

# Building the right systems for remote working

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## SPEAKERS



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GLOBAL  
**government**  
FORUM

Knowledge Partners



# DELL Technologies



Lee Larter, UK Networking Director

@LeeLarter

**DELL**Technologies

Innovation  
Built-In



**DELL**Technologies



Windows 10 Pro

# An Unprecedented Moment in History

Enabling a remote workforce is one way to help keep employees, communities, and customers safe. Currently, over 120,000 Dell Technologies team members work remotely, so we want to offer you our know-how to implement your own digital yet connected workplace

# It's not just about endpoints

Enable the remote worker



Support IT needs and systems



# Unique challenges of going remote fast

1

How do I get the majority of my people **productive ASAP**, **delivering the applications** they need to where they are today?

2

How do I enable critical workers who need **powerful workstations** or who handle **highly sensitive information**?

3

How do I **extend my security profile** to these endpoints which are now in new locations?

4

How do I ensure critical workers get the **network performance** they require?

5

How do I enable IT to meet **infrastructure growth demands** when datacenters may not have people onsite to deploy new hardware?

# How we can help our customer

## Remote Work Experience

### End-to-End Security



Right Device w/  
Workspace ONE



Virtual Apps and Desktop  
Infrastructure



Security Suite w/  
Carbon Black



Software-Defined  
Wide Area Network



Dell Technologies  
Cloud

A Digitally Connected  
Workplace

# Follow the wire – from the device to the Data Centre

- To provide as close to an in-office experience as possible, a remote workforce requires a professional home office, secure access, high-performance connectivity, and a core data center prepared for increased load.



Users need **devices and a professional home office** optimized for productivity, collaboration, and security

Dell Technologies can **deliver fully imaged systems directly to end-users** to get up and running quickly, along with a suite of home office equipment for every user



Remote users need **secure access** to the corporate network, to secure data and **optimize connectivity**.

We can provide users a corporate **VPN or an SD-WAN portal** or a token to protect sensitive data and IP.



Businesses need to secure communications differently than when users are on-premises. In some cases, **end-to-end encryption** of data.

Cloud-based and remote user app traffic routes through the **corporate network**.



Additional user traffic from outside the network can strain the network, requiring **load balancers** or greater capacity.

Dell **Network Switches** and **SD-WAN software from VMware** help manage and prioritize network traffic, and manage the increased load



Companies need to ensure **remote access** to vital applications and data, ensuring it's sized for any additional load, and **accessible to users**.

**Virtual Desktop Infrastructure** provides secure, high-performance **access for critical users**. **Hybrid Cloud** can scale datacenter resources without on-prem intervention

# Dell EMC SD-WAN Solution (powered by VMware)

Modernize the WAN with Dell EMC and VMware innovation and integration

Industry-leading VMware SD-WAN software with a complete Dell EMC managed infrastructure

MPLS

Broadband

LTE/5G (future)

vmware® SD-WAN Software

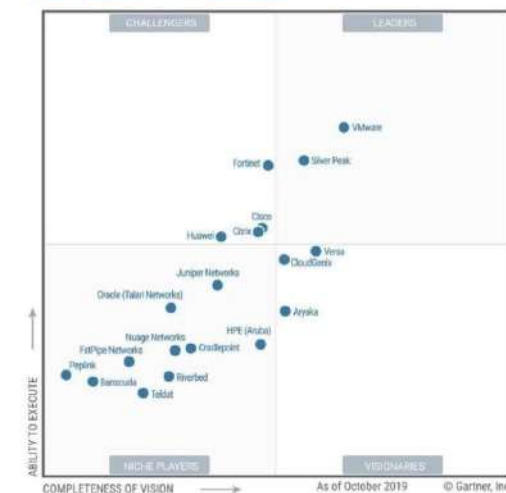
DELL EMC Dell EMC Orchestrator  
Dell EMC SD-WAN Appliance

**Edge Simplicity:** VMware SD-WAN software preloaded on Dell appliance

**Efficient:** Software saves on transport cost, value-designed hardware saves CAPEX

**One Call Support:** Dell EMC owns support

Figure 1. Magic Quadrant for WAN Edge Infrastructure

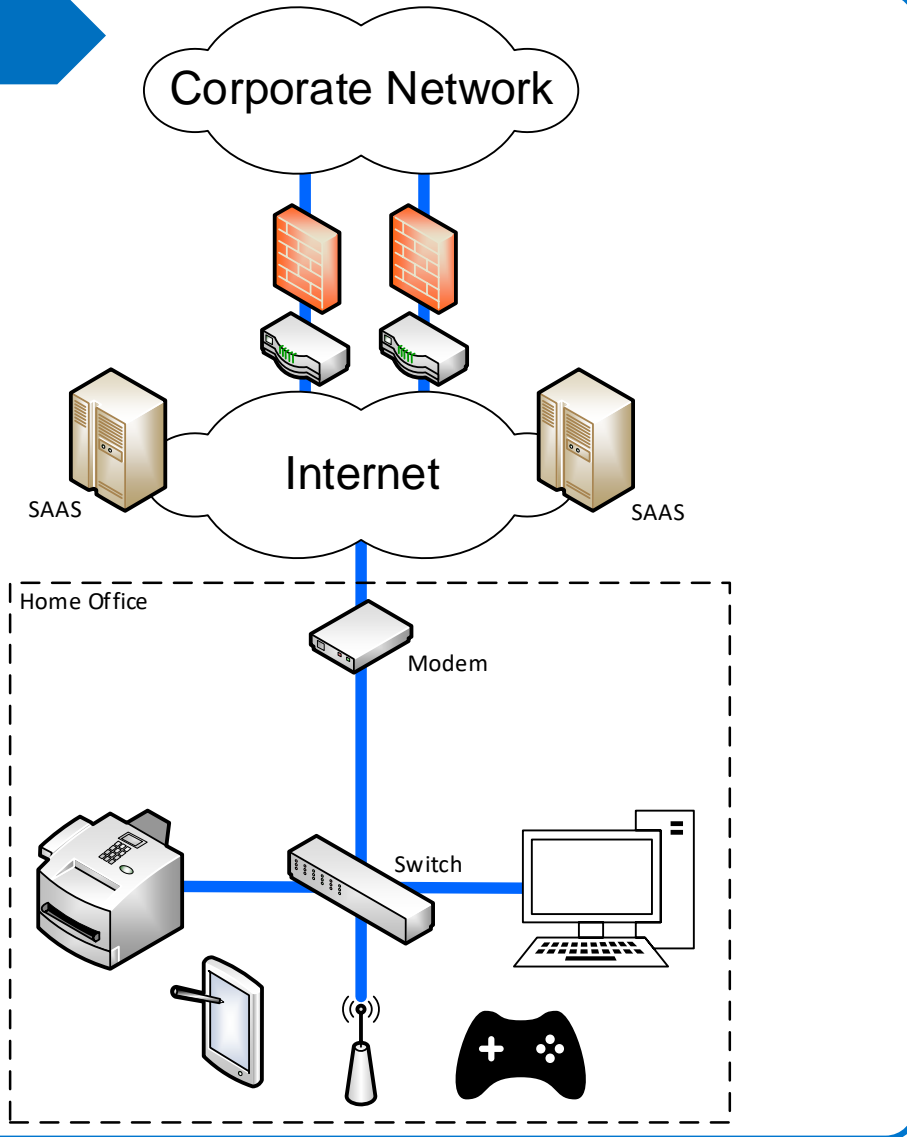


Source: Gartner (November 2018) As of October 2019 © Gartner, Inc



# Dell EMC SD-WAN Solution powered by VMware

## Before



- **Unreliable, Interrupted Access**

- Home workers require reliable, prioritized network access as bandwidth demand increases in the household
- No easy way to set network priority by application (done manually today if at all)



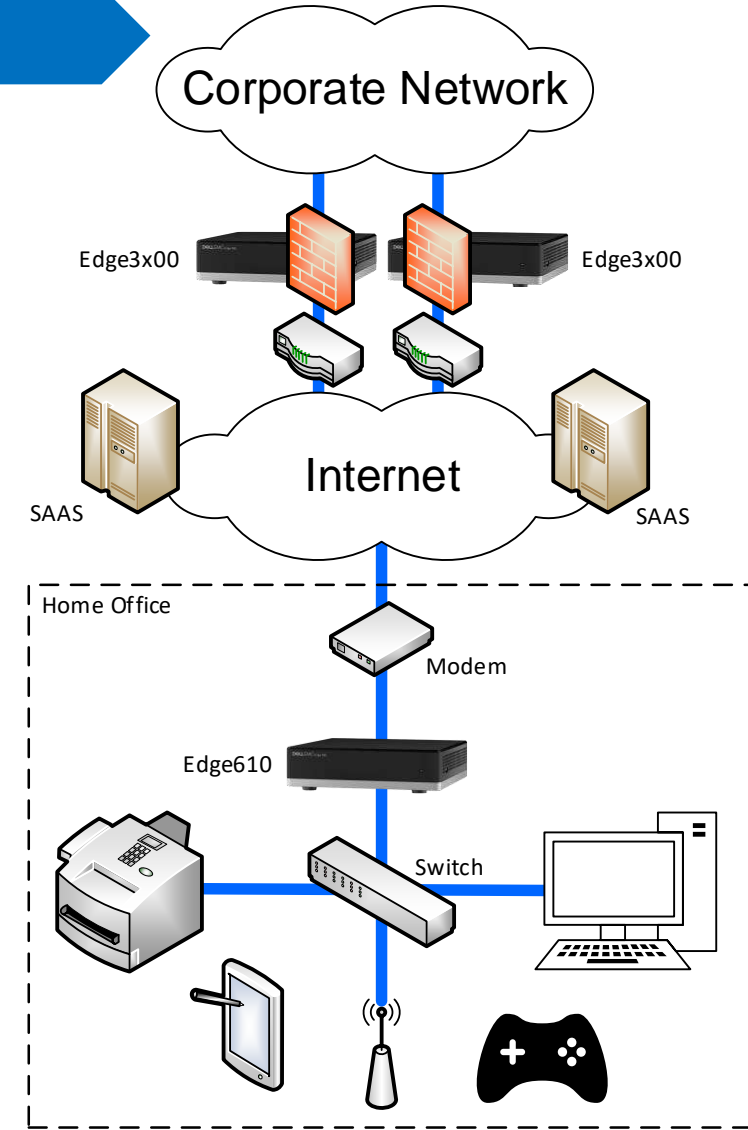
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After



- Easily installs behind Home Router
- Separates Home Apps from Business Apps
- LTE/4G backup or augmentation available for business apps

After





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