

10

Reasons why PowerScale  
OneFS is ideal for all your  
file workloads

Optimized for AI, PowerScale plays a critical role in powering performance-intensive use cases providing a scalable storage platform that meets our customers at their business needs.



Create a modern, energy efficient storage foundation to run your AI workloads with unmatched performance.



Establish a single point of data access using a common data lake across on-premises, cloud and edge environments.



Secure your critical file data with built-in, AI-driven threat detection and respond quickly if an attack occurs.



# 10 Reasons why PowerScale OneFS

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## Simplicity at any scale

One pool of storage from 3 to 252 nodes... and up to 186PB raw capacity

Start small and grow to petabyte scale without downtime. Add new nodes in 60 seconds, add processing, memory, cache and storage to grow with your needs and remain simple no matter how large your data gets. Always stay secure and reliable at any scale.



### POWERSCALE:

## Our AI-ready data platform delivers

#### ANY SCALE

Non-disruptive scaling

#### NO NODE LEFT BEHIND

Add new and remove old nodes without downtime

#### RANSOMWARE PROTECTION

Stop ransomware in real-time with API-integrated solution

#### RESILIENT

Sustain multi-node failures designed for 6x9s availability

#### EFFICIENT

Inline data reduction with no hot spots

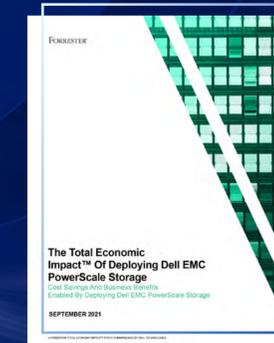
#### DEVOPS READY

Ansible and Kubernetes integration

“PowerScale enables our videos to go from endpoints to nodes running the content in seconds. It’s the best storage on the market.”

**Jad Zouein**

Director of Creative and Media Technology  
Outernet



#### FORRESTER REPORT

Read this Forrester report on the TEI of PowerScale

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**500TB/admin**  
Admin-to-capacity  
ratio prior state

**5PB/admin**  
with PowerScale

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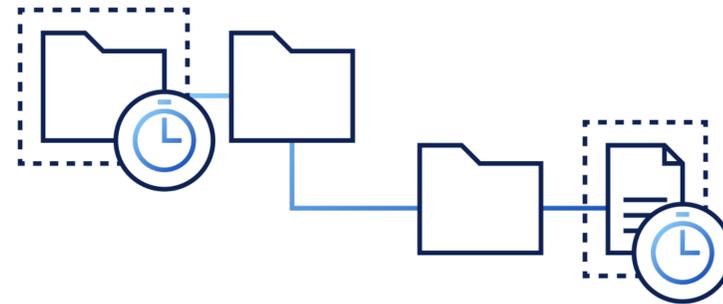
## Exceptional storage efficiency

Up to 80% storage efficiency\* for lower costs. Thank you OneFS.

All PowerScale nodes deliver high-speed in-line data compression and deduplication to improve storage utilization, while a single data lake eliminates data silos for maximum efficiency. We provide a storage data reduction ratio guarantee under our Future-Proof Program to help you size your storage arrays for future growth requirements.

\*Based on Dell Technologies internal analysis conducted in April 2021.

SmartDedupe & Inline Data Reduction with PowerScale, the world's most efficient NAS solution.\*\*



\*\*Based on Dell analysis comparing efficiency-related features: data reduction, storage capacity, data protection, hardware, space, lifecycle management efficiency, and ENERGY STAR certified configurations, June 2023.



“We simplified system upgrades greatly with PowerScale OneFS. Once you set up your replication and SmartPools, it just works reliably.”

**Michael Fox**

Head of Information and Communication Technology  
North Tees and Hartlepool NHS Foundation Trust

“This is the best platform we could have for storage utilization. It is affordable and scalable.”

**Maurizio Davini**

Chief Technology Officer  
University of Pisa

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## Simultaneous multi-protocol access

End data silos and enable collaboration.

Support universal access – NFS, SMB, HDFS, S3, NDMP, REST, HTTP, and FTP protocols to the same shared data pool – to create an effective data lake strategy. Keep data connected and accessible to all users with minimal effort. Handle any workload - from traditional file-based workloads to the most demanding, modern workloads such as AI/ML.



“We create, store and share the big image files we use in cell pathology, hematology and radiology on PowerScale. Care providers and specialists collaboratively review digital slides without worrying about file sizes or storage performance.”

**Professor Graham Evans**  
 Chief Information and Technology Officer and Senior Information Risk Owner  
 North Tees and Hartlepool NHS Foundation Trust

“It scales seamlessly... Now creating or expanding a PowerScale cluster is almost immediate.”

**Maurizio Davini**  
 Chief Technology Officer  
 University of Pisa

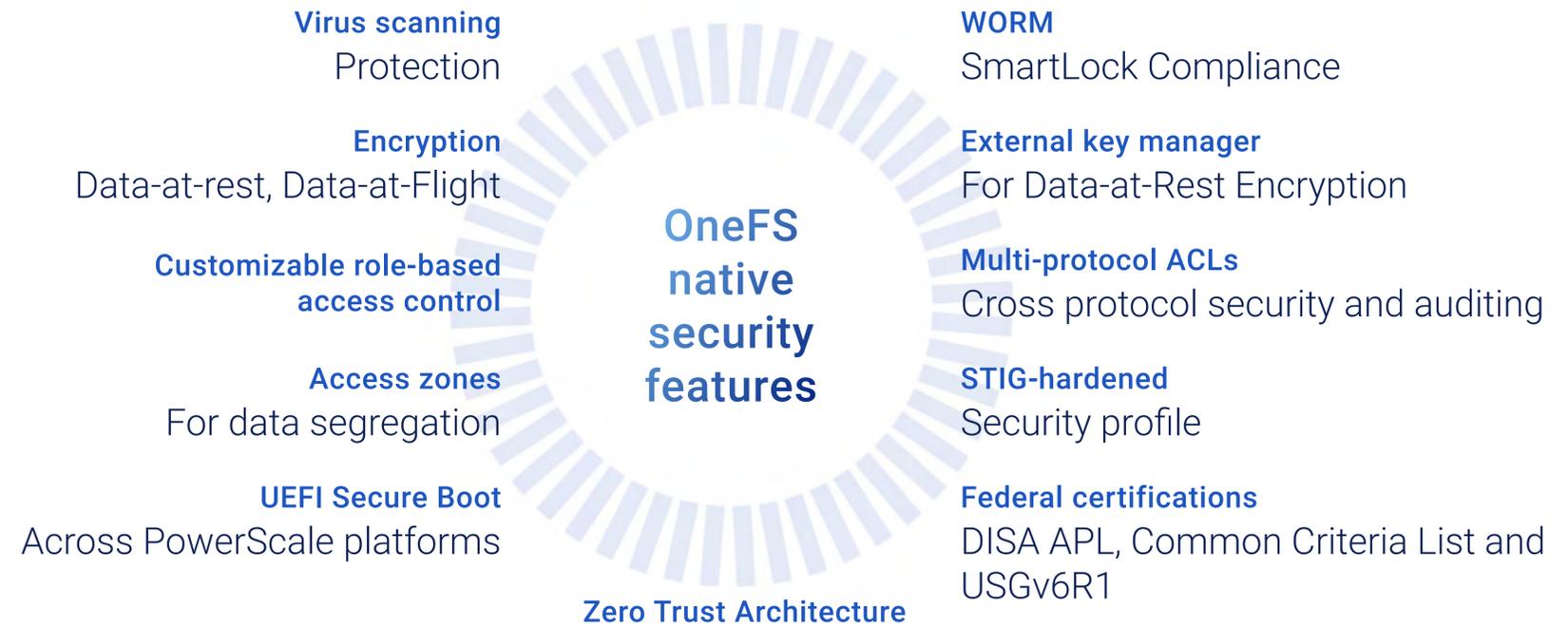
## Always protected, secure, compliant

The world's most cybersecure scale-out NAS solution\* is designed for up to 6x9s availability to protect your AI workloads.

Protect and secure critical data assets from outages and cyber attacks with enterprise-grade availability, redundancy, security, data protection and replication. API-integrated ransomware protection solution with Smart AirGap and Cyber Recovery Vault helps to defend and protect data from cyber attacks.

We take data protection seriously with HIPPA, PCI DSS and CCPA compliance built-in. Federal certifications include DISA Approved Product List (APL), Common Criteria List and USGv6R1.

\*Based on Dell analysis comparing security software capabilities offered for Dell PowerScale vs. competitive products, September 2022.



### PROTECT

Reduce attack surface proactively



### RESPOND

Recover rapidly if an attack occurs



### DETECT

Analyze suspicious behaviour to prevent an attack

### SOME OF THE RECENTLY ADDED FEATURES:

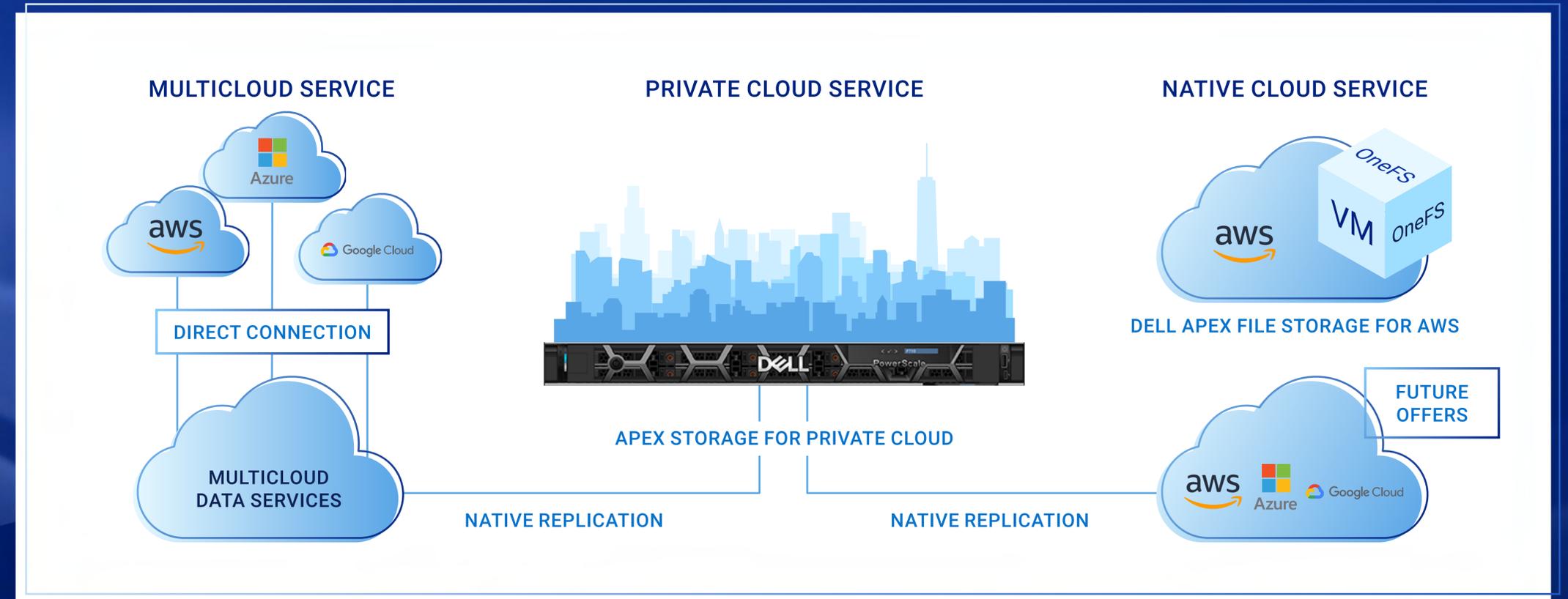
- Multi-factor authentication with support for CAC/PIV
- Software-based firewall
- SSO for administrative WebUI
- FIPS-compliant data in flight
- QLC SED drives

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## Edge, core, cloud deployment flexibility

Deploy OneFS anywhere your data is. Take advantage of your entire data estate for AI - on-premises, edge, core, cloud and cloud-adjacent.

Our objective is to give you the flexibility and a range of choices when it comes to your data. With OneFS you can store, protect and manage your file data consistently and safely across your environments – from on-premises appliances to as-a-service Dell APEX private cloud, to multicloud and cloud adjacent colocation, and now also as a software-defined offer in the public cloud. Leverage the proven OneFS platform to meet your business needs, wherever your unstructured data resides.



“The beauty of our multi-cloud solution is we pay for only what we consume. My team no longer has to manage storage and security and instead can focus more on innovation.”

**Matt Douglas**  
Chief Enterprise Architect  
Sentara Healthcare

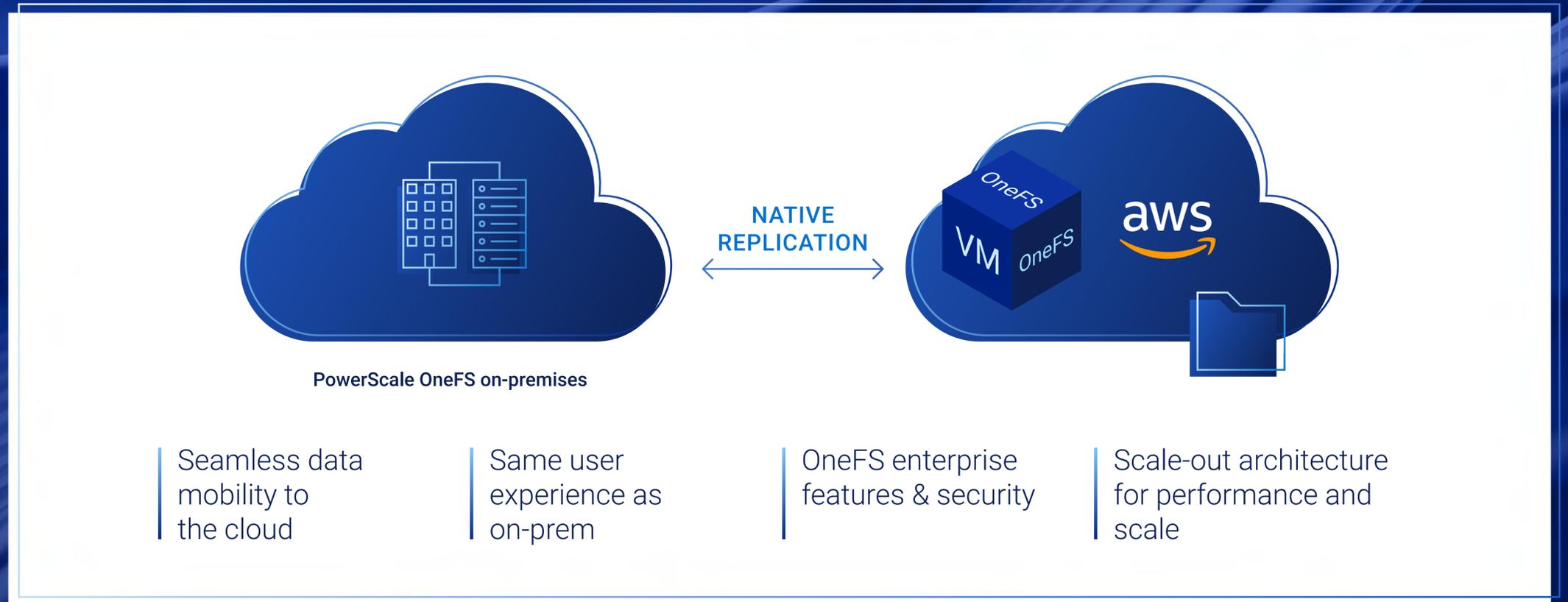
“Being able to archive and tier data to our own private servers and replicate the data around the world and recall it almost instantly is super-important to us.”

**Jon Landau**  
Producer  
Lightstorm Entertainment

## Public cloud storage with data control

Simplify your cloud experience with file storage that you know and trust

Dell APEX File Storage for AWS delivers enterprise-class, high-performance scale-out file storage as a software-defined offer in AWS. Based on Dell's leading file storage technology that you know and trust, this customer-managed solution can simplify your journey to the cloud with seamless data mobility and operational consistency between on-premises and the cloud.



### DESIGNED FOR



Hybrid Cloud



Cloud Burst



File Shares



Media & Environment



Directories



Life Sciences



Video



Artificial Intelligence



Archive



Analytics

Up to  
4.3x  
better performance\*

\*Writes performance when compared with the closest competitor. Prowess comparative white paper, May 2023. [READ NOW](#) →

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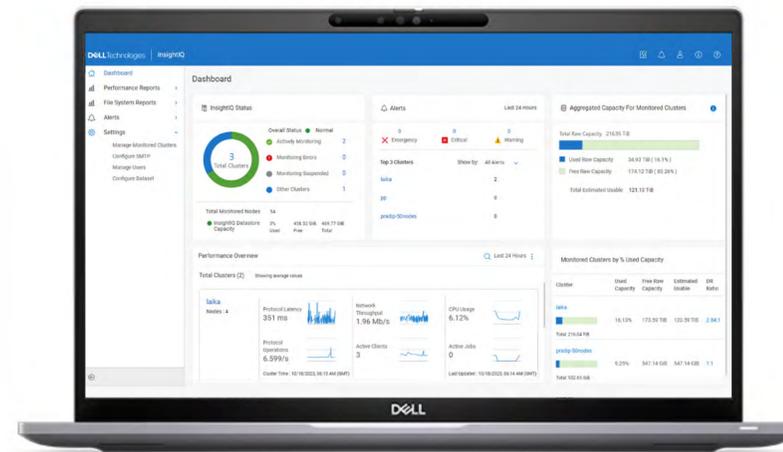
## Intelligent insights into your data

Get more from your data and storage with CloudIQ and InsightIQ.

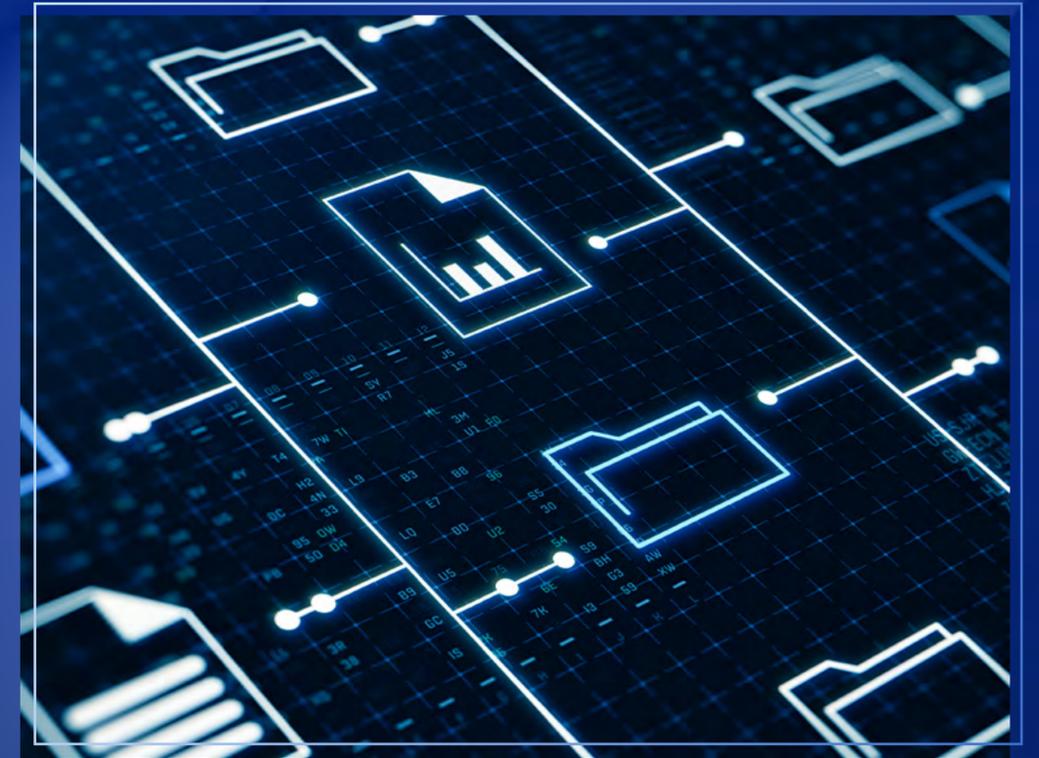
Easily determine the health of your infrastructure from the palm of your hand with CloudIQ. Utilize advanced analytics to optimize applications, correlate cluster events, and accurately forecast future storage needs with InsightIQ.



Faster time to insights with CloudIQ  
 Across Dell Storage Portfolio



Advanced cluster insights and monitoring with InsightIQ  
 Across PowerScale OneFS Clusters



“The solution has definitely freed up a lot of time... PowerScale allows us to focus on data management rather than storage management and helps us get the most out of our data.”

**Bill Sharp**  
Senior Vice President  
EarthCam, Inc.

## Integrates with your applications

250+ industry application integrations and certifications.

Our storage and data management portfolio is designed to work seamlessly with your existing business applications to power data engineering, data science, data warehouse, and data lake projects. Support Apache Flink, Spark and Hadoop, Dremio, Databricks, Adobe, NVIDIA, AMD, Kalray, Cribl, Rubrik, Dremio, Splunk and a universe of modern data analytics applications with PowerScale.



### UNMATCHED INDUSTRY ISV ECOSYSTEM WITH 250+ ISV TESTS AND VALIDATIONS



“HPC serves to help us understand strategy calls and so we’ll simulate hundreds of millions of permutations of the race to understand what might happen if it started raining on a given lap, or if a competitor in front of us was to spin off, or if the safety car was to come out. It helps us augment our decision-making capabilities.”

**Edward Green**  
Head of Commercial Technology  
McLaren Racing

“Together, PowerEdge Servers and PowerScale storage help us ensure that the data our clients review and analyze remains available and secure. Our clients can improve patient safety or even save lives because the Dell Technologies solutions support analytics based on massive amounts of data.”

**David J. Brzozowski Jr**  
Chief Technology Officer  
Medacis

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# Expertise and leadership

2,000+ healthcare customers, 1,900+ financial firms, 8/10 top broadcasters and 8/10 top biotechs.

Proven expertise in 22+ verticals and horizontal applications, including 43% of the safety and security market, 100+ deep learning, 400+ analytics and 4,500 backup and archive customers. Our solutions won a Technology & Engineering Emmy® Award and were selected by NBC Olympics to store digital video content from the Tokyo Olympics.



Figure 1: Magic Quadrant for Distributed File Systems and Object Storage



Dell Technologies named a Leader in 2023 Gartner® Magic Quadrant™ for Distributed File Systems and Object Storage for 8th consecutive year in a row – a Leader every year since the commencement.

Positioned highest for ability to execute.

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Gartner, Inc. "Magic Quadrant™ for Distributed File Systems and Object Storage" by Chandra Mukhyala, Jeff Vogel and Julia Palmer, November 1, 2023. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose. This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Dell Technologies. GARTNER is a registered trademark and service mark of Gartner and Magic Quadrant is a registered trademark of Gartner, Inc. and/or its affiliates in the U.S. and internationally and are used herein with permission. All rights reserved.

“Like the gifted athletes selected to compete in the Olympics for the ultimate glory, Dell Technologies is honored to have been chosen to help NBCUniversal bring the powerful stories of victory and defeat to viewers worldwide. With PowerScale, NBC Olympics will reliably store and simply manage more than 7,000 hours of athletic heroics across its networks and streaming platforms while making the experience for those watching remotely better than ever.”

**Jeff Boudreau**  
President and General Manager  
Infrastructure Solutions Group at Dell Technologies

“Dell Technologies has been a valued partner for more than a decade and will continue to play an important role into the future.”

**Tim Bicio**  
Chief Technology Officer  
Lightstorm Entertainment

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## A complete, interconnected portfolio

PowerScale OneFS, ECS, and ObjectScale Data Platform.

Address all of your unstructured data workloads with a powerful portfolio of industry leading solutions to handle file and object storage from the data center to the edge and cloud.



Stop managing your storage and start innovating with your data with PowerScale OneFS, our AI-ready data platform which helps accelerate your AI workloads wherever your data is.

[DELL.COM/POWERSCALE](https://DELL.COM/POWERSCALE) →



\*Based on internal analysis of publicly available information sources, February 2023.

“The scale we operate at, the real time nature of what we do... you need really powerful compute resource to do that. And we have that through our partnership with Dell.”

**Mike Whittaker**  
Chief Technology Officer  
OUTERNET

“Our partnership with Dell Technologies allows us to take advantage of the full breadth and depth of their compute, storage, networking and security solutions.”

**David J. Brzozowski Jr.**  
Chief Technology Officer  
Medacis

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