

**DELL**Technologies



Dell Technologies

# Channel Secure Podcast

EPISODE 3: Manageability

**Discussion Guide**



# Discussion Guide

## EPISODE 3: Manageability

**As the #1 provider in X86 mainstream server units and revenue, Dell has a leadership position in server security that can help your customers grow with confidence.**

- One important part of this is getting Microsoft products like Microsoft Windows Server 2022 installed on servers.
- This Guide will help you talk with customers about security, share resources, and get customers the solutions they need.

# Security Threats Your Customers Face

**Tell your customers they are not alone. Every day cyber-crime becomes a bitter reality for companies all over the world. Data is being used across many devices, on premise, and in the cloud, and high impact data breaches continue to mount.**

- The [Dell Technologies 2020 Digital Transformation Index](#) found that data privacy and cybersecurity concerns are the Number One barrier to digital transformation.
- As servers become more critical in a software-defined data center architecture, **server security becomes the foundation** of overall enterprise security.

**Your customers need you to be a Trusted Advisor. Dell and Microsoft will help that happen with leading technology, expert knowledge, and resources.**



# Podcasts: Simplifying Complex Security Topics

**These podcasts are designed to help our partners understand complex security topics often handled by field engineers or network specialists.**

- We make concepts clear so you can have conversations with customers.
- EPISODE 3 focuses on manageability – visibility into your environment, control of devices, servers, services, and applications.

# Recap: Prior Episodes



## Episode 1 Recap

# Dell's End-to-End Approach to Cyber Resilience

Recognizing the new and threatening environment, Dell has developed security processes to help customers feel that their server arrives uncompromised.

This **Cyber Resilient Architecture** includes the embedded server firmware, the data stored in the system, the operating system, peripheral devices, and the management operations within it.



Episode 1 Recap

# Dell's End-to-End Approach to Cyber Resilience

**Start Strong**

**Stay Strong**

**Outmaneuver Threats**

## Episode 2 Recap

# The Move to Zero Trust

**Increasingly sophisticated attacks require increasingly sophisticated defenses.**

- In the face of pressures from inside and outside the organization, customer are looking to build smarter and safer.
- **And a part of that is the move towards ZERO TRUST.**



## Episode 2 Recap

# The Principles of Zero Trust

Combination of Mindset and Tactics – Key to Cyber Resilience

- 1. Verify explicitly**
- 2. Use least privilege**
- 3. Assume breach**

# Episode 3: Manageability



# Customer Situation

- **Modern IT infrastructure is often complex and challenging to manage – plus there's increasing cybersecurity threats.**
- **Dell OpenManage helps tame the complexity with intuitive tools that work together to deliver automated, repeatable processes, enabling effortless management.**



# Manageability Concepts

## Manageability is ...

- A first step to Zero Trust
- How we deploy remotely, or how we deploy multiple servers at once
- How we update, upgrade, patch, etc.
- How we monitor, watch the network, and analyze capacity
- It provides **Many-To-One Visibility** and intelligent automation

# More Security Complexity Your Customers Face

## Insurance

### [The Stack article](#)



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## New Lloyd's of London cyber insurance exclusions land amid "a certain amount of panic"

# Dell OpenManage

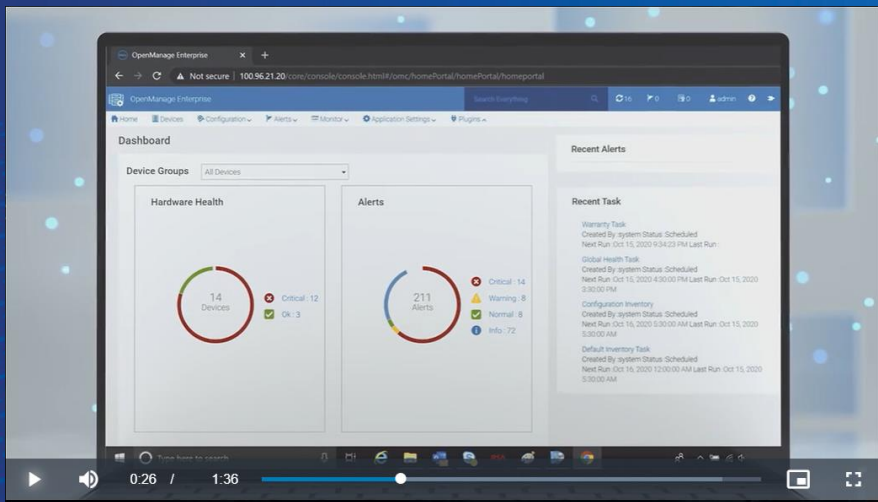
- **A hardware management and monitoring Console**
- **A comprehensive view of the Dell EMC servers, chassis, network switches, and other third-party devices on the network**
- **Designed for simplicity, automation, and unification of data center management**





# Dell OpenManage – Resources to Share

[Video \[1:30\]](#)



[Flyer 2-pg](#)

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OpenManage Enterprise Solution Brief

Many IT organizations need a robust toolkit that offers actionable insight, adds new levels of safety and security, and streamlines management across thousands of devices.

Dell EMC OpenManage Enterprise makes enterprise IT management simple, intuitive, efficient and effective. It allows organizations to derive added value from data center technology, solve problems before they grow, and power new innovations to support emerging business objectives.

SIMPLIFY	UNIFY	AUTOMATE	SECURE
Robust, intuitive, management capabilities, regardless of form-factor	One-to-many management from a single console: built for scale	Automated IT processes for greater efficiency	Design for security throughout the infrastructure lifecycle

**Dell EMC OpenManage Enterprise**

Is an infrastructure management console that allows IT staff to discover, deploy, update, and monitor Dell EMC PowerEdge™ servers.

It also enables IT administrators to view and make changes to data center infrastructure.


**Simplify:** Reduces learning time with HTML5 GUI with an elastic search engine. It navigates to critical information and tasks more comfortable and quicker. The automatable processes, templates and policies can be created and edited through a simple menu-driven method.

**Unify:** Manage up to 8,000 PowerEdge servers and monitor networking, storage, and third-party devices.

The innovative plugin design provides future extensibility. Through the same interface, plugins can be easily installed, updated and disabled.

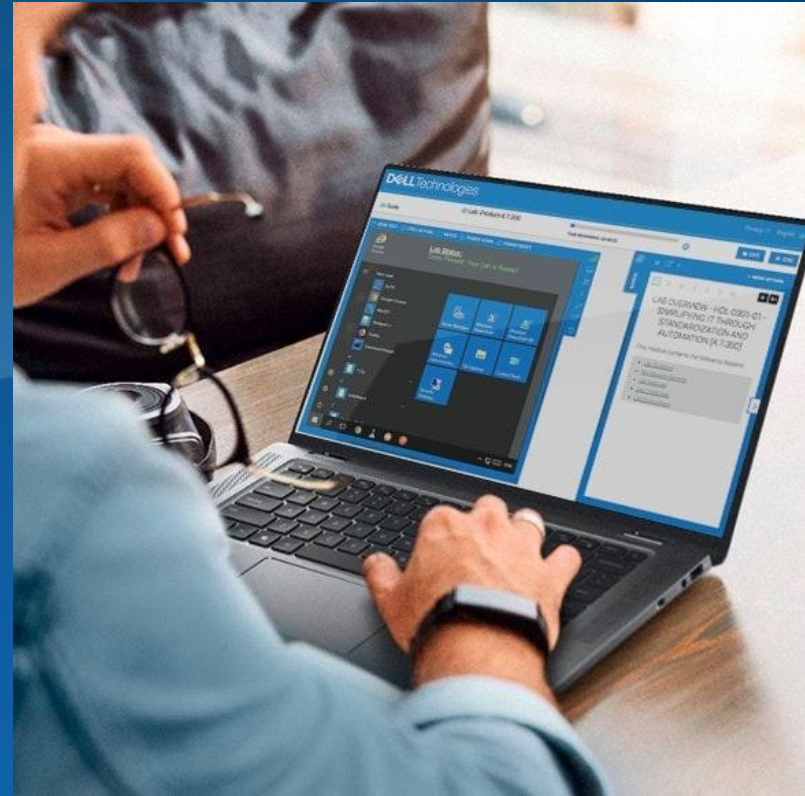
**Automate:** From discovery to retirement, activities can be managed in the same console. In minutes, devices can be deployed automatically with templates.

**Secure:** Since security is always the top priority, OpenManage Enterprise detects drift from a user-defined configuration template, alerts users, and remediates misconfigurations.



# The iDRAC

- A hardware management and monitoring Console
- A comprehensive view of the Dell EMC servers, chassis, network switches, and other third-party devices on the network
- Designed for simplicity, automation, and unification of data center management





# Factory Load: Not Just A Convenience Anymore

Since Dell began selling servers, factory loading of options like Microsoft Windows Server has been positioned as a timesaving convenience for our customers – and it still is.

- Given today's security threats, we need to now consider factory loading as key to reducing your customer's threat tolerance.
- Let Dell Technology secure processes extend to the factory loading of your customer's software and configuration options.





# PowerEdge Servers with Microsoft Windows Server 2022

Use this handy Dell SKU Quick Reference to help customers get Microsoft products like **Microsoft Windows Server** or **Microsoft SQL Server** factory installed on Dell EMC PowerEdge Servers.



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

## Download SKU Quick Reference

Eligible Products	SKU Details
Windows Server 2022 Datacenter	634-BYJS
Windows Server 2022 Standard	634-BYJY
50-pack of Windows Server 2022/2019 User CALs	634-BYKK
5-pack of Windows Server 2022 Remote Desktop Services CALs, User	634-BYKI
Microsoft SQL Server 2019 (4-core)	634-BUWY
Microsoft SQL Server Standard 2019 (OEM, Includes 5 user CALs)	634-BUWU
Windows Server 2019 Datacenter	634-BSFD
Windows Server 2019 Standard	634-BSFE

# Talk With Customers

- Tee up security conversations with customers and become a **Trusted Advisor**.
- Help customers have Microsoft Windows Server 2022 factory-installed on PowerEdge Servers – for convenience *and* security.



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





# Share the Assets with Customers

- 1. Become familiar with the content and assets in this Guide so you can share the right resources with the right customer at the right moment.**
- 2. Email can be a great way to share these resources or even social media. You can target individual customers or prospects or put together an email blast on security topics of interest to everyone.**
- 3. You know your customers best! Tailor your communications to their needs and expectations.**





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

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**Microsoft**