### A Trusted Gold Partnership With Global Reach.

Since the beginning of the partnership, Natilik and Dell Technologies have delivered innovative, resilient, and secure solutions to help clients modernise their IT environments and unlock the power of data in the emerging era of Al. Together, combining global scale with local expertise to build and manage infrastructure that enables digital transformation at pace.

A shared commitment to client success, cutting-edge innovation, and operational excellence has led to long-term outcomes for businesses across sectors including financial services, manufacturing, retail and commodities.

## Three top reasons to work with Natilik and Dell Technologies

## **Experts in Data Centre Architecture**

Natilik experts hold the highest level of Dell Technologies data centre accreditations to design, deliver and support your Dell Technology infrastructure. With a bespoke showcase environment and full stack understanding the Natilik team can customise your experience to align to your business needs.

## **Future Al Ready** Infrastructure

Benefit from infrastructure built for scale, resilience, and hybrid-cloud agility designed around your unique business goals and future Al strategies. Together Natilik and Dell Technologies can help you define Al use cases across your business to enhance performance and align lasting infrastructure to enable success.

# **Full Lifecycle** Management

From deployment and optimisation to refresh and recycling, Natilik ensures your Dell Technology infrastructure delivers peak performance throughout its lifecycle. Leverage energyefficient solutions and circular economy principles that reduce your footprint and support ESG objectives throughout your full technology lifecycle.

# Dell Technologies and Natilik in the Al era

As we enter an era defined by rapid innovation and transformative technologies, the role of the data centre is being re-imagined - shaped by the rise of Al and Gen Al. With 87% of business leaders expecting AI to significantly disrupt their industries, the need for agile, intelligent infrastructure has never been greater.1

Together, Natilik and Dell Technologies are empowering organisations to modernise with nextgeneration data centre and multi-cloud environments that are scalable, secure, and Al-ready. Designed to handle the explosive growth of data and evolving workloads, these solutions provide the performance, flexibility, and visibility needed to drive innovation and gain a competitive edge.

### (Al-Optimised Infrastructure) Flagship for Al

PowerEdge Servers

Workloads: Dell PowerEdge servers are purpose-built to handle demanding AI and machine learning tasks. **GPU Acceleration:** 

#### and AMD GPUs enables training and inference at scale. Al-Specific Models: The XE9680 and XR5610

Integration with NVIDIA

servers are optimised for Al use cases, including large language models and computer vision.

# Pre-Validated

**Dell Validated** 

Designs for Al

reference architectures jointly engineered with partners like NVIDIA and Intel. Faster Time-to-Value:

Simplifies deployment of

Al, ML, and data analytics

Architectures: These are

#### pipelines with pre-tested and optimised stacks. Use Case-Focused: Includes edge AI, inferencing, computer

vision, and natural

solutions.

language processing

### with NVIDIA (AI Infrastructure Platform) Future Ready: This

**Dell Al Factory** 

combines Dell infrastructure with NVIDIA's full-stack Al software and GPUs. Integrated Al Lifecycle: Supports the entire Al

lifecycle—data prep,

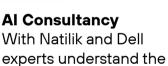
strategic platform

training, inference, and deployment. Seamless Multi-cloud Support: Enables hybrid and multi-cloud Al

operations, extending from

on-prem to hyperscalers.

What we can do together for your business



#### right AI use cases for your business to gain

maximum ROI.



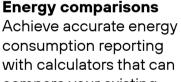
#### securely with Natilik recycling services.

Dispose and recycle

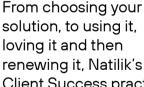
your old data centre

hardware safely and

Partnering with us



#### compare your existing and new environments.



#### renewing it, Natilik's Client Success practice

will ensure you meet your business goals.



### delivers against your business goals.

24-7 Support

Technology

Ensure your Dell

infrastructure is

protected 24 hours a

day, 7 days a week by working with the Natilik

24/7 Tech Support team.

Five key ways why partnering with Natilik is different



best data centre architecture for your applications.

to define, design

and deploy the



Coverage

Operating out of our three centres of excellence in



Consistency

processes, governance, and methodology, driving consistent customer experiences.



Culture

together a group of passionate people united in a common purpose. Put simply, we



Clients

Your partner

most respected organisations. This is reflected in our consistently high NPS scores and client retention rates.

#### London, Sydney believe that Natilik and New York. is big enough to matter, but small enough to care.

Get in touch today by taking advantage of our freeMulti-Cloud Discovery Workshop and start your journey to see how you can transform your data centre to take and power your

Want to know how Natilik can support your **Dell Technologies journey?** 



hello@natilik.com

business into the future.

London

**New York** 

**Sydney**