

Dell NAS Solutions Portfolio



Dell™ Compellent™ FS8600

Maximum capability NAS for enterprise environments

Dell PowerVault™ NX3600/NX3610

Best price-performance NAS for file-based application workflows

Dell EqualLogic™ FS7600/FS7610

Dell EqualLogic-integrated and easy-to-use NAS for general purpose IT

Overview

- Extends the benefits of Dell Fluid File System to Dell Compellent customers
- Leverages the efficiency of Dell Compellent architecture to the NAS environment
- Efficient solution with single platform for both block and file
- Scale-out NAS that easily grows along with your customer's business
- Single distributed namespace across up to four FS8600 appliances and 1PB to meet performance and capacity needs
- Resilient file solution for mixed environments with support for CIFS and NFS technology

- Unified storage for value and performance
- Separate management interfaces for block and file
- Multi-protocol block and file storage
- Capacity that can grow on the fly
- Replication, snapshots and NDMP backup for increased data protection
- Single share to 1PB raw capacity scalability
- Scale-out CIFS and NFS technology

- Uncomplicated and versatile storage
- Scale-out block and file architecture
- Flexible pool of block and file
- Massive share capacities for flexibility
- Single interface to manage block and file data
- File-level snapshots and replication
- Single share to ½PB usable capacity scalability
- Scale-out CIFS and NFS technology

Additional technical details

- Two redundant, active-active, hot-swappable controllers per 2U appliance
- Midplane between controller pairs with 40Gb bandwidth for cache mirroring
- Integrated backup battery solution to protect cache contents
- BMC for environmental and system-fault notification and remediation
- Redundant, hot-swappable fans and power supplies
- Internal hard drive for local boot with flash for configuration backup
- 10GbE client and 8Gb Fibre Channel SAN and Storage Center (switch required) connectivity

- User-accessible snapshots
- NDMP backup
- Active-active controllers
- Battery backup
- Asynchronous replication
- 10GbE client and SAN connectivity with NX3610

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- NDMP backup
- Active-active controllers
- Battery backup
- 10GbE client and SAN connectivity with FS7610

Dell NAS Solutions Portfolio (continued)



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Ideal customers

- Have mid-range and higher deployments that need the efficiency, tiering and performance capabilities of Dell Compellent architecture
- Need FC SAN connectivity
- Want to scale to 1PB with two storage centers and four appliances
- Need scale-out unified storage
- Want Co-Pilot support

- Are primarily interested in consolidating file storage and a few applications
- Are budget conscious
- Have limited virtualization needs
- Need built-in disaster recovery (using replication) for file data
- Have an IT generalist or specialist managing storage
- Want a-la-carte licensing

- Are primarily interested in a single, best-of-breed solution for IT applications (such as SQL, Exchange, VMware) and file workloads (block and file)
- Want a scale-out and virtualized storage platform with peer-scaling architecture, no forklift upgrades and multi-generational coexistence
- Need block-level tiering and load balancing
- Have experience with SAN
- Want integrated, automated and advanced protection for applications and file data
- Have an IT generalist or specialist managing storage
- Want a solution that is easy to use

Who should I target?

- Dell Compellent install base
- Verticals with file-based workloads
- Greenfield opportunities for unified storage
- Primary uses: Mid-market and enterprise unified/horizontal workloads
- Secondary uses: Application-specific workflows in petabyte verticals
- Additional opportunities: Low-end HPC

- Dell PowerVault install base
- Mid-range unified storage (light application workloads coupled with file)
- Mid-range NAS for vertical file workloads
- Primary uses: Application-specific workflows in file-intensive vertical markets
- Secondary uses: Unified/horizontal workloads with extreme cost sensitivity, including emerging markets
- Additional opportunities: Low-end HPC

- Dell EqualLogic install base
- Greenfield unified storage deployments
- Entry-level NAS for vertical file workloads: Oil and Gas, EDA, PACS, GIS, Bioinformatics, Genomic Sequencing, Media, Web 2.0, etc.
- Primary uses: SMB and mid-market, unified/horizontal workloads
- Secondary uses: File-only greenfield
- Additional opportunities: Vertical market scale-out applications