

October 21, 2016

Greg Searce
VITA Supply Chain Management (SCM)
Virginia Information Technologies Agency (VITA)
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Reference: Request for Information (RFI) 2017-14 for Server, Data Center, and Security Services

Dear Mr. Searce,

In response to the RFI for Server, Data Center, and Security by VITA, Dell Technologies encloses our response. We understand the challenges that the Commonwealth faces with moving to a new IT Infrastructure Services Program (ITISP). In an effort to respond with the Commonwealth's best interests in mind, we consulted within our family of companies, partially highlighted below, as well as market leaders and industry partners that might have a different perspective than Dell Technologies, including but not limited to QTS, Achieve-1, Microsoft, and Level 3 Communications. Our responses incorporate thought leadership and the viewpoints of each.

Dell Technologies is comprised of Dell, Dell EMC, Pivotal, RSA, SecureWorks, Virtustream and VMware. Specific to this response, we incorporate feedback from Dell EMC, Virtustream, SecureWorks and RSA. Our response also incorporates expertise from Dell Financial Services (DFS), which is the internal financing arm of Dell Technologies. DFS enables the family companies under Dell Technologies to offer financial services to customers, and avoid the need to incorporate the assistance of a third party bank.

Dell EMC

Dell EMC's reputation for cutting-edge innovation and delivering advanced enterprise infrastructure for the most mission-critical environments helps customers transform into a Future Ready Enterprise with a Modern Data Center - our products, solutions, services, and training are designed to help maximize productivity while minimizing total cost of ownership.

Dell EMC serves a key role within Dell Technologies, providing the essential infrastructure for organizations to build their digital future, transform IT, and protect their most important asset - information. We rank #1 in the areas of:

- Converged Infrastructure
- Enterprise Storage
- All Flash Arrays
- Server Virtualization
- Cloud Management
- Software-Defined Storage
- Purpose Built Backup Appliances
- Enterprise-class Servers

We work hard every day and never take for granted that we have the privilege of supporting VITA and the Commonwealth of Virginia with many of these technologies. We can assist the Commonwealth on furthering its journey to realize secure, bimodal operations with trusted hybrid cloud and big-data solutions built upon industry-leading converged infrastructure, servers, storage, and cybersecurity technologies.

Virtustream

Virtustream is the enterprise-class cloud service and software provider trusted by enterprises worldwide to migrate and run their mission-critical applications in the cloud. For enterprises, service providers and government agencies, Virtustream's xStream cloud management platform and Infrastructure-as-a-Service (IaaS) meets the security, compliance, performance, efficiency and consumption-based billing requirements of complex production applications in the cloud—whether private, public or hybrid. Virtustream is headquartered in Washington, DC, and has major operations in 10 countries, including data centers in Virginia, as well as throughout the United States.

Only Virtustream takes a holistic approach to cloud management. Simply put, we view all clouds—whether public, private, on- or off-premises—as a single entity. It is not a matter of which cloud works best, but how much of each cloud will best meet your needs. Our clients agree—this is the only way to realize measurable efficiencies.

Virtustream enterprise-class cloud solutions meet the security, compliance, performance and efficiency requirements for managing complex applications in hybrid, private or public cloud environments. Our cloud was built to handle the most sensitive types of data, all with the appropriate compliance and security standards. Integrate and automate security, compliance and other functions—and get a real-time, predictive picture of your entire enterprise risk management (ERM) landscape. Our professional services teams and suppliers specialize in supporting federal, state and local entities—helping them meet mandatory requirements such as:

- FedRAMP
- HIPAA/HITECH
- SSAE16
- ISAE3402
- PCI-DSS 2.0
- FISMA
- ISO 27001-2005
- ISO 9001-2008

Thanks to a consumption-based billing model and embedded μ VM (micro-VM) technology, only Virtustream can guarantee application-level SLAs—without the need for customers to rethink, rewrite or retire their significant IT investments.

Combined with a focus on business outcomes, our comprehensive view of cloud services means Virtustream offers a consistent customer experience at every layer of the delivery stack—from the infrastructure all the way up to the applications. Our experienced and expert advisors create value through guaranteed service levels, pricing and resource allocation.

In addition to on-prem managed services, by engaging Virtustream to manage and optimize VITA's IT environment, the Commonwealth will realize:

- Improved service quality with faster time-to-value
- Highly visible and accountable service delivery with scalable infrastructure and automation to help modernize, industrialize and optimize
- Cost competitiveness with lower TCO and predictable ROI
- Continuous improvement
- Operational peace of mind

RSA

More than 30,000 customers worldwide—including nearly half the global Fortune 500—rely on RSA's business-driven security strategies through threat detection and response, identity and access management, and governance, risk and compliance solutions. Armed with the industry's most powerful tools, enterprises can better focus on growth, innovation and transformation in today's volatile business environment.

As a global leader, RSA works with the following companies:

- 20 of the top 20 Manufacturing companies
- 19 of the top 20 Consumer Product companies
- 19 of the top 20 Financial Institutions
- 19 of the top 20 Healthcare Institutions
- 10 of the top 10 Technology Companies
- 18 of the top 20 Telecom Companies
- 16 of the top 20 Energy Companies
- 19 of the top 20 Transportation Companies

Most importantly, RSA currently helps protect the Commonwealth's data and assist VITA with Security operations. An expansion of SecurID, with the entire integrated SecurID Suite, can seamlessly integrate to facilitate Commonwealth-wide single sign on and identity and access management.

SecureWorks

As a world leader in security solutions, SecureWorks goes to great lengths to provide you with an early warning system for evolving cyber threats, enabling you to prevent, detect, rapidly respond to and predict cyberattacks. With SecureWorks, customers receive unparalleled visibility to potential threats in all critical areas of their IT infrastructure. In addition to identifying the threats, they also receive actionable, intelligence-driven insights powered by an advanced data analytics engine, termed the SecureWorks Counter Threat Platform (CTP).

Since 1999, SecureWorks Managed Security Services has protected thousands of client environments worldwide. As a global MSSP, we deliver advanced data analytics and security insights via the CTP. Our information security services span complete network coverage, endpoints, vulnerability management, monitoring and analysis.

From common threats to sophisticated targeted cyberattacks, our managed network security services combine elite threat intelligence, advanced detection technology, and expert managed security analyst coverage 24x7 to protect your network.

In addition to our network security analysts monitoring your environment 24x7, intelligence developed by the SecureWorks Counter Threat Unit™ (CTU) research team enables us to provide customers with unparalleled protection against today's threats. Using intelligence developed by the CTU, our research team provides early warning of cybersecurity threats in order to respond quickly and protect customer's information.

More than 4,300 clients in 59 countries trust SecureWorks to protect their operations and information from today's most advanced security threats—a trust we earn every day. SecureWorks maintains a global presence to counter a global threat, operating five Counter Threat Operations Centers processing up to 190 billion cyber events daily.

VMware

VMware, a global leader in cloud infrastructure and business mobility, accelerates our customers' digital transformation journey by enabling enterprises to master a software-defined approach to business and IT. With VMware solutions, organizations are creating exceptional experiences by mobilizing everything, responding faster to opportunities with modern data and apps hosted across hybrid clouds, and safeguarding customer trust with a defense-in-depth approach to cybersecurity. VMware enables customers to rapidly develop, automatically deliver and safely consume all applications. Our software-defined approach enables customers to innovate freely in their choice of clouds with the VMware Cross-Cloud Architecture™, and achieve business mobility with our digital workspace solutions.

While VMware is an integral member of the Dell Technologies company, and a close partner of Dell EMC, they will be providing a separate response to the RFI.

The Dell Technologies family of businesses includes over 140,000 team members in 180 countries with a combined revenue of \$74B. No one can match the scale and breadth of Dell Technologies' best-in-class, value-focused global supply chain with edge-to-core-to-cloud technology infrastructure solutions. We have the technology, services, and track record to assist the Commonwealth with implementing a new IT Infrastructure Services Program that positions VITA to fulfill its vision to "deliver agile technology services at the speed of business"

Dell Technologies looks forward to continuing to work with VITA and the Commonwealth's agencies. If additional information is required, please contact the undersigned for business-related questions.

Sincerely,



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