

# FUTURE-PROOF

## Dell EMC PowerStore

Designed to optimize the IT lifecycle through a series of guarantees, offers, and assurances. Future-Proof provides support from beginning to end by guaranteeing outcomes, maximizing investments, and helping you navigate the future of IT.



- 3 Year Satisfaction\*
- Storage Data Reduction\*



- Refresh & Recycle\*
- Clear Price\*
- All-Inclusive Software\*



- Anytime Upgrade\*
- Never-worry Data Migration\*
- Flexible Consumption\*

\* See page 3 for important details

### Introducing Anytime Upgrade<sup>1</sup>

Exclusive to PowerStore, Anytime Upgrade is the latest offering in the Future-Proof Program. By leveraging the flexible scale-up and scale-out architecture of PowerStore, Anytime Upgrade allows customers to choose between one of two data-in-place upgrade options or a discount toward a second appliance!



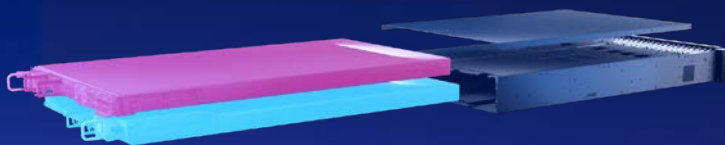
**Flexible upgrades** beyond just a next-gen controller swaps\*\*



**Anytime in contract** as opposed to waiting up to three years



**No renewal required** when the upgrade is performed



**Data-in-place upgrade**  
Replace nodes in existing appliance

1

Next Generation

2

Next Generation  
+ Higher Model\*\*



**Scale-out**

Discount credit on 2nd appliance

3

Current or Next Generation

\*\*\*Next Generation + Higher Model" and "Scale-out" upgrades available in Anytime Upgrade Select. Data-in-place upgrades include deployment and support of upgraded nodes. Dell ProDeploy or ProDeploy Plus is required for Scale-out deployment. © 2020 Dell Inc. or its subsidiaries. All Right Reserved.

# Congratulations on choosing PowerStore!


Respond to  
unforeseen change

Enroll in Anytime Upgrade<sup>1</sup>


By purchasing Anytime Upgrade when you buy PowerStore (Standard or Select offers available), you are entitled to redeem 1 of 3 upgrade options within the course of your 3-, 4- or 5-year Dell EMC ProSupport contract.

Redeem anytime  
in contract<sup>1</sup>


**Anytime Upgrade Standard**

 Next Generation node upgrade

**Anytime Upgrade Select**

 Next Generation + Higher Model node upgrade

**Anytime Upgrade Select**

 Scale-out discount credit<sup>2</sup>

**Scenario** You love PowerStore, and just heard there's a next-generation release. Need the latest features and innovation, right now? Easy, just swap out your nodes (controllers). No downtime or data migration required. Includes deployment services.

You chose Select, our premium Anytime Upgrade offer – which means you can get a next-generation upgrade AND a higher model bump at the same time. Why choose between more horsepower and the latest modern features – get them both, with no hassle or cost.

It's only a year into your contract, but business is booming and you need another appliance. No problem! You can take advantage of the discount toward a second appliance.

Renewal decision  
(after upgrade)

You can either renew your Anytime Upgrade purchase or choose not to, either way you were able to fully utilize your benefits the past 3 years with no lock-in.

<sup>1</sup> Upgrade available 180 days after invoice. Requires purchase of Anytime Upgrade Select or Standard offer and minimum 3-year ProSupport or ProSupport Plus at point of sale to qualify. Anytime Upgrade Program availability may vary by country and segment. Additional terms and conditions apply. For details contact your sales representative.

<sup>2</sup> Dell ProDeploy or ProDeploy Plus required for Scale-out deployment.

# Industry's most flexible controller upgrade program<sup>3</sup>

	Dell Technologies Anytime Upgrade <sup>1</sup>	Pure Evergreen Storage	HPE (Primera) Technology Refresh Storage	HPE (Nimble) Technology Refresh Storage	NetApp Next Credit
<b>Controller Upgrade Flexibility</b>	<p><b>Standard:</b></p> <ul style="list-style-type: none"> <li>• Next generation</li> </ul> <p><b>Select:</b></p> <ul style="list-style-type: none"> <li>• Next generation and higher model</li> <li>• Scale-out<sup>2</sup></li> </ul>	<p>Free Every Three:</p> <ul style="list-style-type: none"> <li>• Next Generation</li> </ul> <p>Upgrade Flex:</p> <ul style="list-style-type: none"> <li>• Higher Model</li> </ul>	<p>■ Latest generation equivalent</p>	<p>■ Performance based technology refresh</p>	<p>■ Fixed credit amount to be used toward NetApp products</p>
<b>Upgrade Timing</b>	<p>■ Anytime in contract after 180 days</p>	<p>Free Every Three:</p> <ul style="list-style-type: none"> <li>• Cannot upgrade for 3 years</li> </ul> <p>■ Upgrade Flex:</p> <ul style="list-style-type: none"> <li>• Upgrade before 3rd year requires qualifying capacity expansion purchase</li> </ul>	<p>■ Cannot upgrade for 3 years</p>	<p>■ Cannot upgrade for 1 year</p>	<p>■ Cannot upgrade for 3 years</p>
<b>Renewal</b>	<p>■ No renewal required</p>	<p>■ Must renew to upgrade</p>	<p>■ Must renew to upgrade</p>	<p>■ No renewal required</p>	<p>■ Must renew to upgrade or 6-year up-front commitment</p>

<sup>1</sup> Upgrade available 180 days after invoice. Requires purchase of minimum 3-year ProSupport, ProSupport Plus, or ProSupport One for Data Center with Anytime Upgrade Select or Standard add-on option at point of sale to qualify. Anytime Upgrade Program availability may vary by country and segment. Additional terms and conditions apply. For details contact your sales representative.

<sup>2</sup> Discount on second PowerStore appliance. Dell ProDeploy Plus required.

■ Strength  
■ Partial credit  
■ Weakness

## Anytime Upgrade

Anytime Upgrade is Dell Technologies' new prepaid upgrade program for PowerStore. The program allows PowerStore infrastructure to be modernized without forklift upgrades, downtime, or application impact. Anytime Upgrade effectively ends the cycle of traditional platform migration, simplifying planning by ensuring customers always have access to the latest technology at a predictable cost.

\*Important details: Three-year Satisfaction Guarantee: Requires purchase of a 3-year ProSupport agreement. Compliance is based on product specifications. Any refund will be prorated. Storage Data Reduction Guarantees: Requires customer signature and purchase of ProSupport Plus or ProSupport. Applicable products include All-Flash Storage products only. Refresh & Recycle: Trade-In value determined based on market conditions at Dell EMC's sole discretion. All-Inclusive Software: Includes select software needed to store and manage data. Anytime Upgrade: Requires purchase of ProSupport Plus and either Standard or Select add-on (where available) at point of sale to qualify. Select provides next gen controller from Standard, plus choice of in-family upgrade or scale-out discount toward second appliance solution. Available for PowerStore. Additional terms and conditions apply. Never-Worry Data Migrations: Does not include data transfer services. Customer responsible for ensuring data is backed-up. Flexible Consumption: Dell EMC Flexible consumption models enabled by Dell Financial Services (DFS).

<sup>3</sup> Based on Dell analysis, April 2020 using publicly available data to compare the highest available program/subscription offers for controller upgrades.

<sup>4</sup> Availability and terms of Dell EMC Services vary by region and by product. For more information, contact your Dell EMC sales representative