

TOP REASONS WHY DELL POWEREDGE SERVERS

1 Deliver the difference

*Accelerated AI-driven innovation, automation,
and zero-trust adoption.*

Deliver solutions that enable your customers to be ready for what's next. Next Gen PowerEdge servers, powered by 4th Gen Intel® Xeon® Scalable processors, accelerate transformation in the core, at the edge, with multicloud scale, anywhere, with AI-driven innovation, automation and zero-trust adoption.

[Watch Video](#)

2 Earn a trusted technology provider status

Invest in a long-term relationship with your customers and secure a recurring business for yourself in today's fast-moving and relentlessly competitive markets. This way, you learn to understand your customers' unique business needs and they gain a trusted advisor with access to Dell Technologies unmatched expertise.

[View Success Pack](#)



3 Supply a top of the shelf platform

Help your customers achieve their most ambitious goals with the next generation of PowerEdge servers, powered by 4th Gen Intel® Xeon® Scalable processors with the most built-in accelerators. This purpose-built, cyber-resilient and intelligently designed server portfolio offers:

- swift operation without throttling thanks to advanced system cooling;
- improved performance using DDR5 memory to fulfill workload performance needs;
- greater storage density with EDSFF – E3;
- accelerated performance across the fastest-growing workloads.

[Learn More](#)

4 Discover all the advantages of systems management solutions

Help tame the complexity of IT infrastructure and improve operational efficiency with OpenManage Enterprise. This cost-effective systems management console combined with Power Manager intelligently controls electricity usage and produces extensive reporting to help meet sustainability goals.

[Learn More](#)

5 Make life easier with a single supplier solution

Get all things IT in one place. With our comprehensive and interconnected portfolio of end-to-end solutions and the Dell Technologies ecosystem around it, you can supply products that meet all your customers business needs.

[View Portfolio](#)

6 Leverage the importance of Server Tech Refreshes

Help your customers get ahead of changes in this increasingly competitive market. Replacing servers every three years, as opposed to six, delivers significantly greater business value for large and mid-size organizations.*

[Learn More](#)

7 Increase profitability by cross-selling and attaching Services

Expand your services practice areas and grow your business with Dell Professional Services. Your services combined with our global scale and unmatched expertise, provide your customers with the confidence that their servers will run optimally throughout their PowerEdge journey.

[Discover Services](#)

8 Take full advantage of the Partner Program

Empower your customers to reap the fruits of server refresh with the latest PowerEdge technology and drive profitable growth in your business. Access specially curated content, enjoy financial incentives and boost your Dell solution competencies – with our Partner Program, you have a predictable and profitable opportunity at your fingertips.

[Explore Benefits](#)

9 Offer flexible consumption models

Provide your customers with a consumption-based as-a-Service purchasing model compute and storage capacity. With predictable payments, simple pricing, and our 85% monthly billing cap, Dell APEX Flex on Demand enables your customers to optimize budgets when usage is variable.

[Learn More](#)

10 Promote a future-proof investment

Give you customers confidence in times when change is the only constant. The next generation of PowerEdge servers is a future-proof investment your customers can rely on for the years to come.

[Learn More](#)