

Dell Storage

Redefining the economics of enterprise storage





More innovation. Less frustration.

Legacy storage architectures have historically been complex and costly with data rigidly coupled to hardware and frequent vendor-induced upgrades of both equipment and software licensing. Architectural limitations required overprovisioning of capacity to meet future SLAs despite the reality of constrained budgets.

Today's technology is dramatically impacting storage architectures as organizations seek to deploy new features and capabilities, embark upon the next chapter in virtualization, and glean more insights from their data. The siloed storage systems of the past are giving way to broader ecosystems — enhancing data center capabilities, speed of execution and cost structures.

Come talk to Dell. As a solution partner, Dell offers the technology, know-how and experience to deliver new workload-optimized architectures that simplify IT for any size enterprise.

Welcome to the virtual era

Dell understands the storage hurdles of today. With the volume, velocity and value of data accelerating at an ever-increasing pace, making a departure from historically costly and complex approaches to storage is critical. Dell is redefining the economics of enterprise storage through modern storage architectures, a focus on customer workloads, and an end-to-end integrated portfolio of server, storage, networking, software and services offerings. Dell can help you develop the right data center and virtualization strategies based on your workloads for faster response times and lower TCO. From performance-optimized flash technologies to ultra-dense storage enclosures — and anything in between — Dell's end-to-end storage portfolio can offer you an optimal solution for your business demands.

Redefining storage economics for today's workloads



Performance **Optimized for business** **critical workloads**

I/O intensive workloads for your mission critical applications and big data analysis leverage flash storage and server-side cache



Price Performance **Optimized for collaboration** **and infrastructure**

Optimized for server and desktop virtualized environments and traditional IT workloads where price matches performance



Cost Optimized **for cold data and** **image archiving**

Low TCO and cost-efficient price/TB with dense enclosures

"The combination of software, services and sales investments has made Dell a serious contender both in terms of scale and performance for almost any enterprise storage project."

Eric Slack
Senior Analyst
Storage Switzerland

The power to do more

Legacy storage systems are ill-equipped to address the business needs of today. Designed in a previous era and deployed in storage silos, these systems have limited ability to fully address virtualization needs or to deliver economies of both function and scale across today's data center environments. Dell's approach to modern storage architectures starts with flexible, modular designs that easily integrate across our broad ecosystem of internal and external capabilities. The result is storage solutions that specifically address workload and data center challenges, and deliver real advances in capabilities and value.

Designed from the ground up for virtualized environments, Dell's modern storage architecture is scalable, easily enhanced, and uncoupled from the limitations of any legacy architecture with intelligent tiering and innovative licensing. It offers the ability to deeply integrate across the Dell enterprise end-to-end portfolio, deploying common technologies across a family of storage products.

Dell Storage leverages state-of-the-art technologies to help you maximize efficiency while slashing storage costs by converging servers and storage. Some businesses are expanding their existing SAN and NAS infrastructure while others are deploying software-defined storage (SDS) solutions with hypervisor-integrated systems and open-source solutions. Dell and its partners enable you to choose the best approach for your data center and evolve at a pace that meets your business needs. To meet the demands of I/O intensive workloads, Dell's unique Data Progression technologies enable performance-optimized flash at the price of a hard disk solution. To run your business, Dell can help you achieve a balance of price and performance with your virtualized or traditional IT environments that can leverage the investments you've already made, thereby reducing your TCO. Lastly, a Dell cost-optimized solution is ideal for your cold data storage as it will allow you to reduce the overall cost of supporting your data.

The result?

You can optimize your data center infrastructure, grow storage on demand, seamlessly adapt to business needs, and intelligently manage your growing data to extract more business value while ensuring business continuity.

Putting the right data in the right place, at the right time, at the right cost

The Dell Storage portfolio is designed to effectively meet the storage needs of organizations of all sizes, from the largest global enterprise data centers to local small businesses.

Dell Storage SC Series

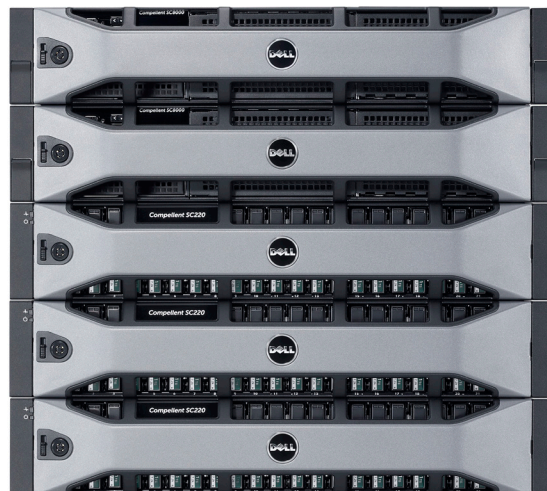
Self-optimized, intelligent enterprise storage

Enterprise-class performance designed for business results

Dell Storage SC Series, including the Compellent™ SC8000, Dell Storage SC4020, Dell Storage SCv2000 Series and the new enterprise-ready Dell Storage SC9000 offers versatility and ongoing economic value for today's most demanding data center environments. Built on a virtualized, scalable pool of disks for block and file data, the flexible Storage Center architecture supports various drive configurations including all-flash, hybrid-flash and traditional spinning disk solutions for enterprise block- and file-oriented workloads.

Automated intelligent data tiering dynamically places hot data on high-performance drives and cold data on high-capacity drives, allowing you to maximize application performance without straining your budget or sacrificing capacity. With tiering between both write- and read-intensive SSDs, as well as less expensive HDDs and automated provisioning and optimization of RAID levels, Dell's patented Data Progression technology yields flash performance and can even cost less than traditional spinning disk solutions.¹

In addition, intuitive and automated tools and reporting help you minimize time spent configuring storage. And Dell's innovative approach to services (including ProSupport and award-winning Copilot offerings) ensures your deployment will go smoothly, aligning directly with your business needs.



Dell Compellent SC8000

The SC8000 offers a virtualized storage platform designed for high scalability, advanced intelligence, centralized management, and flexible configuration options from high-performance arrays to the industry's densest array configurations.



Dell Storage SC4020

The SC4020 extends the advantages of true enterprise storage to small and midsize deployments, offering the same advanced auto-tiering and virtualized storage features in a more compact, affordable format.

"We're all about innovation now. We're not distracted with data storage problems like we were before deploying the Dell Compellent Storage Center last year."

Aaron Goodwin
Chief Information Officer
Wunderlich Securities

¹ The Dell Storage SC4020 \$25K AFA provides up to a 4x reduction in query time at a 31% lower cost than similarly-provisioned 15K HDD solutions for data warehousing applications. Based on internal tests performed by Dell in December 2014 with Storage Center v6.5.20, running data warehousing type applications on SC4020 configured with flash versus hard disk drives. Actual performance will vary based on configuration, usage and manufacturing variability.

Dell Storage SC9000

Scale, streamline and accelerate your enterprise data center

Dell's flagship storage controller provides the ideal solution for large-scale systems, high-end workload performance and distributed enterprise environments. The SC9000 builds on the success of the popular SC8000 Series arrays with a fully upgraded, more scalable hardware platform that offers a 12G SAS backend, dual 8-core Intel processors and 4x more system memory.

With non-disruptive, modular expansion to over 3PB raw SAN and/or NAS capacity per array,² the massively scalable SC9000 can also be linked to other SC Series arrays in larger federated systems under unified management.³ In addition, all-flash and hybrid array options will revolutionize the speed and impact of your mission-critical applications, providing 40% more IOPS⁴ and over 110% more throughput⁵ than the previous generation. Comprehensive SSD integration with read and write SSDs — plus a wide range of HDDs and ultra-dense enclosures — provides the flexible performance you need.

And with SC9000 and SCOS 6.7, capacity savings begins with not wasting space in the first place. "Thin" methods (provisioning, snapshots, clones) are active by default with no performance penalty or feature impact loss. Plus, intelligent block-level compression on all-flash or HDD arrays enables up to 93% lower capacity utilization.⁶

SC Series' innovative Live Volume feature now offers seamless disaster recovery with transparent auto-failover to fully-synchronized backup volumes. Live Volume ensures workloads continue to run during unplanned outages with zero downtime or administrative intervention. SC9000 also protects data from theft, loss or unauthorized access with optional FIPS-certified self-encrypting drives in SSD or HDD formats, offering failsafe, hassle-free data-at-rest encryption.



Dell Storage SC9000

Whether you're building a private or hybrid cloud, a big data analytics center or a secure OLTP platform, the SC9000 gives you quick, strong return on investment by optimizing, accelerating and protecting the data that's most important to your business goals.

² NAS support requires optional Dell Storage FS8600 NAS appliance.

³ Multiple SC9000 arrays may be deployed in federated configurations using the SC Series Live Volume feature. Transparent, non-disruptive volume movement among arrays is enabled, allowing the combined capacity and cache of the entire federated cluster to be seamlessly utilized for maximum performance and scalability in expanding data centers. For example, a cluster of eight SC9000 arrays can provide a total of 7,680 drives (up to 24PB raw capacity) with over 8TB of system cache.

⁴ Based on Dell internal testing in August 2015 comparing to the Dell SC8000. 100% reads, 100% sequential load, and 8K sector transfer size. Actual performance will vary based on configuration and usage and manufacturing variability.

⁵ Based on August 2015 Dell internal testing of the SC9000 with 12Gb SAS expansion enclosures and drives vs. SC8000 with 6Gb SAS equivalent. Tests were performed using sequential writes on standard Dell SSDs. Actual performance will vary based on configuration, usage and manufacturing variability.

⁶ Dell internal testing, August, 2015. Best case results for Microsoft SQL application data. Customer results may vary depending on application and configuration.

Dell Storage SCv2000 Series

The right balance of price and performance

Data is protected, affordable, and scalable with the SCv2000 Series

The SCv2000 Series is an affordable introduction into the SC Series of products — an ideal solution for small and medium businesses needing entry-level storage. With a focus on high performance and high quality, the SCv2000 Series brings the most important storage features to the entry level, leveraging the design expertise of our enterprise storage family. By minimizing the total cost of ownership over the life of the product, the SCv2000 Series offers the opportunity to expand into the SC enterprise product line as business needs and data requirements grow.

The SCv2000 Series offers many of the SC family's core software features including proven data protection, RAID tiering to optimize capacity, data migration services, and multiprotocol connectivity. Offering the perfect blend of high performance, versatile options and affordability, the SCv2000 balances the need for low-cost-per-terabyte with the best performance and data protection of any entry-level array.⁷

The SCv2000 offers a variety of options to benefit entry-level environments without limiting the opportunities for future growth. The series offers standard 2U, 12- or 24-drive models as well as the popular 5U dense enclosure with 84 drives, all with supporting expansion enclosures. Software options include data protection features that allow local and remote data protection within applications and consistent snapshots of virtual machines without sacrificing performance. With up to 2000 snapshots and 500 replications,⁸ this granular data protection minimizes risk and helps meet even the most stringent recovery point objectives.

As part of the SC Series, the management of all SC products is streamlined into a single, consistent interface using Enterprise Manager. From a single pane of glass, manage the SCv2000, and as your business grows, leverage the same management expertise for the enterprise-level models.

"We're excited Dell Storage now offers an SC Series product in this price range. It's the technology we love at a price point our finance team will love as well."

*Samuel Nadeau
IT Director
SherWeb*



Dell Storage SCv2000

The SCv2000 leverages existing investments through data migration to enterprise-level products within the SC product line, serving today's needs while focusing on tomorrow's growth strategy.

⁷ Based on February 2015 competitive review and Dell performance testing the SCv2000 FC array with 24 write-intensive SSDs using IOmeter with 8KB random reads. Actual performance will vary on the workload and drive type.

⁸ Based on February 2015 Dell testing of the SC6.6.1 SCv2000 array. Actual performance may vary based on the workload and drive type.

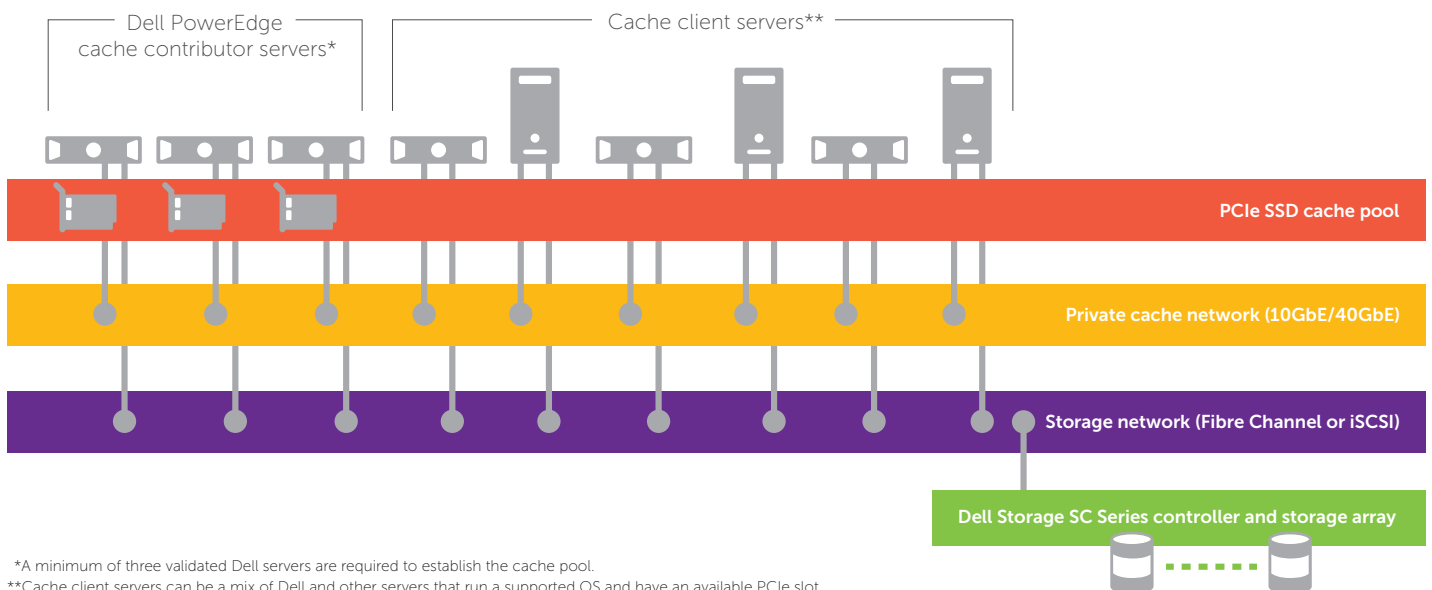
Fluid Cache for SAN for SC8000 and SC9000⁹

Reduce response time by bringing data closer to compute

Enterprise-class I/O performance for database and virtualization workloads

Dell Fluid Cache for SAN is a complete, flexible application acceleration solution providing scalable I/O performance for applications such as online transaction processing (OLTP) and virtual desktop infrastructure (VDI). Offering an extremely high level of performance for the most demanding business critical data, this end-to-end solution combines Dell Fluid Cache software, a cache-pool of Dell PowerEdge™ servers with PCIe SSDs, connection to a highly available, low-latency network, and a Dell Storage SC Series SAN to meet database and virtualization workload demands. This solution uses Dell PowerEdge Express Flash PCIe SSDs in PowerEdge servers to form a cache pool layer of shared servers and Dell Storage Center tiering to move hot data closer to computing resources. The Dell Fluid Cache for SAN solution significantly reduces storage latency while safeguarding data through a shared cache pool that provides redundancy in the case of a cache node failure. Fluid Cache for SAN ensures data is highly available with write-back caching technology that helps protect data reads as well as writes from server to SAN. Coupled with full coherency to SC Series backend storage, the solution can continue processing data even in the event of a compute drive or node outage.

Fluid Cache for SAN extends the power of Storage Center intelligent data placement from the SAN to the server. By providing a single infrastructure for data at both high and low ends of the performance spectrum, Fluid Cache for SAN with Storage Center 6.7 array software eliminates the tradeoffs between server performance and full-featured SAN benefits such as reliability, manageability and data protection. A single management interface using Enterprise Manager provides integrated capabilities like automated tiering, cache-aware snapshots, and replication and compression, which brings data closer to compute and can dramatically reduce latency and improve database response times by as much as 99%.¹⁰



⁹ Dell Fluid Cache for SAN supports the SC9000 on Linux. Review the Dell Fluid Cache for SAN Specification Sheet for more information.

¹⁰Based on a Dell lab test configuration using an 8-node cluster architecture of an OLTP Oracle workload simulation on a Dell hardware stack with Dell Fluid Cache for SAN vs. the same environment without Dell Fluid Cache for SAN. Actual performance will vary based on configuration, usage and manufacturing variability.

Dell Storage PS Series

Unified, virtualized storage

Performance and efficiency simplified for the real world

Built on an advanced, peer-scaling EqualLogic™ storage architecture, the Dell Storage PS Series simplifies the deployment and administration of consolidated storage environments, enabling efficient enterprise scalability for both performance and capacity without forklift upgrades. Its powerful, intelligent and simplified management improves productivity and streamlines IT infrastructure through unified block and file storage capabilities. To address demanding workloads for small to midsize companies, the PS Series offers high-performing all-flash and hybrid arrays, powered by newly designed controllers and enhanced software. The PS Series products include a comprehensive software portfolio with easy-to-use array software, host integration tools and all-inclusive licensing. In addition, the PS Series arrays are interoperable and can be mixed and matched to build tiered storage within a single storage pool or across multiple pools.



Dell Storage PS6610

The PS6610 Series ultra-dense arrays are designed to address high-capacity requirements such as mixed workloads consolidation, secondary storage/archival and video surveillance. The PS6610 Series includes a hybrid array configuration that auto-tiers data and stores frequently accessed data on SSDs for rapid response, and stores cold data on HDDs within the same array.



Dell Storage PS Series

The PS Series applies a virtualized, scale-out architecture to simplify management, scale seamlessly, and reliably protect data.

"Our engineers spend less time dealing with maintenance and managing the network because the EqualLogic storage arrays deliver excellent I/O performance."

*Ryohei Nago
Cloud Services Engineer
Cloud Service*

Dell Storage MD3, MD and NX Series

Value and performance storage

Designed for quick deployment, easy management and efficient storage scalability

Optimized to meet the needs of small business, departmental and branch office operations, the Dell Storage MD3, MD and NX Series offer industry-leading capabilities of the PowerVault™ line. They are designed to offer affordability without compromising enterprise-class features and reliability. The MD3, MD and NX Series provides a range of storage options that include entry-level SAN and NAS appliances, and direct-attached storage (DAS) expansion enclosures. The versatile MD3 Series brings enterprise-level features to meet the demands of high performance and data protection. Enhanced premium features, mix-and-match hard drive configurations, and the ability to select between a small form factor and a compact high-density form factor are just some of the versatile options available with the MD3 Series. The NX Windows NAS Series offers solutions for companies who have standardized on Microsoft® Windows Storage Server® (WSS) software, or customers who want the flexibility to purchase software and capacity as their storage needs grow.



Dell Storage MD3 Series

The next generation of MD3 Series delivers the latest connectivity options and double the cache memory. The MD3 Series offers affordable enterprise-level features and data protection without sacrificing performance.



Dell Storage MD Series

Modular DAS that adds capacity behind the MD3, NX, DR and DL Series as well as all Dell PowerEdge servers. These arrays can connect to PowerEdge 13th generation servers that have SanDisk® DAS Cache software and SSDs to accelerate applications.

"What we like about the MD3 product line is how much SAN you get for such a low cost. It's pretty amazing that you can get so much storage and redundancy so affordably."

*Timothy P. Carroll
Senior Network Engineer
XS, Inc.*



Dell Storage NX Series

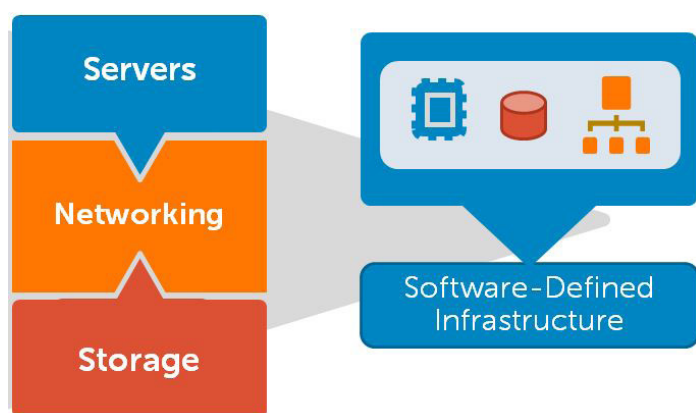
Built with award-winning Dell PowerEdge servers, the NX Series harnesses the NAS file based innovations of WSS 2012 R2. The latest version of WSS software leverages host file serving features, and introduces many storage enhancements to the NX Windows NAS Series.

Dell software-defined storage solutions

Advance your IT with enhanced flexibility and orchestration

Your data center, defined by you

Dell's SDS portfolio is designed to make IT more efficient, deliver new IT faster, and make technology simpler and easier to use. Whatever your compute and storage needs involve, Dell and its partners can help you to choose the best approach that will grow with your business. Dell SDS solutions offer hypervisor-integrated systems and open-source solutions to deliver IT infrastructure quickly and efficiently for your future-ready data center.



Dell Storage and Microsoft Storage Spaces (DSMS)

provides Dell validated and tested building blocks — Storage, Networking and Servers — for a complete compute to storage solution. The predefined configurations offer Dell end-to-end engagement — sizing, deployment, management and support — for the lifecycle of an entire solution.

Scality and Dell offer an integrated solution that combines Scality RING software and Dell server and storage hardware for capacity-driven storage environments. The Dell and Scality solution provides object-based storage that scales to multiple petabytes and billions of objects with linear performance scaling. These software-based solutions are designed for 100% uptime and run on standard x86 servers to increase flexibility and introduce cloud economics to large storage environments.

Dell's SDS partner technologies

Nutanix®, Nexenta™, Microsoft® Storage Spaces, VMware® VSAN, RedHat® Inktank Ceph and Scality

Expand your environment with ease as your business needs grow

Consolidate compute and storage into a single chassis with the Dell XC Series web-scale hyper-converged appliances powered by Nutanix software. Without disrupting your growing business needs, an XC Series appliance installs and integrates easily into any data center, and can deploy multiple virtualized, business-critical workloads such as VDI, test and development, and private cloud.



Dell XC Series integrates Dell's proven x86 server platform with Nutanix web-scale software for a highly scalable compute and storage solution.

Dell and Nexenta SDS solutions offer open source-based storage software coupled with Dell's proven server, network and storage technologies and comprehensive management capabilities. These solutions are certified, preconfigured and offer highly flexible SDS that includes SAN and NAS support, unlimited snapshots and cloning, block and file replication and inline deduplication.

Dell Storage FS Series NAS Appliances

Ensures efficiency by leveraging a shared infrastructure for block and file data

Dell Storage FS Series with Fluid File System (FluidFS) software provides NAS for the SC Series and PS Series platforms, while achieving best-in-class performance with linear performance scaling and low-cost per file OPS. Both storage capacity and performance can be scaled non-disruptively and independently within a single namespace as requirements evolve, preventing the need for expensive forklift upgrades. FluidFS also supports a variety of reliability features to ensure robust data protection and high availability. Dell FluidFS can decrease the capacity needed for common enterprise data by up to 48% by deduplicating and compressing redundant data when it's no longer needed.¹¹



Dell Compellent FS Series — FS8600

Enterprise-class scale-out NAS with operational efficiencies and advanced features.



Dell EqualLogic FS Series — FS7600/FS7610

Simplified and versatile NAS appliance for scale-out unified storage.

"We can offer researchers the lowest possible price point for data storage and the flexibility to use it however long they need it, thanks to the Dell Compellent NAS solution."

*Charlie Collins
Operations Manager
ASU Advanced Computing Center
Arizona State University*

¹¹Based on May 2013 internal Dell analysis of the FS8600 NAS appliance with Fluid Data Reduction, using real-world home share environment comprised of Office files (21%), .GZ (19%) and .flate (19%) files, among others.

Dell DR, DL, TL and ML Series

End-to-end disaster recovery solutions, D2D, dedupe and tape

Simple protection and recovery, designed to reduce complexity for organizations of all sizes

Dell Data Reduction (DR) Series and Disk Library (DL) Series offer native disk-to-disk alternatives to tape libraries, and reduce the complexities of manual setup and legacy tape management. Designed for low-touch operation, Dell DR and DL Series disk systems offer modular flexibility and rugged construction. With features such as proactive monitoring, alerts, reporting and deduplication, DR and DL disk systems can help reduce costs, reduce complexity, streamline maintenance and maximize system uptime.



Dell DR Series

The DR Series offers a simple and cost-effective disk backup and recovery solution featuring deduplication, compression, replication, data at rest encryption and capacity expansion.



Dell DL Series

Allows you to go beyond backup to integrated disaster recovery with the leading-edge technologies in AppAssure software for Microsoft Windows® and Linux®.

"We can ensure that clinicians and staff are better supported, and the hospital can continue delivering excellent services using the Dell DR4100 appliance even if the unexpected strikes our core infrastructure."

*James Pardon
System Administrator
Yeovil District Hospital*

Tape Library (TL) Series provides a versatile, automated midrange tape backup solution. Multi-library (ML) Series offers a modular tape library ready to intelligently protect your enterprise. TL Series creates backup copies of data using the rewritable functionality of LTO media, and can also create permanent, portable archive copies of data using WORM (write once, read many) capabilities. Extend LTO capabilities to enterprise-class deployments and help protect long-term investments with the ML Series that is designed to automate the retrieval, storage and management of tape cartridges with exceptional modular scalability.



Dell Storage TL Series

Offers expandable and affordable tape automation.

Dell Storage ML Series

A versatile, enterprise-level, top-rated modular tape library that allows you to scale your SAN backup solution.



Dell Software Data Protection

Reduce costs and simplify backup operations

You're tasked with protecting your growing data and the applications that are vital to your business. But you also face many challenges, like keeping within your budget and SLAs, some clearly specified and others unspoken. Our three software solutions — AppAssure, NetVault Backup and vRanger — give you the flexibility to protect data of all criticality levels across physical, virtual or cloud environments with a variety of licensing options to purchase the software individually or as a comprehensive software suite.

"NetVault advanced features reduced our management and hardware costs. It reduced our valuable DBA time to focus on business instead of infrastructure."

*Ed (Edward) Polley
Senior IT Architect
Reply.com*

AppAssure

Back up in minutes and restore in seconds across physical, virtual and cloud environments

- Up to 288 image-level snapshots a day for Windows, Linux and virtual environments including SQL, Exchange and SharePoint
- Bootable virtual standby
- WAN-optimized replication
- Built-in replication workflows
- Auto-verifies protected apps
- Advanced deduplication and compression
- Ensure recoverability of apps and data
- Near-immediate access to critical applications after an outage
- Instantaneous and granular restore

vRanger

Fast, scalable backup, replication and restore for VMware and Hyper-V virtual environments

- Deep VMware integration automatically discovers and protects new VMs
- Virtual infrastructure and physical Windows server backup/restore from one easy-to-use interface
- Patented Active Block Mapping (ABM) and backup to Dell and third-party deduplication solutions
- Minimize time and risk of managing VMware virtual infrastructures
- Reduce effort and cost of managing all data protection operations
- Significantly reduce backup storage requirements and shorten restore times

NetVault Backup

Scalable backup and recovery for large amounts of data and business-critical applications such as DB2 and SAP

- Support for heterogeneous operating systems, applications and databases
- Robust protection for NAS devices
- Point-and-click backup and restore with deep application-level recovery
- Minimal setup and maintenance
- Flexible options for data protection as the complexity of your application deployments grow
- Uses inherent benefits of centralized storage architectures for data protection
- Resume applications quickly after outages

"We've got back and forth replication every five minutes and we can recover everything we need within 2-3 hours guaranteed."

*Carl Vogel
IT Director
Iowa Select Farms*

Helping you realize your data center vision

Dell offers a wide range of professional services to simplify the assessment, design, implementation, management and maintenance of your IT environment, and to help you transition from platform to platform.

Dell Enterprise Consulting Services

Optimize the way your data is stored and protected, and simplify how it is managed with our expert consultants. Our proven methodology and tools are derived from years of global field experience that help you design the right storage plan to mitigate risk and decrease costs while optimizing and simplifying your data management. Our Consulting Workshops, Agile Consulting and Accelerators provide the consulting expertise you need to meet your needs.

Dell Enterprise Deployment Services

Our end-to-end deployment services ensure your Dell Storage installation, configuration and implementation are completed accurately and quickly — anytime, anywhere — with proven processes based on best practices acquired from thousands of deployments by our highly skilled experts.

Dell ProSupport Enterprise Suite for PS Series, MD Series and SCv2000 Series

Dell ProSupport offers a suite of support services that enable you to choose support models based on how you use technology and where you want to allocate resources. We recommend Dell ProSupport Plus with [SupportAssist](#) for mission-critical systems or Dell ProSupport for premium hardware and software support for your Dell Storage PS Series, MD Series or SCv2000 Series solution.¹² With automated proactive technology, SupportAssist can cut your troubleshooting steps by half and accelerate your time to resolution. For very large data centers, we also offer ProSupport Flex for Data Center.

Dell Copilot and Optimize for Dell Storage SC Series

Dell Copilot Support goes beyond traditional support offerings by identifying and resolving potential problems before they happen. We also offer Copilot Optimize to provide additional in-depth expertise and services such as lifecycle planning, architecture configuration and software advice, predictive analysis, technology upgrades and best-practice recommendations.

Dell Storage Training

Get hands-on experience and learn from our Dell experts how to implement Dell Storage into an existing IT infrastructure, including storage fundamentals and initial setup, configuration, advanced features and performance management. Options include self-paced eLearning and instructor-led training available regionally and remote classroom.

"We have a conference call each month through Copilot Optimize to discuss storage performance. And support is available 24x7, helping us deliver greater value to key stakeholders."

*Mark Scheers
Global Vendor Manager
The P&V Group*



¹²Availability and terms of Dell Services vary by region. For more information, visit [Dell.com/servicesdescriptions](https://www.dell.com/servicesdescriptions). And if you're looking to preserve cash or increase operational efficiency, Dell Financial Services has a wide range of options to make technology acquisition easy and affordable. Contact your Dell sales person for more information.



"Dell seems to have hit a stride in integrating its portfolio products and in developing a clear message for the market in IDC's opinion: a set of feature-rich and affordable products with little to no hidden costs."

Amita Potnis
IDC

Dell Storage solutions give you the power to do more

The virtual era offers an unprecedented opportunity for organizations to rethink and reinvent their computing infrastructures, specifically with an eye toward solutions to overcome the challenges of growing workloads and virtualization demands.

With its broad product and services portfolio, Dell offers unparalleled strengths as an IT solution partner. Let Dell collaborate with you to architect a storage solution that can scale seamlessly, adapt gracefully to new — even over-the-horizon — hardware and software capabilities, all while helping to reduce capital and operating costs.

As a solution partner, Dell offers the technology, know-how, and experience to help you develop the right architecture for your most important workloads and the right technology for innovation in your environment. And with a flexible, modular and modern architecture as the core design, Dell Storage can play a vital role in shifting your resources from maintenance to transformation.

Available in more than 150 countries, Dell Storage is providing customers with innovative, simple and affordable solutions.

Why Dell Storage?

- Worldwide presence and expertise
- #1 supplier of total storage (internal and external)¹³
- #1 iSCSI storage¹⁴ and external DAS vendor¹⁵
- #1 rated flash provider choice by storage professionals¹⁶
- Intelligent storage platforms with advanced virtualization capabilities
- Modular portfolio of customer-centric services
- Open, pragmatic, proven solutions
- Complete, end-to-end solution development, delivery and support

¹³#1 supplier of total storage (internal and external) worldwide in Q2 2015 based on total terabytes sold per the IDC Worldwide Quarterly Disk Storage Systems Tracker Q2 2015 using terabyte share data and excluding ODM.

¹⁴#1 iSCSI storage vendor worldwide by revenue and market share for 28 out of 30 (2008Q1-2015Q2) quarters per the information from the IDC Worldwide Quarterly Disk Storage Systems Tracker Q2 2015.

¹⁵#1 external DAS vendor by vendor revenue share worldwide for the past ten quarters (2013Q1-2015Q2) per the IDC Worldwide Quarterly Disk Storage Systems Tracker Q2 2015.

¹⁶Based on a Dell sponsored paper by Storage Strategies NOW (<http://www.dell.com/learn/us/en/uscorp1/corporate~corp-comm~en/documents~dell-ssds-in-the-enterprise-a-market-matures-outlook-report.pdf>) "Enterprise Needs for Solid State Drives and Data Centers—A Market Matures," January 2015.

To explore the Dell Storage portfolio, visit Dell.com/Storage.

