

PowerEdge. PowerStore. PowerScale.

# FINALLY SETTLING THE SCORE

HOW DELL TECHNOLOGIES DATA CENTER SOLUTIONS  
STACK UP AGAINST THE COMPETITION.

 Dell Technologies

 intel®

# Dell PowerEdge

#1 x86 Server Vendor<sup>2</sup>

Dell PowerEdge Servers  
are the first in the  
industry to achieve  
EPEAT Silver<sup>3</sup>

## Accelerate AI Innovations

PowerEdge is the cornerstone of Dell's foundation to help businesses drive faster business transformation, deliver greater insights with Generative AI, and accelerate AI/ML/DL operations at the speed of business.

The world's broadest AI solutions portfolio that spans from desktop to data center to cloud<sup>1</sup>

- Broader AI solutions portfolio than Lenovo, from desktop to data center to cloud
- Broader AI solutions portfolio than Supermicro, from desktop to data center to cloud
- Broader AI solutions portfolio than HPE, from desktop to data center to cloud

Dell PowerEdge XE9680 delivers the industry's best AI performance<sup>4</sup>



<sup>1</sup> Based on Dell analysis, August 2023. Dell Technologies offers hardware solutions engineered to support AI workloads from Workstation PCs (mobile and fixed) to Servers for High-performance Computing, Data Storage, Cloud Native Software-Defined Infrastructure, Networking Switches, Data Protection, HCI, and Services.

<sup>2</sup> IDC Quarterly Server Tracker, 2023Q2, September 7, 2023 – Units & Vendor Revenue. Revenue share is a statistical tie with HPE/H3C

<sup>3</sup> Based on internal analysis, March 2023. Applies to: PowerEdge C6620, PowerEdge R660, PowerEdge R6615, PowerEdge 6625, PowerEdge R760, PowerEdge 7615, PowerEdge 7625, PowerEdge XR4000r, PowerEdge XR4000z

<sup>4</sup> Based on Dell analysis of publicly available performance results and specifications of comparable OEM Servers as of 17 May 2023.

# Dell PowerEdge VS:



## Dell Secured Component Verification (SCV) tool vs. HPE Platform Certificate Verification Tool (PCVT)<sup>5</sup>

- Run verification tests in up to 95% less time
- Verify servers out-of-band and at scale, one to many
- Requires 43% fewer steps taken by an IT admin for the total process
- Verify across the PowerEdge portfolio vs. HPE PCVT verifies only select HPE ProLiant servers

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## Dell Systems Management tools vs. comparable tools from Supermicro<sup>6</sup>

- Configure a complete server profile in just 12 steps vs. no similar feature
- Automated firmware updates vs. manual updates
- Up to 78% faster to complete dynamic USB case with zero server downtime
- More robust sustainability features including carbon footprint data vs. no carbon footprint data

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## Cut server migration times by upgrading to Dell PowerEdge MX from legacy Cisco UCS<sup>7</sup>

- Up to 57.3% less time to complete a cluster migration
- Up to 84.1% less time to complete initial configuration
- Up to 60.4% fewer steps to complete server profile configuration and deployment tasks
- Up to 11.5% less time to complete server migration tasks

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<sup>5</sup> Based on a Prowess Consulting report commissioned by Dell Technologies, "What Is the Best Supply-Chain Solution to Verify Server Configurations?" December 2022. Actual results may vary. Full report: <https://www.prowesscorp.com/project/dell-secured-component-verification-tool-supply-chain-solution/>.

<sup>6</sup> Based on a Principled Technologies report commissioned by Dell Technologies, "Dell management tools (iDRAC9 and OpenManage Enterprise) made server deployment and updates easier, offered more comprehensive security, and provided more robust infrastructure analytics vs. comparable tools from Supermicro", April 2023. Actual results may vary. Full report: <https://www.dell.com/en-us/dt/what-we-do/competitor-comparisons.htm#scroll=off&pdf-overlay=//www.delltechnologies.com/asset/en-us/products/cross-company/industry-market/principled-technologies-dell-management-portfolio-vs-supermicro-whitepaper.pdf>

<sup>7</sup> Based on "Cut server migration times by upgrading to Dell PowerEdge MX from legacy Cisco UCS", a Principled Technologies report, March 2023. Actual results may vary. Full report: <https://infohub.delltechnologies.com/section-assets/poweredge-mx-migration-vs-cisco-ucs>



# Dell PowerStore

PowerStore is deployed in over 90% of Fortune 500 vertical sectors<sup>1</sup>

#1 in Midrange External Storage<sup>2</sup>

“2022 Silver Winner in the Disk and Disk Subsystems category.”  
— TechTarget

## Flexible all-flash architecture for continuously modern storage

- Customers rank PowerStore #1 in compatibility with their skills and ease of management compared to Pure, NetApp, and HPE!<sup>3</sup>
- Continuously modern foundation ensures workloads are always using the latest technology with Anytime Upgrade and all-inclusive software
- Unified storage with support for block, native file, and vVols support
- Granular scale-up and scale-out expansion to over 18 PB of effective capacity within a cluster<sup>4</sup>
- Always-on intelligent data reduction with 4:1 guarantee through Future-Proof<sup>5</sup>
- Integrated backup simplifies data protection while Dynamic AppsON increases operational flexibility for VxRail environments.

## LEARN MORE

Read More on PowerStore

Do More with Less in the Enterprise

Top Reasons to Choose PowerStore



<sup>1</sup> As of January 2023, based on internal analysis of vertical industry categories from 2022 Fortune 500 rankings.

<sup>2</sup> IDC Quarterly Enterprise Storage Systems Tracker, 2023Q2, September 7, 2023 – Vendor Revenue

<sup>3</sup> Based on Dell Technologies analysis in October 2023 using double-blinded, competitive benchmark Net Promoter Score (NPS) data gathered by third-party commissioned by Dell for 1H FY24

<sup>4</sup> Assumes 4:1 average data reduction. Actual results may vary, depending on data types

<sup>5</sup> Storage Data Reduction Guarantees: Requires customer signature and purchase of ProSupport Plus or ProSupport with Mission Critical. Applicable products include All-Flash Storage products only.

# Dell PowerStore



## HPE Alletra<sup>1</sup>

- Flexible drive resiliency and single drive expansion for lower TCO
- Simpler and cost effective for simultaneous block and file
- More robust security with Hardware Root of trust and security anomaly detection

## NetApp AFF<sup>1</sup>

- More predictable software costs, independent of array storage capacity
- Global dedupe improves efficiency while offloaded compression doesn't impact client performance
- Increased flexibility and performance with Dynamic Resiliency Engine (DRE) and distributed sparing

\* Based on Dell analysis, May 2022.

## Pure FlashArray X<sup>1</sup>

- Easily scale-out to four appliances per cluster
- Grow capacity without needing controller upgrades
- PowerStore portfolio offers superior data density when compared to FlashArray X<sup>2</sup>

<sup>1</sup> Based on Dell analysis using publicly available data, November 2023

<sup>2</sup> Based on Dell internal analysis comparing maximum effective capacities of PowerStore and FlashArray //X. Assumes average 4:1 data reduction. for PowerStore, 5:1 for FlashArray //X. Actual results vary.

# Dell PowerScale

#1 NAS vendor<sup>1</sup>

**Gartner® Magic  
Quadrant Leader™** –  
Eight Years in a Row<sup>2</sup>

Part of the world's  
**most comprehensive**  
portfolio of  
**multicloud-capable**  
storage.<sup>3</sup>

World's most flexible<sup>4</sup> and secure<sup>5</sup> scale-out NAS

- On-and off-premise consumption choices for maximum flexibility and convenience
- Consistent features and capabilities in any deployment location in the data center, at the edge, or in the cloud
- Storage node and media selections to right-size infrastructure without overpaying
- Automation with selectable, granular controls to manage on your own terms
- Comprehensive and robust software to handle dynamic growth and change
- Built-in security helps protect against a wide range of vulnerabilities



1 IDC Quarterly Enterprise Storage Systems Tracker, 2023Q2, September 7, 2023 – Vendor Revenue

2 Gartner, Inc. "Magic Quadrant™ for Distributed File Systems and Object Storage" by Chandra Mukhyala, Jeff Vogel, Julia Palmer, November 1, 2023. 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. 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.

3 Based on Dell analysis comparing solutions from a single vendor, April 2022.

4 Based on Dell analysis, August 2023.

5 Based on Dell analysis comparing cyber-security software capabilities offered for Dell PowerScale vs. competitive products, October 2023.



# Dell PowerScale



## NetApp ONTAP<sup>1</sup>

- Up to 10x greater scale-out
- Greater sequential throughput in the cloud
- More cyber-secure
- Easier to scale and manage

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## Qumulo/HPE<sup>1</sup>

- Greater uptime tolerance for node failures and data availability
- Greater data efficiency
- Smarter and more cyber-secure

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## Pure FlashBlade<sup>1</sup>

- Up to 25x greater node scale-out and 4.5x greater capacity scale-out
- Up to twice the resilience
- More cyber-secure

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# THE COMPETITION CAN'T COMPARE.

See for yourself

[DellTechnologies.com/Compete](https://DellTechnologies.com/Compete)

Find a broad mix of head-to-head product comparisons, third party competitive research, compelling blogs and customer stories to make an informed purchase decision.