Possible Together
Why Natilik and Dell Technologies

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 AI. 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

1. 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.

2. Future AI Ready Infrastructure

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

3. Full Lifecycle Management

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

Dell Technologies and Natilik in the AI 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 AI and Gen AI. 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 next-generation data centre and multi-cloud environments that are scalable, secure, and AI-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.

PowerEdge Servers (AI-Optimised Infrastructure)

Flagship for AI Workloads: Dell PowerEdge servers are purpose-built to handle demanding AI and machine learning tasks.

GPU Acceleration: Integration with NVIDIA and AMD GPUs enables training and inference at scale.

AI-Specific Models: The XE9680 and XR5610 servers are optimised for AI use cases, including large language models and computer vision.

Dell Validated Designs for AI

Pre-Validated Architectures: These are reference architectures jointly engineered with partners like NVIDIA and Intel.

Faster Time-to-Value: Simplifies deployment of AI, ML, and data analytics pipelines with pre-tested and optimised stacks.

Use Case-Focused: Includes edge AI, inferencing, computer vision, and natural language processing solutions.

Dell AI Factory with NVIDIA (AI Infrastructure Platform)

Future Ready: This strategic platform combines Dell infrastructure with NVIDIA's full-stack AI software and GPUs.

Integrated AI Lifecycle: Supports the entire AI lifecycle—data prep, training, inference, and deployment.

Seamless Multi-cloud Support: Enables hybrid and multi-cloud AI operations, extending from on-prem to hyperscalers.

What we can do together for your business

AI Consultancy
With Natilik and Dell experts understand the right AI use cases for your business to gain maximum ROI.

Energy comparisons
Achieve accurate energy consumption reporting with calculators that can compare your existing and new environments.

Solution design
Natilik will design a solution that is bespoke to your business and delivers against your business goals.

Recycling services
Dispose and recycle your old data centre hardware safely and securely with Natilik recycling services.

Client success
From choosing your solution, to using it, loving it and then renewing it, Natilik's Client Success practice will ensure you meet your business goals.

24-7 Support
Ensure your Dell Technology infrastructure is protected 24 hours a day, 7 days a week by working with the Natilik 24/7 Tech Support team.

Partnering with us

Five key ways why partnering with Natilik is different

Capability	Coverage	Consistency	Culture	Clients
Experts you can trust Our experts hold a depth of knowledge that equips us to define, design and deploy the best data centre architecture for your applications.	**Supporting your global teams** We support clients in over 100 countries worldwide. Operating out of our three centres of excellence in London, Sydney and New York.	**Dedicated to best practice** Natilik utilises a unified set of systems, processes, governance, and methodology, driving consistent customer experiences.	**Aligning our values together** Natilik prides itself in bringing together a group of passionate people united in a common purpose. Put simply, we believe that Natilik is big enough to matter, but small enough to care.	**Your partner for success** We hold strong partnerships with some of the world's most respected organisations. This is reflected in our consistently high NPS scores and client retention rates.

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

Get in touch today by taking advantage of our free Multi-Cloud Discovery Workshop and start your journey to see how you can transform your data centre to take and power your business into the future.

DELL Technologies
GOLD PARTNER