

# Dell EMC PowerStore

Positionierung und Use Cases



# Client Solutions & OEM

vmware

boomi



Precision Rack / Mobile / Tower | Latitude / Latitude 2 in 1 | XPS / XPS 2 in 1 / XPS Tower | OptiPlex Tower / Desktop / Micro / All-in-One / AIO-Ultra | Wyse Thin Clients / Desktop / Mobile / All-in-One



Vostro Mobile / Tower | Chromebook / CB 2 in 1 | Inspiron Mobile / Tower / All-in-One / Gaming | Alienware Mobile / Tower | Monitors



Projectors | Accessories: Docks, Keyboards, Headphones, Bags | Unified Workspace | OEM & Customized Services / Edge IoT Gateways / Embedded Box PCs / Rugged Tablets / Mobile / Server

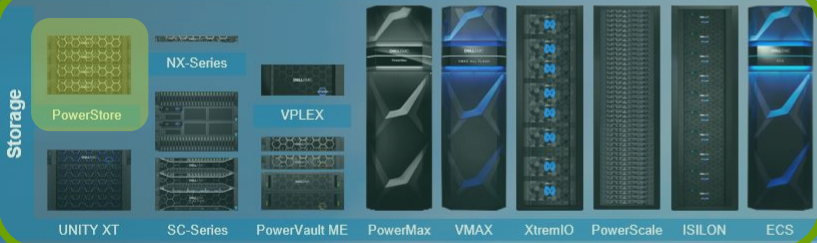
(Selected Primary Products)  
Cloud Foundation™  
vSphere® / ESX®  
vRealize®  
NSX® / NSX Cloud™  
AppDefense™  
vSAN™  
Site Recovery Mgr.™  
vCloud Suite®  
vCloud® NFV™  
Fusion® / Horizon®  
Horizon® FLEX™  
Workspace™ ONE™  
HCX™  
CloudHealth  
SD-WAN by VeloCloud  
AppDefense™  
Carbon Black Cloud

(Selected Primary Solutions)  
VMware Tanzu  
Pivotal Greenplum®  
Pivotal GemFire®  
Pivotal RabbitMQ®  
Pivotal Spring®  
Pivotal Labs®  
**Services**  
Consulting Services  
Deployment Services  
Support Services  
Managed Services  
Education Services  
Cloud Services  
Financial Services

Boomi AtomSphere Integration  
Master Data Hub Flow  
API / B2B Mgmt.  
**Secureworks**  
Managed Security  
AETD Red Cloak™  
Counter Threat Unit™  
Security & Risk Cons.  
**virtustream**  
Enterprise Cloud  
xStream®  
Viewtrust

# DELL EMC

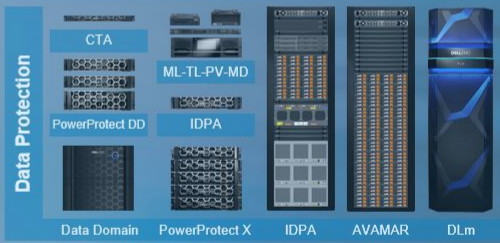
# Infrastructure Solutions



Storage



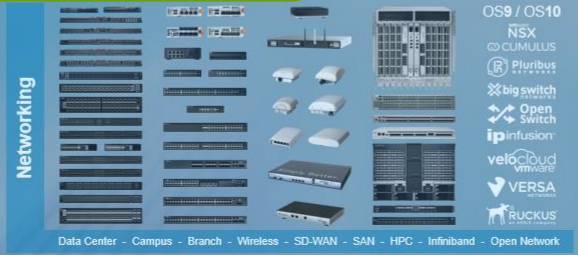
CI / HCI



Data Protection

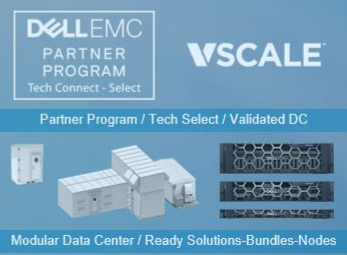


PowerEdge Server



Networking

Special Solutions Select Program



DELL EMC PARTNER PROGRAM Tech Connect - Select

VSCALE

Partner Program / Tech Select / Validated DC  
Modular Data Center / Ready Solutions-Bundles-Nodes

Software  
Storage Resource Management Suite  
Storage Analytics  
AppSync  
PowerPath  
VxFileOS (Software Defined Storage)  
Virtual Editions: Data Domain, UNITY, ISILON Edge, CTA  
RecoverPoint for Virtual Machines  
Data Protection Advisor  
Data Protection Suite Enterprise Edition  
Data Protection Suite for Applications  
Data Protection Suite for Archive  
Data Protection Suite for VMware  
Networker / PowerProtect / RecoverPoint / Avamar  
Open Manage Enterprise  
Line Optics  
CloudLink KMS  
Encryption Enterprise/Personal

Storage - Data Protection - Server - Tools

# Dell Technologies introduces PowerStore

Data-centric



Intelligent



Adaptable



Designed for the data era

# PowerStore

Designed for the data era



## Data-centric



**Any**  
Workload



**Performance**  
Optimized



**Efficiency** Without  
Compromise

## Intelligent



**Programmable**  
Infrastructure



**Autonomous**  
Appliance



**Proactive** Health  
Analytics

## Adaptable



**Flexible**  
Architecture



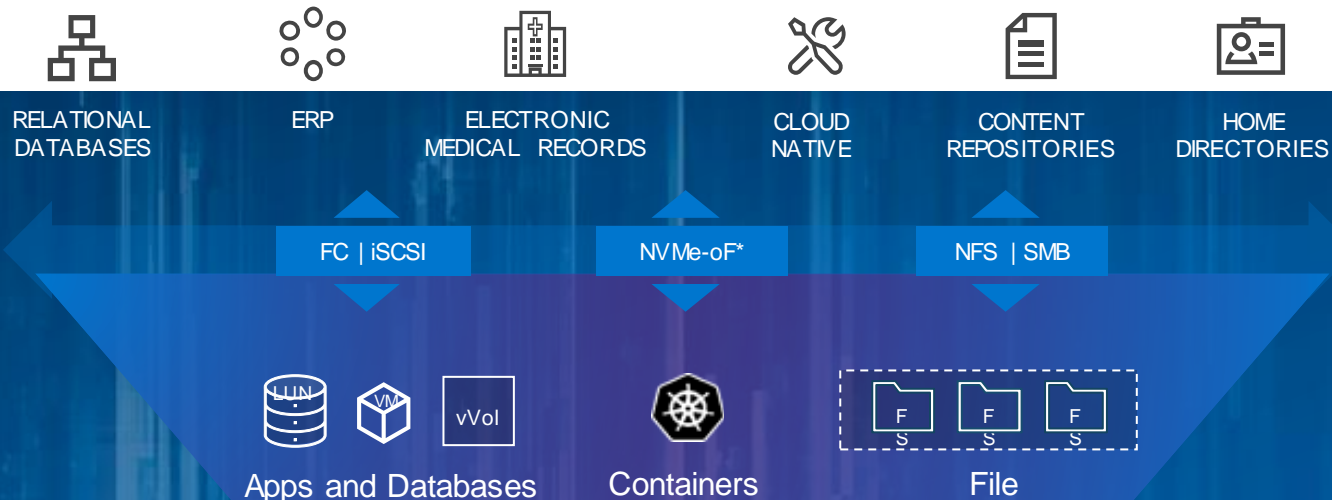
**Flexible**  
Deployment



**Flexible**  
Consumption

# Any workload

## Traditional and modern workloads



\*NVMe-oF coming in a future release

# EDGE – CORE - CLOUD

## Business Edge

Data-intensive  
applications



**PowerStore**  
AppsON

Use up to  
**70%**  
less rack space

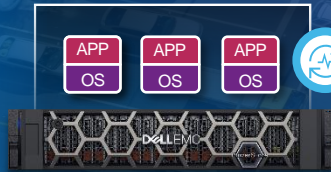
Small footprint,  
easy to deploy

Optimized for data  
retention and flexibility

Data can be replicated  
to core data center

# Business Edge

Data-intensive applications



**PowerStore**  
AppsON

Run analytics locally



Streaming data

Small footprint,  
easy to deploy

Optimized for data  
retention and flexibility

Data can be replicated  
to core data center

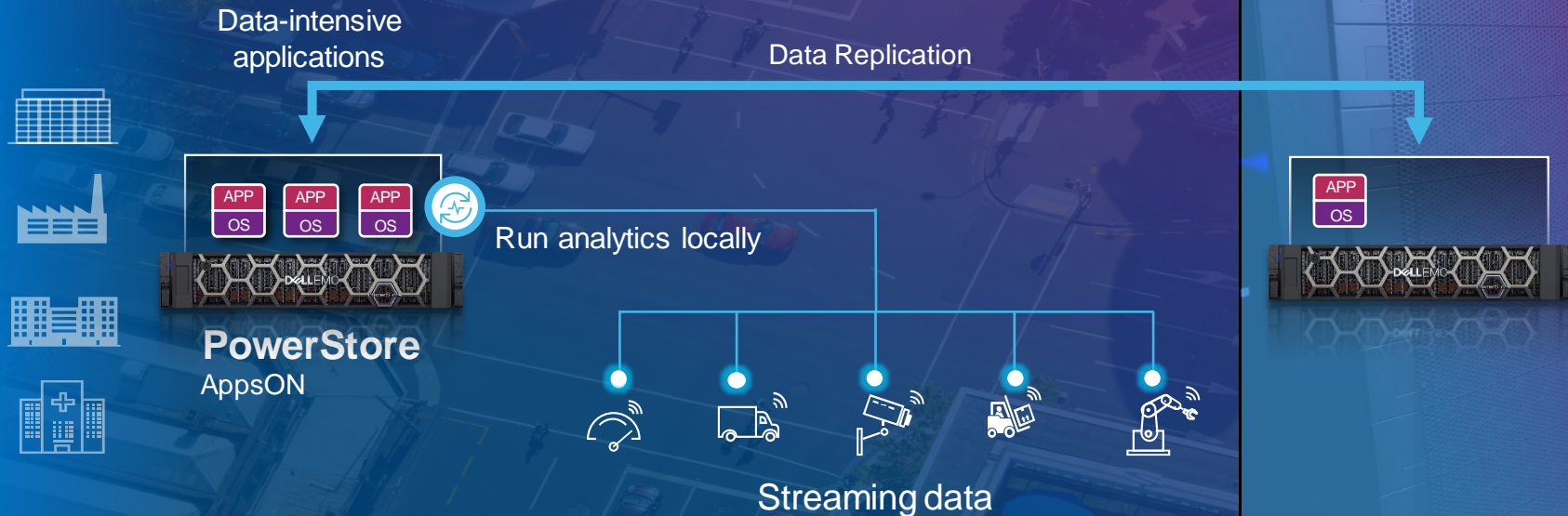


EDGE

# Business Edge

CORE

CLOUD

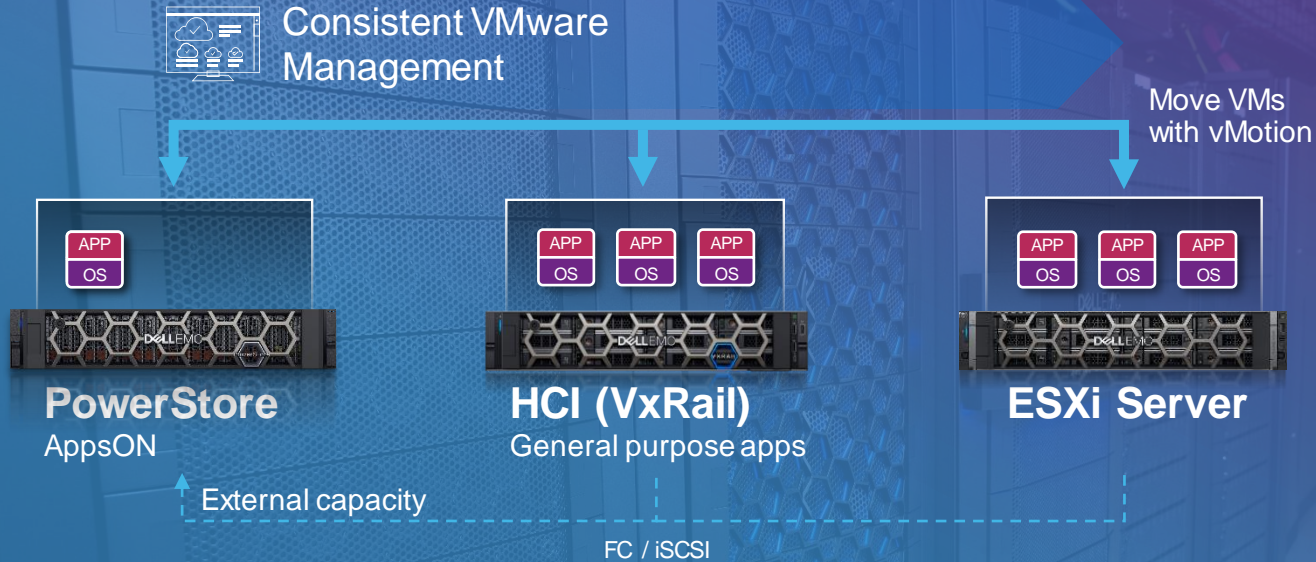


Small footprint,  
easy to deploy

Optimized for data  
retention and flexibility

Data can be replicated  
to core data center

# Data center modernization



Utilizes existing  
infrastructure investments

Complements other  
platforms, including HCI

Migrate external apps to  
PowerStore in **mins**

# Data center modernization

EDGE

CORE

CLOUD



## WORKLOAD CLUSTERS

Data-intensive apps

**PowerStore**



General purpose apps

vSAN storage



## MANAGEMENT CLUSTER

Management domain

vSAN storage

Provides external storage  
for VCF workload domains

Ideal for data-intensive  
applications

Offers complementary  
data services

EDGE

CORE

CLOUD

Cloud Validated Designs



vmware

Cloud Foundation



PowerStore

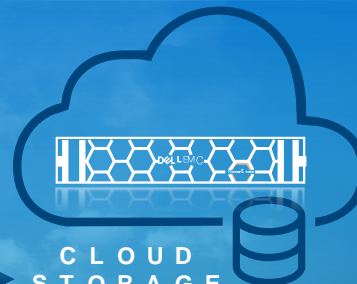
AppsON

Operational consistency



Multi-cloud access

Application and data migration



CLOUD STORAGE SERVICES

Data Replication

Seamless application mobility with VCF

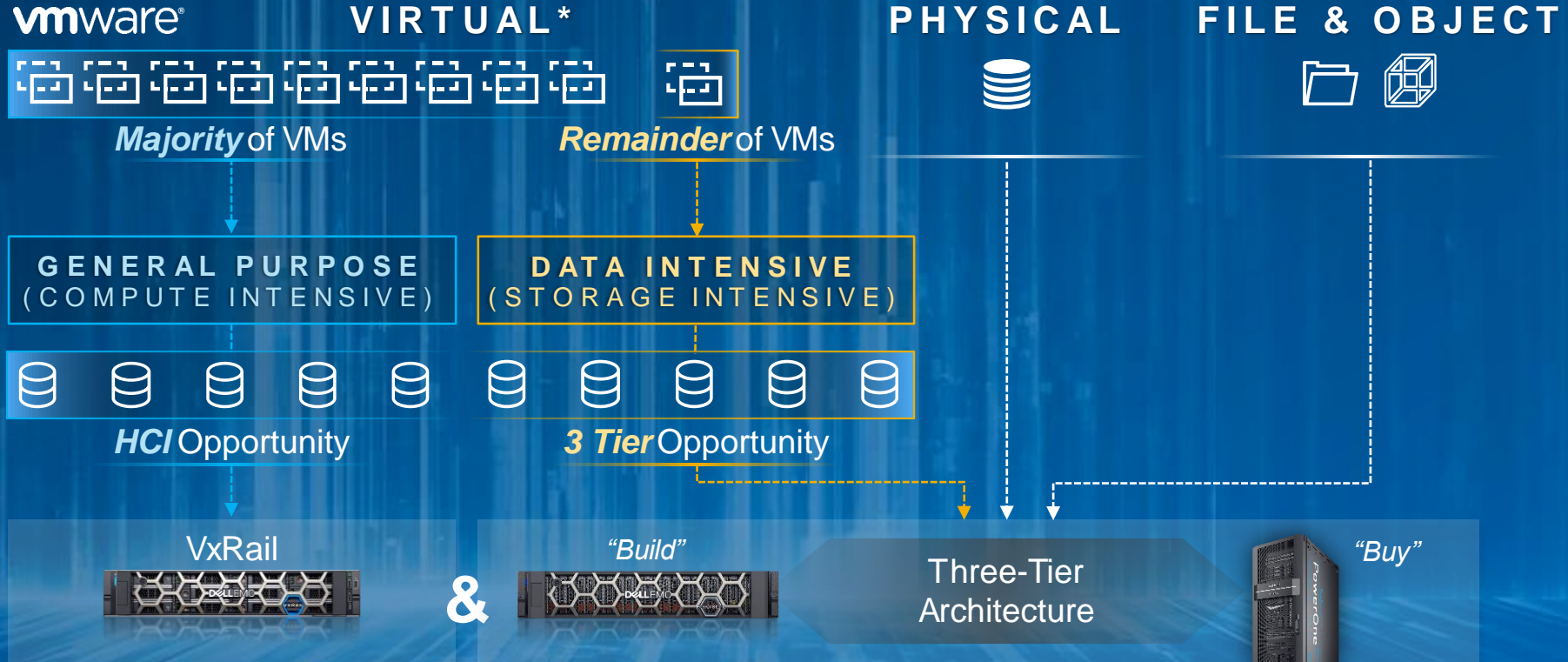
Multi-cloud for workload migration, analytics, test/dev

Scalable, resilient cloud-attached storage

# VMware and HCI Positioning

# Workload diversity

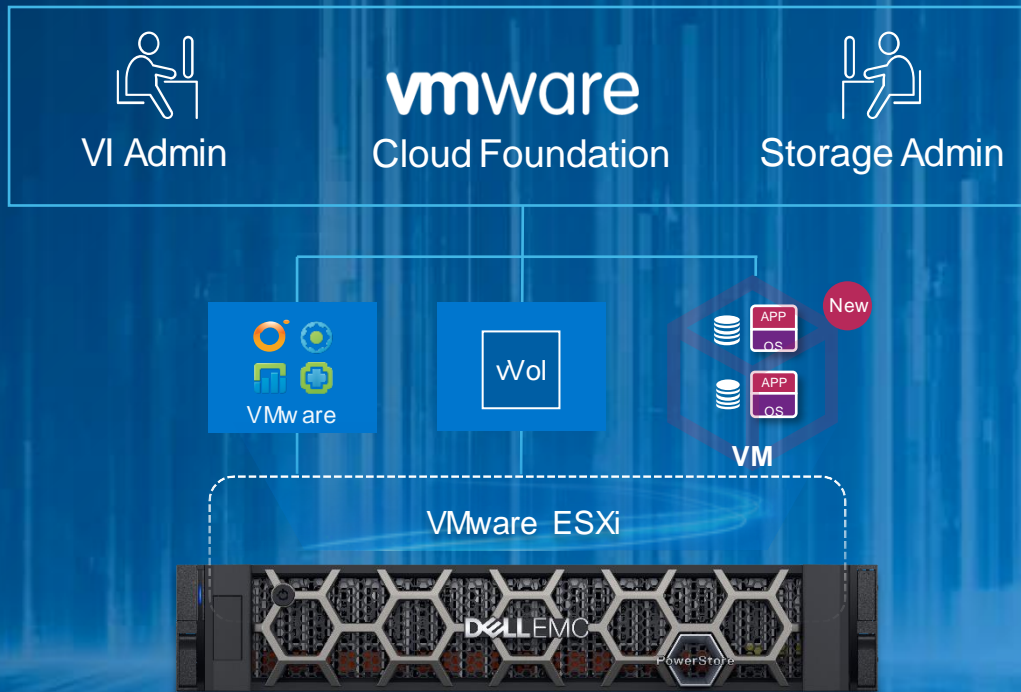
All environments have mix of workloads driving diverse infrastructure requirements



\*Typical of over 250 accounts with 1 million VMware VMs analyzed

# VMware integration

Enabling consistent operations



## VMware Integration points:

- ESXi (VAAI & VASA)
- vVols
- vRO/vRA
- VMware Cloud Foundation

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The only purpose-built array with a built-in VMware ESXi hypervisor

# PowerStore and VxRail – complementary architectures

## PowerStore X\*

### Data-intensive VMs

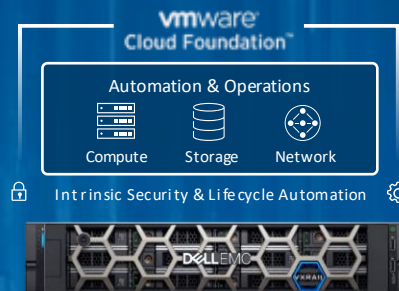


### Purpose-built hardware and services

High capacity, storage-intensive workloads  
Efficiency, always-on data reduction  
Simultaneously serves external storage

## VxRail

### General purpose VMs



### PowerEdge server

Virtualized, more compute-intensive workloads  
Full stack integration and automation  
Simplified lifecycle management

Mobility  
(vMotion)

\*With AppsON capabilities



# Workloads and Solutions

# Workload Characteristics in the Data Era

Powerful high value workload requirements for optimizing business

## Data-centric

Data availability from edge to cloud with no restrictions

## Intelligent

Faster insight with modern autonomous operations

## Adaptable

Easily managed operations and data security



# PowerStore: Microsoft SQL Server Workloads



Optimize and simplify SQL  
and Big Data Clusters

## Data-centric

- Consolidate all server versions and entire MS data estate
- Eliminate ETL processes with Big Data Clusters
- 4:1 Data reduction guarantee

## Intelligent

- Automate deployments of Microsoft SQL Server 2019
- Intelligent data placement to improve utilization
- Health monitoring, insights, and analytics

## Adaptable

- Right-size for initial deployment and easily scale
- Eliminate future data migrations with Anytime Upgrades
- Protect and repurpose Microsoft SQL Server with snapshots

# PowerStore: VMware Workloads



Optimize and simplify virtual environments from edge to core to cloud

## Data-centric

- In-line always-on deduplication and compression for VM data
- Simplified Storage administration through vVols
- Natively secure data with (D@RE)

## Intelligent

- Data placement recommendations
- VM latency reduced by running on PowerStore with AppsON
- Automation Integration (VAAI, VASA, VCF, vRealize)

## Adaptable

- Scale-up and Scale-out as requirements change
- Future-Proof with Anytime Upgrades
- Deployment flexibility – move and run VMs where needed

# PowerStore: Optimize Oracle



Achieve data-driven  
business outcomes with a  
modern foundation

## Data-centric

- All-Flash drives NVMe, Intel Optane SCM, or Hybrid
- Consolidate versions with low latency and high bandwidth
- Agile scale UP, OUT, or DOWN

## Intelligent

- Cloud-enabled virtual infrastructure for IaaS | DBaaS
- DBA Management for quickly making DB copies
- Self-encrypting and array-based self-managed keys

## Adaptable

- DB protection with Oracle DBA control
- DR & Business continuity for critical data
- Minimal space required for additional copies

# PowerStore: Next-Generation Analytics



Optimize and simplify from  
the edge to the cloud

## Data-centric

- Flexible scaling for mixed Analytic Workloads
- NVMe SSD Intel Optane Storage Class Memory (SCM)
- Performance for both development and deployment

## Intelligent

- Unmatched agility with AppsON
- Superior VMware vSphere integration
- Self-encrypting and array-based self-managed keys

## Adaptable

- PowerStoreOS microservices automation and management
- Deployment flexibility – modernize the core, edge, and cloud
- Future-Proof with Anytime Upgrades

EDGE



CORE

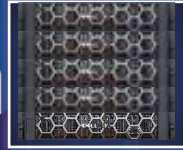


CLOUD

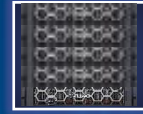
CLOUD



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Operational consistency with

vmware  
Cloud Foundation

**DELL**Technologies