

Game-Changing Primary Storage Innovation

One of the world's largest technology service providers partners with Dell Technologies on next-generation PowerMax hardware and software innovation.



Business needs

WWT participated in the PowerMax Next Beta program. Their feedback was key in ensuring the product and features being developed and released are driving real change to improve the product, delivering on customer wants and needs. The testing performed focused on the new platform design, improved data reduction, the implementation of NVMe/TCP with Smart Fabric Storage Software (SFSS), 25GBE iSCSI and NVMe/TCP and PowerMax File.

Business results

- Allows more control with lower upfront costs and predictable operating expense
- Provides competitive advantage with agility and increased speed to market
- Delivers more security via a hybrid-cloud approach
- Enables low latency access to data
- Limits spending to cover only the capacity that is actually used

Customer profile



IT Service & Management | United States



“Our customers purchase PowerMax because they trust it. It is the cornerstone of their data center.”

John Lochausen

Technical Solutions Architect
World Wide Technology

Solutions at a glance

- [PowerMax 2500/8500](#)
- [Partner: VMware](#)

About World Wide Technology

Without the right technology, no organization can grow. It's the business of World Wide Technology (WWT) to ensure companies can expand quickly and securely, by removing barriers to digital transformation and connecting them to the right technology.

With 20 global facilities and integration labs on three continents, WWT tests the viability of solutions, including new and upgraded Dell hardware and software. Recently, WWT spent nine months testing PowerMax arrays, acting as an actual user to provide the feedback Dell uses to stay at the forefront of enterprise storage.

Groundbreaking performance for vital systems

Critical applications like billing and reservation systems rely on PowerMax for business efficiency and customer reputation. Dell's next-generation PowerMaxOS 10 has hundreds of new features that take storage intelligence and automation to a new level.

"Our customers purchase PowerMax because they trust it. It is the cornerstone of their data center," John Lochausen, WWT Technical Solutions Architect, explains. "The simplicity of operation now with the new PowerMax platform is groundbreaking. And the PowerMax 2500 brings the mainframe down into a small system, which is a huge value-add for customers."

Expanded VMware visibility

For clients relying on a VMware virtualized data center infrastructure, WWT looks for simplified on-demand provisioning. In testing, they were pleased to note that PowerMax's expanded VMware visibility for users has eased communication between storage admins and VM admins. Lochausen says, "Anything that can be done to bridge the gap between those two groups, particularly when troubleshooting an issue, is a huge win and greatly shortens the time to getting back to business again."



"Dell Technologies has made PowerMax even simpler to manage and Unisphere 10 takes it yet a step further."

John Lochausen

Technical Solutions Architect
World Wide Technology



“With the newest PowerMax, I can perform a data in place upgrade to next generation technology without disruption.”

John Lochausen

Technical Solutions Architect
World Wide Technology

Anytime Upgrade

Staying on top of upgrades can be challenging and time-consuming. Dell's Anytime Upgrade program for PowerMax increases WWT's confidence that their clients won't have to worry about data migration or storage array refreshes.

Lochausen is enthusiastic about the future time savings, noting, “I can now perform a data-in-place upgrade to my system without having to go through the trouble and pain of moving volumes from one array to another to refresh my systems. Even though NDM already exists in the platform, this makes upgrades a non-issue.”

Infrastructure modernization

The new PowerMax offers a modern, end-to-end NVMe scale-out architecture that uses intelligent automation to deliver maximum performance. It simplifies management while extending data consolidation and data access with fully integrated block and file management.

“With the next-generation PowerMax, we tested the 2500 in our lab,” says Lochausen. “The thing that was the most groundbreaking for me was the ability to take a port and dynamically spin up a workload emulation on there. I can choose which ports I want to run those workloads on and off we go.”

After nine months of testing, WWT has proven that PowerMax remains the critical foundation of a modern infrastructure, powering mission critical information with unprecedented levels of data availability and security.