Harness the Transformative Power of Technology: Channel Update

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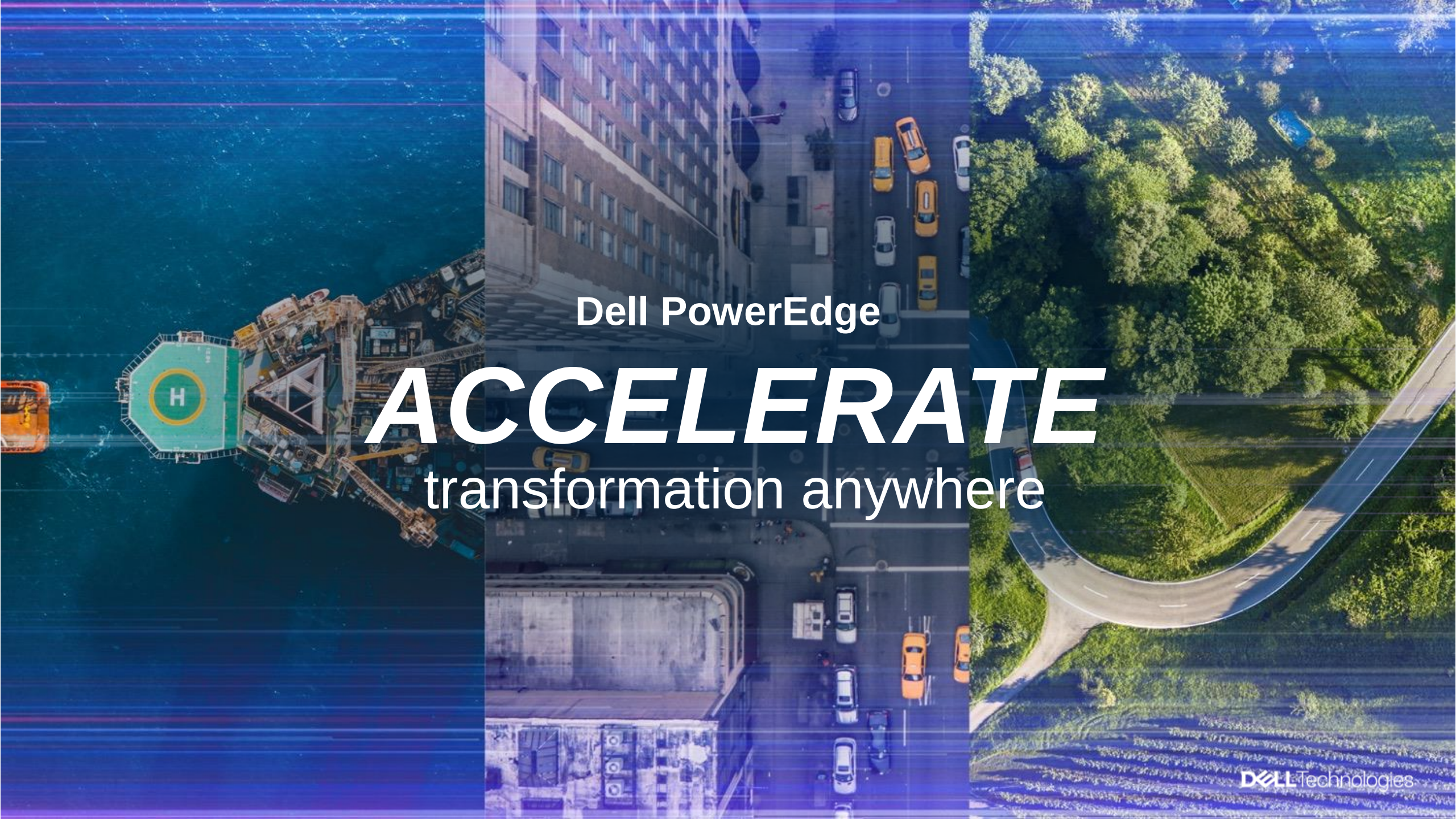
Dell PowerEdge
ACCELERATE
transformation anywhere
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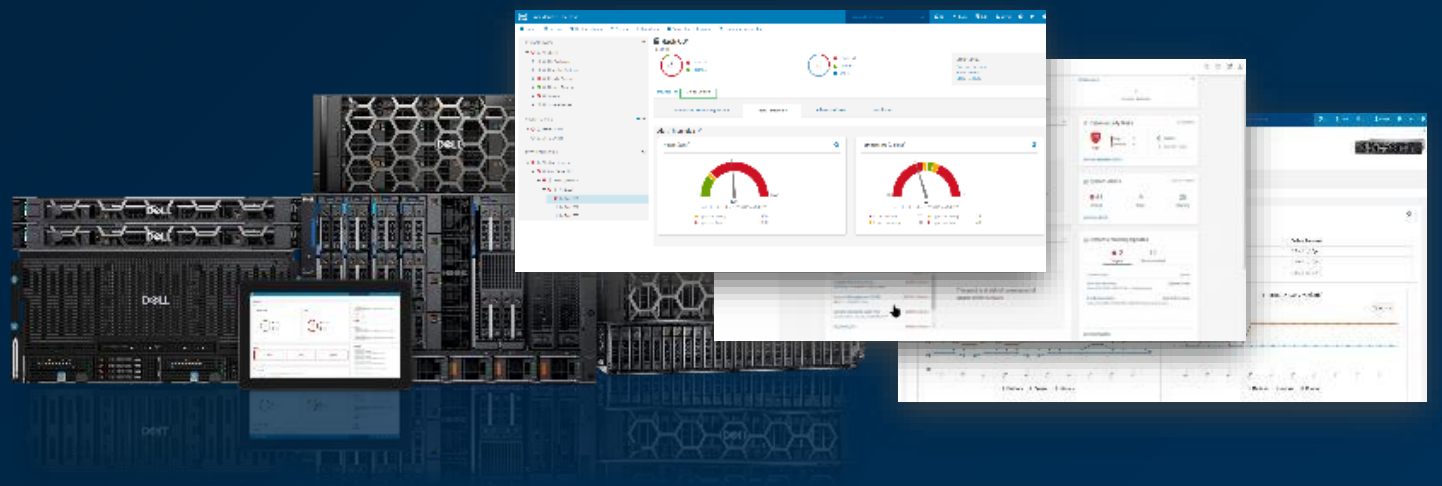
PowerEdge Servers

Purpose-built | Intelligent | Cyber Resilient | Sustainable



Purpose-built

Scale AI, Edge & Performance Anywhere

Intelligent

Accomplish more with Automation & Improve Operational Efficiencies

Cyber Resilient

Accelerate Zero Trust Adoption

Sustainable

Maximize power efficient performance

Subscribe or Consume aaS with APEX

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The Next Generation PowerEdge Server Portfolio

Purpose-built to address evolving customer needs

Core

Acceleration-Optimized


XE9680


XE9640


XE8640

Mainstream


R760xa


R760


R660


R7625


R6625

Mainstream 4 Socket


R960


R860


T560

Modular


MX760


C6620

Storage Dense


R760xd2

Edge


XR8000


XR5610


XR7620


XR4000

Scale


R7615


R6615

Mainstream Optimized


R760xs


R660xs

Cloud Service Providers


HS5620


HS5610

Industry Enabled Technologies Overview

Next Generation Intel & AMD Processors

- Intel 4th Gen Xeon (Sapphire Rapids)
  - ✓ Up to 60 cores/CPU*
  - ✓ 50% performance increase over Ice Lake
- AMD 4th Gen EPYC (Genoa)
  - ✓ Latest 5nm technology with up to 96 high-performance “Zen 4” cores
  - ✓ 1.5X & 1.25X the density and power over Milan

Memory: DDR5

- DDR5 (4800MT/s)
  - ✓ Latest DRAM technology with higher speed & bandwidth
  - ✓ Greater efficiency with 2 channels per DIMM
  - ✓ Improved RAS features with on-die ECC
  - ✓ Lower power
  - ✓ Enhanced telemetry for temperature reporting and systems management

PCIe Gen5 Capability

- Doubles throughput compared to PCIe Gen4
  - ✓ Benefits NVMe drives, GPUs, and some networking cards

EDSFF E3.S NVMe Gen5

- E3.S form factor will be introduced with PCIe Gen5 NVMe drives
  - ✓ Benefits density, thermals, and improved packaging in space constrained servers
- Double the performance over NVMe Gen4

*Max 60 cores for 4S CPUs, max 56 cores for 2S CPUs

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Dell enabled Technologies Overview

Next Gen HWRAID (PERC12)

- New gen controller with 2X better performance over PERC11 and 4X better than PERC10
  - ✓ Supports all drive interfaces: SAS4, SATA & NVME
  - ✓ x16 connectivity to devices to take full advantage of PCIe Gen5 throughput

System Cooling & Efficiency

- Power Manager & Smart Cooling
- High Power Optimized Airflow chassis design to maximize air cooling capabilities
  - ✓ Support for XCC/HBM in air-cooled chassis
- Optional CPU direct liquid cooling (DLC) solutions

BOSS-N1

- Segregated RAID controller for OS with secure UEFI boot that is rear facing and hot-pluggable
  - ✓ Enterprise-class 2 x M.2 NVMe devices with strong endurance and high quality that provide increased performance over BOSS-S1 with SATA drives

Data Processing Unit (DPU)

- SmartNIC with hardware accelerated networking and storage that enables customers to save CPU cycles
  - ✓ Improved security, running workloads and security software on different CPUs (“air gap”)
  - ✓ Offload hypervisor, networking stack, and storage stack to the DPU making them OS independent

System Management

- Seamless integration of new 16G servers into your existing processes and tool set
- Complete iDRAC9 support for all components
  - ✓ PERC12, BOSS N-1, PCIe Gen5 devices, UEFI Secure Boot, Smart Cooling, DPU’s, and more

Security

- TLS 1.3 with FIPS certification, SEKM 2.0 with support for NVMe drives and VxRail
- End-to-end threat management with Zero Trust approach
  - ✓ Silicon-based platform root of trust, multi-factor authentication (MFA), inventory and platform component tracking during delivery, tamper protection during shipping

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Welcome to the PowerStore Experience

Introducing the next phase of software-driven, continuously modern storage

Introducing the next phase of software-driven, continuously modern storage

Boost workload performance

Innovate without limits

Stay continuously modern

PowerStoreOS 3.0

120+ new software features

3rd major release in two years

Largest release to date

Gen 2 platform refresh

- Next-gen controllers
- NVMe expansion
- 100GbE network support

Next-gen PowerStore node upgrade

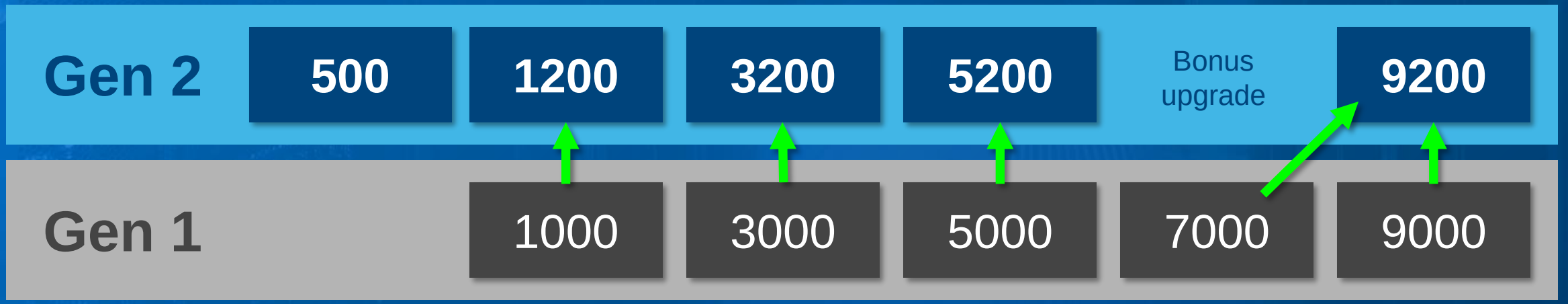
Makes modernizing hardware feel like…software!

Anytime Upgrade customers

Get ready for your DIP, non-disruptive, ZERO cost update!

- ✓ Easy controller swap
- ✓ Keep original chassis, drives and expansion enclosures
- ✓ Same FRU/CRU support
- ✓ Secure Boot / HWRoT protection

Model lineup



* Next-gen appliances planned for July, 2022. DIP upgrades available future release.

Summary: the PowerStore experience

Largest release to date: 120+ new software features

Boost workload performance

- **Radical speed**
  - Up to 50% faster[1]
  - 10X faster copy[2]
  - More NVMe support
    - ✓*100Gb NVMe/TCP*
    - ✓*NVMe expansion*
- **Increased scale**
  - 66% max capacity[3]
  - 8X more volumes[4]
  - PowerStore 500 scale-up

Innovate without limits

- **More data mobility**
  Async replication, FLR, CEPA, NFS, Datadobi
- **Enterprise file**
  Now protect any workload: block, file, vVols, metro
- **Deeper security**
  KMIP, FIPS 140-2, HWRoT
- **VMware integrations**
  Visibility & control, VSI, VAAI, vVols over NVMe/FC

Stay continuously modern

Anytime Upgrade reward time

- All-inclusive software subscription
- DIP upgrades to next-gen hardware[5]
- **Makes even hardware feel like software!**

1 Based on internal tests comparing PowerStore 1200T peak IOPS with PowerStore OS 3.0 vs. PowerStore 1000T with PowerStoreOS 2.1, running 8k block size with 70/30 read/write mix, March 2022. Actual results may vary.
2 Based on internal tests comparing XCOPY performance copying 1000 36GB VMs running on PowerStore 5000 with PowerStoreOS 3.0 vs. PowerStoreOS 2.0. Actual results will vary.
3 Maximum effective capacity for largest PowerStore cluster with PowerStoreOS 3.0 vs. PowerStoreOS 2.0. Assumes average 4:1 data reduction. Actual results vary.
4 Maximum supported volumes for largest PowerStore model (PS9000) with PowerStoreOS 3.0 vs. PowerStore OS 2.0.
5 Next-gen nodes available July, 2022. DIP upgrades available future release.

PowerProtect Data Manager Appliance
DM5500

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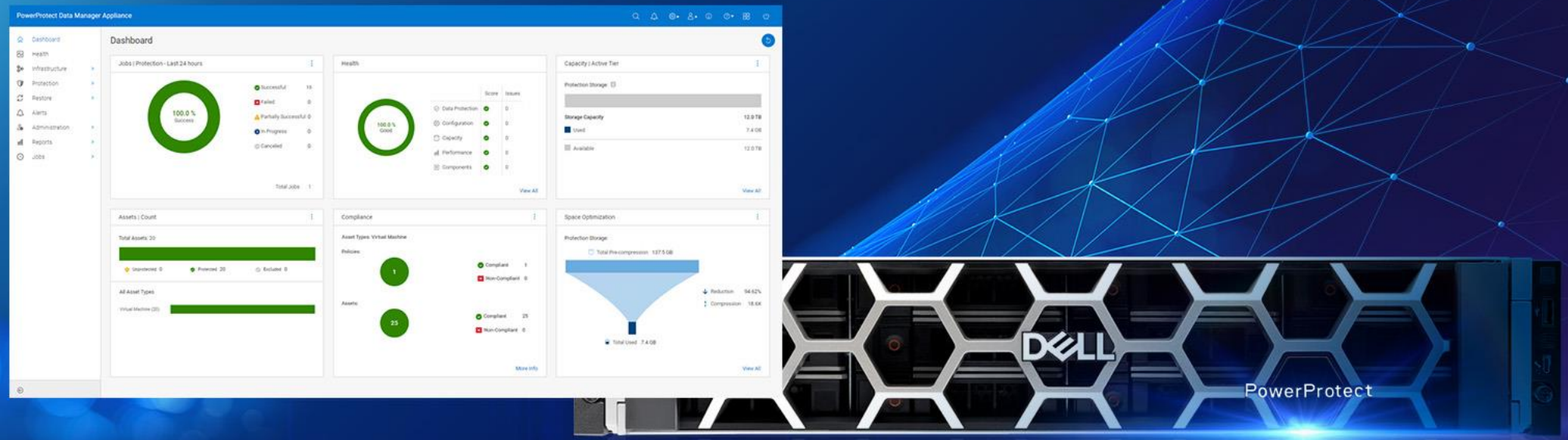
INTRODUCING

PowerProtect Data Manager Appliance

Simplify Modern Data Protection



MODERN

Software-defined architecture

SECURE

Operational and cyber resilience

SIMPLE

Unified user experience

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PowerProtect Data Manager Appliance

Deploy in under 30 mins[1]

12TB – 96TB

Grow in place or to the cloud

Search & Analytics

Deduplication

Backup & Restore

Cyber Recovery

VMware Integration

Cloud enabled

Instant Access + Restore

Disaster Recovery

[1]Based on Dell internal testing, October 2022. Actual results may vary.

DM5500 Benefits

Delivering a unified customer experience

Unified user experience

- Rapid deployment (< 30 min)
- Integrated alerts, monitoring and reporting
- Fully orchestrated upgrade workflow with reduced upgrade times
- Path to Power Avamar Migration*
- BETB licensing 12TB–96TB in 12TB incr.

Operational and cyber resilience

- Centralized IAM with single sign-on, RBAC and 2FA*
- At-Rest and In-flight encryption
- Replicate data to Cyber Recovery Vault (on prem or in-cloud)*
- Immutability & Retention Lock Compliance (Cohasset certified)*

Modern workload protection

- Unique VMware protection with Transparent Snapshots
- Broad Kubernetes support
- Oracle, MS SQL, Exchange, SAP HANA, D-NAS
- Windows, AIX and Linux FS
- Storage efficiency
- Built-in Data Resiliency (DIA)
- DD Boost performance

* 90-120 Days Post launch


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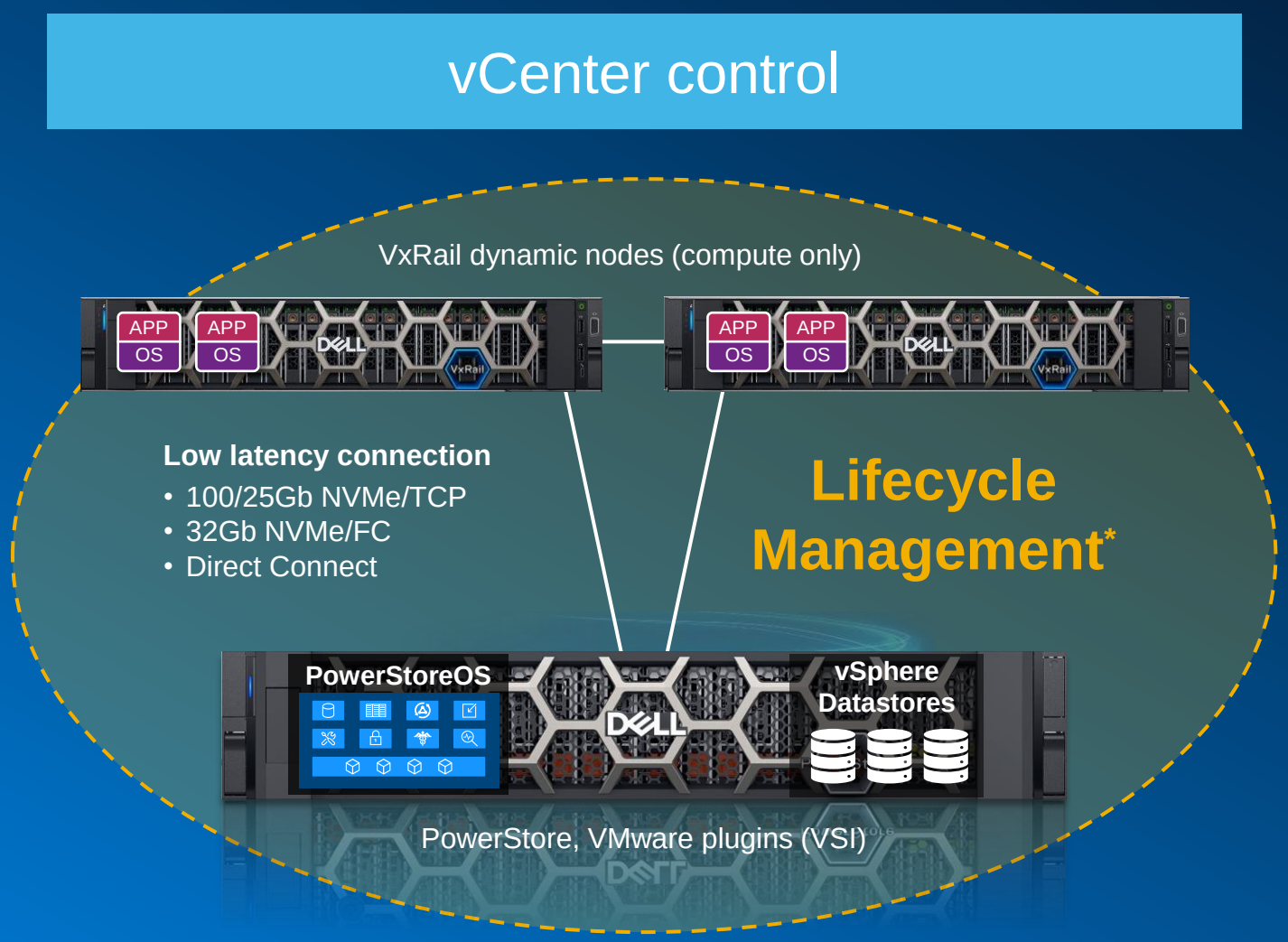
Dynamic AppsON

VxRail dynamic nodes + PowerStore T



* LCM for PowerStore coming soon

Combine the advantages of VxRail and PowerStore

- Scale compute or storage independently
- PowerStore storage services
  (4:1 data reduction, data protection, more)
- End-to-end VMware integrations
  - Manage VxRail *and* PowerStore services directly from vSphere
  - Eliminate operational silos!
- **Solution-level lifecycle management* with included VxRail HCI System Software**

What's new with VxRail

Smallest, most flexible, and self-contained VxRail form factor

NEW

VD-4000 rugged platform, with a smaller, purpose-built form factor extending the benefits of VxRail to extreme edge

HCI for Unpredictable Environments

Standard-width rack mount or 14" x 12" chassis – the size of a shoe box

Rack it, stack it, or mount it on a wall for deployment flexibility

Operate in temperatures from 27F – 131F – NEBS and MIL-STD certified

Embedded vSAN Witness

1st vSAN HCI with embedded vSAN witness and automated LCM

Self-contained 2-node vSAN cluster in a small footprint

Allows for far-edge deployments with low latency and low bandwidth constraints

Sustainability in the Data Center

Consolidate infrastructure – more nodes in a smaller footprint

VD-4000 with embedded vSAN witness requires 38% less power than standard 3-node cluster

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What's new with VxRail

VMware vSphere 8 and vSAN ESA synchronous ship

NEW

Industry's first and only jointly engineered HCI system optimized for vSAN Express Storage Architecture

Increased performance and scale

Ability to reconfigure network configurations

Reduce the overall failover time of the vSAN FS VMs

Support for IPv6

Optimization and simplicity

Enhancements to cluster shutdown and startup when infrastructure services are also running on the vSAN cluster

Improve and Optimize vSAN boot times

Simplify expanding clusters greater than 32 nodes

Ready for anything

Isolating and running vSAN Services in a sandbox

vSAN encryption key verification before mounting disks or rekey

Proactive Insights

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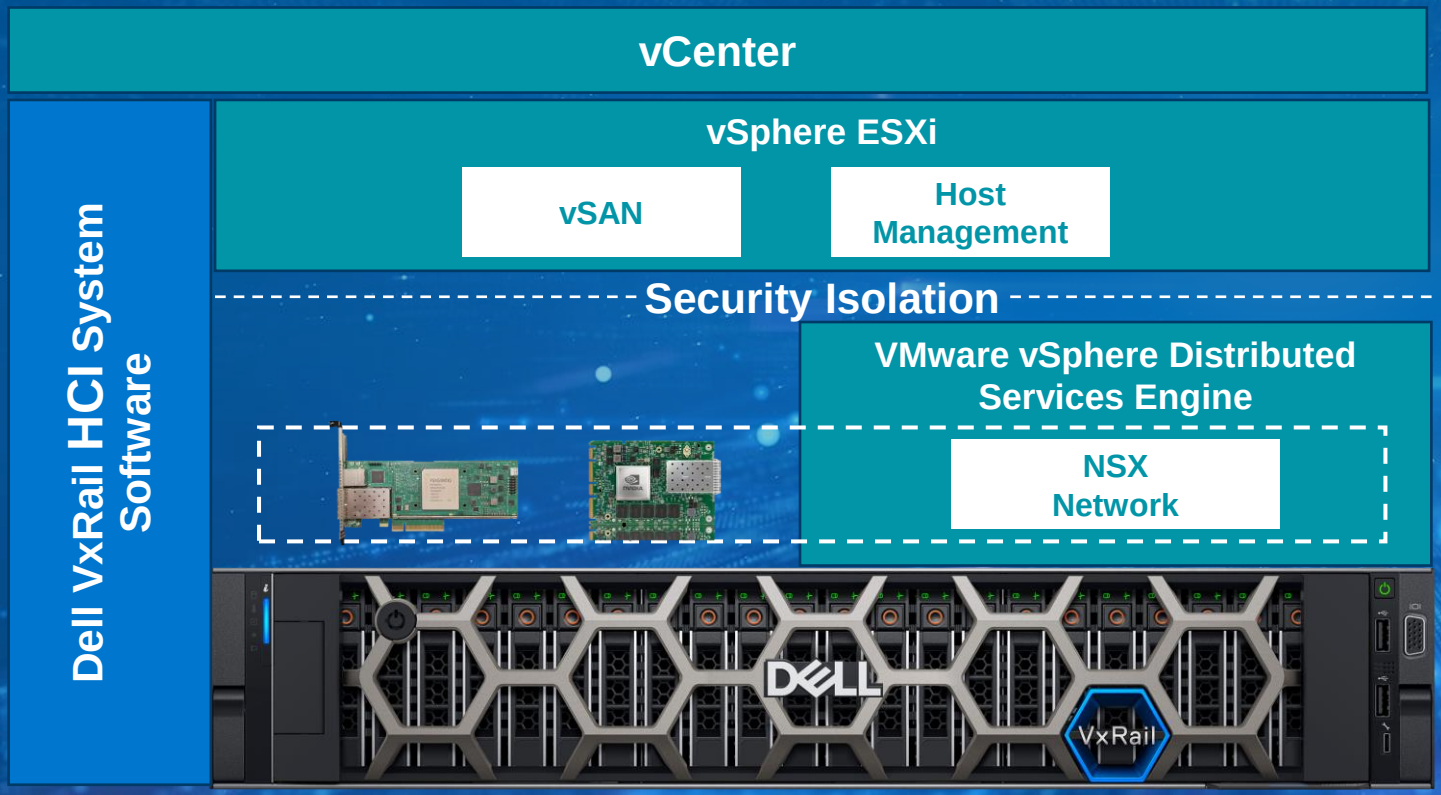
What's new with VxRail

VMware Distributed Service Engine on DPUs

NEW

Industry's first and only jointly engineered HCI system running VMware Distributed Service Engine on DPUs



Offload Network & Security Services onto the DPU

- Adopt new SmartDPU technology on a common operational model
- Consistent manageability with automated LCM
- Single point of support for all hardware and software
- Available on E660F, P670N, and V670F
- Support for NVIDIA Bluefield-2 and AMD Pensando DSC-25/DSC-100

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