

# KEYNOTE

## HPE - HPC&AI Technology Challenges in Europe

Animée par Frédéric Gasnier

14h30 – 14h45



**Frédéric Gasnier**  
Senior Director des solutions Datacenter  
**Dell Technologies**



**Unlock  
the future**

## Modernisation du DC : enjeux et perspective liés aux nouveaux usages de l'IT

Frédéric Gasnier - Senior Director DataCenter at Dell Technologies



## Key Macro Challenges for Customers



Multicloud



Edge



GenAI

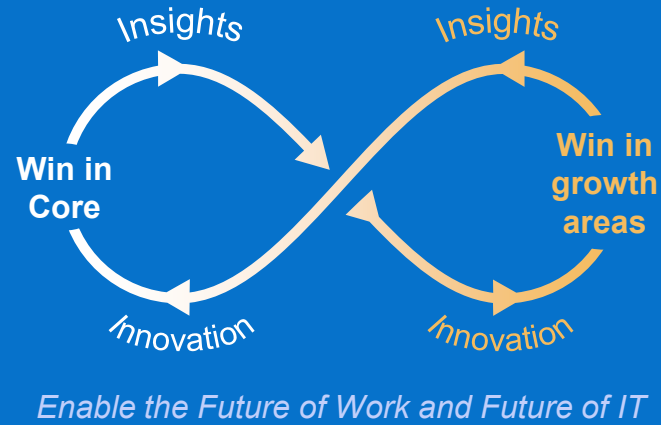
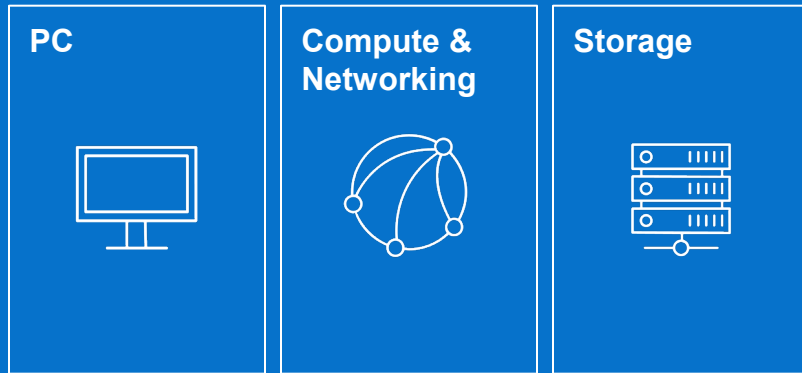


Security

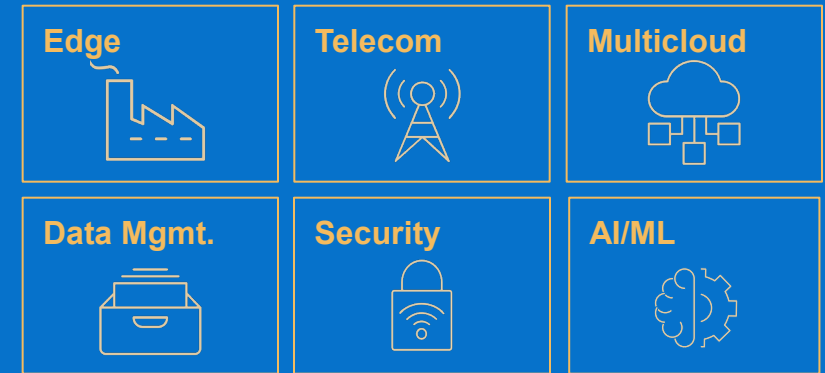


Future of  
Work

**Grow and modernize  
the core business**



**Build new growth businesses where  
we have a unique right to win**



**APEX  
ECOSYSTEM**

MODERN CLOUD



MODERN CONSUMPTION



**SIMPLICITY**

Take advantage of cloud experiences everywhere



**AGILITY**

React quickly to capture new opportunities



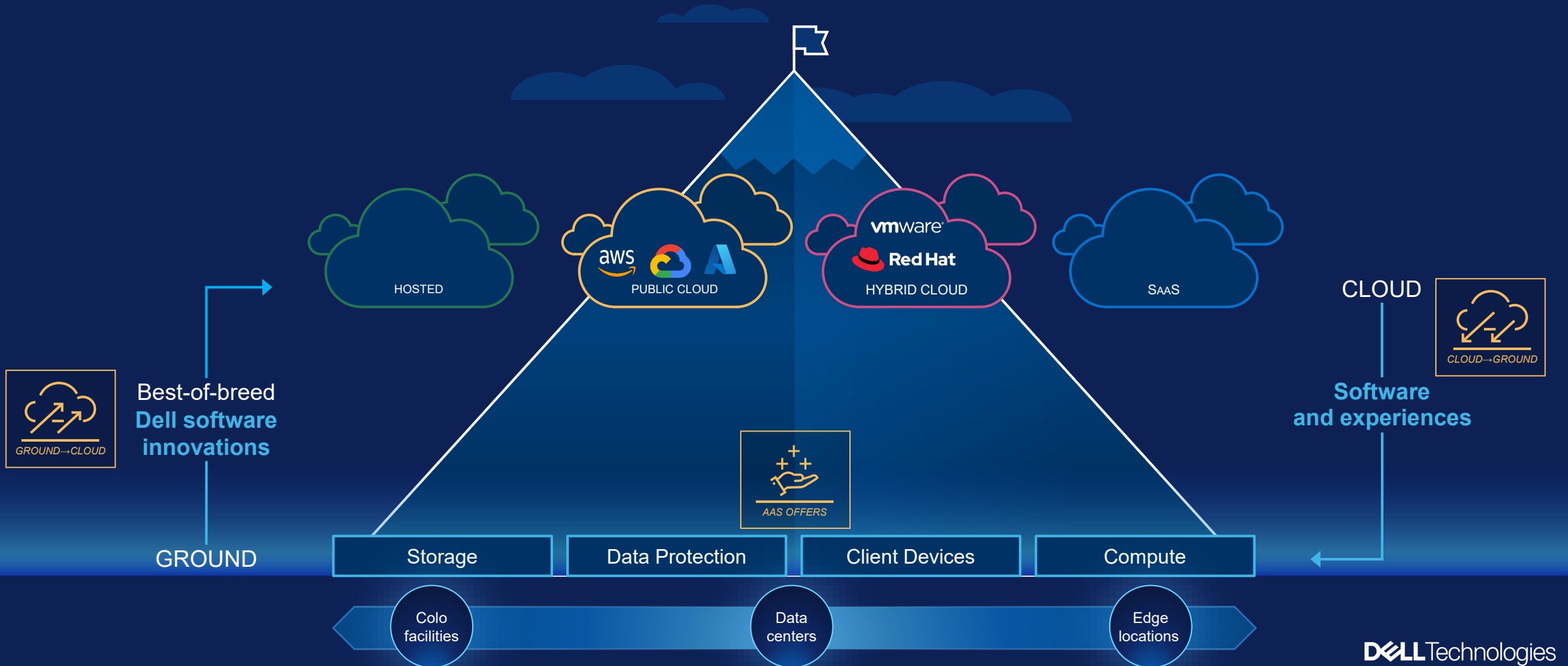
**CONTROL**

Minimize risk and maximize performance on your terms



# DELL Technologies | A P E X

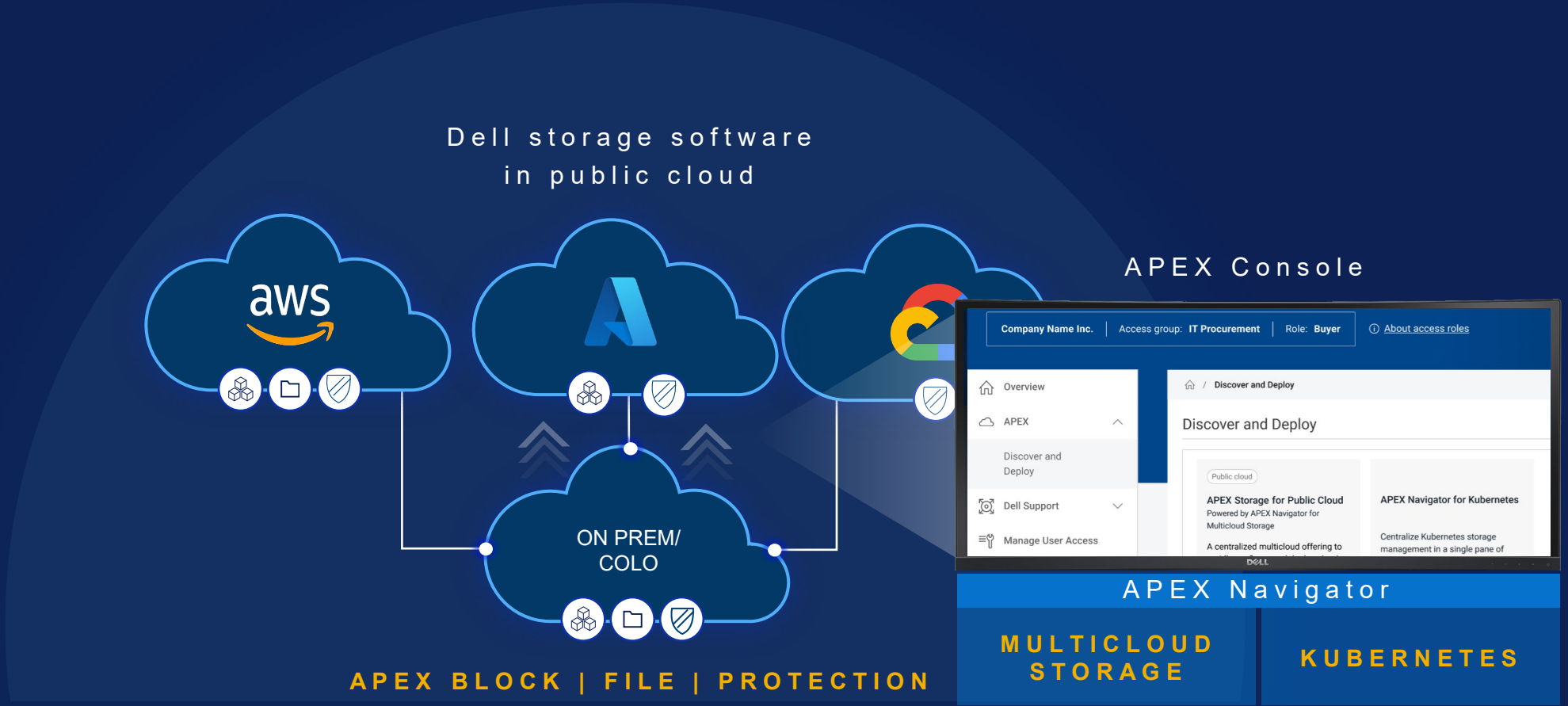
Take advantage of multicloud by design.  
Get simplified cloud experiences with technology you trust.



# APEX Storage for Public Cloud



**Make the most of committed cloud spend**



**Enterprise Class**

**Workload Flexibility**

**Consistent Operations**

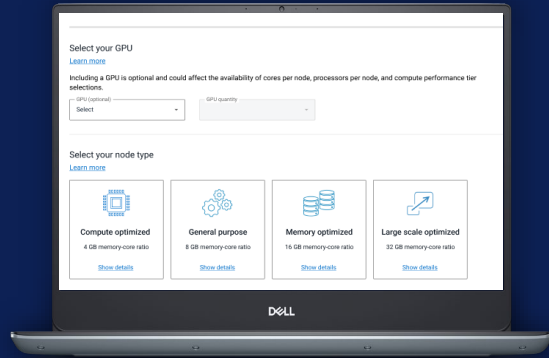
**Superior TCO**

# APEX Compute

Easily subscribe to scalable and secure bare metal compute resources



APEX Console



## NODE TYPES

- Compute Optimized
- General Purpose
- Memory Optimized
- Large-Scale Memory Optimized

## GPUs

- VDI density optimized
- AI inference optimized
- Video encoding and decoding
- Big data analytics
- and more..

## DEPLOYMENT

- Customer Self-Deploy
- Dell-led deployment
- Partner deployment

## TERM

- 3 Year
- 4 Year
- 5 Year

Simple configuration through a single console

Get up and running quickly with accelerated time-to-value

Remove the challenges of infrastructure ownership and up-front budgeting

Subscribe and Pay as-you-go as you scale

Choice of hypervisor or OS based on your workloads

Availability: Today



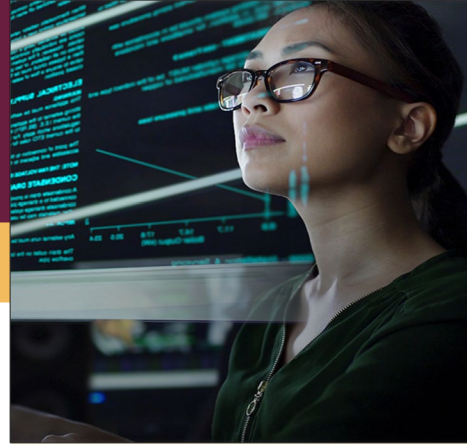
# Enterprises have unique needs for Generative AI



Trust



Data security,  
privacy



Purpose-built  
models



Agility, time to  
market



Expertise

# Project Helix

Rethink the status quo with Generative AI



Deliver full-stack  
scalable solutions

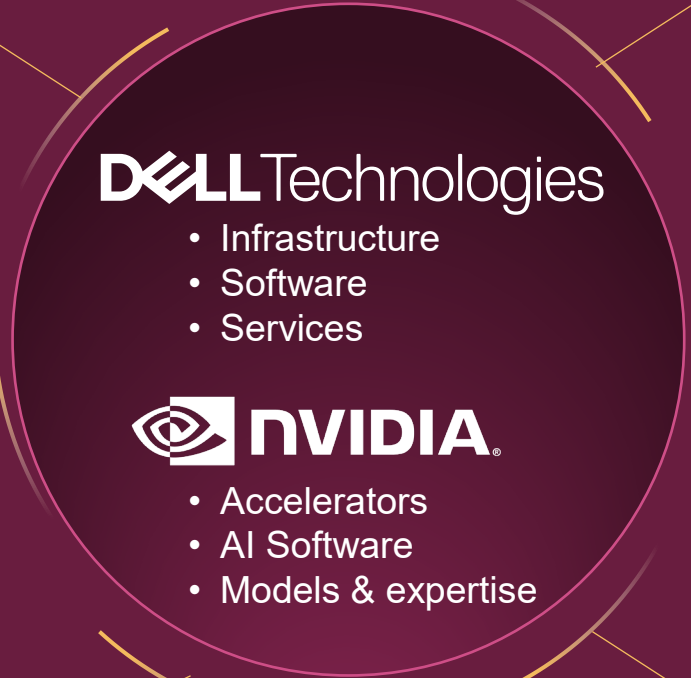
Deliver trusted AI  
outcomes with integrity

Provide expertise and  
deployment guidance

Ensure data security  
and privacy

Assist from model  
development to deployment

Available starting  
June 2023



**ACCELERATE**  
business outcomes

**SCALE**  
for business-wide impact

**SECURE**  
trusted decisions



**Unlock  
the future**

**MERCI**

**RDV Stand D08**

