

## WHY CUSTOMERS CHOOSE DELL POWERFLEX SOFTWARE-DEFINED INFRASTRUCTURE

### 1 | Extreme business agility

PowerFlex distinguishes itself by providing unmatched agility through its feature-rich platform, enabling customers to scale compute and storage independently or simultaneously within on-premises setups. This flexibility ensures businesses can quickly respond to changing needs, securing a competitive advantage, and realizing up to a 276% ROI in just three years<sup>1</sup>.

### 2 | Exceptional, reliable performance on a massive scale

PowerFlex's scale-out and self-healing architecture are designed to meet the most demanding requirements and service level agreements (SLAs), guaranteeing uninterrupted business operations by offering 99.9999% availability<sup>2</sup>. With deployments starting as low as three nodes, PowerFlex is an exceptional choice for businesses seeking to confidently fulfill their current and future performance needs.

### 3 | Unprecedented consolidation

PowerFlex's flexible, software-first architecture significantly enhances IT value by allowing optimal operation of any open system application or environment on a unified infrastructure. This eliminates the need for isolated silos, simplifies management, and enhances efficiency while supporting a wide range of platforms, including bare metal, hypervisors, Kubernetes distributions, workloads, and block and file storage use cases.

### 4 | Intelligent automation

PowerFlex enhances IT efficiency and streamlines DevOps processes through its automation tools, built-in lifecycle management, and frameworks suite. The integration with CloudIQ further enriches PowerFlex by providing comprehensive capabilities that significantly improve system visibility, monitoring, and real-time license management. These capabilities allow customers to dedicate more time to strategic initiatives.

### 5 | Expand your multicloud

PowerFlex forms the foundation of a universal storage layer across multicloud locations, providing a common set of storage capabilities as the foundation for multicloud-by-design. This enables customers to efficiently manage public and private cloud needs with the APEX suite, including APEX Block Storage for Public Cloud and APEX Cloud Platform for Red Hat and Azure, streamlining cloud storage management across platforms. In addition, PowerFlex is also Amazon Web Services (AWS) Outposts ready designated, further demonstrating its ability to interoperate across an ever-expanding multicloud ecosystem.

<sup>1</sup> Based on IDC white paper commissioned by Dell Technologies and Intel. "The Business Value of Dell PowerFlex", 2023. Results derived from interviews with seven companies worldwide. Estimates and savings calculated over three years, in U.S. Dollars. Actual results will vary. Full report found here: <https://www.delltechnologies.com/asset/en-us/products/storage/industry-market/idc-the-business-value-of-dell-powerflex.pdf>

<sup>2</sup> Availability is based on internal Dell testing of PowerFlex rack, appliance, and custom nodes, March 2024.



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