Dell EMC Cloud Storage Services for Multi-cloud

Directly connect your storage to the public cloud
The nature of cloud is evolving

The promise of cloud

- Flexibility and Scale
- Agility and Innovation
- Consumption Models

On-prem investments continue

- 92% have cloud strategies inclusive of on-prem data centers
- 80% report cloud repatriation activities
- 50% of public applications expected to repatriate within 2 years

1 ESG, "Hybrid Cloud Tipping Point," June 2018
2 IDC, "Cloud Repatriation Accelerates in a Multi-Cloud World," July 2018

CLOUD IS NOT A DESTINATION, IT’S AN OPERATING MODEL
WHAT ARE YOU TRYING TO DO WITH YOUR DATA ACROSS CLOUDS?
Challenges we hear from customers like you

- Public cloud creates vendor lock in and high switching costs
- Storage limitations in the cloud
- High upfront capital and running costs
- Complexity of unfamiliar cloud technology stack
- Data governance, security and control
Dell EMC Cloud Storage Services

End-to-end management and multi-cloud access to replicate and run applications in the cloud

**Fast**
High-speed, low latency connection to the cloud

**Trusted**
Durable, persistent cloud-attached storage with up to 6-9’s availability and enterprise grade security

**Flexible**
Control your data with multi-cloud agility; Scale capacity on demand

Dell EMC Unity XT • PowerMax • Isilon
Multi-cloud agility

Workload migration, analytics, test/dev and more

- Flexible multi-cloud support
- No vendor lock-in with data independent of the cloud
- Leverage cloud(s) of choice based on application needs
- Reduce risk with centralized, durable storage
- Fast and low cost with no additional infrastructure to setup or manage
Automated Disaster Recovery as a Service

With VMware Cloud on AWS

- Seamlessly integrated VMware environment
- Automated DR operations
- Rapid, enterprise-grade, pay-as-you-go DRaaS
- Only use compute in the cloud when failover occurs
- Lower RPOs and RTOs

First Purpose-built Storage for VMware Cloud on AWS
Disaster Recovery as a Service for VMware Site Recovery

With VMware Cloud on AWS

- Only with VMware Site Recovery
- Automated DR operations, purely in VMC tools
- Independent of on-prem storage
- Unity storage for VMC DR site
- Any VMware on-prem can use cloud-based Unity disaster recovery

First
Purpose-built Storage for VMware Cloud on AWS
VMware Cloud on AWS
Extend your VMware environment to AWS

- VMware SDDC running on AWS bare metal
- Support for containers and VMs
- On-demand capacity and flexible consumption
- Full operational consistency with on-prem SDDC
- Seamless workload portability and hybrid operations
- Direct access to native AWS services
Compute Intensive Workloads with Microsoft Azure

Life Sciences, Media and Entertainment and more

- Efficiently run compute-intensive workloads in Azure
- Up to 200Gbps bandwidth and as low as 1.2ms latency connection to the cloud with ExpressRoute Local
- No data egress costs
- Ideal for industries such as Life Sciences and Media and Entertainment, where Azure provides rich application services
PowerStore
Designed for the data decade

Data-centric
Design optimizes performance, scalability and efficiency for any workload

Intelligent
Programmable, autonomous infrastructure that optimizes system resources and simplifies management

Adaptable
Flexible architecture, deployment and consumption models provide choice and investment protection

CONTINUOUSLY MODERN & HIGHLY ADAPTABLE ALL-FLASH STORAGE
PowerMax
The world’s fastest storage array\(^1\)

Powerful Architecture
Accelerate performance with end-to-end NVMe, multi-controller scale out and SCM persistent storage

Simple Operation
Consolidate traditional and next-gen workloads and provision storage in under 30 seconds

Trusted Innovation
Leverage built-in machine learning, always-on availability, multi-cloud integration, dedupe and compression

IDEAL FOR MISSION-CRITICAL WORKLOADS & MASSIVE CONSOLIDATION TO LOWER TCO

\(^1\) Dell EMC internal analysis of published bandwidth of PowerMax 8000 (350GB/s) vs. mainstream competitive arrays, July 2019
Dell EMC Unity XT
No compromise midrange storage

Designed for performance
High-speed data access, NVMe-ready & dual-active controller architecture

Optimized for efficiency
Guaranteed 3:1 data reduction rate and 5X storage efficiency

Built for multi-cloud
 Seamlessly extend storage to the cloud or deploy in the cloud

SIMPLE, UNIFIED, FLEXIBLE, ALL-INCLUSIVE MIDRANGE STORAGE
Isilon

The leader in scale-out NAS

Simplicity at scale
Manage Petabytes of data with a single administrator

Multi-cloud optimized
Extend Isilon capabilities, data and workloads to the cloud

Workload agility
Choose from multiple file and analytics workloads

STORE, MANAGE & PROTECT DEMANDING ENTERPRISE FILE WORKLOADS

1 IDC Quarterly Enterprise Storage Systems Tracker, 2019 Q4 historical release – ranking by vendor revenue
Multiple locations to reduce latency

Portland
Santa Clara
Reston
London
Frankfurt
Make the Cloud Work for You

Dell EMC Cloud Storage Services for Multi-Cloud

- Simple Multi-cloud agility
- No Cloud Vendor Lock-in
- Persistent, best of breed storage
- Automated DRaaS
- Full operational consistency with VMware
- No secondary data center to manage

- Analytics
- Workload Migration
- Disaster Recovery
- Test/Dev
- Scientific Computing
- Backup and Archive
- Media Rendering
- Workload Migration
Dell EMC Cloud Storage Services Offerings

Two service options to enable your cloud strategy

Multi-cloud

Storage Support
• Dell EMC Unity, PowerMax and Isilon

Cloud Support
• VMC on AWS, AWS, Azure, Google Cloud

Description
• Offers flexible, multi-cloud support for a variety of use cases (workload migration, analytics, dev/ops, manual DR) that eliminates vendor lock-in and reduces risk with centralized, durable storage.

Disaster Recovery as a Service

Storage Support
• Dell EMC Unity, PowerMax

Cloud Support
• VMC on AWS

Description
• Offers a seamlessly integrated VMware environment from on premises to cloud to deliver pay-as-you-go, enterprise-grade, automated DR operations.