DELL EMC
HEROES
DELL EMC
PARTNER
PROGRAM

live optics
Program Overview
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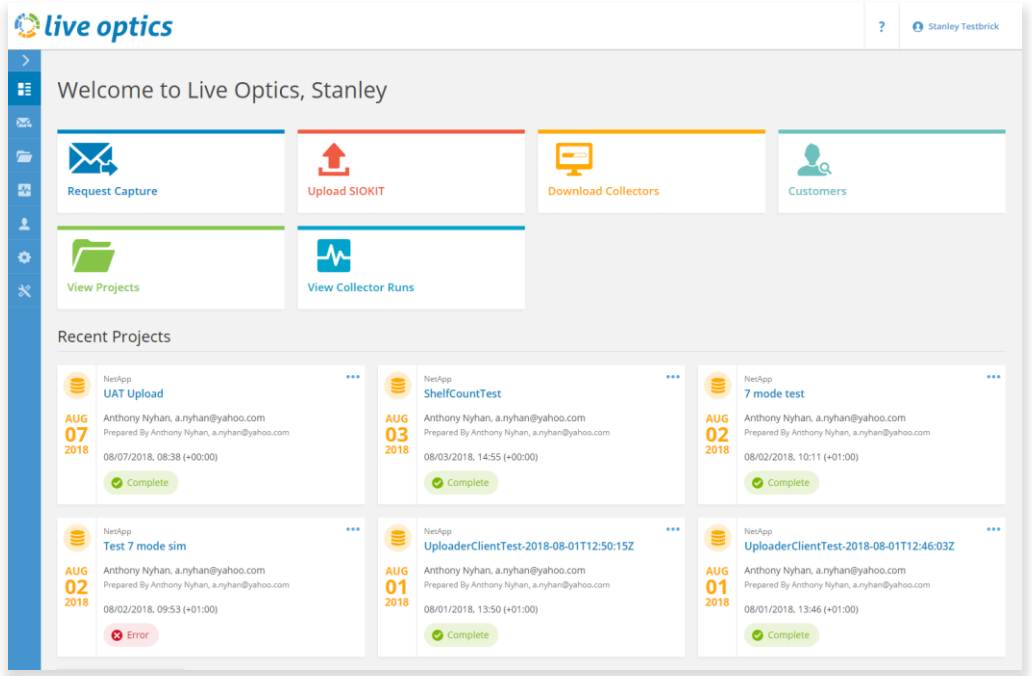
HEROES

What is Live Optics?

- Live Optics is free, online software you can use to collect, visualize and share data about your IT environment and workloads.
- Gathering workload characteristics and performance detail is a Big Data problem that most IT departments avoid due to complexity or resources. This often results in overdesign, overspend, and frustration in a support, expansion or purchasing cycle.
- Live Optics puts this information at your fingertips and is open to anyone at no cost or obligation.



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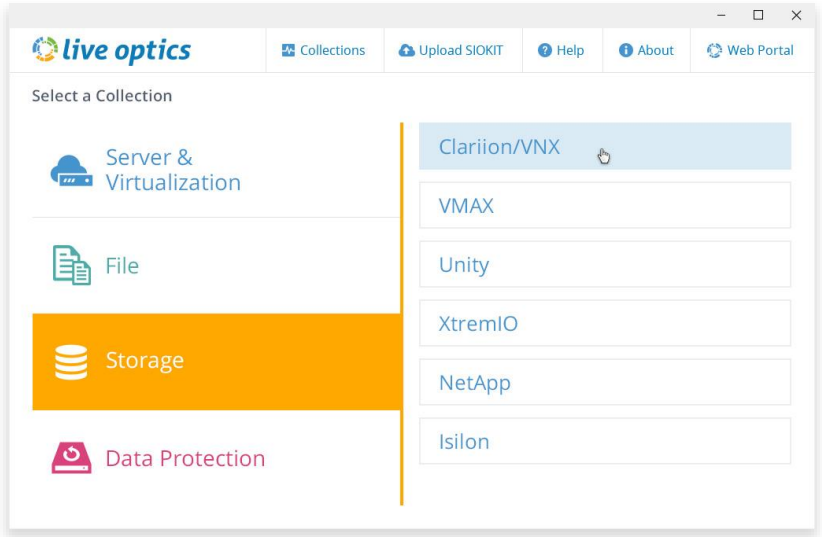

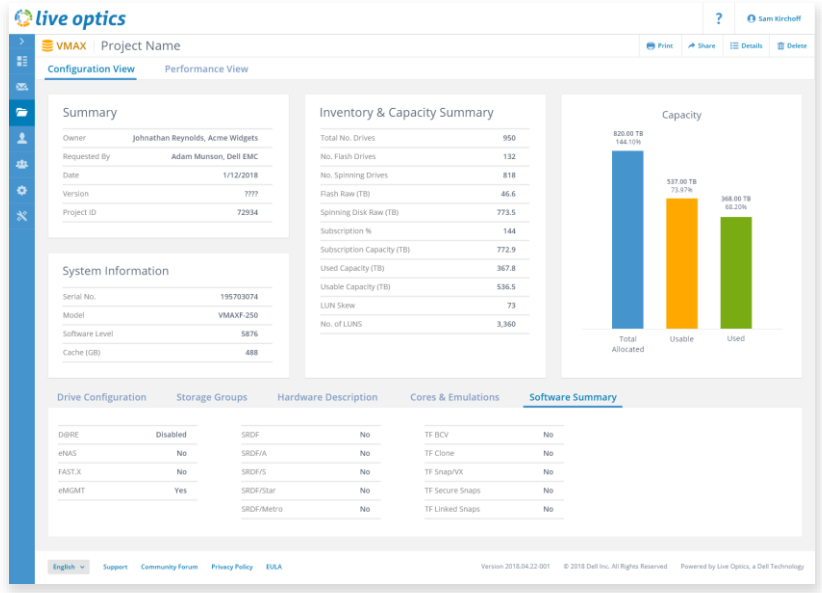

What is Live Optics?

- Used by IT pros, IT providers, OEMs, and systems consultants.
- Windows & Linux application, web portal, and community forum
- *Make it agnostic enough for VMware, Dell, Channel, to give to customers for education*

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How it Works

Get your account and download your collector

Pick what you want to profile

View your data

Share with others in decision cycles

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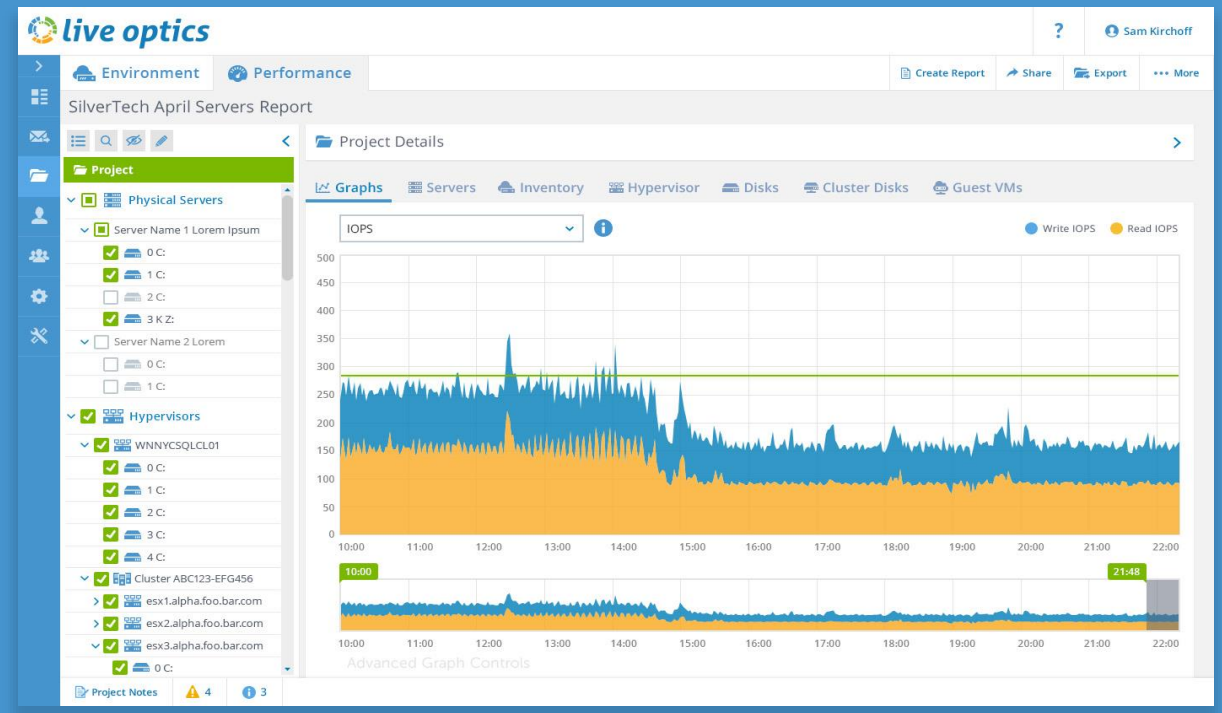
Server & Virtualization

Live inventory and performance insight of hosts and VMs regardless of platform or vendor

Optical Prime



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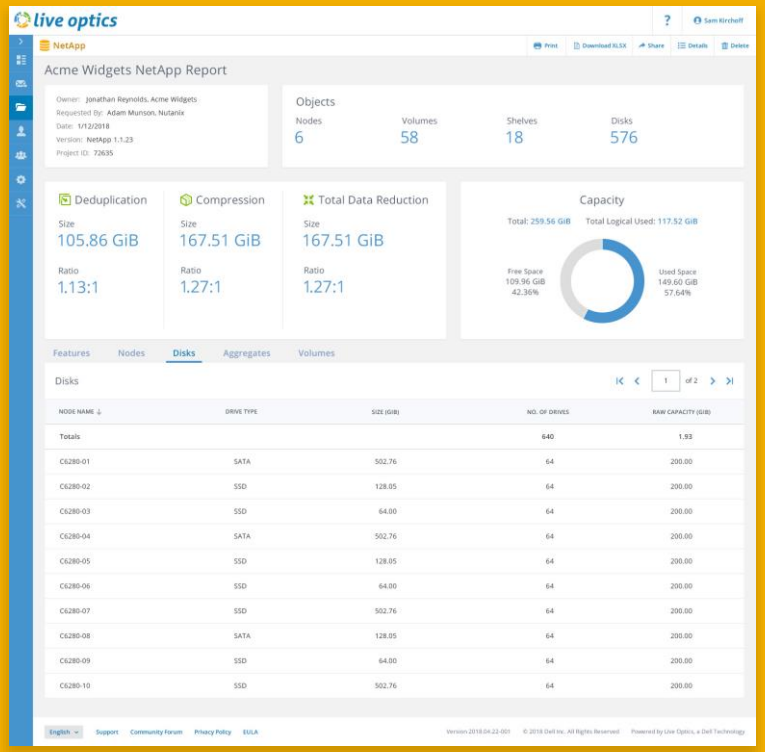
Storage

Detailed break down at the hardware appliance level of configuration and performance



VMAX
VNX
Unity
XtremIO
Isilon
Netapp

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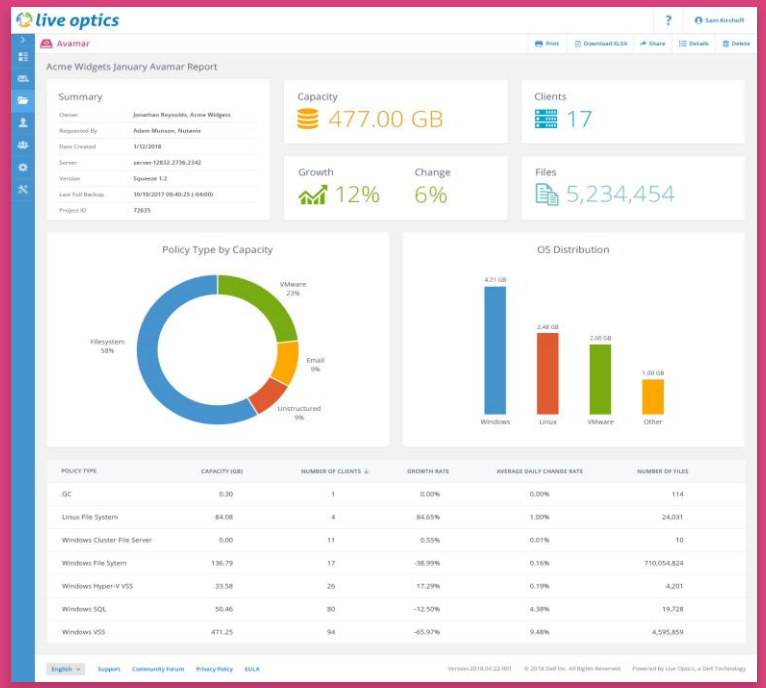
Data Protection

Insight to platform specific backup and protection cycles as well as the capacity being protected

Networker
Netbackup
Commvault
Avamar
TSM
Veeam



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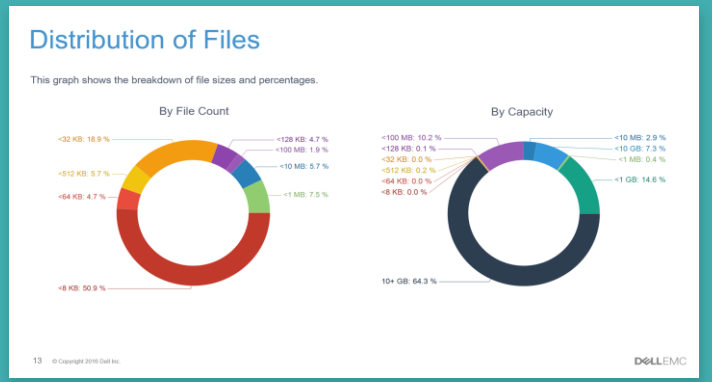
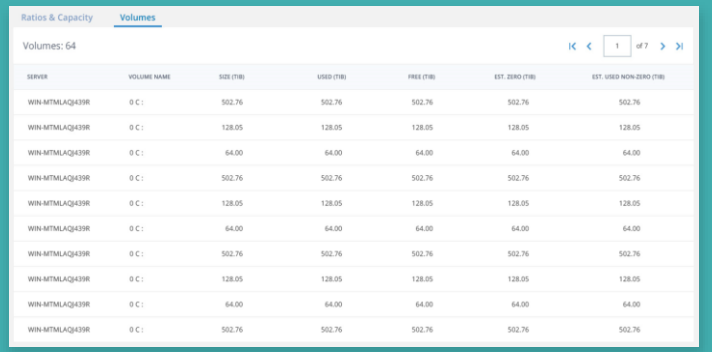
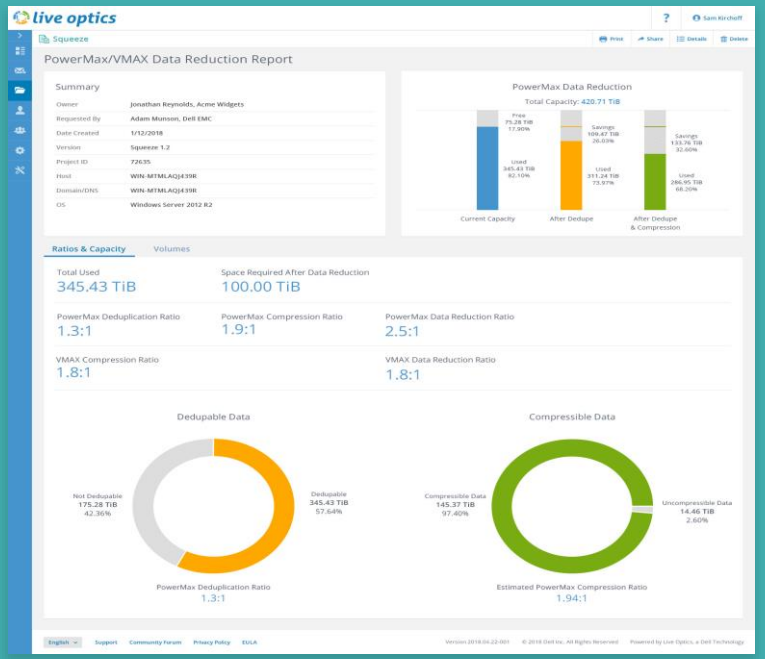
File

Insight to platform specific backup and protection cycles as well as the capacity being protected

Dossier Squeeze







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Free, online software you can use to collect, visualize and share data about your IT environment and workloads.

Who It's For

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vmware

Channel Partners

OEMs

End Users

The Process

Collect and document workload characteristics

Visualize the data

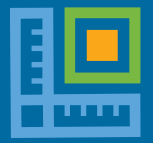
Share with others

Why Use It?

Higher close rates

Speed up decision making

Gain customer confidence



Right-size solutions and design without waste

Get Started

- Invite your customers to gather project requirements, or conduct this discovery on their behalf
- Run it with your customer once per quarter
- Import data into vendor decision software for rapid solutioning

Visit **liveoptics.com**

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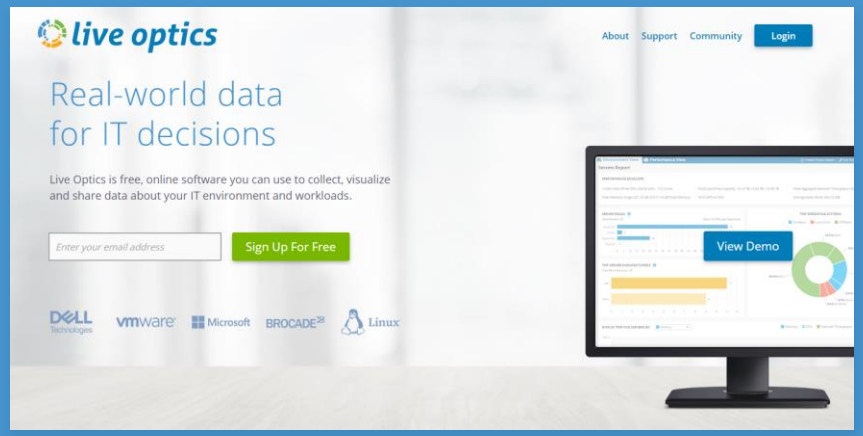
Get Started Today

Visit liveoptics.com to sign up for free.



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