



DELLTechnologies

Harness the Power of Software-Driven Storage

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Dell Technologies

We live in an ever-changing world...

89%

report autonomous operations are either critical or their most important priority in next two years¹

63%

have been the target of ransomware in the last 12 months³

79%

will modernize over the next 3 years to build out better multicloud interoperability²

¹ n=1,100, Dell Technologies IT Automation Research Survey, IDC, September 2021.

² ESG Complete Survey Results, [Distributed Cloud Series: Application Infrastructure Modernization Trends](#), March 2022.

³ ESG Research Report, 2022 Technology Spending Intentions Survey, November 2021.



Operational
silos



Cloud
complexity



Developer
productivity



Cyber
threats

Organizations
want to innovate
with data, but...
headwinds prevail.

Turn headwinds into **tailwinds.**

AUTOMATE IT operations

Boost productivity,
reduce risk, be ready
for what comes next



Innovate more **SECURELY**

Invest with confidence,
make business
breakthroughs possible



Gain **MULTICLOUD** **CONTROL** and mobility

Get more value from
information – wherever it lives

Accelerate time between **data creation** and **innovation.**

Our software-driven innovation...

Delivers a continuously modern storage experience



Adaptable
software architectures



Comprehensive
cyber **resiliency**



Multicloud ecosystem
flexibility

We've got you covered

Data Protection & Cyber Recovery



PowerProtect DD Series Appliances
PowerProtect Data Manager
Data Protection Suite

Modern Storage



PowerMax
PowerStore
Unity XT
PowerVault
PowerFlex

PowerScale
ECS
Streaming Data Platform

Hyperconverged & Converged Infrastructure



VxRail
PowerFlex
Azure Stack family
vSAN Ready Node
VxBlock

A P E X

¹ IDC Quarterly Enterprise Storage Systems Tracker, 2022Q2, September 8, 2022, Vendor Revenue

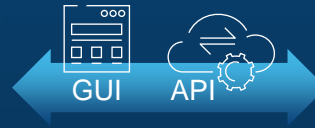
² IDC Quarterly Storage Software & Cloud Services Tracker, 2022Q2, September 8, 2022, Vendor Revenue

³ IDC Quarterly Converged Systems Tracker, 2022Q2, September 15, 2022, Vendor Revenue

⁴ Based on combined hardware revenue from the IDC IQ22 Purpose-Built Backup Appliance (PBBA) Tracker and Data Replication and Protection Software revenue from the IQ22 Storage Software and Cloud Services Tracker.

Project ALPINE

Bringing Dell storage
software to public clouds



Power up your cloud

- Bring Dell storage software for block, file and object to public cloud
- Combine the power of Dell storage services with native public cloud services

Consistent experience

- Consistent experience to/from PowerStore, PowerFlex, PowerScale and/or ObjectScale on premises
- Streamlined experience across all major public clouds (AWS, Microsoft Azure and Google Cloud)

Bring data to cloud apps

- Seamless data mobility without retraining people or refactoring applications
- Leverage public cloud services against historical data collections and data lakes
- Available in marketplace or native service

Dell Technologies Multi-Cloud Native Solutions



Cyber
Recovery
Solution



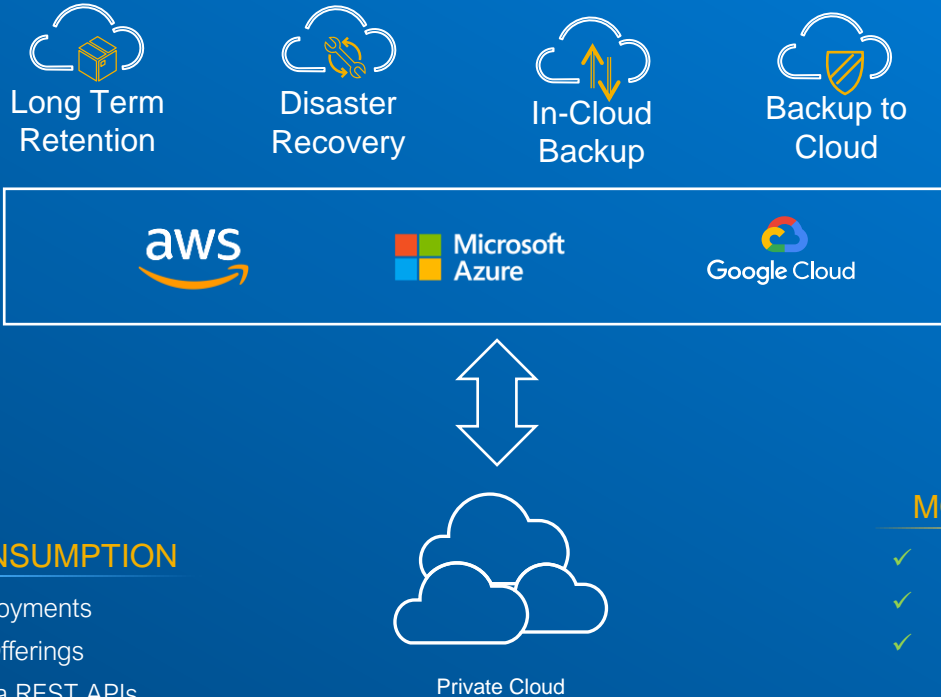
Data
Protection
Solutions



Enterprise
Storage
Solutions



Multi-Cloud Data Protection



MODERN CLOUD CONSUMPTION

- ✓ Cloud Marketplace Deployments
- ✓ Software-as-a-Service Offerings
- ✓ Automated Protection via REST APIs

MODERN CLOUD PROTECTION

- ✓ Protect Kubernetes in Cloud
- ✓ Protect Cloud-Native PaaS
- ✓ Protect SaaS-Hosted Workloads

 Office 365  Google Workspace

We'll back you with world-class services

Drive business outcomes

Accelerate deployments

Expedite cost savings

Mitigate business risk



**CONSULTING
SERVICES**



**DEPLOYMENT
SERVICES**



**SUPPORT
SERVICES**



**EDUCATION
SERVICES**



**MANAGED
SERVICES**

Up to
45% increase in IT staff efficiency
with Residency Services¹

Up to
68% faster time to deploy
with ProDeploy Plus for
Enterprise²

Up to
43% faster response time
with ProSupport Plus for
Enterprise³

>60K Dell Technologies &
Partner Professionals*

170 Countries*

54 Languages worldwide*

¹Based on June 2020 IDC InfoBrief sponsored by Dell Technologies, The Value of Resident Engineers on your IT Transformation Journey.

²Based on Sept. 2020 Principled Technologies Test Report commissioned by Dell Technologies comparing in-house deployment vs. Dell EMC ProDeploy for Enterprise deployment service for Dell EMC PowerEdge R740 servers, Dell EMC Unity Storage array and Dell EMC PowerSwitch S4048-ON. Actual results will vary.

³Based on Aug. 2020 internal analysis of service requests from Aug. 2019 to Aug. 2020 for Dell EMC storage, data protection & hyperconverged products comparing service requests for products with ProSupport Plus for Enterprise vs. products without it. Connectivity is via Secure Remote Services. Actual results may vary.

*April 2020 Dell Technologies internal validation.

What's
next?

Discover the power of our portfolio...

With hands-on labs, interactive
demos and product demo videos

DELLTechnologies