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# REAL

## TRANSFORMATION

GLOBAL SPONSORS





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# What's New with Dell EMC Storage



# Dell EMC Storage Portfolio

**Modern Storage**  
All Flash, Hybrid, File and Object

#1

INDUSTRY'S

STORAGE  
PORTFOLIO



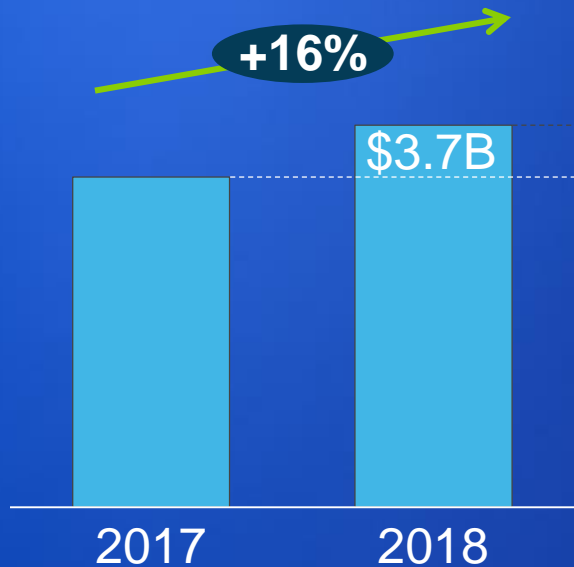
Powered by Intel® Xeon® Scalable Processors

# Dell EMC Storage Momentum

- For 2018 the storage industry grew **16% Y/Y** to **\$3.7B**
- Dell EMC grew **\$1.9B** representing **52% of growth**, **3.8X** more than NetApp and **7X** greater than Pure

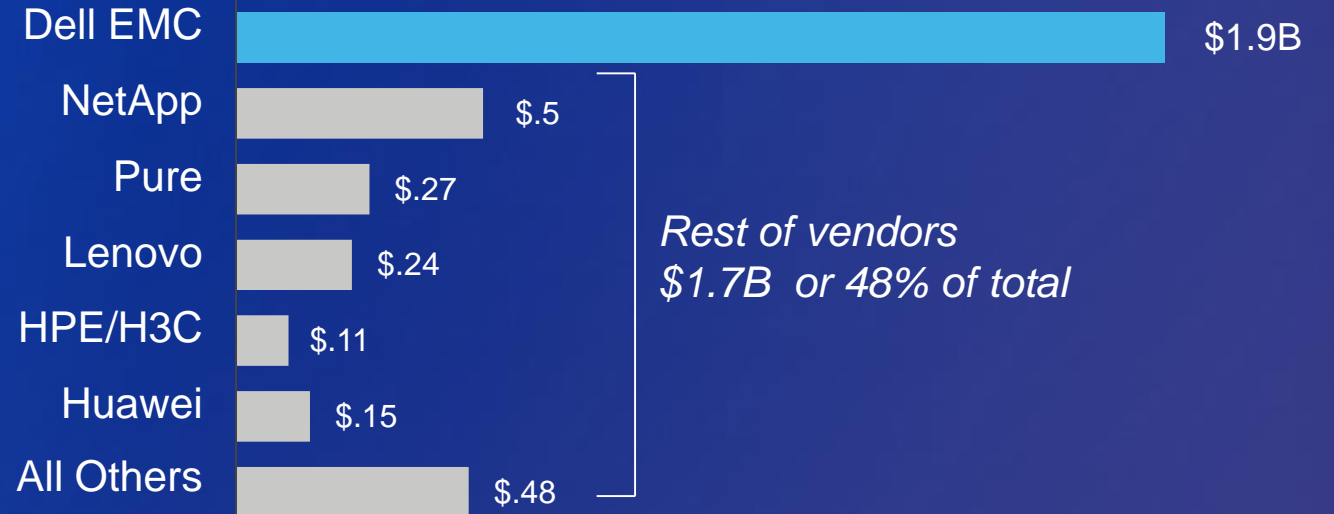
## EXTERNAL STORAGE TAM

\$ Revenue



## TOP VENDORS CONTRIBUTION TO INDUSTRY GROWTH

2018 External Storage Revenue change (\$M)



Four straight quarters of share gain

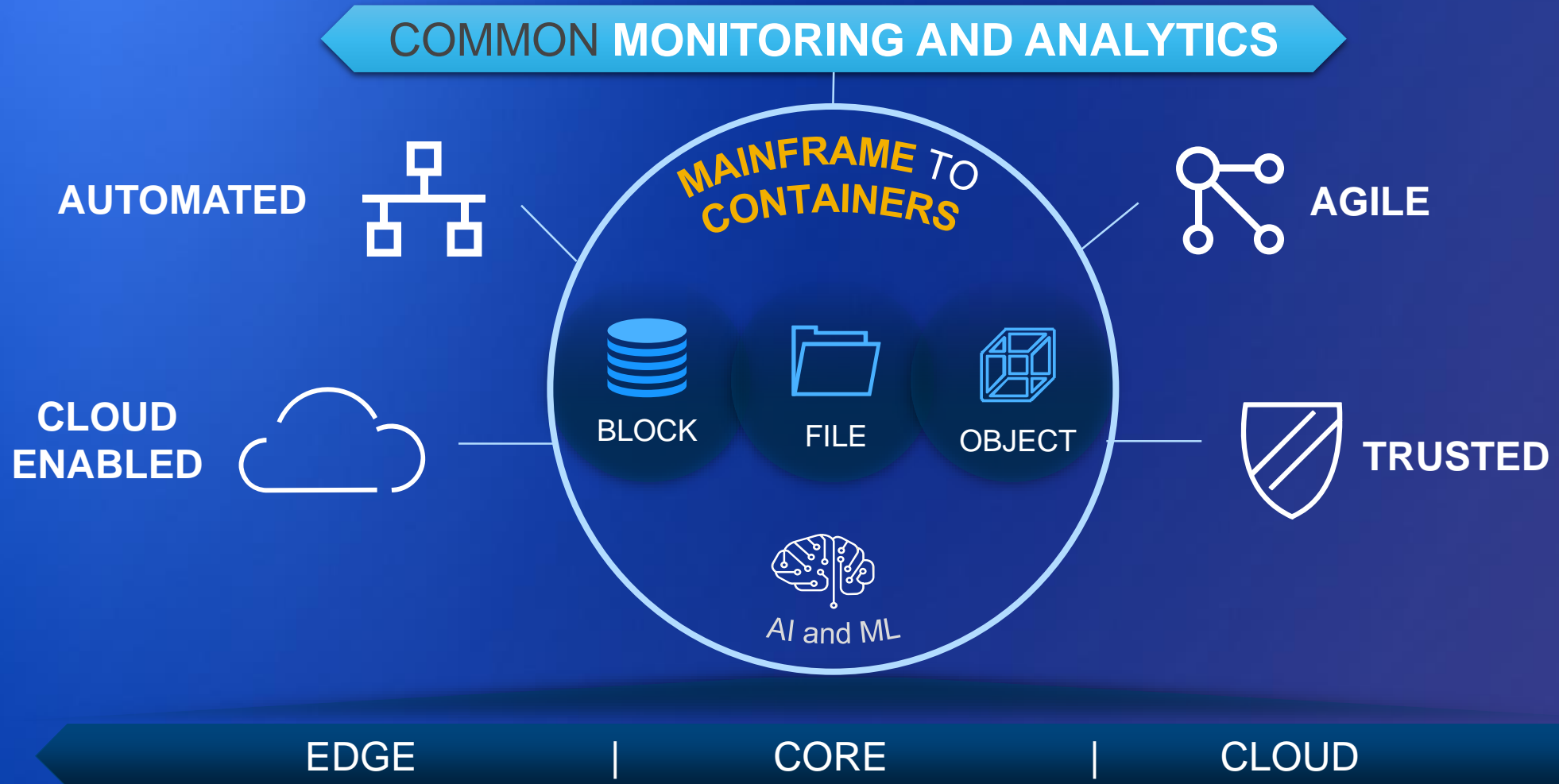


Share ▲

Revenue ▲

# Dell EMC Storage Vision

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



# What is Data Capital?

## VALUE DRIVERS



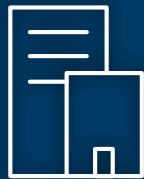
Human Capital



Intellectual Property



Operations



Infrastructure

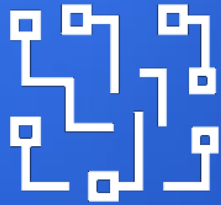


DATA

DATA IS RAPIDLY BECOMING ORGANIZATIONS' MOST VALUABLE ASSET

# Unlock Data Capital with Dell EMC Storage

The right place | the right time | the right SLA



**SIMPLIFY**

DATA LANDSCAPE



**OPTIMIZE**

WORKLOADS AT SCALE



**SECURE**

DATA ASSETS



**UNLOCK  
VALUE**

# PowerVault



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## Entry Level Affordable

- Low cost starting configurations
- All-inclusive enterprise-class SW
- Flexibly deploy as DAS and SAN

## Simple, Easy to Use

- New web-based (HTML5) management GUI
- Installs and configures in 15 minutes
- Integrated sizing and configuration

## Fast and Powerful

- 4 core Intel™ processors per controller
- Up to 320K1 IOPs performance
- Performance @ scale via 12G SAS backend
- Ideal for video surveillance, HPC, ROBO and database applications



**FUTURE-PROOF**  
LOYALTY PROGRAM



# Dell EMC Unity XT



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## More Performance

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

Up to **28%** Microsoft SQL Server  
more transactions/sec

**52%** vmware Horizon View  
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

# CloudIQ

# PowerMax



## Intel® Optane™ Dual Port

- Lead development partner to bring Optane Dual Port to enterprise storage market
- More than 2X bandwidth at 350 GB/sec
- 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



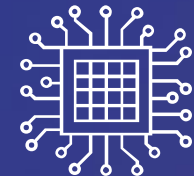
# Isilon



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## Simplicity at Scale

- Scale up to 252 nodes
- 58 PB, 945 GB/s throughput per cluster
- 139 PB effective capacity with OneFS 8.2.1
- 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

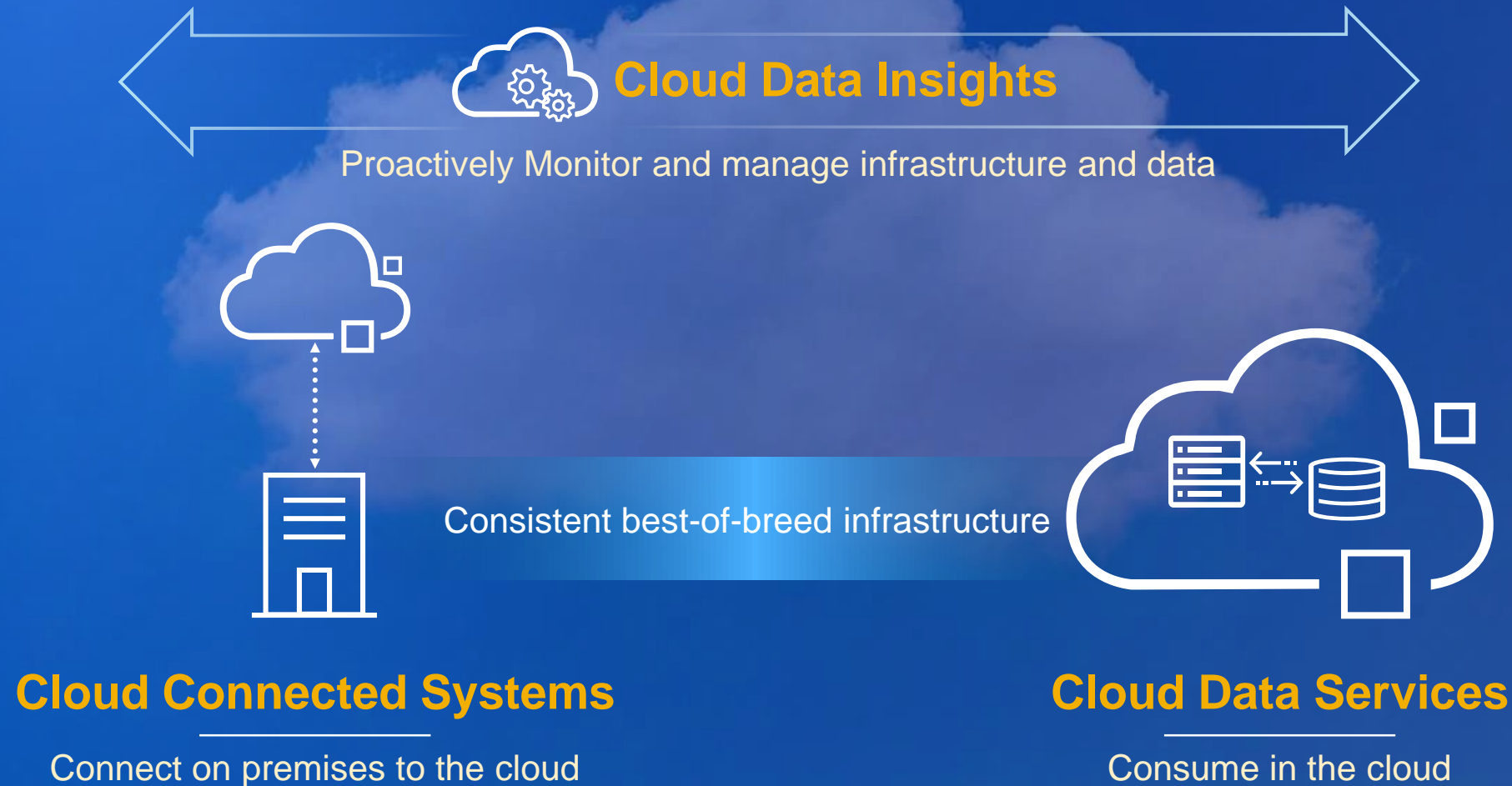
## Multi-Cloud

- Dell EMC Cloud Storage Services
- Dell EMC Isilon CloudPools
- Dell EMC ClarityNow



# Dell Technologies Cloud-Enabled Infrastructure

Power your multi-cloud journey with modern storage



# Cloud Connected Systems

Connect on premises to the cloud

Storage



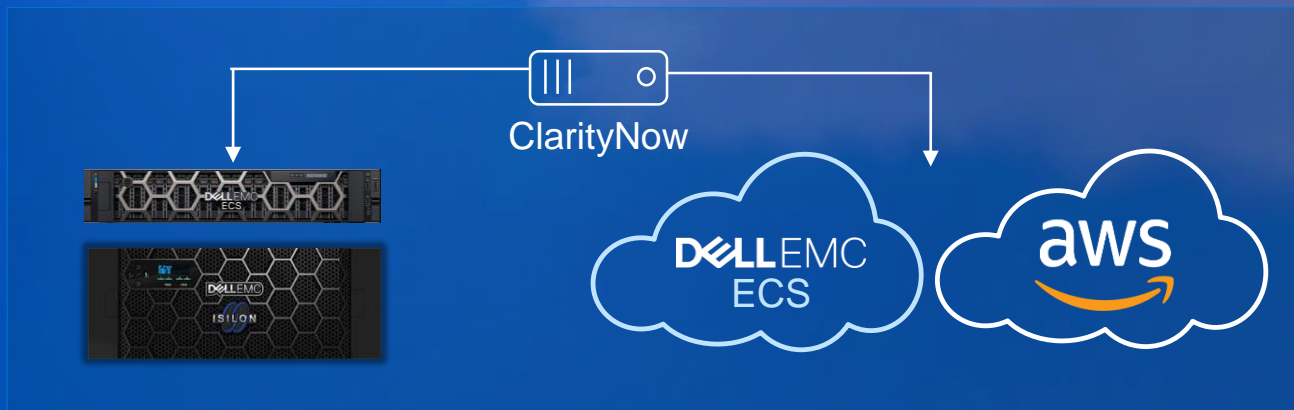
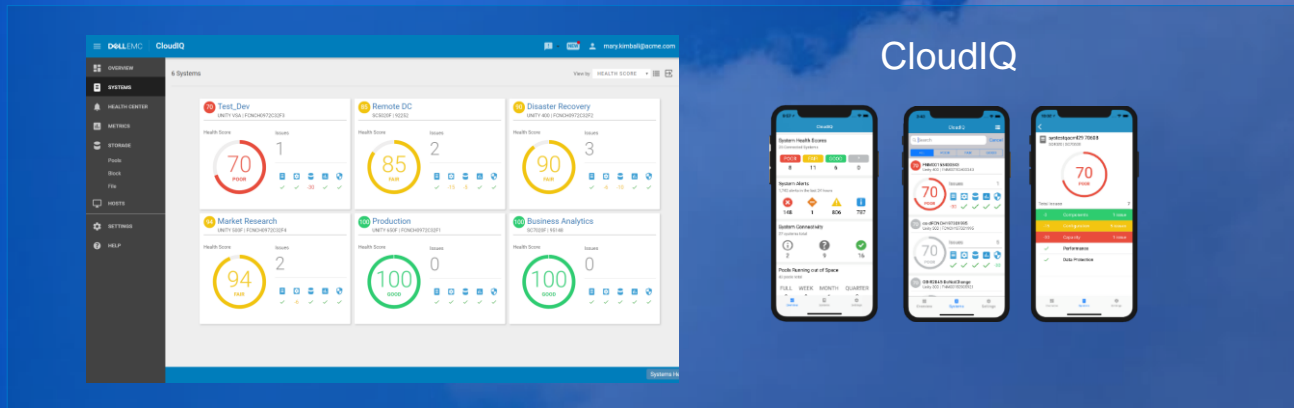
Dell EMC Unity Cloud  
Tiering Appliance  
-----  
Isilon CloudPools

On Prem

- Seamless tiering of data from on premises to cloud
- Leverage cloud as cost-effective storage tier
- Ideal for archiving and long-term retention

# Cloud Data Insights

Proactively Monitor and manage infrastructure and data



- Proactive, cloud-based monitoring and analytics from anywhere
- Report, predict, and prevent problems
- Broad data center visibility
- Unified view of unstructured data from on-premises to the cloud

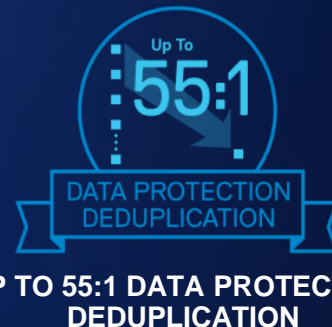


# FUTURE-PROOF LOYALTY PROGRAM

**Peace of mind**  
*No hidden costs or fees*

**Investment protection**  
*Lowering the risk  
of your investment*

**A path forward**  
*You will be ready  
for the future*



# Summary



**Strong Growth**



**Innovation and  
Investment**



**Multi-Cloud / Data  
Capital Strategy**



# DELL Technologies



DELL EMC

Pivotal.

RSA

Secureworks®

virtustream.

vmware®



# SC Series



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## Performance

- 2X maximum IOPS for every SC array model!
- Increased max capacity
- 100/25Gb iSCSI support

## Simplicity

- Unisphere Web UI (HTML 5)
- CloudIQ support
- Data-in-place upgrades
- SCv2000 gets federation

## Efficiency

- Distributed Sparing
- HA enhancements
- Still low \$/GB and \$/IOPS for all-flash and hybrid



**New product accolades**



# ECS



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## Streamline Object Storage

- Scale-out architecture
- Software-defined and turnkey appliance options
- Shared, global namespace
- Enterprise security and compliance features

## Gain New Insights

- Native Grafana data visualization
- Capacity monitoring and custom alerting capabilities
- Event notifications
- Metadata search

## Build Next-Gen Solutions

- Multi-protocol (S3, NFS, HDFS, etc.) support
- Self-service APIs
- Broad ISV support
- Multi-site geo-replication built-in

### ENTERPRISE WORKLOAD SUPPORT

Tiered Archive



Cloud Backup



Video/Audio



Cloud Gateway



Cloud Native Apps  
(web/mobile)



Internet of Things



Analytics



### BY THE NUMBERS

**59.5%**

Lower TCO than public cloud<sup>1</sup>

**8.6PB**

In a single rack

# XtremIO

All-Flash design, built from the ground up



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## Storage efficient architecture

Leading efficiency with deduplication & compression



## Consistent high performance

Inline, all the time data services with no performance impact



## Agile copy management

Rich application integration, no compromise copy services

ALL-FLASH, SCALE-OUT ARRAY  
WITH HIGH LEVELS OF  
EFFICIENCY, OPTIMIZED FOR  
COPY DATA MANAGEMENT

**>1M IOPs**  
@ **0.22ms**

**160 GB/s**  
Maximum logical  
cloning bandwidth

**25%**  
Better data reduction

**2X**  
# of copies