



ACTIVATION KIT

Bridging today's solutions to tomorrow's success

Unlocking new opportunities with Edge, Cloud, and AI Innovation

DELLTechnologies

 **Microsoft**

Overview

Our Partnership

Dell Solutions for
Microsoft

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Empowering you to drive customer success

Activate the potential of Dell Solutions for Microsoft

The Dell and Microsoft partnership is designed to help businesses transform their hybrid cloud environments and harness the power of AI. With Dell Solutions for Microsoft, organizations can simplify complexity and build a strong foundation for future innovation, enabling businesses to scale securely, unlocking new opportunities for growth and transformation.

About this activation kit

Delivered as an interactive PDF, this Activation Kit provides essential resources for internal sales and marketing teams. It includes key messaging, solution content, partner and end-user materials, and downloadable tools to confidently promote Dell Solutions for Microsoft.

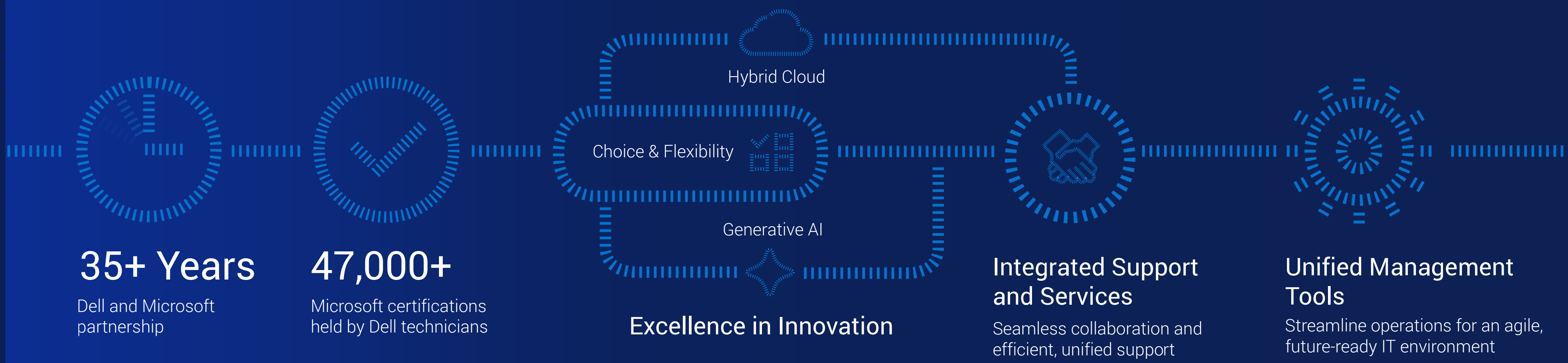
Download the kit, explore its contents, and use it to activate sales and marketing efforts, helping businesses build a future driven by AI and cloud innovations.

Dell Technologies and Microsoft

Helping customers reach a future they never thought possible

Dell and Microsoft have been trusted partners for over 35 years, working together to drive innovation and accelerate digital transformation. We deliver secure, scalable solutions across core, edge, and cloud environments. Our partnership focuses on agility, trust, and cutting-edge technologies like hybrid cloud and generative AI, helping customers overcome challenges at every stage of their transformation journey.

Together, we provide businesses with the tools and infrastructure to innovate continuously and scale securely — whether optimizing hybrid cloud environments, improving data management, or laying the foundation for AI-driven advancements. Our solutions are trusted by organizations around the world to simplify complex IT landscapes and unlock new opportunities.



Our Partnership

Dell Technologies and
Microsoft

Experience Multicloud
by Design

Empowering Tomorrow's
Innovations

Dell Solutions for
Microsoft




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Experience multicloud by design

Dell and Microsoft's Ground-to-Cloud and Cloud-to-Ground strategy

-  Dell PowerFlex for Microsoft Azure
-  Dell PowerScale for Microsoft Azure
-  Dell PowerProtect for Microsoft Azure



-  Dell AX System for Azure Local
-  Windows Server 2025
-  Dell AI & Copilot+ PCs

Storage | Data Protection | Client Devices | Compute & HCI



Colo facilities



Data centers



Edge locations





Empowering tomorrow's innovations

Explore why Dell Technologies and Microsoft are the leading solutions for driving scalable, secure digital transformation worldwide.

Dell Partnership assets



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[Watch Keynote and
Download Slides](#)



[Read Blog: Leading Innovation
Together at the Speed of AI](#)





Dell Solutions for Microsoft

Optimizing Azure Local integration with a Microsoft Premier Solution

Dell Technologies offers a suite of solutions that integrate seamlessly with Microsoft Azure, enabling scalable, secure hybrid cloud environments. From Azure Local solutions to file and block storage and protection services, our offerings simplify management, enhance performance, and provide flexible, future-proof infrastructure.

Dell AX System for Microsoft Azure Local

Dell AX System for Azure Local is a Microsoft Premier Solution that delivers turnkey, purpose-built hybrid cloud infrastructure that is designed for on-premises Azure deployments. This solution simplifies Azure adaptive cloud management, allowing businesses to scale securely and efficiently while maintaining high performance across workloads.



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[Download Azure Local L200 Training Deck](#)



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Azure Local OEM License

Azure Local OEM License is a one-time, perpetual software bundle that is flexible, easy, and affordable – and it comes pre-installed with Dell AX System for Azure Local, an end-to-end Azure hybrid cloud that is easy to deploy and manage.



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Dell Solutions for Microsoft

Optimizing Azure integration for scalable, secure cloud environments

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Dell PowerScale for Microsoft Azure

Dell PowerScale for Microsoft Azure simplifies multicloud integration with on-demand performance via Azure, supporting AI workloads. Managed by Dell, it offers fast data access and seamless Azure AI integration, with Microsoft handling billing.



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Dell PowerFlex for Microsoft Azure

Dell PowerFlex for Microsoft Azure provides high-performance, low-latency storage for demanding workloads, enabling seamless data movement across hybrid environments and availability zones. Scalable on-demand with cost optimization features, it's available via Azure Marketplace, supporting Azure benefits and improving TCO.



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PowerProtect Data Manager and Data Domain Virtual Edition

Empower Workload Protection with Dell PowerProtect Solutions
Dell PowerProtect Data Manager and PowerProtect Data Domain Virtual Edition offer powerful, reliable solutions to safeguard your critical workloads across on-premises data centers and Azure environments. Designed with industry-leading deduplication technology, these solutions significantly reduce Azure compute and storage needs, helping drive lower total cost of ownership (TCO).



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PowerProtect Backup Services

Microsoft 365 Protection Microsoft 365 users can reduce data loss risks, secure backup data, and actively track compliance with Dell PowerProtect Backup Services. Designed for SaaS applications like Microsoft 365, PowerProtect Backup Services provide seamless data protection, centralized management, and robust information governance.



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[Read Ransomware Survival Guide](#)

Dell AX System for Azure Local

Azure Local OEM License

Dell PowerScale for Microsoft Azure

Dell PowerFlex for Microsoft Azure

Dell PowerProtect for Microsoft Azure

PowerProtect Backup Services

Windows Server 2025

Dell Technologies Services for Microsoft Azure Hybrid Cloud

Windows 11, Dell AI Copilot+ PCs and Services for Copilot Solutions


















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Optimizing Azure integration for scalable, secure cloud environments

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Windows Server 2025 for Dell PowerEdge Servers

Windows Server 2025 enhances critical workloads with advanced security, hybrid multicloud support, and Azure Arc integration. Dell PowerEdge Servers optimize performance, accelerate AI, improve automation, and support Zero Trust adoption.

- | | | |
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Dell AX System for
Azure Local

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Dell PowerScale for
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Dell PowerFlex for Microsoft
Azure

Dell PowerProtect for
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PowerProtect Backup
Services

Windows Server 2025

Dell Technologies Services
for Microsoft Azure Hybrid
Cloud

Windows 11, Dell AI Copilot+
PCs and Services for Copilot
Solutions



Dell Solutions for Microsoft

Optimizing Azure integration for scalable, secure cloud environments

Dell Technologies offers services to optimize Azure Hybrid Cloud environments, focusing on Azure Stack and Arc integration. These services streamline hybrid cloud management, address resource integration challenges, and empower DevSecOps teams for modern app development.

Dell Technologies Services for Microsoft Azure Hybrid Cloud



For a complete list of our applications, modern workforce, multicloud, and security and resilience services, access [Microsoft FastFind](#)



[Implementation Services for Microsoft Azure Public Cloud](#)



[Download Services Overview](#)



[Integration Services for Microsoft Azure Arc](#)



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[Extend Your Multicloud Ecosystem with Microsoft Azure Local eBook \(migrate to Azure\)](#)



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7/7 Solutions
Area Designations



Dell is a Global Microsoft
FastTrack Ready Partner!



Member of
Microsoft Intelligent
Security Association

Dell AX System for
Azure Local

Azure Local OEM License

Dell PowerScale for
Microsoft Azure

Dell PowerFlex for Microsoft
Azure

Dell PowerProtect for
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PowerProtect Backup
Services

Windows Server 2025

Dell Technologies Services
for Microsoft Azure Hybrid
Cloud

Windows 11, Dell AI Copilot+
PCs and Services for Copilot
Solutions



Dell Solutions for Microsoft

Windows 11, Dell AI Copilot+ PCs and Professional Services for Microsoft Copilot

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Dell Cloud Platform for Microsoft Azure

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Services for Microsoft Azure Hybrid Cloud

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