

DELLTechnologies

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Power Your Solutions with Dell Technologies

Innovative storage and data protection technologies for Solution Builders to OEM

At Dell Technologies OEM Solutions, we help you reimagine the solutions you bring to market. This applies to the solution you design, how you create it and the way you monetize it. And it involves making sure you get the best technology, service and support to allow you to bring a top quality solution to market that meets your company objectives.

Dell Technologies is the #1 provider of OEM Solutions globally. Our success stems from our commitment to working with solution builders like you to design and enable the right combination of technology and capabilities for your solution.

While we've been in the business of helping our OEM customers bring solutions to market for over two decades, we've been in the tech business even longer. We work with 50 industry verticals, creating unique technology solutions for up to 5,000 customers, bolstered by a secure supply chain – and global distribution and support. Our world-class partner program empowers our OEM customers to serve your customers better, to deliver solutions faster and to fuel growth in exciting new ways.

Would you like OEM-standard Dell Technologies products, i.e., high-quality, innovative technologies? All our OEM Solutions products are just that – they are standard, off-the-shelf Dell Technologies that are targeted at solution builders. Discover for yourself the breadth and strength of the Dell Technologies storage and data protection portfolio. Dream big and realize high-value business outcomes with customization options of our storage and data protection solutions.

#1 market leader for OEM Solutions¹

20+ years supporting OEM customers

81% of U.S. Fortune 100 companies use Dell Technologies for their edge solutions²

Through co-engineering and deep collaboration, Intel® technologies are a consistent hardware foundation of the broad Dell storage portfolio, delivering industry-leading products that meet the needs of today and tomorrow.

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¹Global Share based on 2021 Revenue, VDC Research, Worldwide OEM Solutions Provider. Veeva claim ID: CLM 004910.

²Dell Technologies analysis of U.S. Fortune 500, June 2022.





Primary data storage (entry) – Hybrid block

Dell PowerVault – Block storage optimized for SAN, DAS and edge workloads

- > [PowerVault ME5 specification sheet](#)
- > [PowerVault MD24xx specification sheet](#)

The OEM-Ready Dell PowerVault ME5 is our most affordable storage solution. Block-only storage optimized for SAN, DAS and edge workloads, it is ideal for small- to medium-sized solutions or for use with Dell PowerEdge servers. PowerVault ME5 starts in a 2U form factor with ample room for growth and delivers on performance and operational simplicity.

PowerVault is also available as server-attached storage, namely the OEM-Ready PowerVault MD24xx Series. The PowerVault MD24xx Series is server-attached storage (also known as JBOD) that's purpose-built and optimized for Dell PowerEdge server attach.

Key features

- OEM-Ready (can ship as unbranded)
- Custom hardware and software branding options available
- Flexible deployments with hybrid or all-flash arrays
- Lowest cost per GB
- Includes CloudIQ for intelligent infrastructure insights
- Built with Intel Xeon® processors
- Single or dual controller models available
- Expansion enclosures and JBOD available

Top industries/workloads



Healthcare and life sciences



Media, entertainment and gaming



Energy – oil and gas (HPC workloads)



Safety and security



Industrial automation



Edge-based workloads





The Dell Unity XT unified storage appliance is designed for performance, simplicity and affordability with its all-inclusive enterprise-class data services. It starts in a 2U footprint that scales up and delivers low latency with high performance to a broad range of SAN and NAS use cases.

Key features

- Hardware and software branding options available
- Flexible deployments with hybrid, all-flash or virtual storage array (VSA)
- DC-powered NEBS-/ETSI-compliant options
- Dual-active controller architecture
- Includes CloudIQ for intelligent infrastructure insights
- Built with Intel Xeon processors

Top industries/workloads



Healthcare and life sciences



Telecom



Financial technologies



Industrial automation



Public sector and defense



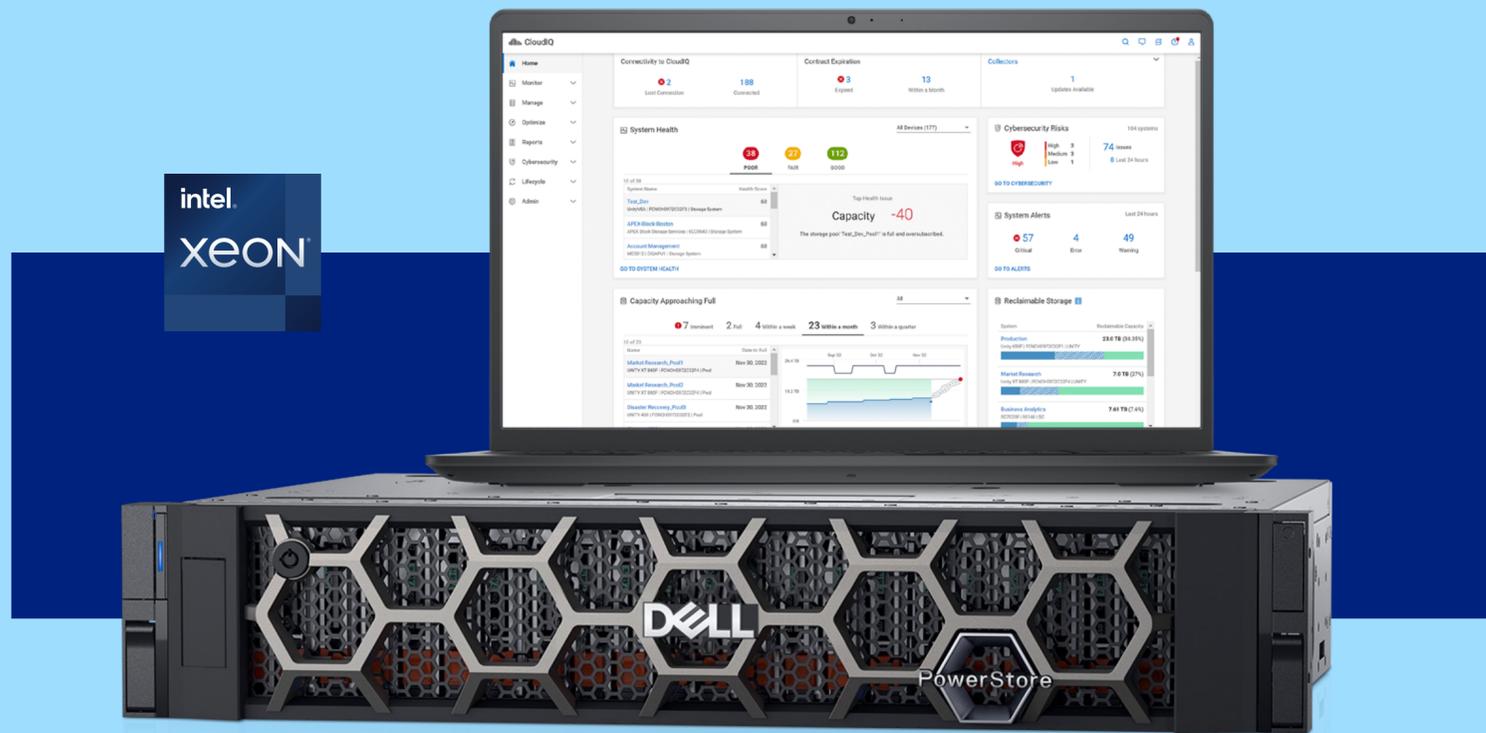
Edge-based workloads

Primary data storage (midrange) – Hybrid block and file

Dell Unity XT – No-compromise unified storage

- > [Unity XT specification sheet](#)
- > [Unity XT DC powered specification sheet](#)





Primary data storage (midrange) – Scalable all-flash block and file

Dell PowerStore – Software-driven unified storage

> [PowerStore specification sheet](#)

The OEM-Ready Dell PowerStore is a modern data-centric, intelligent and adaptable storage appliance that supports a diverse set of workloads and deployment options. Its container-based architecture ensures continuously modern software-driven innovations that safeguard data and allows for maximum performance without impact. With Dynamic AppsOn support you can now enjoy the advantages of VxRail and PowerStore including solution-level lifecycle management, scale compute or storage independently and end-to-end VMware® integration.

Key features

- OEM-Ready (can ship as unbranded)
- Custom hardware branding options available
- Performance optimized with end to end NVMe® design
- Efficiency with always-on inline data reduction
- Dynamic AppsOn
- DC-powered NEBS-compliant option available
- Scale-up and scale-out capability
- Includes CloudIQ for intelligent infrastructure insights
- Built with Intel Xeon processors

Top industries/workloads



Healthcare and life sciences



Telecom



Financial technologies



Industrial automation



Public sector and defense



Edge-based workloads





Primary data storage (enterprise) – Multinode NVMe storage

Dell PowerMax – Enterprise storage for mission-critical workloads

> [PowerMax specification sheet](#)

Based on NVMe dynamic fabric technology, the new PowerMax systems eliminate traditional storage boundaries in every possible dimension – performance, scalability, capacity and security – to meet the increasing demands of traditional workloads and next-generation cloud-based applications. Designed for zero-trust security architectures, with greater efficiencies, more automation and intelligence, PowerMax is built on decades of software innovation.

Key features

- Multinode scale-up, scale-out architecture
- Performance optimized with new dynamic fabric technology and RDMA over NVMe
- Six-nines availability
- Gold-standard replication for business continuance
- Includes CloudIQ for intelligent infrastructure insights
- Built with Intel Xeon processors
- Multicloud data mobility

Top industries/workloads



Healthcare and life sciences



Telecom



Public sector and defense

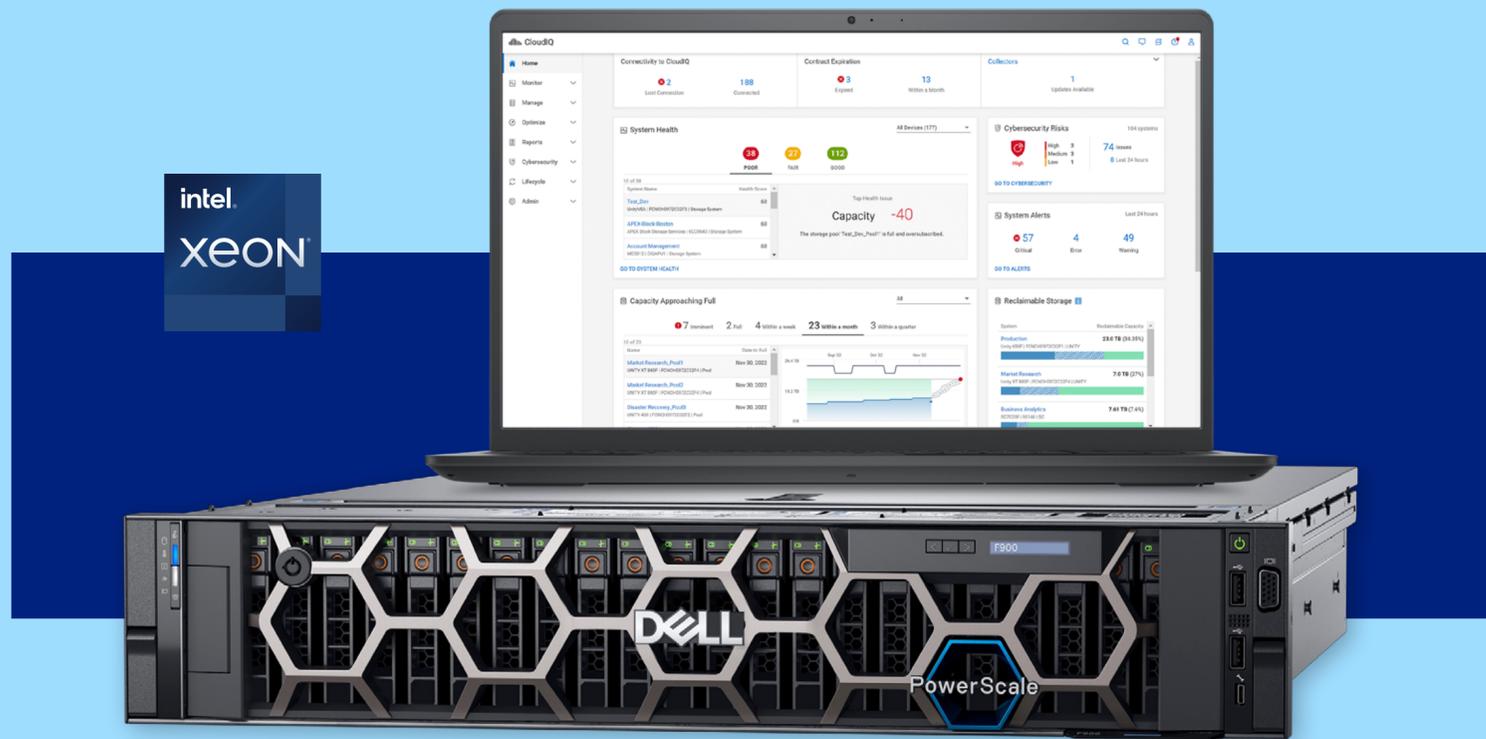


Industrial automation



Financial technologies





The OEM-Ready Dell PowerScale is the leading scale-out NAS appliance powering OEM designs worldwide. With the PowerScale OneFS software-defined architecture, all-flash, hybrid and archival nodes, and native edge, core and cloud deployment options, PowerScale allows you to design a solution that meets all your go-to-market requirements.

Key features

- OEM-Ready (can ship as unbranded)
- Custom hardware and software branding options available
- All-flash, hybrid and archival nodes
- Supports Dell PowerScale Cyber Protection
- Includes CloudIQ for intelligent infrastructure insights and DataIQ for intelligent data discovery
- Built with Intel Xeon processors

Top industries/workloads



Healthcare and life sciences



Media, entertainment and gaming



Safety and security



Telecom



Public sector and defense



Energy

Unstructured data – File and S3 object storage

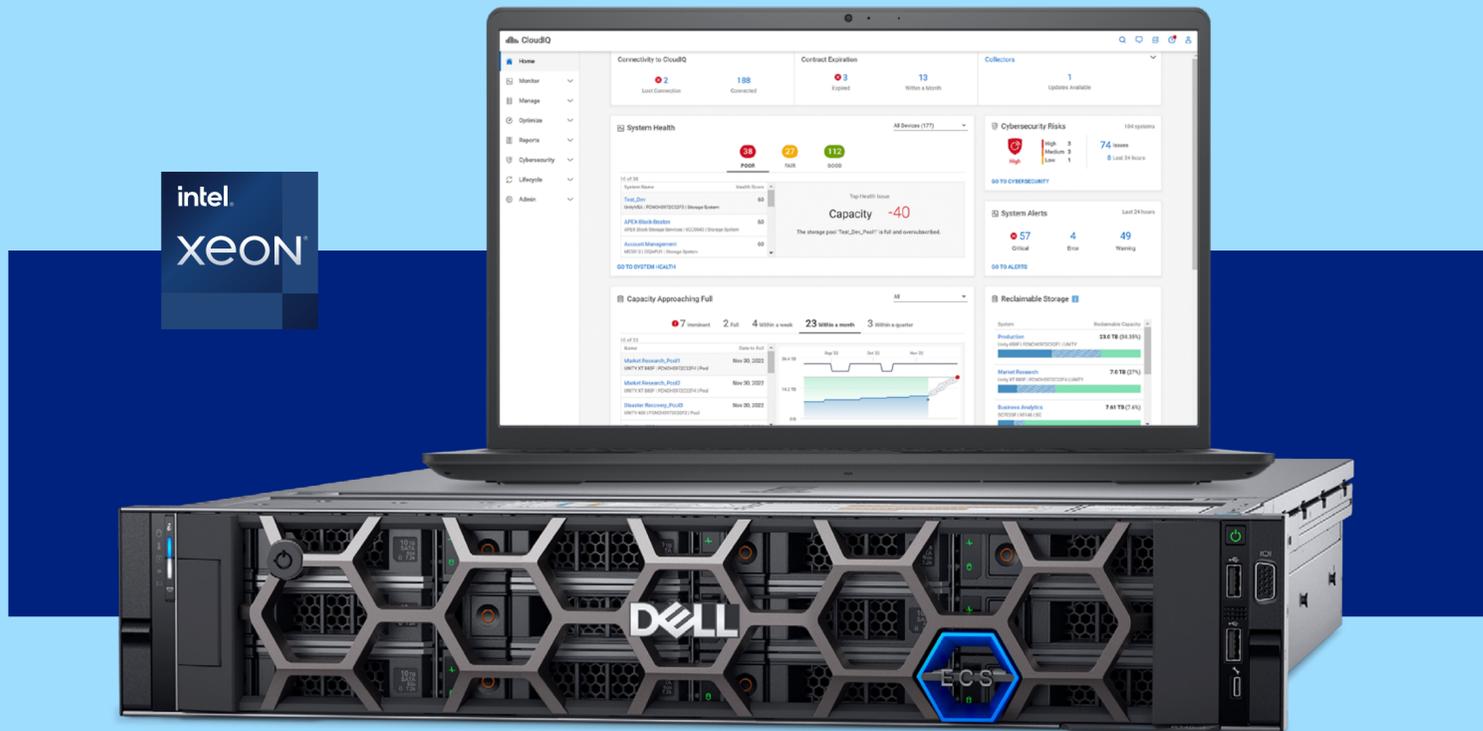
Dell PowerScale – Modern, flexible scale-out file storage

> [PowerScale All-Flash specification sheet](#)

> [PowerScale Hybrid specification sheet](#)

> [PowerScale Archive specification sheet](#)





Unstructured data – Object storage (appliance form factor or software-defined)

Dell ECS and Dell ObjectScale – Enterprise-class object storage

- > [ECS specification sheet](#)
- > [ObjectScale solution overview](#)

Dell ECS is a leading object storage platform that provides extreme performance with exabyte scale in a turnkey appliance form factor.

Dell ObjectScale is a modern software-defined enterprise object storage offering that can scale to any capacity with global access.

Key features

ECS

- Hardware branding options available
- Appliance form factor
- Built with Intel Xeon processors

ObjectScale

- Software-defined form factor (also available in an 11PB all-NVMe appliance)
- Designed for Kubernetes®
- Supported on VMware and Red Hat® OpenShift®

Top industries/workloads



Healthcare and life sciences



Media, entertainment and gaming



Energy



Telecom



Public sector and defense





A fully integrated, preconfigured and pretested HCI appliance that is built for VMware, with VMware, to enhance VMware. VxRail is a good fit for VMware-based solutions, deploying a hybrid cloud or creating a developer-ready Kubernetes solution. And it comes with simplified lifecycle management, including automated full-stack single-click patching and updating.

Key features

- Hardware branding options available
- Flexible configurations including performance-optimized, cost-effective, compute-dense, storage-dense and military- and marine-certified options
- Includes CloudIQ for intelligent infrastructure insights
- Built with Intel Xeon Scalable processors

Hyperconverged infrastructure (HCI) / software-defined infrastructure

Dell VxRail – VMware-focused hyperconverged infrastructure (HCI)

> [VxRail specification sheet](#)

Top industries/workloads



Healthcare and life sciences



Safety and security



Energy



Industrial automation

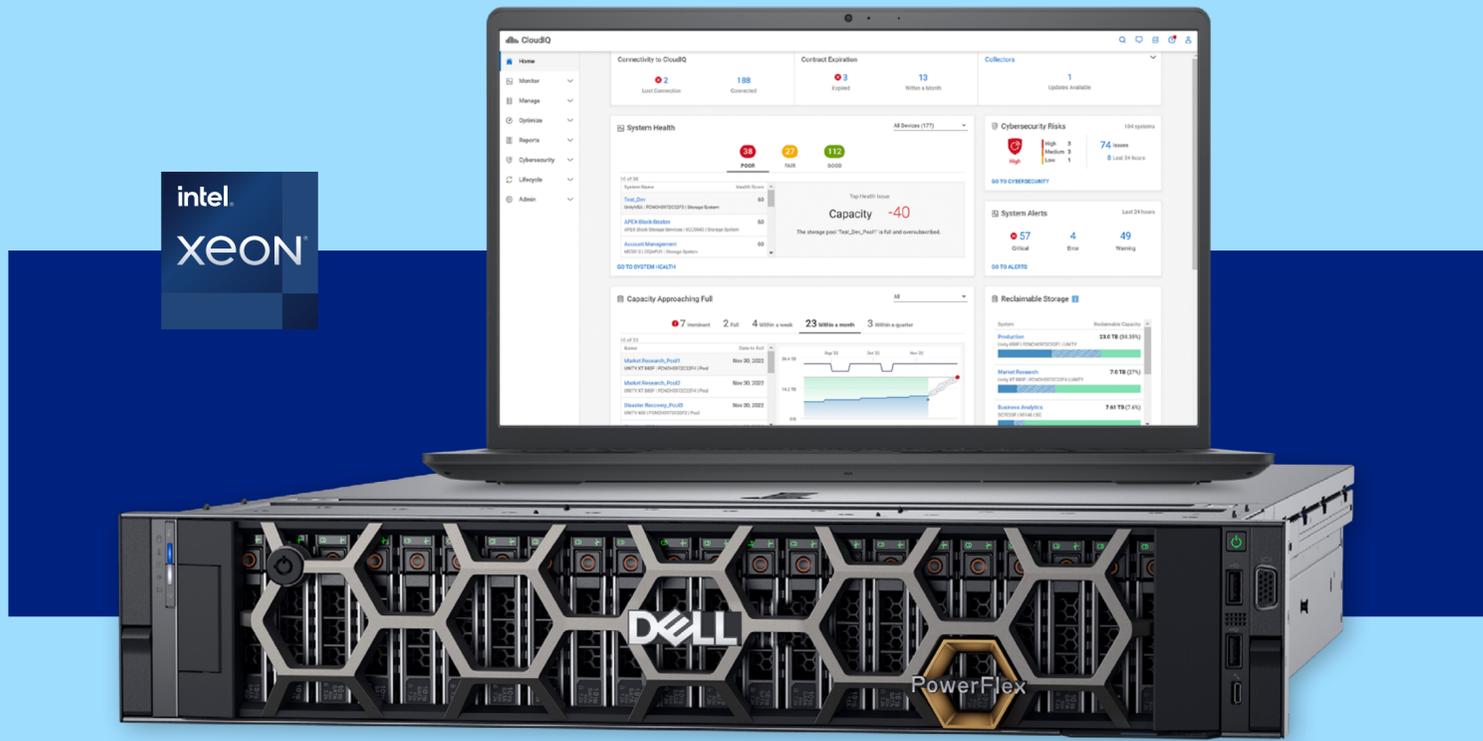


Public sector and defense



Edge-based workloads





Dell PowerFlex delivers flexibility, elasticity and simplicity with predictable performance and resiliency at scale by combining compute and high-performance storage resources in a managed unified fabric. It supports multiple hypervisors and offers deployment flexibility with two-layer (server SAN), single-layer (HCI), storage-only, or mixed architectures – all of which can scale independently.

Key features

- Hardware branding options available
- Block and file support
- Extreme flexibility, massive performance and linear scalability
- Built with Intel Xeon processors
- Flexible deployment options
- Multi-hypervisor support
- Includes CloudIQ for intelligent infrastructure insights

Hyperconverged infrastructure (HCI) / software-defined infrastructure

Dell PowerFlex – Enterprise-ready software- defined infrastructure

> [PowerFlex specification sheet](#)

Top industries/workloads



Healthcare and life sciences



Telecom



Energy

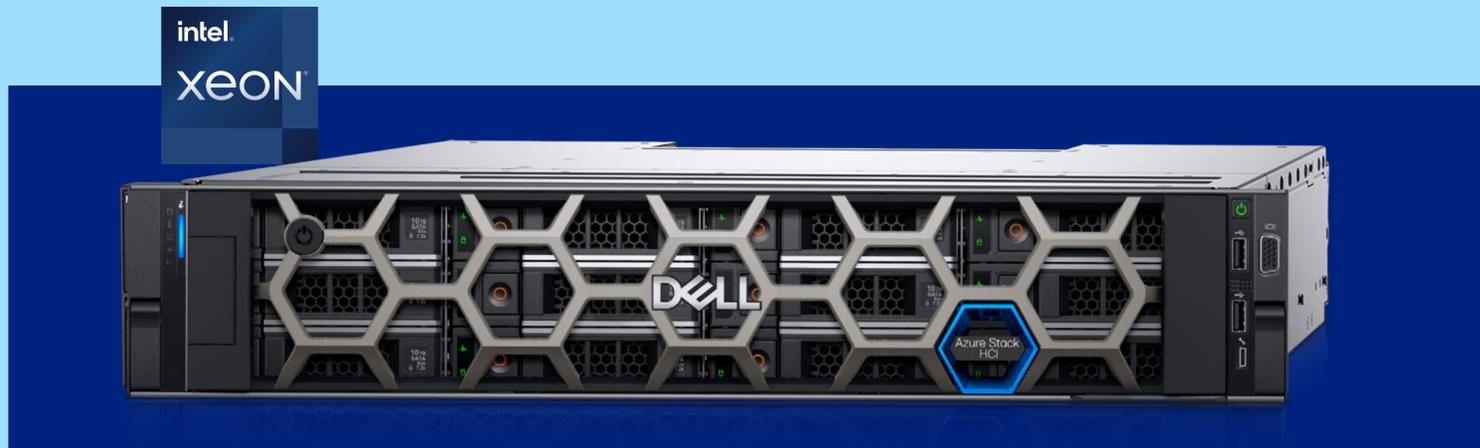


Industrial automation



Financial technologies





Hyperconverged infrastructure (HCI) / software-defined infrastructure

Dell Solutions for Microsoft Azure Stack – Azure Stack HCI and Azure Stack Hub

- > [Azure Stack HCI specification sheet](#)
- > [Azure Stack Hub specification sheet](#)

Dell Technologies and Microsoft have partnered to provide two comprehensive hybrid cloud solutions that enable you to extend Microsoft® Azure® services to the environment of your choice – from the data center to the edge. Now you can build and manage your diverse hybrid and edge computing workloads consistently across locations with Azure services.

Azure Stack HCI

Delivered as an Azure service, run virtualized applications on-premises with full-stack lifecycle management while easily connecting resources to Azure.

- Refresh and modernize aging virtualization platforms.
- Integrate with Azure for hybrid capabilities.
- Provide compute and storage at remote branch offices.
- Deploy and manage Azure cloud and Azure Stack HCI anywhere with Azure Arc as a single control plane.

Azure Stack Hub

Run your own private, autonomous cloud – connected or disconnected with cloud-native apps using consistent Azure services on-premises.

- Run connected or disconnected from the public cloud.
- Comply with data sovereignty laws and regulations.
- Run Azure-consistent Infrastructure-as-a-Service (IaaS) and Platform-as-a-Service (PaaS).
- Build cloud-native modern apps.

Top industries/workloads



Healthcare



Defense



Energy

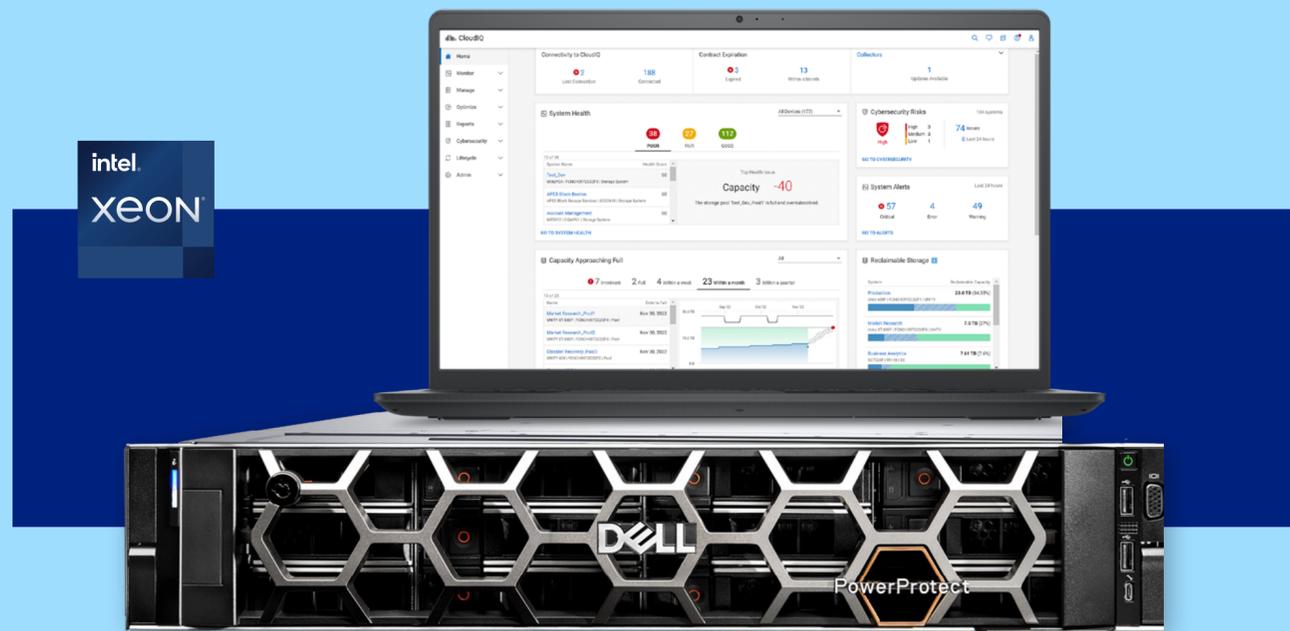


Industrial automation



Marine





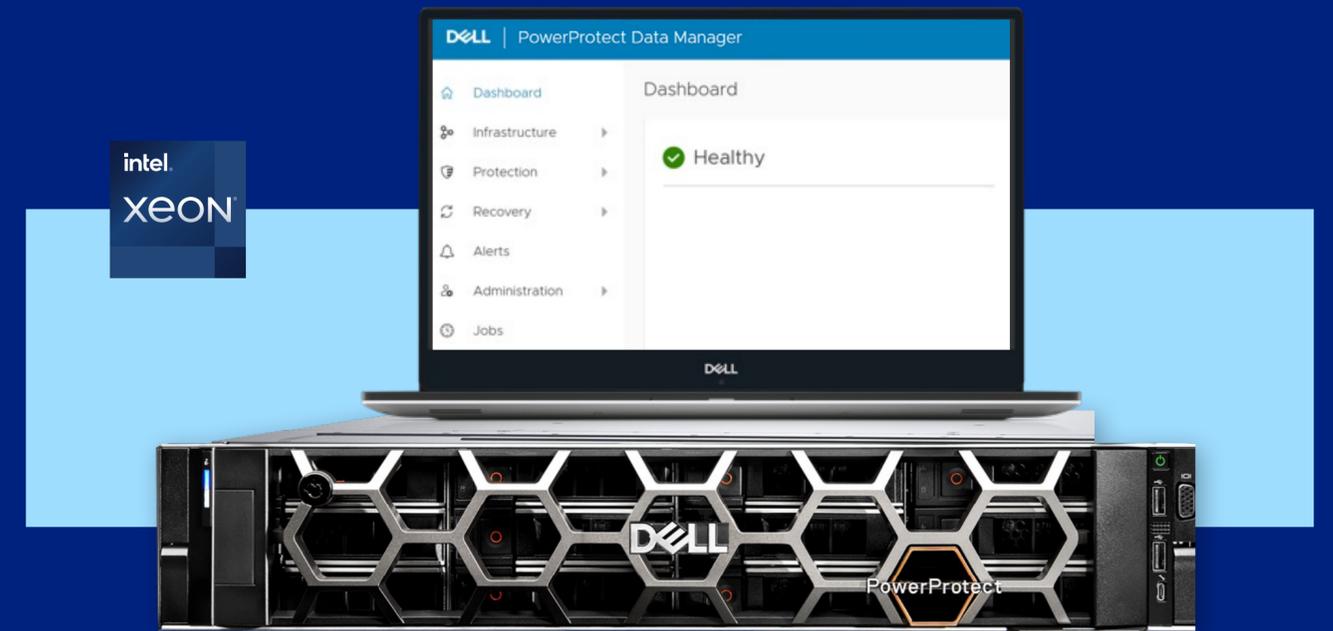
Data protection

Dell PowerProtect DD Series – Purpose-built backup appliance

The Dell PowerProtect DD Series appliance is built with Intel Xeon processors and is a target backup appliance that delivers enterprise performance, efficiency and scale. Protect, manage and recover data at scale across diverse environments with a solution designed to meet backup, archive and disaster and cyber-recovery needs of all sizes.

PowerProtect DD Series Virtual Edition (DD VE) is simple to configure and can be up and running in minutes.

> [PowerProtect DD Series Appliance specification sheet](#)



Data protection

Dell PowerProtect Data Manager Appliance – Integrated data protection appliance

Experience modern data protection with an integrated appliance based on PowerProtect Data Manager. Easy to configure and manage, the PowerProtect Data Manager Appliance provides a unified user experience and automates discovery and protection of databases, VMs, file systems and Kubernetes containers.

> [PowerProtect Data Manager Appliance specification sheet](#)



Unlock the full promise of multicloud by design and unleash innovation with Dell APEX, bringing together the public cloud agility you love and the private cloud control you need with the powerful technologies you trust.

Dell APEX Block Storage

Leverage the power of Dell software-defined scale-out block storage to run your mission-critical workloads on AWS® and Microsoft Azure with confidence.

- Extreme performance and scalability
- Flexible deployment options
- Seamless data mobility
- Multi-availability zone durability

> [APEX Block Storage for AWS solution brief](#)

> [APEX Block Storage for Microsoft Azure solution brief](#)

Dell APEX File Storage

Extend the power of Dell leading, trusted scale-out file storage to the public cloud with an enterprise-class, high-performance software-defined offer on AWS.

- Seamless data mobility to the cloud
- OneFS enterprise features and built-in security
- Leading file performance from the proven scale-out architecture
- Scalability up to 1PB per cluster

> [APEX File Storage for AWS](#)

Multicloud by design — Dell APEX

Dell APEX Storage for Public Cloud Solutions



Multicloud by design – Dell APEX

Cyber and data protection

Safeguarding business operations with a range of protection options

Dell APEX Backup Services for Endpoints and Hybrid Workloads

Protect data that resides both on-premises and in the cloud. Simplify end-point recovery of data residing on a lost or stolen device by ensuring data is never completely lost.

- > [APEX Backup Services for Endpoints solution brief](#)
- > [APEX Backup Services for Hybrid Workloads solution brief](#)

Dell APEX Cyber Recovery Services

Simplify cyber-recovery operations with a secure Dell-managed vault, backed by data protection expertise and years of experience with cyber-recovery vaults.

- > [APEX Cyber Recovery Services solution brief](#)

Dell APEX Protection Storage for the Public Cloud

Gain confidence your data is protected and available with the flexibility and efficiency expected in the public cloud with industry-leading software-defined data protection storage.

- > [APEX Protection Storage for the Public Cloud solution brief](#)



Dell APEX Flex on Demand

A more flexible approach helps you right-size capacity and infrastructure



Today's dynamic business environment drives the need for a more elastic, on-demand approach to capacity. With Dell APEX Flex on Demand, you customize your hardware and software configurations and set "Committed" and "Buffer Capacity" upfront.

Your usage is measured with automated tools. You pay only for what you use, with a single billing rate that helps you accurately predict future costs. Dell APEX Flex on Demand gives you more peace of mind by capping total monthly billing at 85% usage of total installed capacity — an offer unmatched by other infrastructure providers.*

APEX Flex on Demand is available with PowerStore, PowerMax, PowerScale, ECS PowerFlex, VxRail and PowerProtect DD.

Key features

- Customize Dell APEX Flex on Demand to meet the unique balance of cost and flexibility required by your business.
- Choose your total deployed capacity and minimum usage commitment.
- At the end of the usage term, go month to month, extend the term, or return and refresh equipment.
- Extend term length if flexibility is needed.

> [APEX Flex on Demand brochure](#)

*Available with Dell Flex on Demand for Storage, Data Protection, and VxRail. Dark sites, non-metered deployments, and customers non-compliant with their contract terms are not eligible.



OEM-enabled offerings



Dell Standard

These are Dell branded off-the-shelf products that have been designed to the highest standards.



OEM-Ready

If an unbranded (i.e., de-branded hardware and/or software) product enables your go-to-market, OEM-Ready is the choice for you. We have removed visible branding from the standard Dell products, i.e., we have removed the Dell branding from our hardware, software, documents and packaging, and where possible global regulatory certificates have been updated.



Industrialized

Comes with industrial-grade durability, industry certifications/qualifications (can include Security Technical Implementation Guides [STIG] hardening, military, or DC NEBS/ETSI) or short-depth options.



Custom

OEM Solutions support numerous unique customization options including personalized branding options. Custom options are just that – they are customized to meet your specific requirements. This option can also include customizing fit and function and other customization options besides branding.



Dell Standard



OEM-Ready



Industrialized



Custom

	Dell Standard	OEM-Ready	Industrialized	Custom
Dell PowerVault	✓	✓		Hardware & software
Dell PowerScale	✓	✓	✓	Hardware & software
Dell PowerStore	✓	✓	✓	Hardware
Dell Unity XT	✓		✓	Hardware & software
Dell PowerMax	✓			Hardware
Dell ECS / ObjectScale	✓			Hardware
Dell VxRail	✓		✓	Hardware
Dell PowerFlex	✓			Hardware
Dell PowerProtect	✓			Hardware
APEX Flex on Demand	✓			Hardware



Together, we can drive your business forward

With Dell Technologies OEM Solutions, you get access to innovative technologies and worldwide supply with trusted service and support. No matter your use case or business demands, we'll help you access, protect, scale and manage your data better than ever.

Grow your brand and create a better customer experience while focusing on innovation, not solution churn. Tell us your idea, and together we can design a winning solution.

Are you ready to get serious about storage or data protection? Contact your account manager and let's help you realize the potential of your data – and your business.

For more information go to Dell.com/OEMStorage.

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