>Regulated &amp; Private Systems</li> <li>Workspace Modernization</li> <li>Workplace Cost Reduction</li> <li>Any Device, Anywhere Productivity</li> <li>Mobilizing the Workforce</li> </ul>	<ul style="list-style-type: none"> <li>A major public sector client in AUS - \$27M contract value</li> <li>A global manufacturing company based in DE - \$60 million contract value</li> </ul>	<ul style="list-style-type: none"> <li>Dell/EMC Compute, Storage and Network</li> <li>Dell/EMC vxRacks / vxRail / VMware</li> </ul>
<b>Enterprise Ready Analytics</b> <b>IT Transformation</b> <b>Security Transformation</b> Machine Learning as a Service Eco-system	On-premise solution to Enterprise Data Management that includes Massive Data Integration, Visualization capabilities and Predictive Analytics.	<ul style="list-style-type: none"> <li>Predictive &amp; Fraud Analytics</li> <li>IoT &amp; Customer Analytics</li> <li>Consulting &amp; Cyber Analytics</li> <li>Deep Learning</li> <li>Machine Learning as a Service</li> <li>ITSM &amp; Social Media Analytics</li> </ul>	<ul style="list-style-type: none"> <li>IRS in US</li> <li>Core Banking in UK</li> </ul>	<ul style="list-style-type: none"> <li>DELL r930/r730</li> <li>iDRAC/remote administration</li> <li>PERC/Integrated RAID</li> </ul>