DELL Technologies

A P E X

SOLUTION BRIEF

Dell APEX Storage for Public Cloud

A comprehensive, enterprise-class family of native public cloud block, file and protection storage software

Simplicity

- Benefit from consistent tools and experience across on-premises and public cloud environments
- Manage, monitor, and move data and containers, all through a centralized console
- Improve TCO with up to 82%-87% cost savings[1] and leverage pre-committed cloud spend

Agility

- Access the right resources in the right place based on existing cloud strategy
- Utilize highly scalable architecture purpose-built to accommodate diverse workloads
- Move data between on-premises and public cloud environments to align with workload requirements

Control

- Take advantage of advanced data services and enterprise-class reliability required to confidently run mission critical workloads
- Ensure security and integrity of data with enterprise-class storage software
- Achieve end-to-end visibility and role-based policy enforcement across storage environments

Most organizations today pursue a multicloud strategy, seeking best-in-class capabilities to enhance outcomes and the flexibility to choose the right path to meet objectives. However, this transition toward a multicloud model is often accompanied by significant challenges. A recent survey by Enterprise Strategy Group (ESG) revealed that 81% of respondents grapple with application and data portability across locations, 82% struggle to properly size workloads for the optimal infrastructure, and 86% regularly migrate applications or data from on-premises to the public cloud.[2] Therefore, IT leaders often find themselves navigating a complex decision-making process while also contending with consistent multicloud challenges such as unpredictable cloud costs, management complexity, cloud inconsistencies, IT skills gaps, and limited visibility across multicloud environments.

Multicloud by design with Dell APEX

Organizations love the agility and efficient service delivery of the cloud operating model. However, managing multiple incompatible public clouds in a siloed multicloud environment can be complex, with dispersed workloads and data making it difficult to mitigate risk, maximize performance, and control costs while simultaneously ensuring efficiency and productivity. To overcome the complexities and constraints of multicloud by default, Dell APEX delivers multicloud by design, empowering you to optimize the placement of data and workloads to maximize value.

Solution: Dell APEX Storage for Public Cloud

Elevate your multicloud experience with Dell APEX Storage for Public Cloud, a comprehensive enterprise-class family of native public cloud block, file and protection storage software. Simplify operations with a consistent experience and intuitive management across on-premises and public cloud environments. Improve total cost of ownership (TCO) and leverage pre-committed cloud spend to optimize costs. Enhance agility with seamless multicloud data mobility and highly scalable architecture so you can access the right resources in the right place based on existing cloud strategy. Ensure control with enterprise-class reliability including advanced data services, high performance and unparalleled cyber-resiliency required to confidently run mission critical workloads.

Use cases

Extend on-premises infrastructure to the cloud: create a universal storage layer across your multicloud infrastructure with common software-defined storage services throughout public and private cloud. This enables multicloud management to orchestrate seamless data mobility across locations for a true hybrid cloud model.

Run mission critical workloads in the cloud: With advanced data services such as snapshots and replication, advanced security and encryption capabilities, and a resilient architecture with enterprise-class features such as high availability and low latency, you can confidently support mission critical workloads in the public cloud.

Integrate data with public cloud services: As workloads transition to the cloud, you can leverage the services inherent in specific public cloud environments. Seamless data mobility enabled by a universal storage layer allows you to choose the right services for each workload. Utilize public cloud services for geographic expansion or cloud compute, and private cloud to help comply with data governance and security requirements.

Optimize costs and streamline TCO: Utilize pre-committed cloud spend along with Dell Transformational Licensing Agreements (TLAs), and place storage resources in the environment that provides the highest return on investment.

A comprehensive family of solutions

Dell APEX Block Storage for Public Cloud is the industry's most resilient and flexible cloud storage offering.[3] With up to 87% cost savings[4] and over 100X better performance compared to native cloud block storage[5], you can confidently run diverse block workloads in the public cloud without performance, scale, or resiliency limitations. This solution is available on AWS and Microsoft Azure.

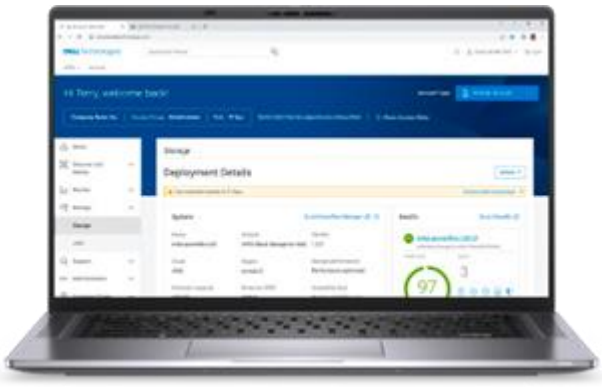
Dell APEX File Storage for Public Cloud delivers the proven capabilities of the #1 NAS solution[6], OneFS, in the public cloud. Run a wide range of file-based workloads without the traditional limitations and risks often associated with the public cloud. This offer delivers the most advanced file storage capabilities on AWS and Microsoft Azure[7].

Dell APEX Protection Storage for Public Cloud delivers industry-leading data protection storage on AWS, Microsoft Azure, Google Cloud, and Alibaba Cloud. With over 24 exabytes of data protected by Dell software in public clouds, and over 1800 customers that trust Dell Technologies to protect their data in the cloud[8], this solution enables you to run software-defined data protection storage in the public cloud for a broad ecosystem of backup and archive applications.

Dell APEX Navigator

Dell APEX Navigator unlocks a new standard of excellence for multicloud management and operations through simple, secure software, unified across public cloud and on-premises. With Dell APEX Navigator, you can elevate your multicloud experience through streamlined management, accelerated productivity, and secure multicloud operations.

Redefine management and operations excellence so you can drive rapid innovation and modernize operations, such as the ability to reduce time spent configuring cloud infrastructure by up to 95%[9] when deploying Dell storage in the public cloud. Utilizing an API-first architecture, Dell APEX Navigator integrates with your existing tools while providing built-in processes that optimize workload placement, facilitate Zero Trust adoption, and provide actionable intelligence.



Elevate your multicloud experience

This comprehensive family of block, file, and protection storage software solutions enables you to overcome your multicloud challenges with:

- Optimized costs resulting in TCO improvements
- Intuitive management through a centralized console
- Unparalleled performance and advanced data services for mission critical workloads
- Operational consistency with seamless data mobility between on-premises and public cloud
- Centralized governance with end-to-end visibility and role-based policy enforcement

Elevate your multicloud experience with the simplicity, agility and control of Dell APEX Storage for Public Cloud.

Learn more about Dell APEX Storage for Public Cloud

Contact a Dell Technologies Expert

[1] Based on a Silverton Consulting white paper, sponsored by Dell Technologies, "Conceptual TCO: Dell APEX Block Storage for Public Cloud," October 2023. Systems were configured to support IOPS performance of 7,740 KIOPS for competitor 1 and 10,700 KIOPS and throughput of 239,000 MPBS for competitor 2. The Dell solution assumes 4:1 thin provisioning vs thick provisioning for the competitor solutions. Actual costs will vary depending on the thing provisioning factor used, region, data change/snapshot rates, capacity, type of storage and instances used, and other factors. Full report.

[2] Source: Enterprise Strategy Group, "Multi-cloud Application Deployment and Delivery Decision Making," June 2023. Based on survey of 350 IT professionals responsible for evaluating, purchasing, and managing applications at large midmarket (500 to 999 employees) and enterprise (1,000+ employees) organizations in North America.

[3] Based on Dell analysis of storage software deployable on AWS, Azure, and Google Cloud, May 2023.

[4] Based on a Silverton Consulting white paper, sponsored by Dell Technologies, "Conceptual TCO: Dell APEX Block Storage for Public Cloud," October 2023. Systems were configured to support IOPS performance of 7,740 KIOPS. The Dell solution assumes 4:1 thin provisioning vs thick provisioning for the competitive solution. Actual costs will vary depending on the thing provisioning factor used, region, data change/snapshot rates, capacity, type of storage and instances used, and other factors. Full report

[5] Based on Dell analysis comparing maximum IOPS published results, September 2023. APEX Block Storage for AWS maximum performance using a single Amazon EC2 instance store (i3en.12xlarge), NVME attached storage, running 4KB IO size, 100% random read per SDS and assumes public cloud volumes consolidate performance of entire storage pool in a single volume. Actual results may vary.

[6] Dell is ranked #1 globally in NAS solutions for external OEM storage in IDC WW Quarterly Enterprise Storage Systems Tracker, 2023 Q4 historical release. Ranked by vendor revenue.

[7] Based on Dell analysis of software capabilities, March 2024.

[8] Based on Dell Technologies analysis, January 2024.

[9] Based on internal testing, January 2024, when comparing the manual configuration of cloud components vs. Navigator-driven cloud component orchestration and automated deployment of APEX Block Storage for AWS.

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APEX