Dell EMC SD-WAN Solution Powered by VMware Sales Kit

AUGUST 2020

vmware®   **D&LL**Technologies

v12

SOLUTION OVERVIEW/INTRODUCTION

What you will learn:

- Product overview, positioning, and messagings
- How customers have deployed SD-WAN Solution
- Ways SD-WAN Solution is used to refresh the edge and power remote work

	Title (click to view, right click or option click to copy link)	**Description**
URL	Dell EMC SD-WAN Solution Powered by VMware Landing Page	Product page.
PDF	Solution Brief	One page brief.
PPT	Dell Technologies Networking Edge Portfolio Overview*	Deck for Dell sellers and partners.
PDF	Solution Overview	Four page brief.
PPT	Customer Facing Deck*	Powerpoint Presentation.
VID	3 Minute Introduction Video	Solution overview video.
PDF	First Look at SD-WAN by ESG – Analyst White Paper	Four page analyst overview of solution.
PDF	Gartner – Transforming Networking for the Cloud Era with SD-WAN	37 page Gartner analysis including full Magic Quadrant.
VID	Failover of Zoom Video Conferencing with Dell EMC SD-WAN	Three minute tech demo.
VID	What Is SD-WAN and why do you need it? Quick Explainer Video with Drew Schulke	13 minute video overview.
URL	Forrester – Total Economic Impact (Gated asset that collects leads)	Economic impact featuring five Dell SD-WAN customers.
BLOG	Dell EMC SD-WAN Solution Powered By VMware: Offering Even More	Blog announcing expansion of SD-WAN solution portfolio.
BLOG	SD-WAN: A Key Factor In Scaling 120,000 Dell Technologies Team Members to Connect Remotely	Story of how Dell IT adopted SD-WAN.
BLOG	The Time to Modernize Your Edge is Now by Tom Burns	Executive overview of SD-WAN solution.
WEB	Your WAN is a Mess, Freshen it up with SD-WAN feat. Steve Woo and Steve Phillips	Webinar - Tech refresh story.
WEB	An Insider's Look at Benefits in Dell EMC SD-WAN Customer Deployments feat. John Hultman and Dan Hamilton	Webinar - Customer case studies.
WEB	Modernizing WAN for the Cloud Era with Steve Phillips and Greg Walton	Webinar - Cloud focused SD-WAN story.
WEB	Going Remote: Improving your network connection while working from home with Greg Walton and Steve Phillips	Webinar - WFH with SD-WAN story.
WEB	What Makes Dell Technologies Different – Truly Open Networking	Webinar - SD-WAN + Open Networking.

* Accessible by Dell Personnel Only

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TECHNICAL DOCUMENTS

What you will learn:

- Technical specifications for SD-WAN Edge hardware models

- Technical FAQs

Title (click to view, right click or option click to copy link)

Description

	Title	Description
URL	Edge 600 Series Info	Product page.
PDF	Edge 600 Series Spec Sheet	Spec Sheet.
URL	Edge 3000 Series Info	Product page.
PDF	Edge 3000 Series Spec Sheet	Spec Sheet.
PDF	Technical FAQ	Technical FAQ.

POC DOCUMENTS

What you will learn:

- How to open a ticket to begin the POC process

Title (click to view, right click or option click to copy link)

Description

	Title	Description
PDF	POC Request**	Guide to opening ticket for POC

DELL EMC SD-WAN SOLUTION POWERED BY VMWARE SALES KIT

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INTERNAL USE - CONFIDENTIAL   2

USE CASES/VERTICAL INFO

What you will learn:

- SD-WAN Solution messaging for specific vertical use cases

Title (click to view, right click or option click to copy link)

Description

	Title	Description
PDF	SD-WAN Solution for Education	Solution brief on SD-WAN for the Education vertical.
PDF	SD-WAN Solution for Healthcare – ESG Analyst White Paper	Solution brief on SD-WAN for the Healthcare vertical.
PDF	Financial Services and SD-WAN – Forrester Spotlight White Paper	Total Economic Impact (TEI) study on SD-WAN for the Financial Services vertical.
PDF	Healthcare and SD-WAN – Forrester Spotlight White Paper	Total Economic Impact (TEI) study on SD-WAN for the Healthcare vertical.

INTERNAL TRAINING/ENABLEMENT

What you will learn:

- How to position SD-WAN solution against key competitors
- How to qualify and order SD-WAN Solution

Title (click to view, right click or option click to copy link)

Description

	Title	Description
VID	Series of 8 informational bite size lightboard videos Starring Greg Walton and Drew Schulke	Playlist of 8 videos, 4-7 min each.
PDF	Cheat Sheet**	Cheat Sheet.
PDF	Battle Card**	Battlecard.
PDF	Ordering Guide**	Ordering Guide.
PDF	Competitive Battlecard – VMware SD-WAN by VeloCloud vs. Viptela**	Competitive Battlecard.
PDF	How to Choose the Right SD-WAN Edge for Your Customer*	Qualifying guidence for the SD-WAN Solution.
URL	DTSU – Networking Home Page*	Main training page for networking.
URL	DTSU – Dell EMC SD-WAN Solution Sales Overview | GSTB5725*	13 minute overview training.
URL	DTSU – SD-WAN Edge Solution Technical Product Line Overview | ESGB5363*	Short technical training.

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