

AHEAD + Dell for Public Sector

Accelerating Government Innovation with Secure, Modern, and Cost-Effective Solutions

AHEAD helps government agencies and public institutions modernize infrastructure, improve cybersecurity, and optimize operations. As a **Dell Titanium Black Partner** and trusted consulting leader, we align technology with mission outcomes—helping agencies serve citizens more effectively, reduce costs, and close the digital divide.



Common Challenges We Address



Protecting and securing citizen data



Upskilling the digital workforce



Enhancing citizen, student, and faculty experience



Driving efficiency in university and agency operations



Expanding access to technology and digital services



Supporting advanced research outcomes

AHEAD Expertise in Public Sector

Secure cloud access and brokerage design

Ransomware mitigation and incident response

Distance and eLearning platform enablement

Research-as-a-Service environments

Cloud transformation strategy and migration

End-to-end automation and orchestration

Key Solutions

CLOUD OPTIMIZATION

AHEAD's Managed FinOps team helps agencies manage hybrid and multi-cloud spending. We uncover savings opportunities through workload placement analysis, rightsizing, and storage optimization.

INFRASTRUCTURE SERVICES

From core to cloud to edge, AHEAD has delivered some of the largest Dell solutions worldwide, including a 13.5PB PowerFlex rack. With strategic advisory services and proprietary accelerators, we reduce cost, increase resiliency, and accelerate deployment timelines.

CYBER RECOVERY & DATA PROTECTION

AHEAD designs cyber recovery solutions leveraging Dell's data protection portfolio to safeguard sensitive data against ransomware and emerging threats, ensuring compliance with government mandates.

UNSTRUCTURED DATA SOLUTIONS

With Dell PowerScale, we enable agencies and universities to manage and secure unstructured data for AI, analytics, research, and compliance—improving governance, availability, and scalability.

EDGE MANAGEMENT & ORCHESTRATION

Through AHEAD's Hatch platform and Dell NativeEdge, we simplify large-scale edge deployments. Our expertise streamlines procurement, deployment, and lifecycle management across campuses, agencies, and far-edge environments.

AHEAD + Dell: Better Together

Dell Partnership Highlights

- Titanium Black Partner – highest global tier, focused on consultative solutions
- Top 3% of Dell partners worldwide
- Recognized leader in storage, compute, and data protection
- Dell “Big Bet” Partner with a strategic focus on AI

Track Record of Success

- \$1B annual revenue
- 600+ certifications across the Dell portfolio
- 42 FIT2FLEX certified engineers (top nationally for PowerFlex)
- 2,000+ successful Dell deployments

AHEAD Foundry

- Libertyville, IL AI Integration Facility and Warehouse
- Infrastructure pre-deployment configuration and custom rack integration
- Hatch, AHEAD’s proprietary IT infrastructure lifecycle management platform

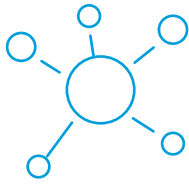
Award-Winning Services

- Advanced Deployment Services Partner
- 400+ custom automation IP accelerators
- End-to-end coverage: assessment, design, deployment, and Day-2 support

Mature FinOps Practice

- Excellence in Dell APEX Sales Award (2023, \$100M+ CCV)
- Rationalization of workloads across on-prem and cloud
- ROI/TCO modeling to ensure economic value realization

Dell Delivery Competencies with AHEAD



Compute / Networking

- PowerEdge, MX Modular Infrastructure
- Campus & Data Center Networking



Storage

- PowerFlex Rack, PowerMax, PowerStore, Unity, PowerScale, VCF on VxRail, VxRail, XtremIO, and more



Backup / Cyber Recovery

- PowerProtect Cyber Recovery & Data Manager
- PowerProtect DD, Avamar, RecoverPoint, Data Protection Suite

Why Public Sector Organizations Choose AHEAD + Dell

Together, AHEAD and Dell deliver secure, scalable, and compliant solutions that meet the unique needs of government agencies, higher education institutions, and research organizations. Our partnership blends Dell's leading technology portfolio with AHEAD's advisory depth, deployment expertise, and proprietary accelerators—helping public sector clients modernize with confidence and serve their communities more effectively.

AHEAD

Accelerate Your Impact

© 2025 AHEAD, LLC. All rights Reserved.

Learn more at
www.ahead.com