Drive analytics with Snowflake Data Cloud and Dell Technologies storage

Dell / Snowflake Solution Highlights
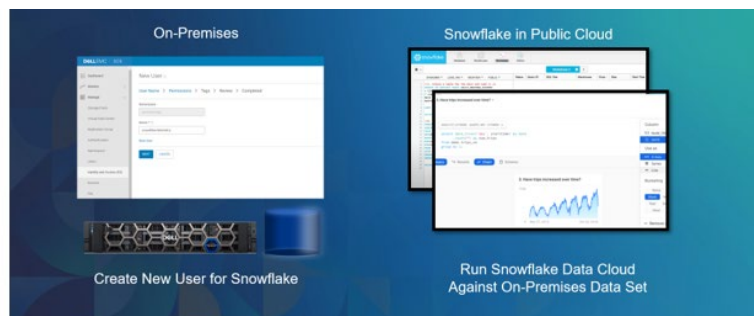
- **Turn data into insights wherever it resides** – through the industry's **first collaboration** between on-premises storage systems and the public cloud-based Snowflake Data Cloud.
- **Snowflake Data Cloud** – where thousands of organizations have seamless and governed access to explore, share, and unlock the potential of data.
- **Supported on Dell enterprise storage** – beginning with ECS and ObjectScale object storage.
- **Engineered solution** – easy to deploy with all components validated to meet performance specifications.
- **Address data sovereignty requirements and retain control** – with the ability to run Snowflake data analytics "in place" using your on-premise data storage.

Expanded SaaS ecosystem options – with choice and data control

These days, successful analytics projects depend on extending the organization's reach to multiple public clouds—while eliminating data silos and keeping flexibility to retain some data on-premise.

Through our new partnership, Dell Technologies and Snowflake are helping you do just that by connecting data from Dell's industry-leading enterprise storage portfolio with the Snowflake Data Cloud. You gain more flexibility operating in multi-cloud environments so you can meet data sovereignty requirements and easily turn data into insights wherever it resides. The collaboration further expands Dell's integrated analytics solutions spanning infrastructure, applications, security and protection.

Our first planned product collaborations will enable Dell object storage customers to run Snowflake analytics against their on-premise data "in place" or, alternately, to choose to move their data to Snowflake Data Cloud for analysis. Planned availability with Dell object storage (leveraging Snowflake External Tables/External Stages and Copy to Cloud) is planned for Dell ECS in the second half of 2022.

Example Use Case: Snowflake for On-Premises Data

Snowflake Data Cloud: enterprise-grade data analytics

Snowflake customers use the Data Cloud to unite siloed data, discover and securely share data, and execute diverse analytic workloads. Wherever data or users live, Snowflake delivers a single data experience that spans multiple clouds and geographies. Thousands of customers across many industries, including 241 of the 2021 Fortune 500 as of January 31, 2022, use Snowflake Data Cloud to power their businesses.

Dell Technologies: enterprise-grade object storage

Dell provides a choice of object storage for different use cases and consumption preferences: a new software-defined option (Dell ObjectScale) and turnkey appliances (Dell ECS) deployed widely worldwide. Dell object storage boasts unmatched scalability, performance, resilience and economics. ObjectScale and ECS offer rich S3-compatibility on a globally distributed architecture, empowering organizations to support enterprise workloads such as cloud-native, archive, IoT, AI and big data analytics applications at scale.

Snowflake platform and Dell enterprise storage: Better together

The Snowflake platform is the innovative technology that powers the Data Cloud — the global network where Snowflake customers, partners and data providers can break down data silos and derive value from rapidly growing data sets in secure, governed and compliant ways. Snowflake complements and extends the value of your Dell enterprise storage in several powerful ways.

Unique Data Cloud architecture

- The near-unlimited scale and efficiency of a multi-cluster shared data architecture
- The seamless interoperability of working with data across multiple public clouds as if they were one
- Baked-in security features that can't be turned off
- Modern data sharing, which allows virtually any number of organizations to share and receive live data with each other near-instantly and without having to move or copy data.

Broad range of Snowflake use cases

- Data engineering, data warehousing, data lakes, data science, data sharing, and building and operating data applications

Simplicity of a true SaaS offering

- No hardware (virtual or physical) to select, install, configure or manage
- Virtually no software to install, configure or manage
- Ongoing maintenance, management, upgrades and tuning handled by Snowflake

External Tables – for data control and choice

- Snowflake Data Cloud feature built to address the challenges with data lakes for two primary use cases: to augment an existing data lake and for ad-hoc analytics
- How it works:
  - References data files located in a cloud storage (Amazon S3, Google Cloud Storage or Microsoft Azure) data lake
  - Stores file-level metadata about the data files such as the file path, a version identifier and partitioning information
  - Enables querying data stored in files in a data lake as if it were inside a database (i.e. as in a typical table), with the data stored in files in an *external stage*
- Opens up a range of ways for Dell storage and Snowflake customers to simplify analytics projects while gaining data control and choice, including:
  - Expanding data to an external stage
  - Tiering data between native and external stages/tables

Take the next step

Please contact your Dell Technologies or Snowflake sales representative to learn more about how the solution can benefit your organization.

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