



NEWS

DELL FORCE10 FIRST NETWORKING PROVIDER TO ACHIEVE ORACLE VALIDATED INTEGRATION WITH ORACLE ENTERPRISE MANAGER 12c

- *Dell Force10 Open Automation framework to help provide greater visibility into the networking elements of the infrastructure stack*

Bracknell, United Kingdom - Oct. 4, 2011 - Dell, a Platinum level member of Oracle® Partner Network (OPN), today announced it is the first networking provider to have achieved Oracle Validated Integration with its [Dell Force10](#) Open Automation Plug-in for [Oracle Enterprise Manager](#) 12c designed to provide deeper visibility into the networking stack for both physical and virtual infrastructure.

Oracle Enterprise Manager 12c makes it easy for partners to leverage their investment in building management capabilities for non-Oracle technologies. Through automatic conversion tools for plug-ins, partners can convert previously-built plug-ins and connectors to the latest version of Oracle Enterprise Manager and have these plug-ins or connectors validated through the Oracle Validated Integration program.

To achieve Oracle Validated Integration, Oracle requires that partners meet a stringent set of requirements that are based on the needs and priorities of the customers. Announced today, Oracle has updated the Oracle Validated Integration program to enable partners to test and validate plug-ins and connectors with Oracle Enterprise Manager 12c. Available through the Oracle PartnerNetwork, Oracle Validated Integration gives customers confidence that integrations between Oracle Enterprise Manager and complementary partner solutions have been validated to work together as designed. This can help reduce risk, improve system implementation cycles, and provide for smoother upgrades and simpler maintenance.

“Achieving Oracle Validated Integration with Oracle Enterprise Manager 12c shows tremendous momentum for Dell Force10 and our Open Automation framework,” said Dario Zamarian, vice president and general manager, Dell Networking. “This type of industry-leading integration helps our customers simplify management and bridge the silos between networking and compute, whether in clouds or traditional data centres.”

“Having the Dell Force10 networking stack managed by Oracle Enterprise Manager 12c provides our mutual customers with a complete application to disk and cloud management solution that extends visibility deep into the networking stack,” said Sushil Kumar, vice president Product Strategy and Business Development, Oracle. “Customers and partners benefit from the Oracle Validated Integration because they can streamline their IT operations and proactively monitor

application performance using one management console for full stack, traditional and cloud-based deployments.”

About Dell Force10 Open Automation

Dell Force10’s Open Automation framework is a standards-based approach to network automation that optimises data centre network performance and efficiency and lays the foundation for cloud-based services. Open Automation leverages new “open” elements within the modular Force10 Operating System that streamline the data centre network fabric’s ability to participate in automated, policy-driven, real-time workload allocation in response to changing application and service demands.

Dell Force10 develops high-performance data centre solutions powered by its innovative line of open, standards-based, networking hardware and software. The company’s Open Cloud Networking framework grants Web 2.0/portal operators, cloud and hosting providers, enterprise and special-purpose data centre customers new levels of flexibility, performance, scale and automation—fundamentally changing the economics of data centre networking.

About Oracle Validated Integration

Oracle Validated Integration through the Oracle PartnerNetwork can offer customers confidence that the integration of complementary partner software products with Oracle Applications and Oracle Technology (including [Oracle Enterprise Manager](#), Oracle Content Management, and Oracle Identity Management) have been validated and the products work together as designed. This can help reduce risk, improve system implementation cycles, and provide for smoother upgrades and simpler maintenance. Oracle Validated Integration applies a rigorous technical process to review the integrations of third-party software to Oracle Applications and Technology products, including productised repeatable integrations from system integrators. Oracle provides access to Oracle Applications and Technology software, tools, technical resources and training to assist partners in developing integrations based on Oracle standards and best practices. Partners who have successfully validated their integrations are authorised to use the “Oracle Validated Integration” logo. For more information, please visit Oracle.com at <http://www.oracle.com/us/partnerships/solutions/index.html>.

About Oracle PartnerNetwork

Oracle PartnerNetwork (OPN) Specialised is the latest version of Oracle’s partner program that provides partners with tools to better develop, sell and implement Oracle solutions. OPN Specialised offers resources to train and support specialised knowledge of Oracle products and solutions and has evolved to recognise Oracle’s growing product portfolio, partner base and business opportunity. Key to the latest enhancements to OPN is the ability for partners to differentiate through Specialisations. Specialisations are achieved through competency development, business results, expertise and proven success. To find out more visit <http://www.oracle.com/partners>.

About Dell

Dell Inc. (NASDAQ: DELL) listens to customers and delivers innovative technology, business solutions and services that give them the power to do more. For more information, visit www.dell.co.uk.

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