DELL Technologies

Microsoft

Windows Server 2022 Preinstalled on Dell™ PowerEdge™ Servers

Upgrade your server technology with Windows Server 2022 and Dell PowerEdge servers for adaptive, intelligent and more secure cloud-ready solutions.

What's Happening?

- Previous Windows Server editions are reaching the end of mainstream and extended service support:

  » Urgent: **Windows Server 2012 and Windows Server 2012 R2** will reach end of extended support in October 2023, which could leave businesses at risk.
  » **Windows Server 2016** is currently in extended support.
  » **Windows Server 2019** will reach the end of mainstream support in January 2024.

- After October 2023, customers still running Windows Server 2012 and Windows Server 2012 R2 will no longer receive new security or non-security updates, assisted support options or new online technical content. These customers should upgrade to Windows Server 2022 immediately.

- Windows Server 2016 and Windows Server 2019 users should consider upgrading to Windows Server 2022 because it offers more security and cloud-readiness.

- Purchasing Windows Server 2022 preinstalled on Dell™ servers offers many advantages, ranging from getting certified hardware designed to work with Windows Server 2022 to being able to get support for hardware and software in a single call.

How to Win

- Understand the customer's current environment, what Windows Server edition they're running and their business challenges.

- Ensure customers understand that Windows Server 2022 is the right choice to modernize their infrastructures. Make sure to emphasize multilayer security, hybrid capabilities and infrastructure efficiency.

- Describe the benefits of Windows Server 2022 preinstalled on Dell™ PowerEdge™ servers, especially the total cost of ownership (TCO) and simplified support.

- Emphasize that IT departments can save valuable time and resources because there are fewer steps when deploying hardware and software that is designed to work together. In fact, customers save an average of more than 30 minutes per server.[1]

Qualifying Questions

Are you running Windows Server 2012?

- **[Yes]** Did you know that Windows Server 2012 will reach end of support on October 10, 2023? Have you considered how to keep your environment protected and productive after that date?

- **[No, we're using Windows Server 2016 or older]** What version of Windows Server are you using? Did you know that Windows Server 2016 is out of mainstream support and currently only in extended support?

- **[No, we're using Windows Server 2019]** Did you know that upgrading to Windows Server 2022 offers more security capabilities and opportunities for a cloud-enabled business?

Are you concerned about security and compliance?

- Windows Server 2022 running on Dell servers features advanced multilayer security, so data and apps are protected from the hardware layer to the operating system (OS) and applications.

Is your current infrastructure enabled for the cloud?

- Windows Server 2022 and Dell servers enable fast, efficient hybrid computing, so you can efficiently take advantage of the cloud to enable a remote workforce and be more flexible.

How much does licensing cost affect your decision to upgrade?

- When you purchase Dell PowerEdge servers preinstalled with Windows Server 2022, you can save money because you can purchase the exact number of licenses you need without volume license agreements.

Would you like better support for your Windows Server implementations?

- With Dell PowerEdge servers, you get comprehensive support from one place for both Dell Technologies and Microsoft questions.

Why Should Customers Choose Windows Server 2022 Preinstalled on Dell PowerEdge Servers?

- Advanced multilayer security, combined with certified hardware from Dell Technologies, helps protect data and apps from the hardware layer to the OS.

- Dell servers running Windows Server 2022 are cloud-ready and can help maximize your hybrid opportunities:

  » It's simple to extend your data centers to Microsoft Azure and streamline server management.
  » Intel® Xeon® Scalable processors in Dell servers feature built-in accelerators, which are fast and efficient.

- Save money and lower TCO by right-sizing licenses, without having to purchase volume agreements.

- IT departments can save valuable time and resources because there are far fewer steps to deploy with software and hardware designed to work together. For instance, Dell Technologies research shows customers on average can save more than 30 minutes per server, which can be significant for a large server deployment or a remote office without an on-site IT technician.[1]

- Get full customer support from Dell Technologies; we are experts in hardware and Microsoft-certified, so you get one-stop support with a single call.

Target Workloads

- Server virtualization
- Business applications
- Collaboration applications
- Virtual desktop infrastructure (VDI)
- Business intelligence (BI)/analytics
- Databases

Resources for Customers

- [Windows Server 2022 + 15G TCO analysis white paper](#)
- [Windows Server 2022 + 15G TCO analysis animation](#)
- [Windows Server 2022 + 15G TCO analysis infographic](#)
- [Windows Server 2022 + 15G security white paper](#)
- [Windows Server 2022 + 15G security animation](#)
- [Windows Server 2022 + 15G security infographic](#)
- [Microsoft OEM software from Dell Technologies](#)
- [PowerEdge/Microsoft-supported OS matrix](#)

Resources for Sales

- [Knowledge Center](#)
- [Microsoft SharePoint site](#)
- [PowerEdge Central–Microsoft Software](#)
- [Microsoft OEM Sales Portal](#)

Windows Server 2022 Editions	
Edition	**Ideal For**
Windows Server 2022 Datacenter	Highly virtualized data centers
Windows Server 2022 Standard	Physical or minimally virtualized environments
Windows Server 2022 Essentials	Small businesses with up to 25 users and 50 devices

[1] Prowess Consulting. "Prowess Testing Demonstrates the Value of Deploying Dell EMC™ PowerEdge™ R750 Servers with Windows Server 2022 Preinstalled." September 2021.
https://www.prowesscorp.com/wp-content/uploads/2022/10/210046-TCO-on-15-with-Windows-Server-2022-Exec-Summary.pdf.

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Modernize with Windows Server 2022.
The cloud ready operating system that boosts on-premises investments with hybrid capabilities.