



Good. Better. Best.

Three access and control  
choices for effective data  
center management

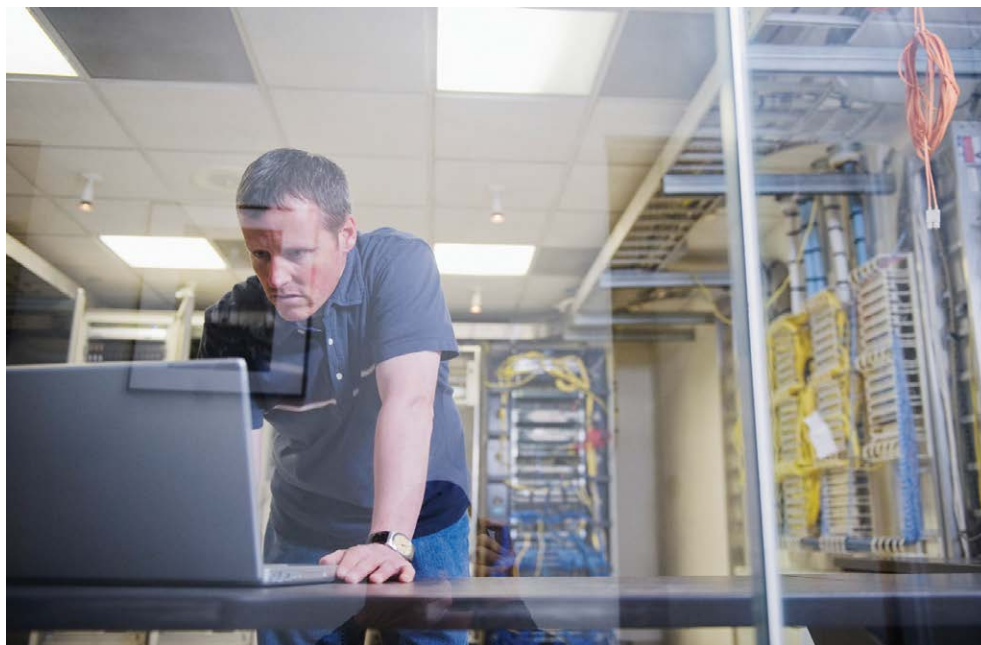


# Three access and control choices for effective data center management — ASIA Countries

## Solutions

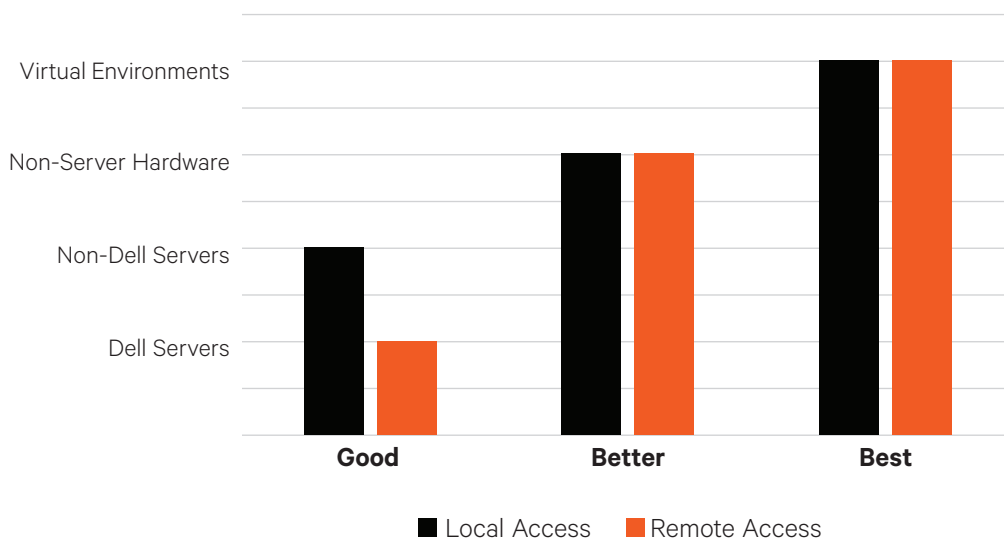
### Solutions to address the following data center management pain points:

- Out-of-control cable sprawl
- Inability to locate/access Dell and other brand servers
- Business disruption for server firmware/software updates
- Inability to access servers during non-business hours
- Lack of secure access to locations and devices
- Lack visibility into remote offices/locations
- Unable to track critical assets
- Lack connectivity to non-server devices in IT racks
- Inability to manage remote, heterogeneous environments
- Limited space in the data center
- Unable to integrate multiple management tools
- Unable to manage physical and virtual server environments simultaneously
- Lack real-time data regarding energy consumption
- Inability to scale infrastructure in support of growing operations
- Disparate facilities and IT assets that need consolidation



## *Do Your Customers Have the Right Level of Access and Control?*

No matter the size of their data centers or the number of locations, you *must* know what equipment they have, where it is located, and how they can access it. Now add the complexities presented by virtualization, cloud computing, and consolidation projects, and you can imagine the frustrations your IT contacts face every single day. Fortunately, there are Dell and Vertiv™ technology solutions available now that with activation will meet your unique business goals and needs.



## What Level of Data Center Connectivity and Management Does Your Customer Need?

Good	Better	Best
Solution:		
<p><b>Dell KVM Switch with Dell KMM Console and Enterprise Dell iDRAC</b></p> <p>No more crash carts or cables between racks. Customers have quick, local access to Dell servers and any legacy servers via a single menu.</p>	<p><b>Dell KVM-over-IP Switch with Dell KMM Console, Enterprise Dell iDRAC</b></p> <p>Provides access and control of local and remote locations. This solution has the same benefits of the “good” solution but extends the access and control delivered by Enterprise Dell iDRAC to non-Dell servers. Remote out-of-band access to servers means no more traveling to data center locations just to flip on and off a switch or move a cable.</p>	<p><b>Avocent® ACS8000 and DSView Software, Dell KVM-over-IP Switch with Dell KMM Console, Enterprise Dell iDRAC</b></p> <p>This is the only solution robust enough to meet the requirements for real-time, on-demand remote access and control of a data center with multiple administrators.</p>
Benefits:		
<ul style="list-style-type: none"> <li>• Use of an integrated Dell Remote Access Controller (iDRAC) for accessing critical Dell servers</li> <li>• Local out-of-band access for up to 256 servers</li> <li>• Direct access to all local servers using the rack mounted keyboard, Monitor, Mouse (KMM)</li> <li>• All products have a 3-year advanced replacement warranty</li> <li>• All hardware uses the Dell Ready Rail mounting system or compatible rails for tool-free installation</li> </ul>	<ul style="list-style-type: none"> <li>• All the benefits of the “good” solution, plus:</li> <li>• Remote, out-of-band access for non-Dell servers</li> <li>• Direct access to all local servers using the rack mounted keyboard, Monitor, Mouse (KMM)</li> <li>• Remote access for up to 1024 servers using an on-board web interface</li> </ul>	<ul style="list-style-type: none"> <li>• All the benefits of the “better” solution, plus:</li> <li>• An enterprise software console that can manage a vast, globally distributed number of users and targets</li> <li>• Remote access to non-server equipment like network switches and storage or any IT or infrastructure hardware with a serial connection</li> <li>• Direct access to all local servers using the rack mounted keyboard, Monitor, Mouse (KMM)</li> </ul>
But Doesn't Deliver:		
<ul style="list-style-type: none"> <li>• Remote access for servers from other manufacturers</li> </ul>	<ul style="list-style-type: none"> <li>• Unified software platform for managing multiple management appliances, IT devices, and infrastructure</li> <li>• Remote access to non-server equipment like network switches and storage</li> </ul>	

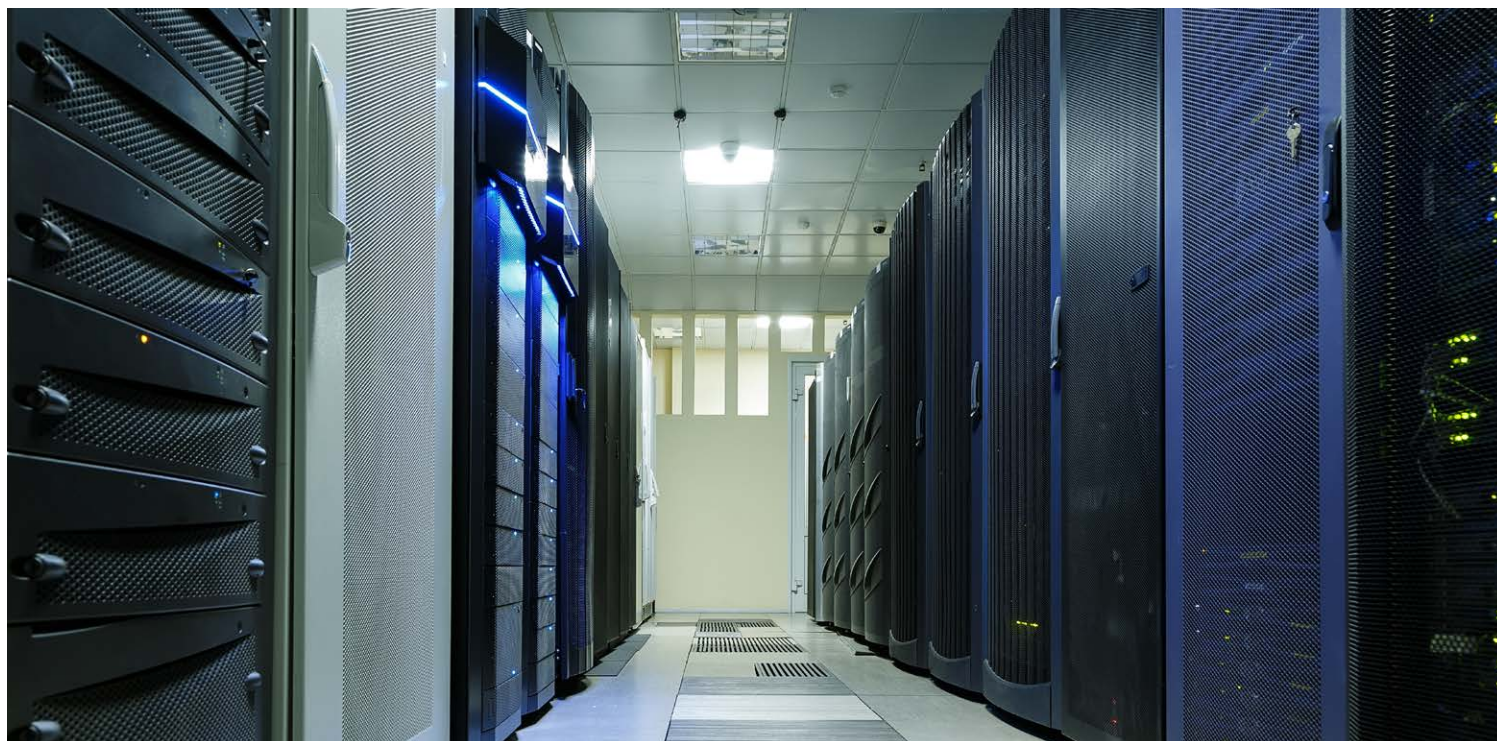


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## The "Good" Recommendation

### Dell KVM switch | Dell KMM Console | Enterprise Dell iDRAC

This solution offers the ability to users to gain local level access to all of their servers from a single rack-mounted console along with Enterprise Dell iDRAC access.



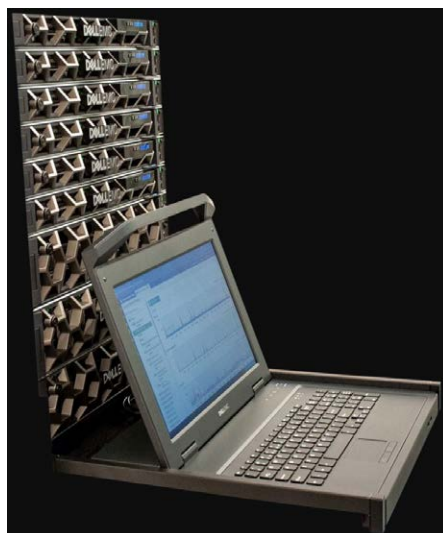
## What the "Good" Solution Delivers

### Local Connectivity to Servers

Users are able to locally connect to any server using rack-mounted KMM console.

Use of an integrated Dell Remote Access Controller (iDRAC) for accessing critical Dell servers.

All hardware uses the Dell Ready Rail mounting system or compatible rails for tool-free installation.



## Additional Information

### Dell KVM Switches

Ready to install Dell KVM server console switches are best suited for maximum security environments where real-time video and mouse response is required.

DAV2108	450-ADZM
DAV2216	450-ADZZ
DUSBIAC2-10	470-ADPC

*one per attached server*

### Dell KMM Console

Dell Keyboard, Mouse, Monitor consoles are installed directly in the rack allowing access to all servers via one of the Dell KVM switches.

DKMMLED156-001	481-BBDX
DKMMLED185-001	481-BBBC

*Additional language keyboard options available.*

Global Dell SKUs available on  
[www.DellKVM.com](http://www.DellKVM.com)

## The "Better" Recommendation

### Dell KVM-over-IP switch | Dell KMM Console | Enterprise Dell iDRAC

This solution offers all the same components as a KVM switch from the local level with users being able to quickly access all of their servers from a single console. Furthermore, it allows users to remotely access servers across an IP network.



## What the "Better" Solution Delivers

### Local and Remote Out-of-Band Access

Not only do Dell console solutions address local out-of-band access but remote out-of-band access which makes traveling to dispersed data center locations unnecessary, giving data center managers more time to focus on the important IT projects.

### Heterogenous Server Support

The Dell KVM-over-IP switch can remotely manage Dell branded servers and any other servers customers have installed, regardless of manufacturer. In the case of an unresponsive server or one that has blue screened, this is an effective way of initiating a remote reboot. The iDRAC functions as a complementary out-of-band access point in this solution, but also allows access to the baseboard management controller on the Dell servers for temperature monitoring and advanced accessibility.

## Additional Information

### Dell KVM-Over-IP

Ready-to-install Dell KVM server console switches are best suited for maximum security environments where real-time video and mouse response is required.

DMPU108E	450-ADZQ
DMPU2016	450-ADZT
DMPU4032	450-AEBO
DMPUIQ-VMCHS	470-ABDL
	<i>one per attached server</i>
DMPUIQ-SRL	470-ABDF
	<i>one per attached serial device</i>

### Dell KMM Console

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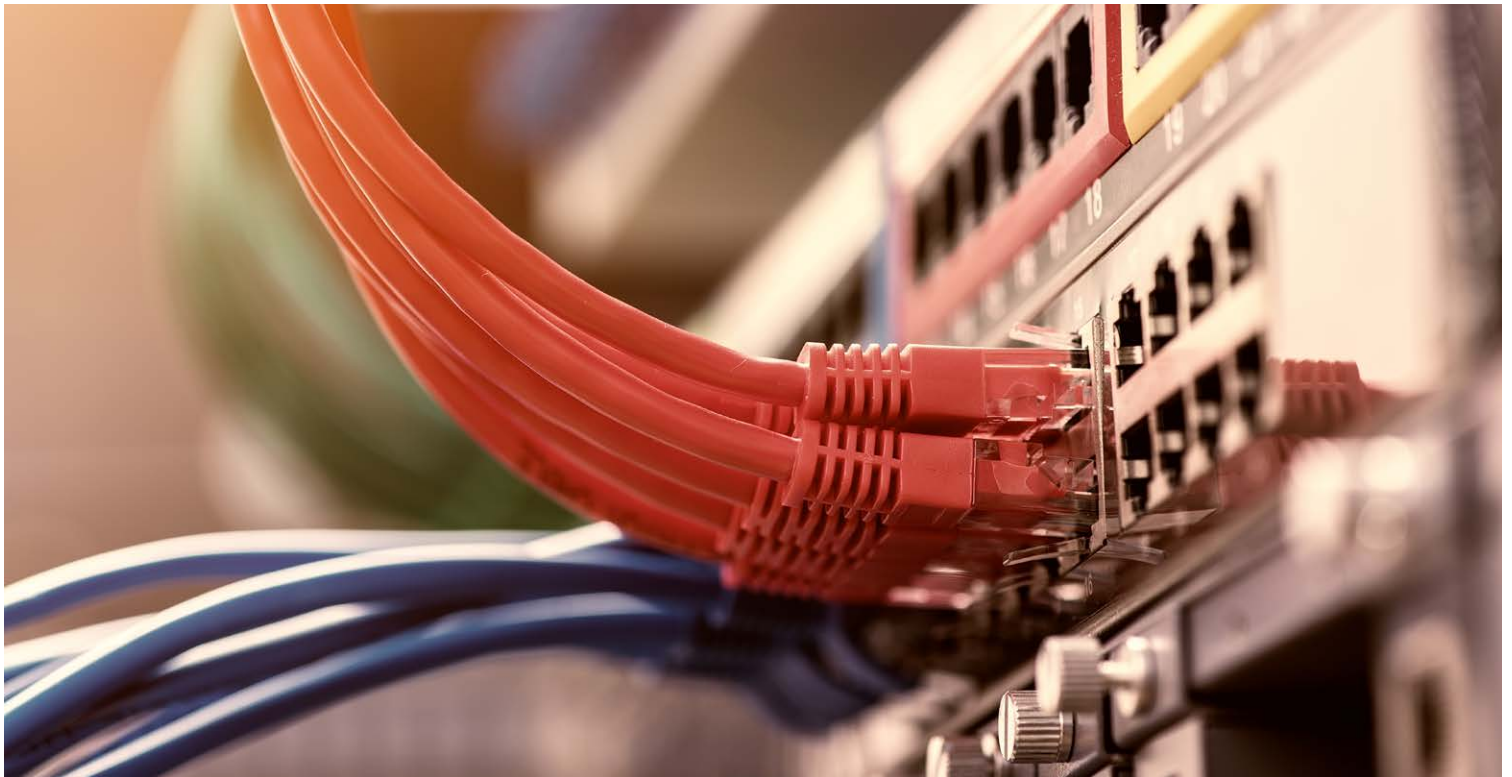
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## The "Best" Recommendation

Dell KVM-over-IP switch | Dell KMM Console | Enterprise Dell iDRAC |  
Avocent® ACS8000 advanced console server | Avocent® DSView™ management software

This solution supports the management of demanding initiatives such as virtualization and cloud computing. It includes a KVM switch and a serial console for Serial connection management.

Users can still quickly access all their servers from a single console through the digital KVM over IP switch. In addition, the Avocent ACS8000 advanced console server enables users to connect with non-server hardware such as network switches, storage devices, or any serial-based products.





## What the "Best" Solution Delivers

### Centralized Management and Control of Physical and Virtual Devices

Using Avocent ACS serial consoles, users can securely and remotely manage in-band and out-of-band network devices located anywhere in the world from a single screen. Zero-touch provisioning and remote access to serial ports streamlines device configuration, troubleshooting, event tracking, and notification of fault conditions. This appliance is also supported by Avocent DSView software for even more visibility and control, enabling maximum uptime.

### Real-time Visibility of Facilities and IT Assets

With Dell KVM over IP switches, users can improve remote data center management and staff efficiency via real-time data collection and closed-loop control of IT and facilities equipment. Having consolidated access to critical facilities and IT assets enables data center administrators to execute a more secure and unified approach to infrastructure management — one that allows them to quickly diagnose, reconfigure, or restore equipment.

### Built-in Flexibility and Scalability to Support Growing Operations

The Avocent DSView management software allows users to centrally manage all their devices, including switches, servers and intelligent PDUs via a secure, web-based interface. They can manage both physical and virtual servers from a single screen. Changes that are made in the central directory are applied to all switches, including restricted access, user changes, encryptions, notifications, and authentications. Additionally, the software's hub and spoke architecture ensures a scalable solution that can be deployed across complex data center topologies.

**goDell-APJ@Vertiv.com**  
**www.DellKVM.com**

## Additional Information

### Dell KVM-Over-IP

Ready-to-install Dell KVM server console switches are best suited for maximum security environments where real-time video and mouse response is required.

DMPUI08E	450-ADZQ
DMPUI2016	450-ADZT
DMPUI4032	450-AEBO
DMPUIQ-VMCHS	470-ABDL
<i>one per attached server</i>	
DMPUIQ-SRL	470-ABDF
<i>one per attached serial device</i>	

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<i>Additional language keyboard options available.</i>	

### Avocent® ACS8000

Featuring a dual-core ARM processor architecture with expanded memory capabilities, the updated Linux operating system and Avocent DSView management software, the Avocent ACS8000 provides optimal performance, security, and reliability for a complete out-of-band management solution.

Contact your sales representative at  
**goDell-APJ@Vertiv.com** for model and  
 part number information.

### Avocent® DSView Software

Avocent DSView management software allows users to flexibly manage operations from any location via a web-based interface that centralizes access and control to IT infrastructure such as servers, embedded technologies, network equipment, and power devices.

DSV4.5-BASE  
 DSV4.5-100DEV  
 1YRSLV-100DEV  
 1YRGLD-100DEV

Contact your sales representative at  
**goDell-APJ@Vertiv.com** for model and  
 part number information.

Large volume SKU information listed at  
 URL below.

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