

**DELL**Technologies /Forum

# REAL

## TRANSFORMATION

GLOBAL SPONSORS



**DELL**Technologies /Forum

# Accelerate Modernization to Unlock Data Capital

Technology is transforming  
the way we live and work at  
an **ever-increasing pace**

By 2022, more than **60%** of the  
global economy will be digitized  
**with growth in every industry**

# DIGITAL TRANSFORMATION

EVERY COMPANY IS NOW A **TECHNOLOGY** COMPANY

# DATA CAPITAL IS A NEW VALUE DRIVER



Human Capital



Intellectual Property



Operations



Infrastructure



DATA

# DATA-DRIVEN ORGANIZATIONS

34%

Additional Revenue

↓ 2.7x

Operational Costs

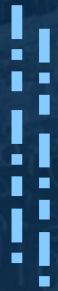
> 2x

Profitability



# STRATEGIC INITIATIVES POWERED BY DATA

Data  
Analytics



Digital  
Experiences



Internet  
of Things



Artificial  
Intelligence



RIGHT PLACE | RIGHT TIME | RIGHT SLA

# UNLOCKING DATA CAPITAL

10101  
11010  
0100!

Manage  
Data Growth



Liberate  
Siloed Data



Safeguard  
Data



Create Business  
Value from Data

# MAXIMIZE DATA CAPITAL WITH DELL EMC



## SIMPLIFY Data Landscape

Across **Edge, Core, Cloud**

Any Workload at **Any Scale**

Simple, Consistent **Experience**

**Cloud Consumption** Models



## AUTOMATE Data Services

Data **Management**

Data **Mobility**

Data **Placement**

**Proactive** Health Management



## SECURE Data Assets

Anytime, Anywhere Data **Availability**

Multi-Cloud **Data Protection**

**Intrinsic** Security

**Compliance** with Regulations

# DELL EMC INFRASTRUCTURE SOLUTIONS



**Servers**



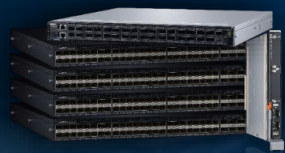
**Storage**



**Data Protection**



**Converged and  
Hyperconverged  
Infrastructure**



**Networking**



**Ready Solutions**



**Multi-Cloud**

# DELL EMC MODERN STORAGE

#1

INDUSTRY'S

STORAGE  
PORTFOLIO



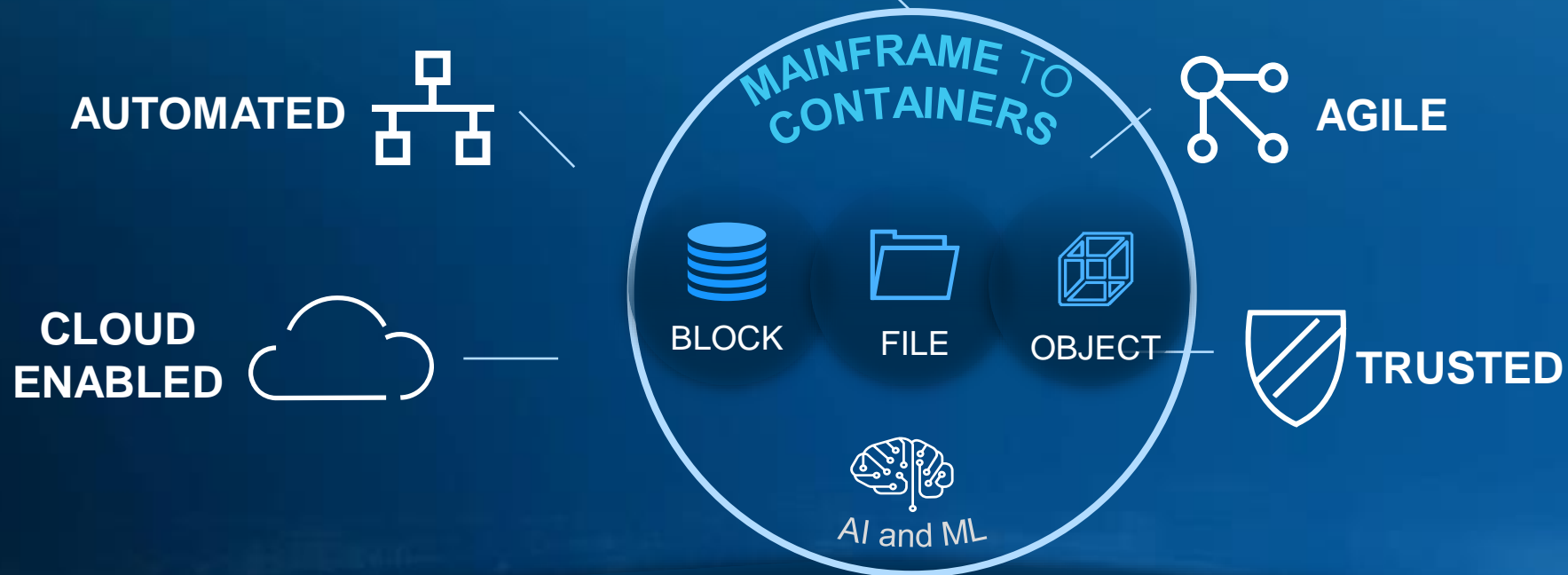
All-Flash, Hybrid, File and Object

Powered by Intel® Xeon® Scalable Processors

Dell Technologies / Forum

# DELL EMC STORAGE VISION

COMMON MONITORING AND ANALYTICS



EDGE

CORE

CLOUD

A Simple Interconnected Portfolio **Architected for All Data at Any Scale**

# DELL EMC UNITY



Powered by Intel® Xeon® Scalable Processors

## More Performance

- NVMe-ready
- Up to 2X more performance, and 67% more than competition

Up to **28%**  more transactions/sec

**52%**  more supported desktops  
Without a performance impact

## Better Efficiency

Up to **5:1**  
data reduction



Proven operational simplicity

## Multi-Cloud Options

- Dell Technologies Cloud Platform
- Cloud Data Services
- Cloud Connected Systems
- Cloud Data Insights



# DELL EMC POWERMAX



## Intel® Optane™ Dual Port

- Lead development partner to bring Optane Dual Port to enterprise storage market
- First true scale out storage to ship dual ported Optane SCM drives\*\*
- Up to 50% better response times
- Machine learning automates data placement



## Automation and Containers

- VMware vRealize Orchestrator Plug-in
- Ansible playbooks\*
- Container Storage Interface (CSI) Plug-in\*



## Cloud Storage Services

- Disaster Recovery and Multi-cloud Access





# DELL EMC ISILON



Powered by Intel® Xeon® Scalable Processors

## Simplicity at Scale

- Scale up to 252 nodes
- 58 PB, 945 GB/s throughput per cluster
- 75% more scalable



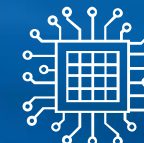
## Workload Agility

- New Node - Performance of a hybrid with capacity of an archive node
- 800 TB, 6.4 GB/s in a 4U chassis
- Security enhancements



## Multi-Cloud

**Dell EMC Cloud Storage Services  
For GCP and Multi-cloud  
Dell EMC Isilon CloudPools  
Dell EMC ClarityNow**



# DELL EMC CLOUD-ENABLED INFRASTRUCTURE



## CLOUD DATA INSIGHTS

Proactive monitor and manage infrastructure and data with intelligent cloud-based analytics

## CLOUD CONNECTED SYSTEMS

Storage and protection data mobility to and from public cloud



## CLOUD DATA SERVICES

Storage and protection data services available in public cloud of your choice



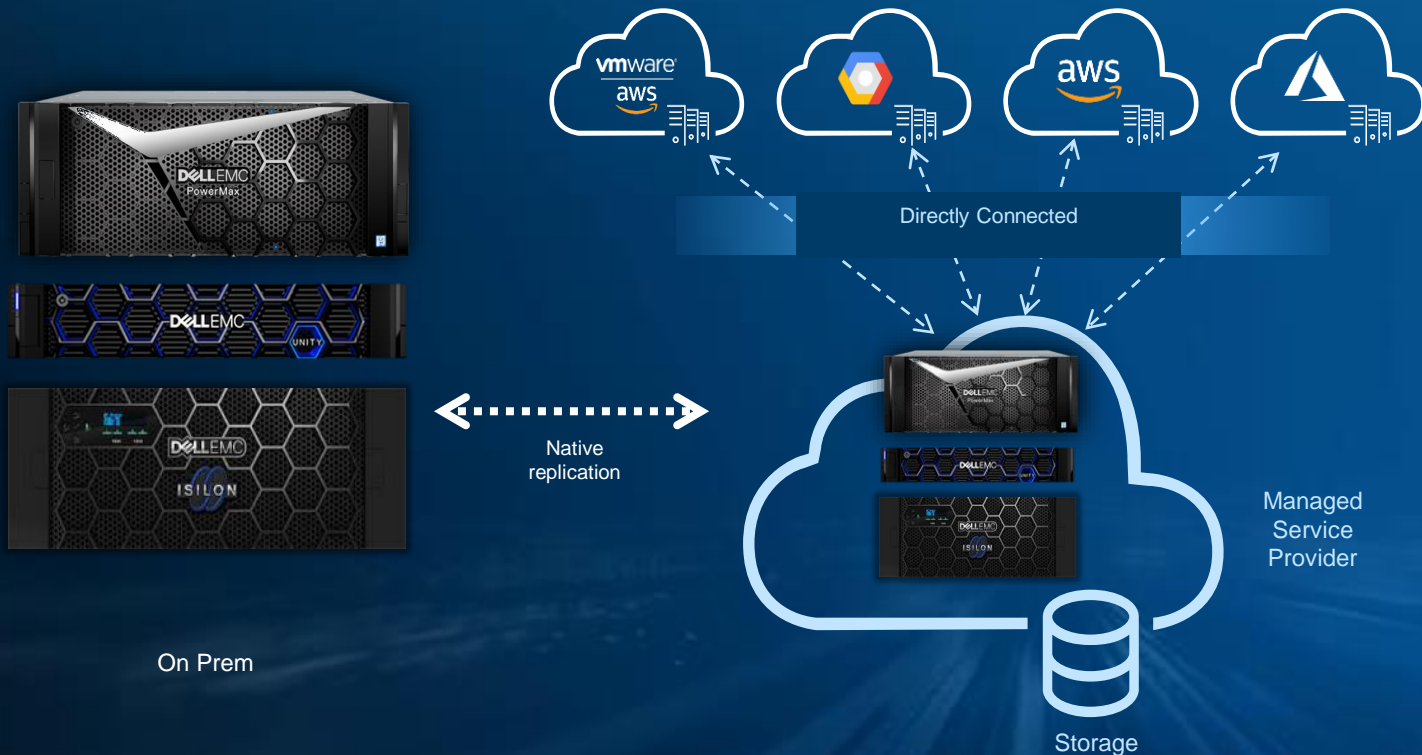
## CLOUD CONSUMPTION

Streamline infrastructure acquisition with flexible payment solutions

**Power Your Multi-Cloud Journey** with Modern Storage and Data Protection

# DELL EMC CLOUD STORAGE SERVICES

Full operational consistency with **vmware**



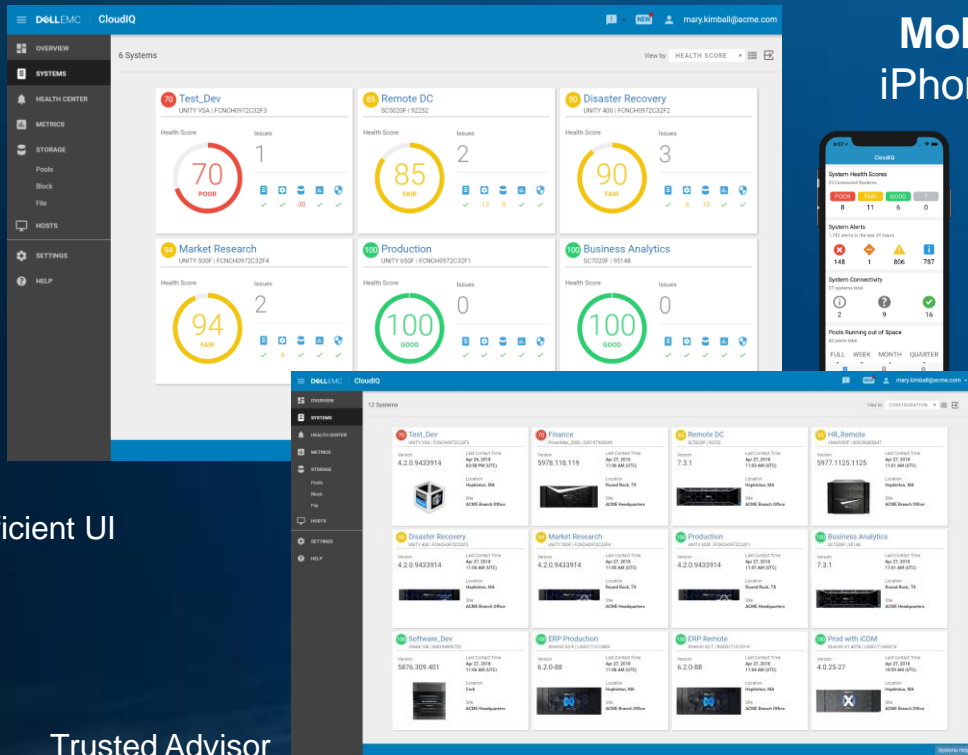
## Disaster Recovery

- No secondary data center to manage
- Enterprise-grade, pay-as-you go DRaaS
- Operational consistency and automated DRaaS with VMware

## Multi-cloud Access

- Leverage cloud(s) of choice based on application needs
- No vendor lock-in with data independent of the cloud
- Reduce risk with centralized, enterprise grade storage
- Fast, low cost set up – no additional infrastructure to setup or manage

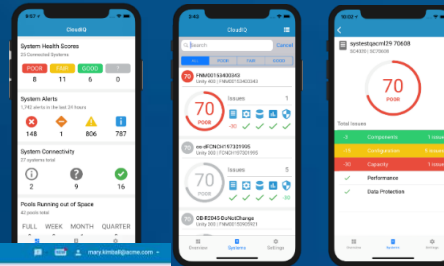
# CloudIQ



Efficient UI

Trusted Advisor

## Mobile App for iPhone & Android



## Predictive Modeling

- Capacity Forecasting
- Competing Workload Analysis

## Accelerated Resolution

- 3X Faster Insight
- Performance Anomaly Detection

## Broader Support

- Primary Storage Portfolio
- VMware
- Connectrix
- Isilon and PowerVault\*

Infrastructure Insight in the Palm of Your Hand

# DATA PROTECTION EVOLUTION



New Business Models



New Data Services



New Consumption Models



Software Defined Platform



Multi-dimensional Appliance



EDGE



CORE



PRIVATE CLOUD



PUBLIC CLOUD

MULTI-CLOUD

Any Source

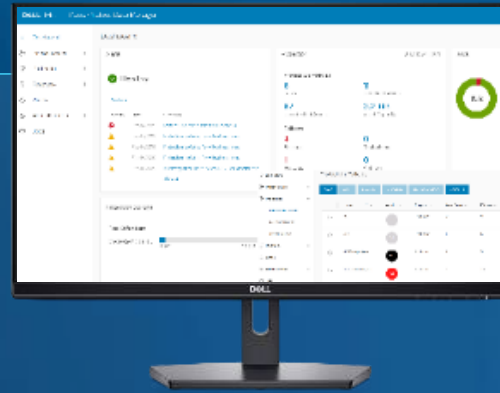
Any Target

Any SLA

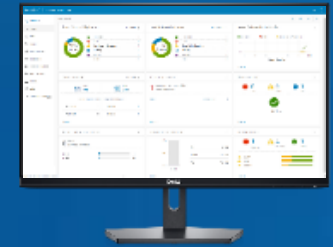
# DELL EMC DATA PROTECTION PORTFOLIO



IDPA



PowerProtect Software  
PowerProtect X400



Data Protection Suite  
Data Domain



# DELL EMC DATA DOMAIN PROTECTION STORAGE MARKET LEADER



## EFFICIENT

- Storage target for backup and archive workloads
- Reduces storage and bandwidth requirements by 10 – 55x with variable-length deduplication
- Gain industry leading speed, scalability, and reliability

## COMPREHENSIVE

- Backup directly from a wide range of enterprise apps or primary storage
- Deploy protection storage however you want it

## CLOUD-ENABLED

- Natively tier deduplicated data to the cloud for modern long-term retention
- Copy backed-up VMs to the public cloud (AWS) for disaster recovery

# DELL EMC INTEGRATED DATA PROTECTION APPLIANCE (IDPA)

Backup & Restore 

Replication 

Disaster Recovery 

Search & Analytics 



Easy to deploy & upgrade

 Deduplication

 Cloud DR + LTR

 Instant Access + Restore

 VMware Integration

Starting at 8TB in 2U to 1PB rack systems

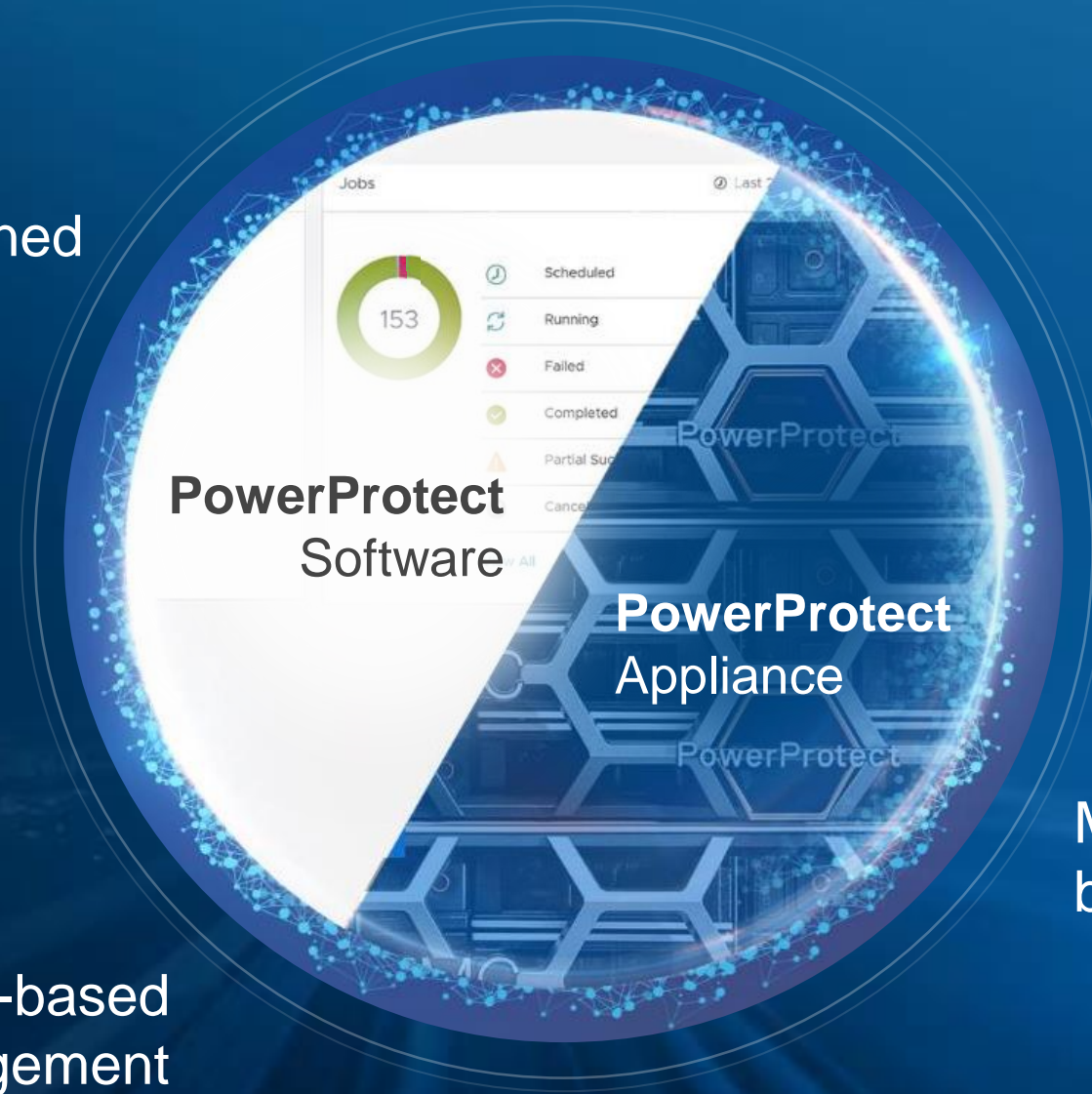


# DELL EMC POWERPROTECT

Software-defined

Self-service  
control

SaaS-based  
management

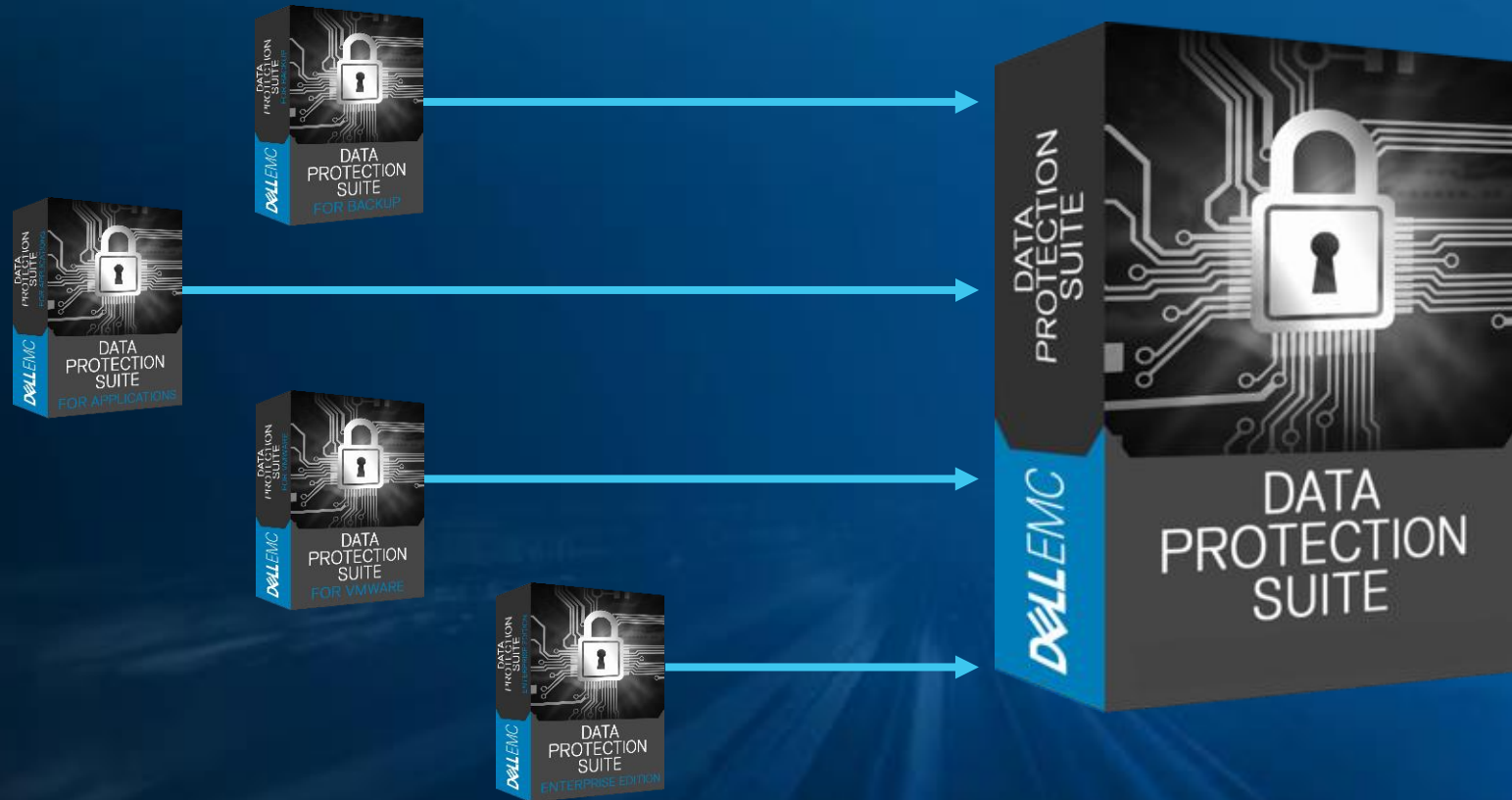


Multi-  
dimensional

Modern services-  
based architecture



# Data Protection Suite



- Backup and Recovery
- Disaster Recovery
- Continuous Replication
- Centralized Management
- Monitoring and Reporting
- Cyber Recovery

# ACCELERATE DATA CENTER MODERNIZATION

Engineered as ONE



Simplified management



Full lifecycle assurance



Fully tested & pre-configured



Single end-to-end support



Dell EMC Storage



Dell EMC Data Protection



VMware Virtualization



Cisco Compute



Cisco Network

ONE product delivering a **TURNKEY** Experience

# ACCELERATE DATA CENTER MODERNIZATION

## Dell EMC VxBLOCK 1000

Turnkey system for high value workload consolidation  
built on powerful Dell EMC storage and data protection

### HIGH VALUE WORKLOADS

Consolidate, optimize  
and protect



### CLOUD OPERATIONS

Automate and  
proactively manage



### LIFECYCLE MANAGEMENT

Simplify and  
lower risk



# ACCELERATE DATA CENTER MODERNIZATION

## Dell EMC VxBLOCK 1000

Turnkey system for high value workload consolidation  
built on powerful Dell EMC storage and data protection

HIGH VALUE  
WORKLOADS

99%

Less unplanned  
downtime\*

CLOUD  
OPERATIONS

66%

More efficient  
IT operations\*

LIFECYCLE  
MANAGEMENT

6x

Faster upgrades  
and patches\*\*

\*IDC whitepaper sponsored by Dell EMC, "The Business Value of Modernizing Mission-Critical Applications with Dell EMC VxBLOCK Systems", October 2017. Actual results may vary.

\*\*ESG whitepaper review sponsored by Dell EMC, ESG Lab Review, "Simplifying IT Infrastructure Upgrades with Dell EMC Converged Infrastructure Systems and Vision Intelligent Operations Software, 2018." Actual results may vary.

# FUTURE-PROOF LOYALTY PROGRAM



**3-YEAR SATISFACTION  
GUARANTEE**



**INVESTMENT  
PROTECTION**



**PREDICTABLE  
SUPPORT PRICING**



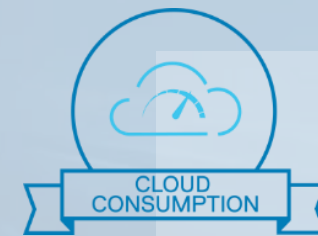
**NEVER-WORRY  
DATA MIGRATION**



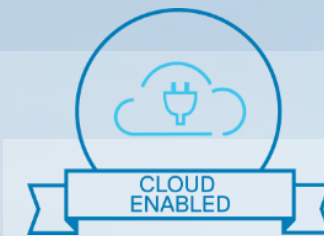
**ALL-INCLUSIVE  
SOFTWARE**



**STORAGE DATA  
REDUCTION GUARANTEES**



**FLEXIBLE CONSUMPTION  
MODELS**



**CLOUD MOBILITY, PROTECTION  
AND MANAGEMENT**

# UNLOCK DATA CAPITAL WITH DELL EMC



**Simplify**  
Data Landscape



**Automate**  
Data Services



**Secure**  
Data Assets

# DELL Technologies



DELL EMC

Pivotal.

RSA

Secureworks®

virtustream.

vmware®