
AWS
re:Invent
NOV. 28 – DEC. 2, 2022 | LAS VEGAS, NV

PRT253

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# Bring your favorite Dell enterprise capabilities to AWS

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Senior Consultant
Dell

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# Bring your favorite Dell enterprise capabilities to AWS

Leader in data protection and storage



Consistent and proven solutions



Focus on security and data protection



DELL Technologies and aws

# AWS Partnership overview



Industry-leading solutions in AWS Marketplace



Dell is investing in AWS Partnership



Dell is an AWS ISV Accelerate Partner

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## Simplicity

Take advantage of cloud experiences everywhere

CHOICE

CONSISTENCY

FREEDOM

## Agility

React quickly to capture new opportunities

ADAPTABILITY

FLEXIBILITY

PREDICTABILITY

# Dell APEX

Simplified cloud experiences that increase agility and control

## Control

Minimize risk and maximize performance on your terms

SECURITY

GOVERNANCE

PERFORMANCE


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# Bringing our enterprise data services and software innovation to AWS



Software-defined advanced data services



Cyber resilient cloud data protection



Simplified and hybrid developer solutions


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# Software-defined advanced data services

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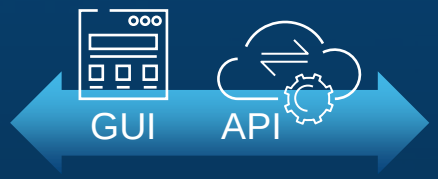
# Project ALPINE

## Bringing Dell storage software to public clouds



### Power up your cloud

- Bring Dell storage software for block, file, and object to public cloud
- Combine the power of Dell storage services with native public cloud services




### Consistent experience

- Consistent experience to/from PowerStore, PowerFlex, PowerScale, and/or ObjectScale on premises
- Streamlined experience across major public clouds




### Bring data to cloud applications

- Seamless data mobility without retraining people or refactoring applications
- Leverage public cloud services against historical data collections and data lakes
- Available in marketplace or native service

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# PowerFlex cloud storage

## Designed for the cloud

Deployed on compute instances

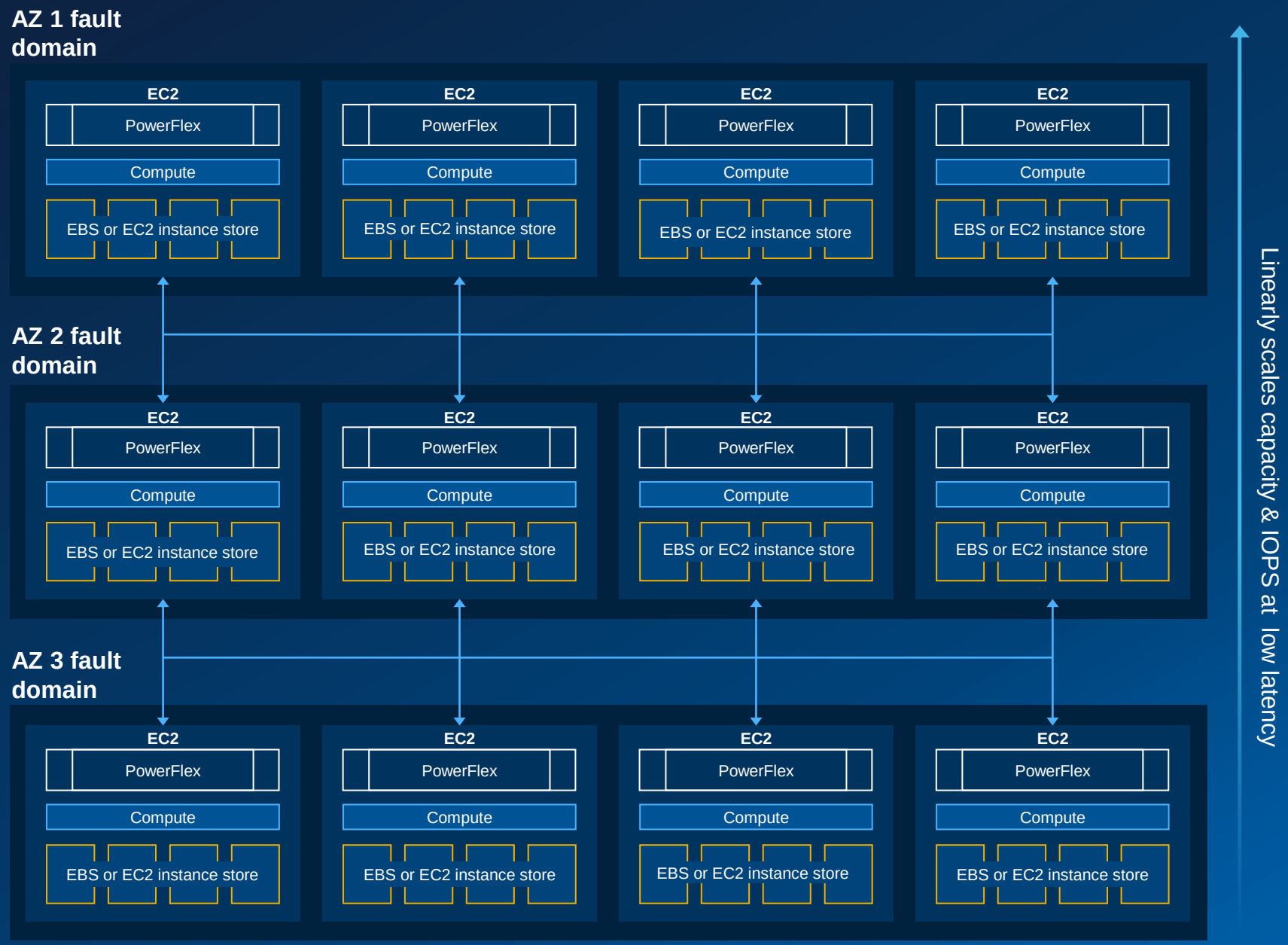
Utilizes Amazon EC2 instance store or Amazon EBS

Scales linearly by federating instances

No performance limitations

Chooses your instance configurations based on the use case

Protection across Availability Zones





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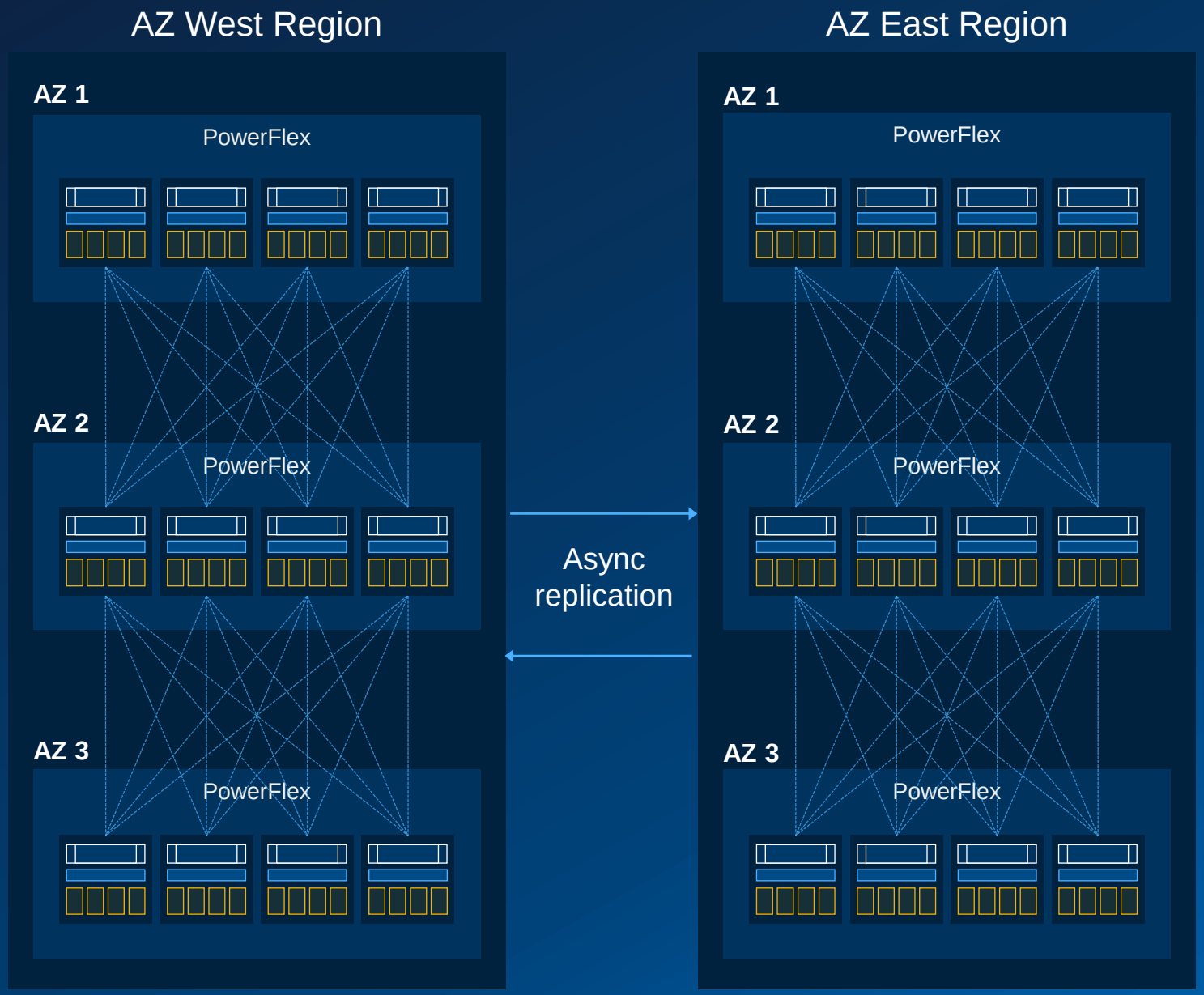
# Taking data protection to another level

Inter-Region or on premises to cloud

On premises to public cloud

Across hyperscale regions

Reducing workload disruptions

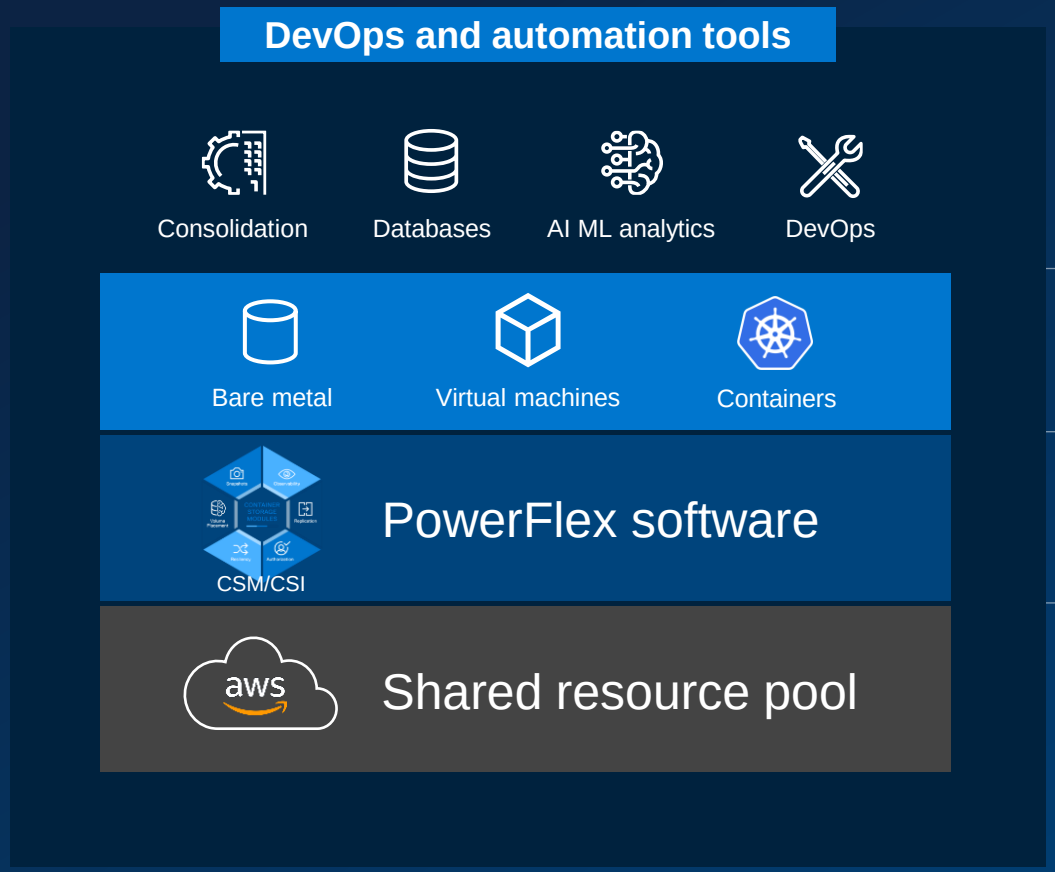




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# PowerFlex cloud storage

## Unprecedented results




**Extreme performance and scalability**
Meet mission-critical SLAs effortlessly

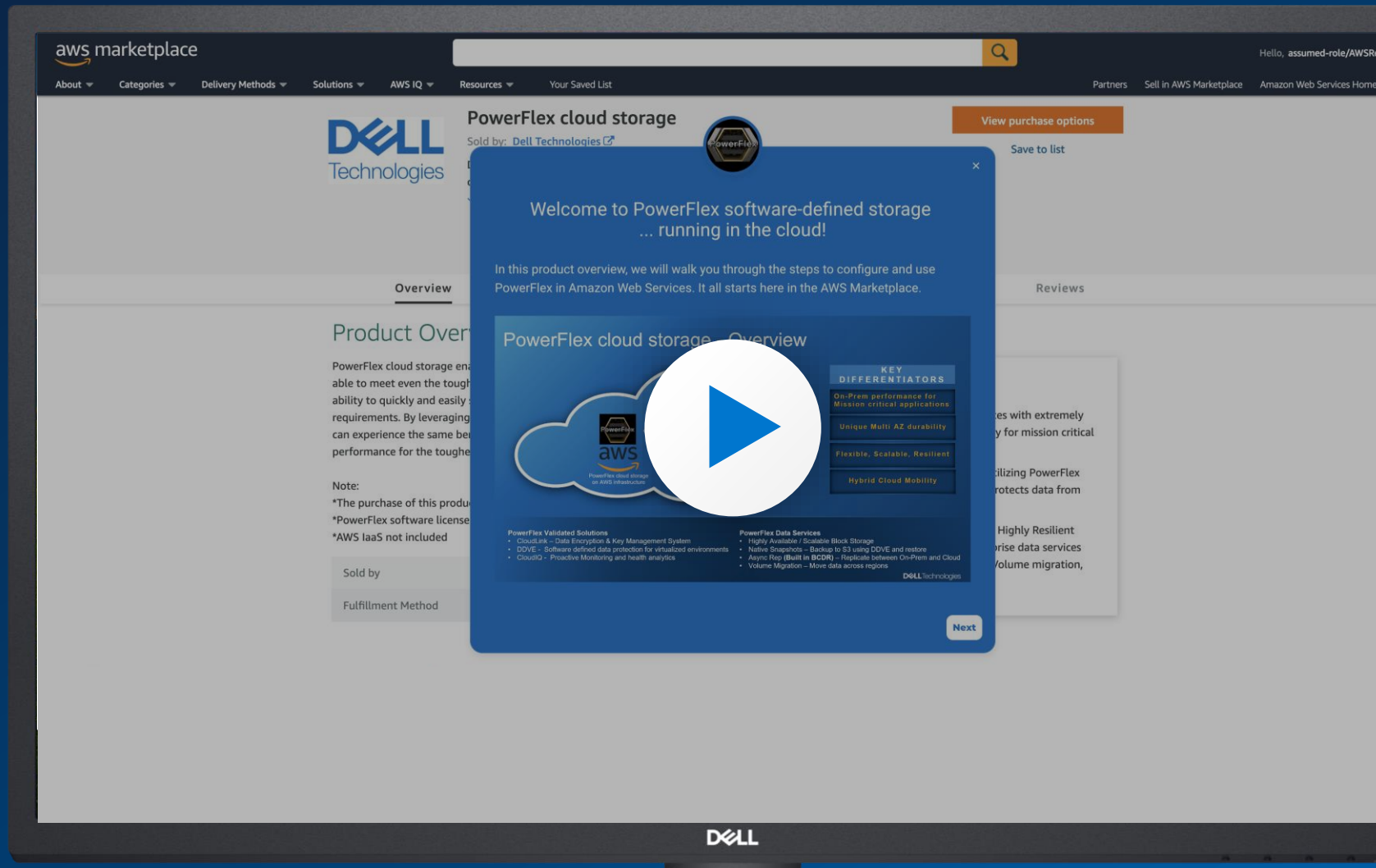
**Rapid rebuild and multi-AZ resilience**
Deliver stringent availability requirements

**Rich automation and orchestration ecosystem**
Simplify workflows from infrastructure through applications

**Integrated security, compliance, protection, and CDM**
Optimize security, compliance, and protection with out-of-box integrations


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# PowerFlex demo on AWS





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# Cyber resilient cloud data protection

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# AWS by Dell Data Protection leadership



**Over 14.2 EB**

of logical data being protected in AWS by Dell Data Protection[1]

Cloud integrated

**DELL DATA PROTECTION**

Cloud optimized



**2,900 patents**

Continuous pursuit of innovation with 2,900 active or pending Data Protection patents[2]



**60% YoY growth**

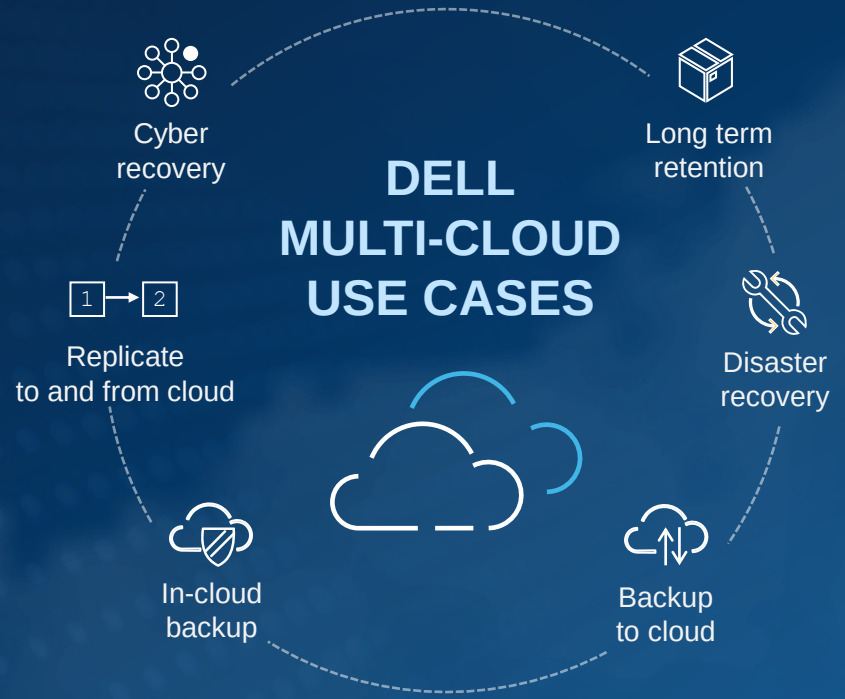
of data being protected on AWS by Dell Data Protection[3]

[1] Based on Dell Technologies analysis, October 2022
[2] Based on Dell Technologies analysis, February 2021
[1] Based on Dell Technologies analysis, January 2022


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# DELL DATA PROTECTION FOR aws




## Modern cloud consumption

- AWS Marketplace deployments
- Software-as-a-Service offerings
- Automated protection via REST APIs

## Modern cloud protection

- Protect Kubernetes in the cloud
- Protect cloud-native PaaS
- Protect SaaS-hosted workloads

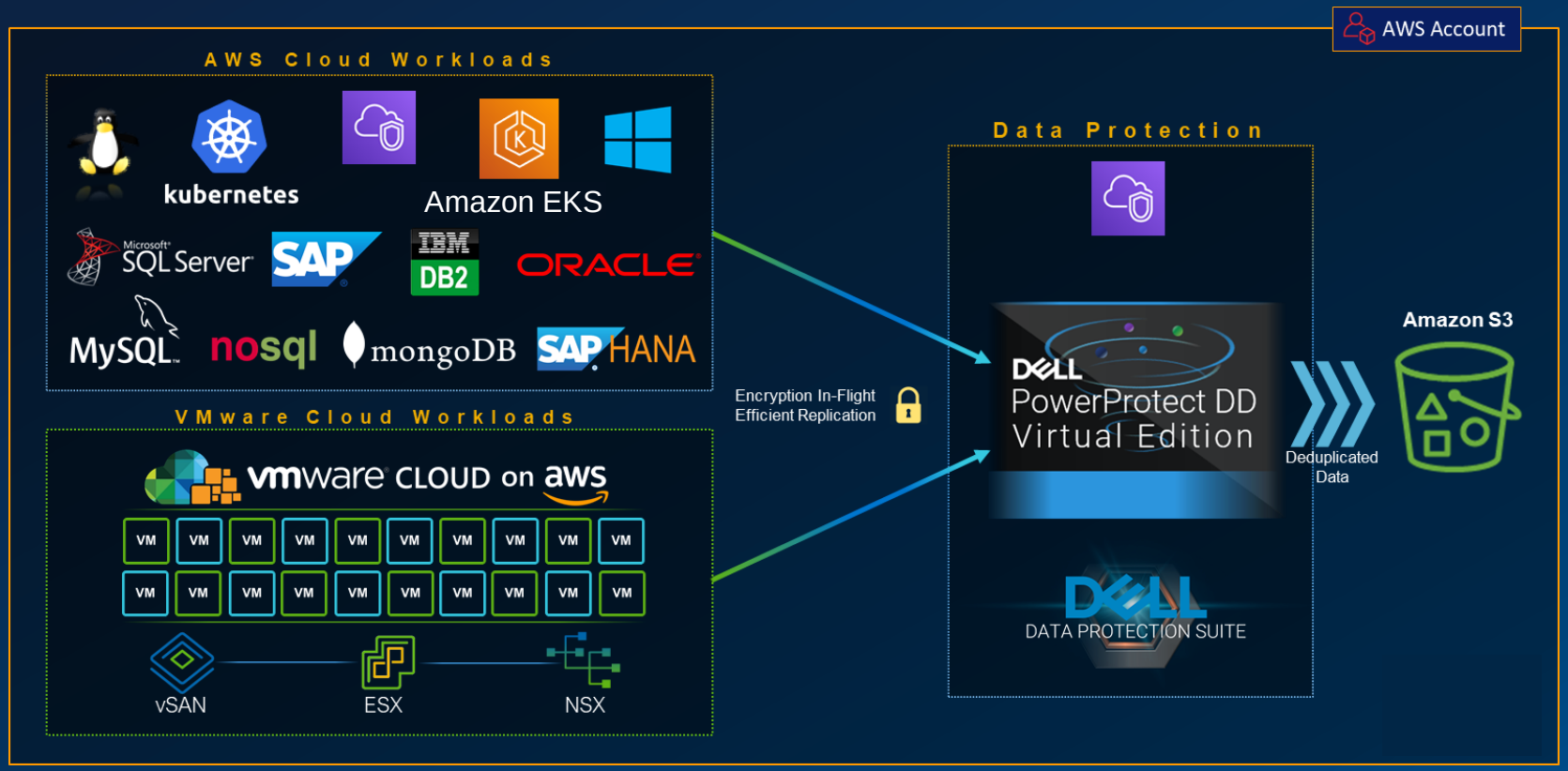

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# In-cloud data protection

## Data protection for AWS Cloud applications

### Software-defined cloud data protection

Deduplicated data | Object storage | 98% less network | 50% faster backups




## Benefits

- Enterprise data protection for AWS hosted applications
- The performance, efficiency, and reliability of PowerProtect DD in the cloud
- Store over 5 PB[1] of logical capacity per PowerProtect DD virtual instance
- Leverage industry-leading deduplication for lower TCO
- 50% faster backups using client or application direct technology
- Manage on-premises and in-cloud workloads from one location
- Simple deployment from the AWS Marketplace

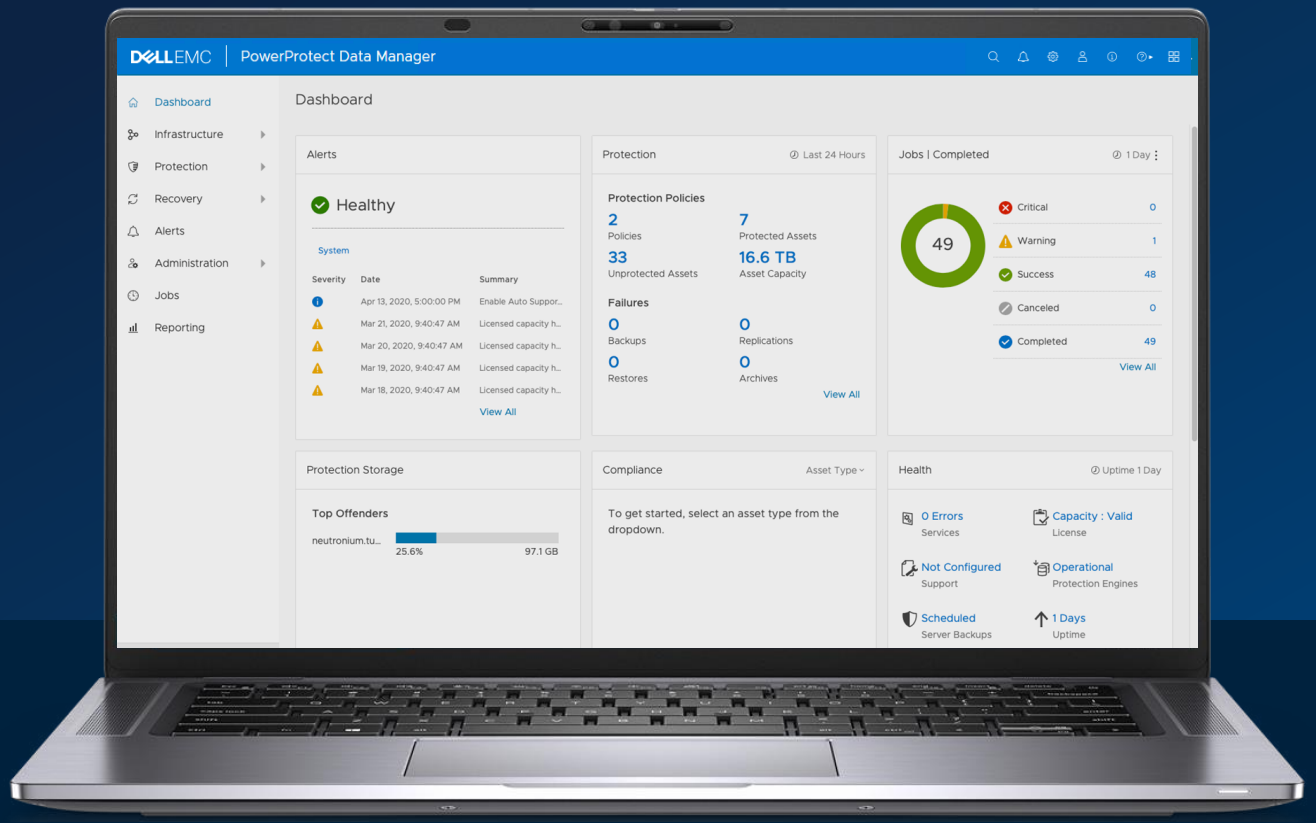
[1] Logical capacity @ 20x deduplication


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# PowerProtect data manager

## Cloud-optimized data protection




## Benefits

- Simplified protection for traditional and modern workloads
- Auto-discover/auto-protect
- Self-service restores
- Low cost to operate
- Available in AWS Marketplace


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# PowerProtect cyber recovery

Isolation, immutability, and intelligence

| On premises | Colocation | Public cloud |
| --- | --- | --- |
|  |  |   |

Modern protection and recovery for critical data from ransomware and cyber threats to **enable cyber resiliency and ensure business continuity**.


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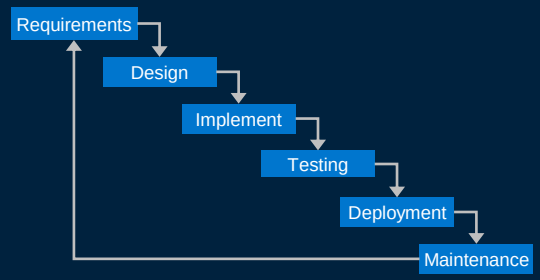
# Simplified and hybrid developer solutions

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# Emergence of cloud-native applications

## Traditional

Dev and IT operations




Waterfall / ITIL

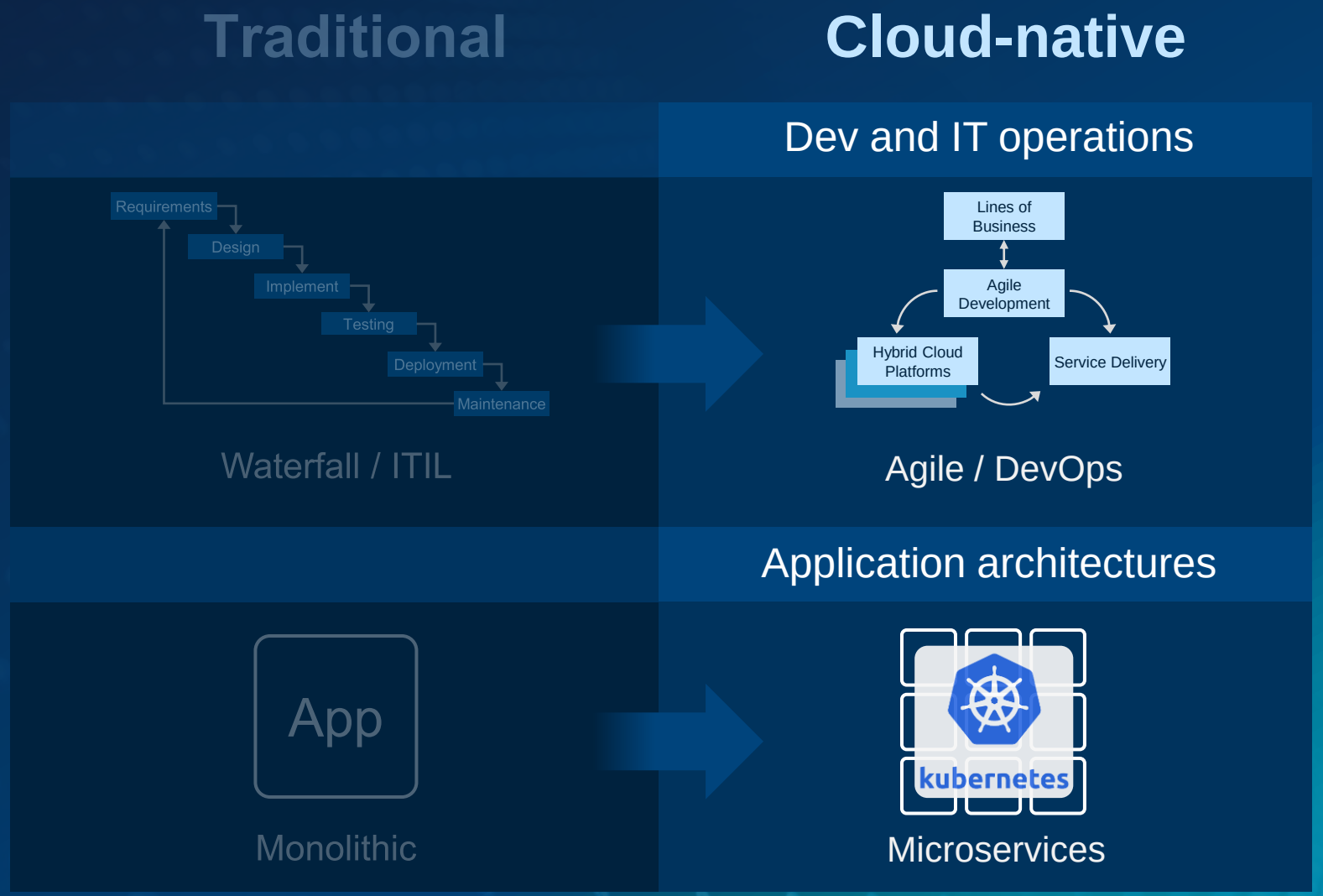
Application architectures

App

Monolithic


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# Emergence of cloud-native applications





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# Dell solutions for containerized workloads

## Choose your preferred Kubernetes ecosystem

Amazon EKS

OPENSHIFT

SUSE RANCHER

VMware Tanzu

## Platforms for your preferred cluster hosting approach

Build your own

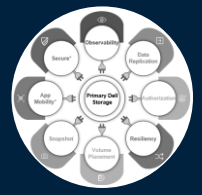
Turnkey

As-a-service

## Data persistence and protection

PowerProtect Data Manager

CSI Plugins



Container Storage Modules

Dell has solutions for all 6 top commercial Kubernetes distributions

Server, storage, and network – packaged to meet the needs of your applications teams

Deliver the right service levels and tools

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# Platforms for your preferred cluster hosting approach

## Build your own



PowerEdge



PowerStore



PowerMax



PowerFlex



ObjectScale

## Turnkey



VxRail



PowerFlex



PowerStore



Azure Stack HCI

## As-a-service



APEX private and Hybrid cloud

*Console + subscription*



APEX cloud services with VMware cloud

*Private, Dell managed*

Amazon EKS

RED HAT OPENSHIFT

SUSE RANCHER

VMware Tanzu

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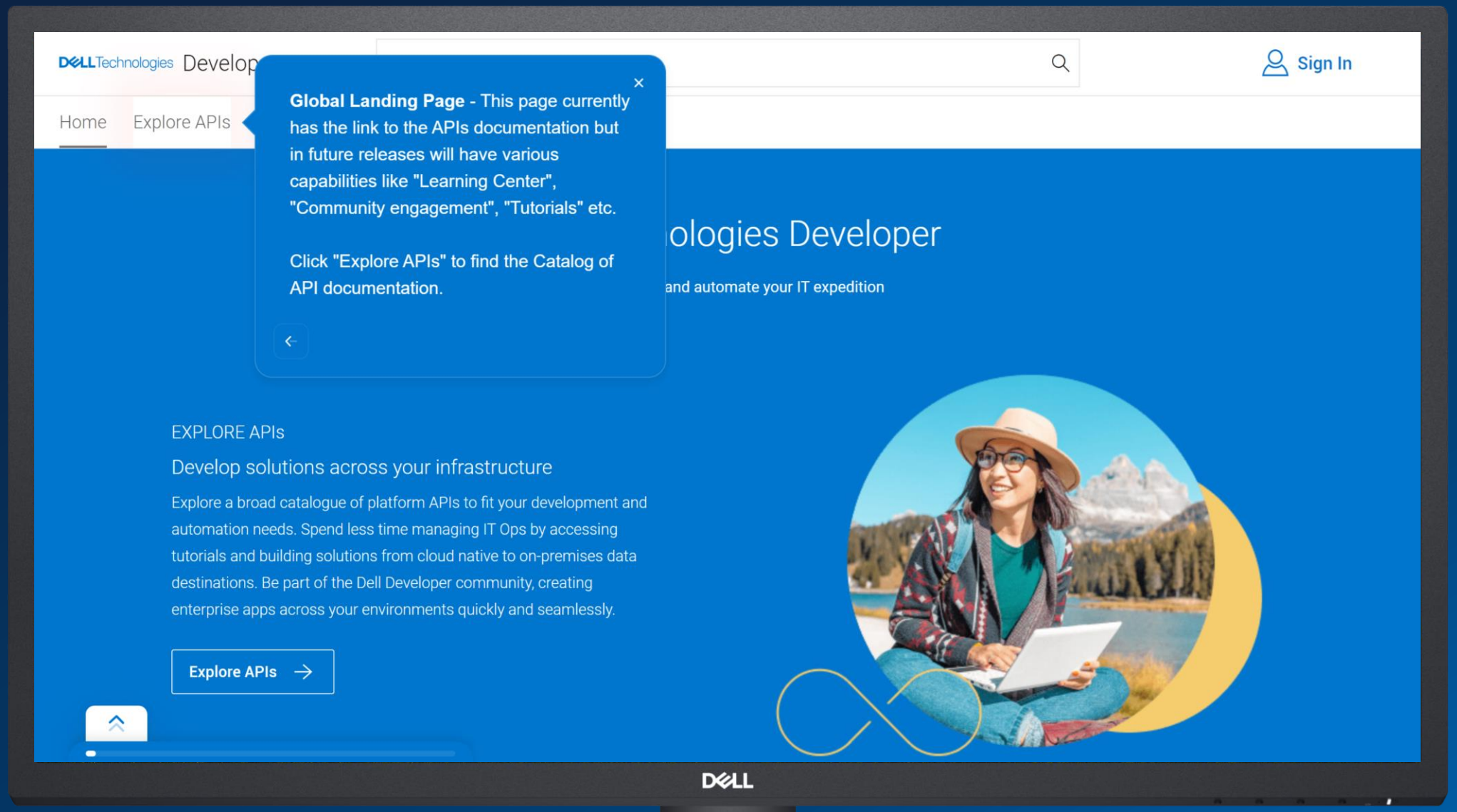
# Amazon EKS Anywhere overview

- Consistency between on-premises and public cloud clusters
- Simplify cluster installation with default configurations for the operating system and networking
- Same Kubernetes distribution deployed by Amazon EKS
- Customers can leverage support agreements with AWS for your Amazon EKS Anywhere cluster deployments and the integrated tools within



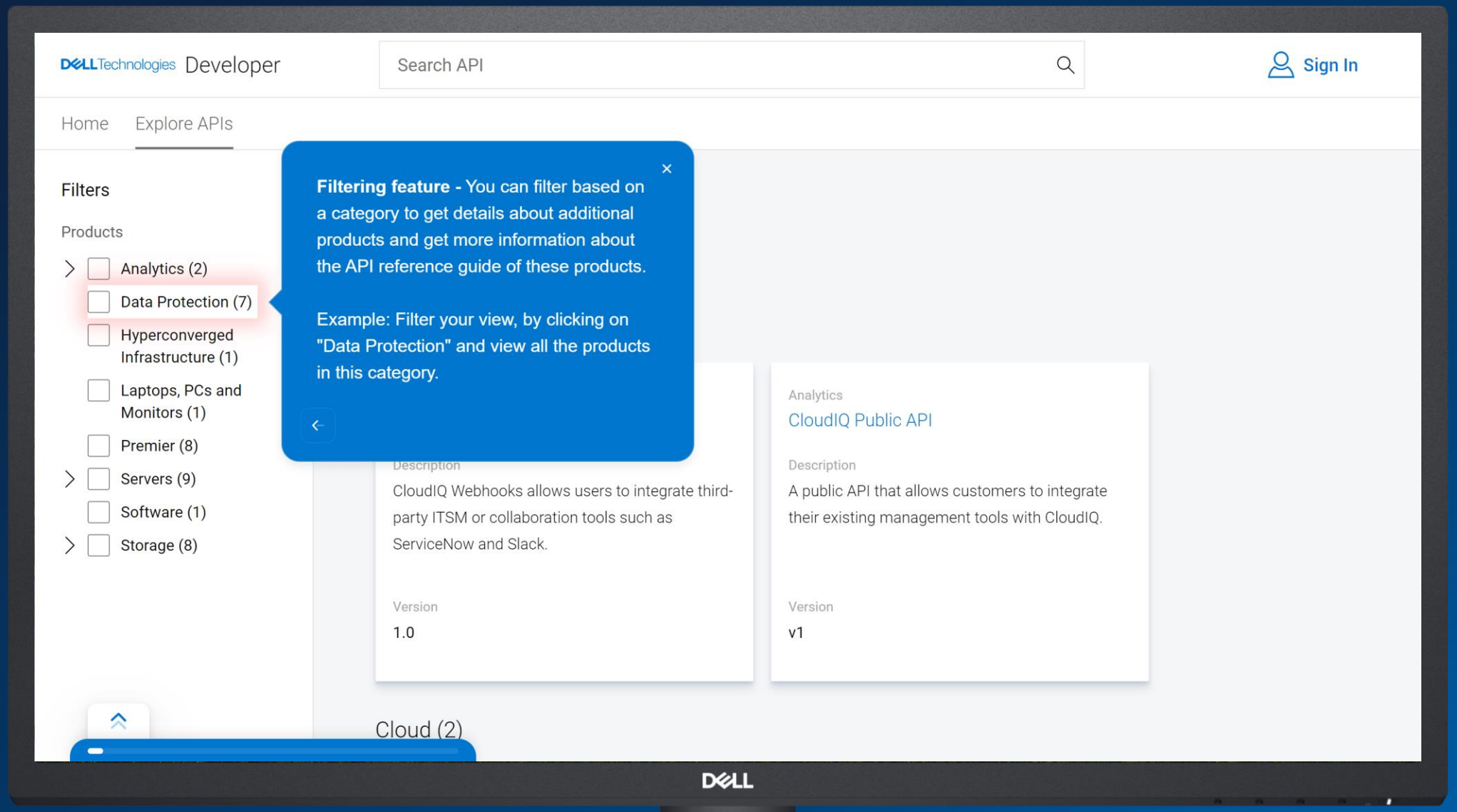

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# Dell Developer Portal and API documentation



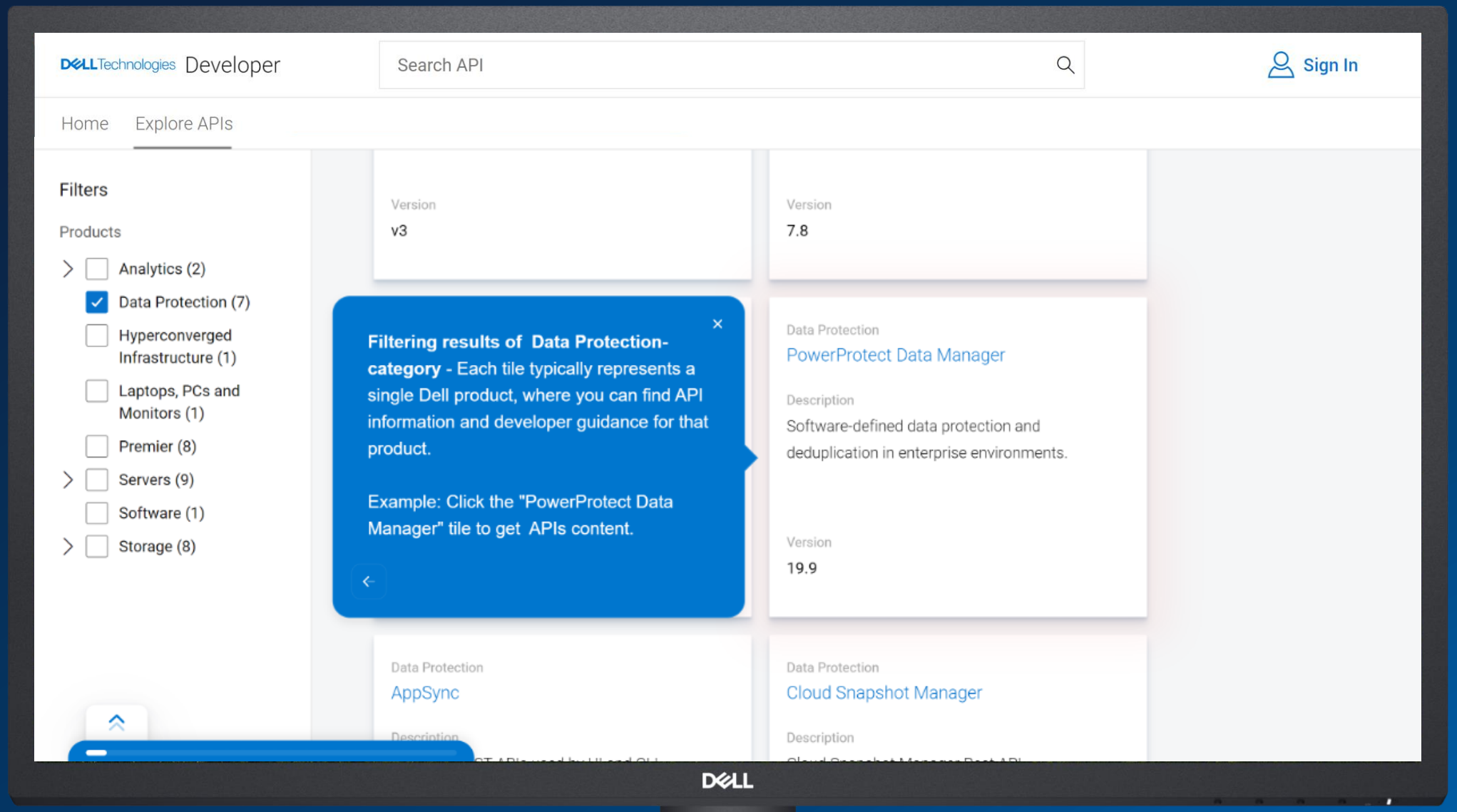

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# Easily filter between individual APIs



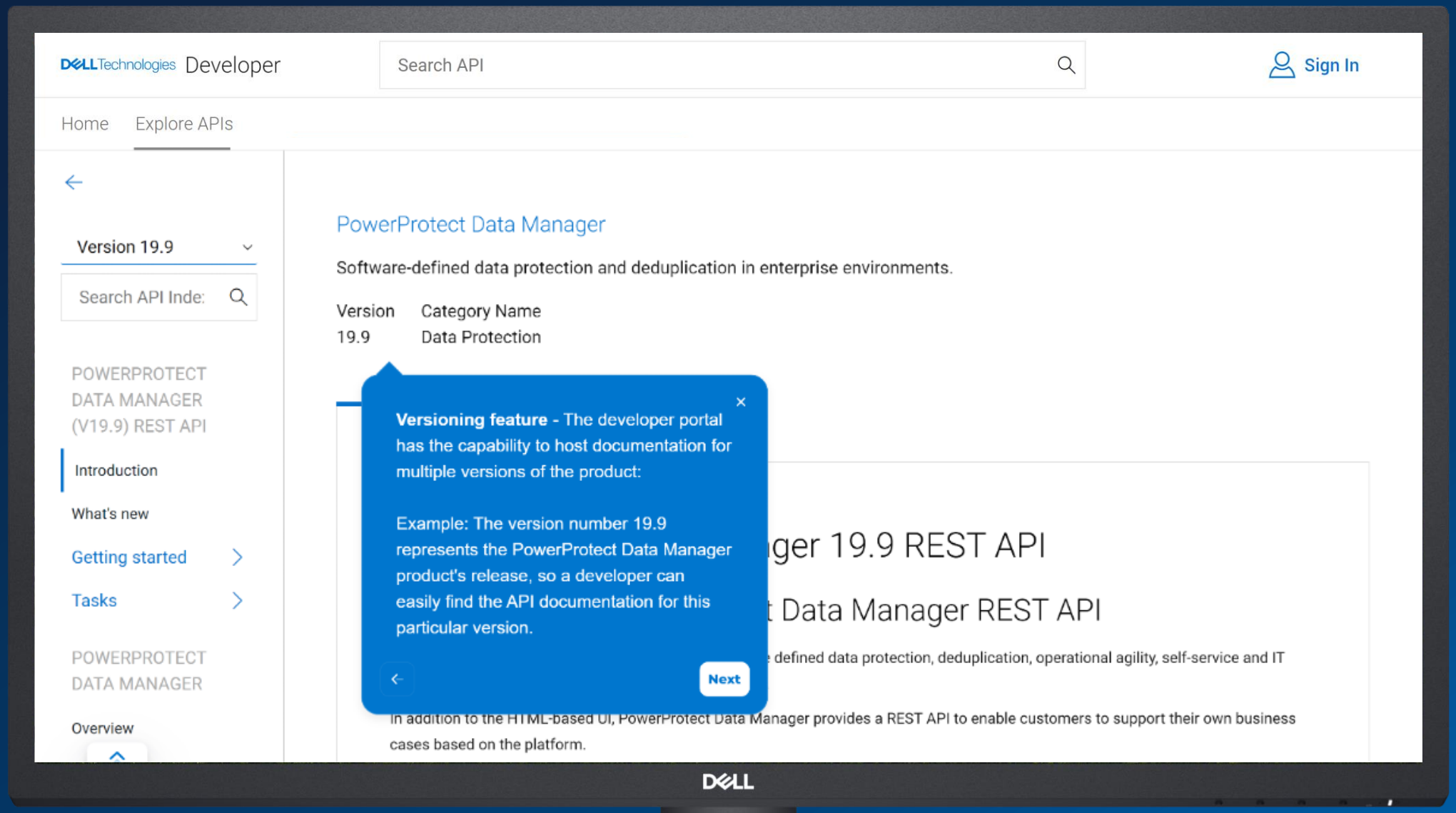

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# Dive into specific product APIs



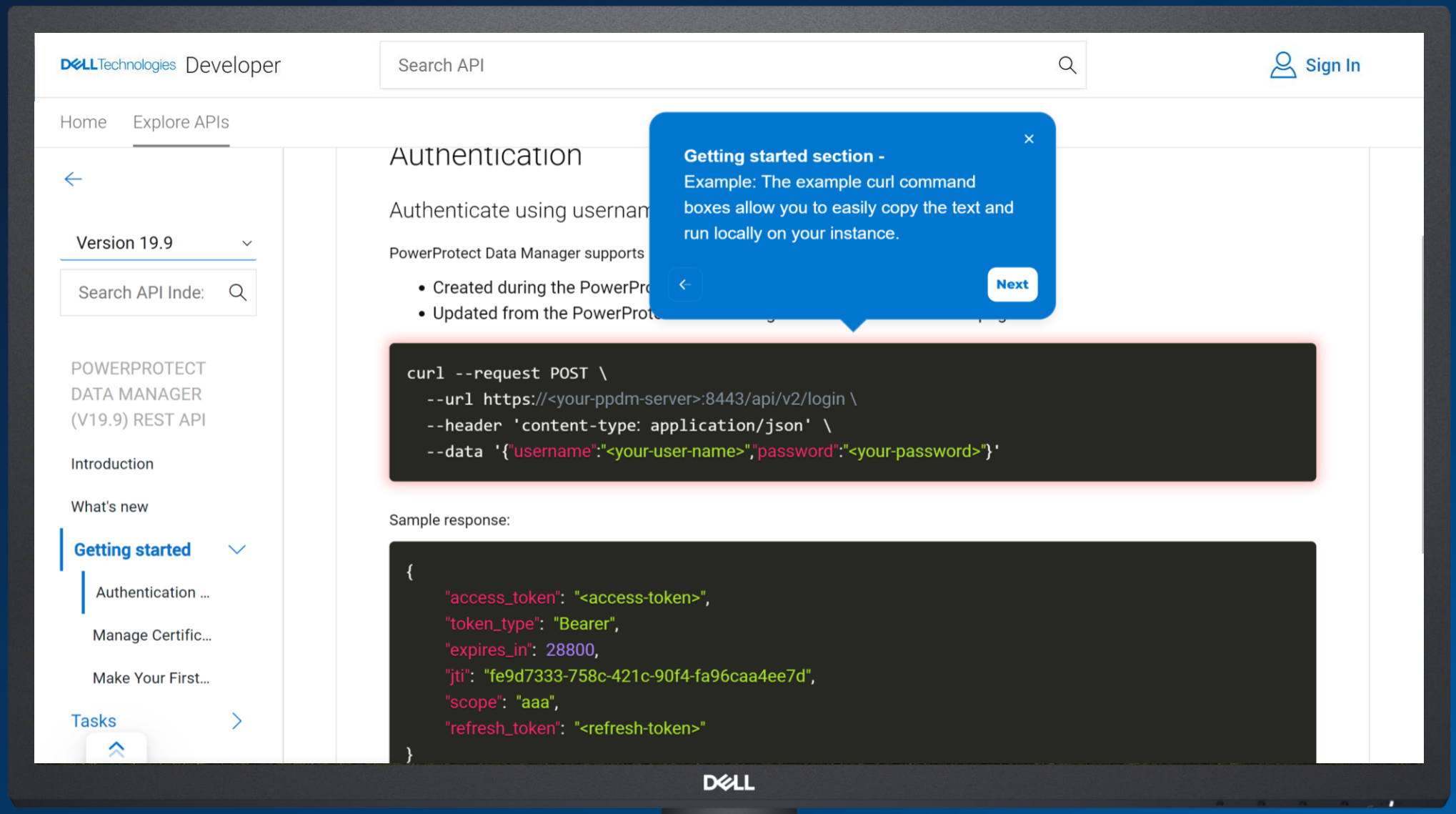

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# Know what API version you're working with



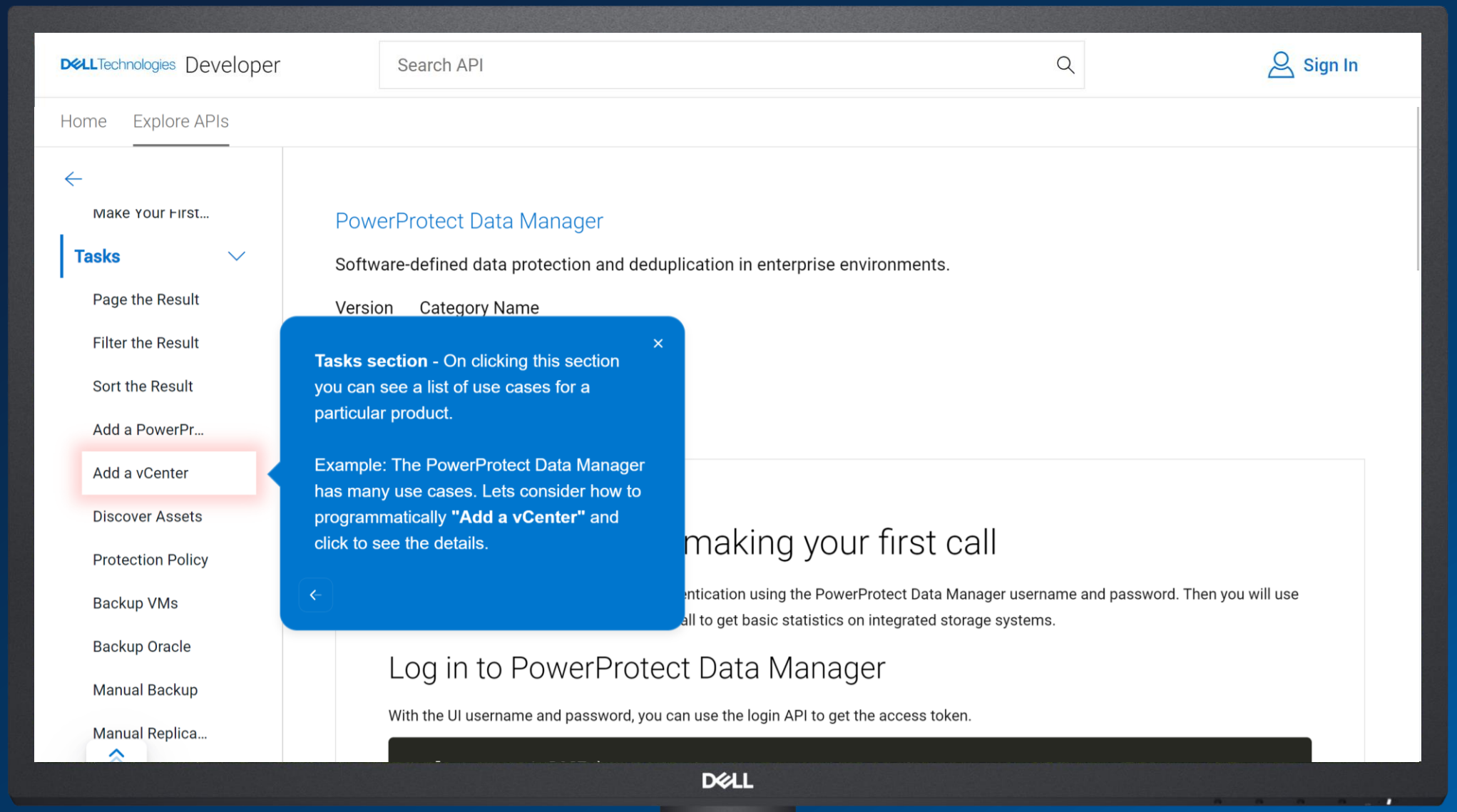

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# Get started using real API examples



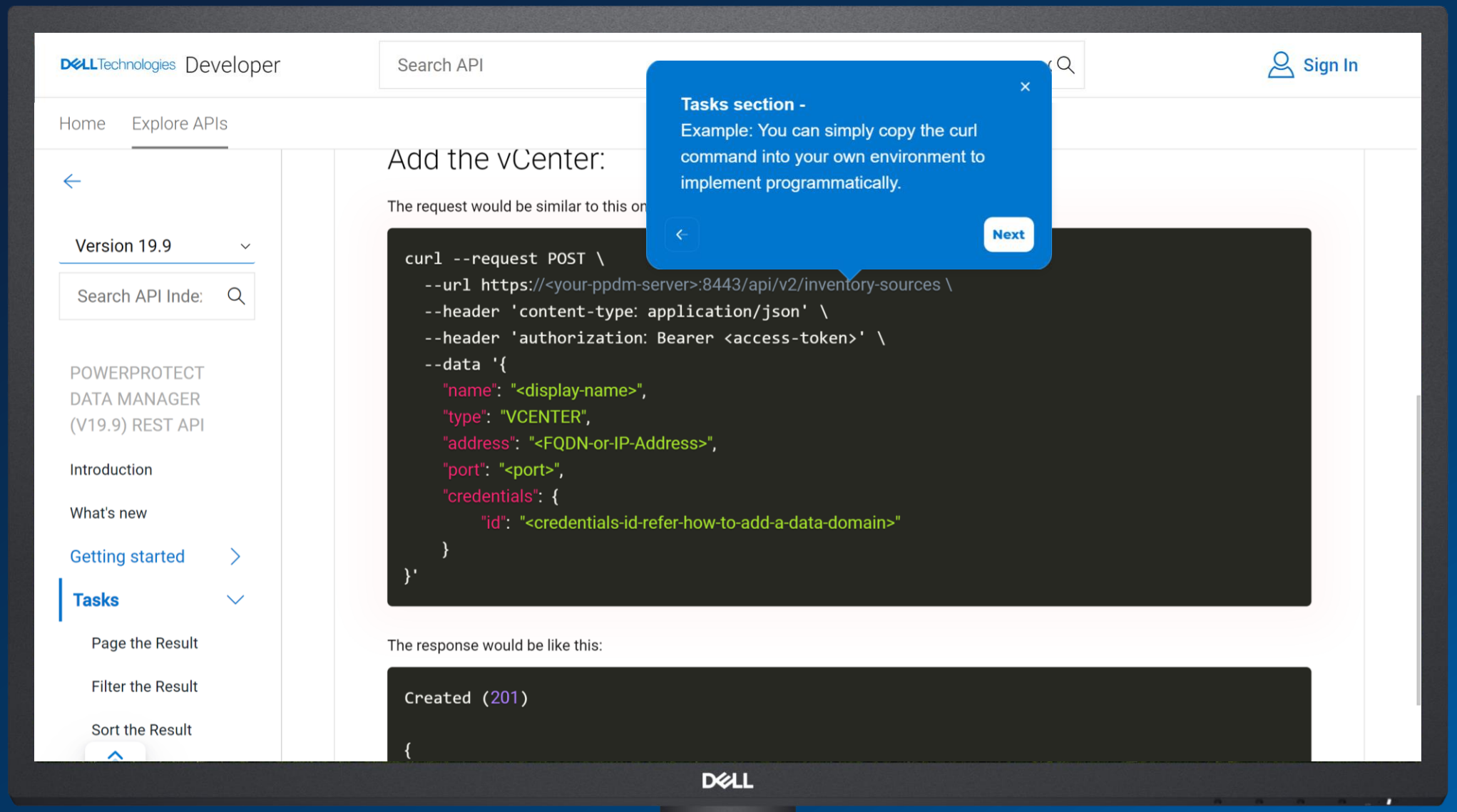

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# Learn about common tasks for a given API



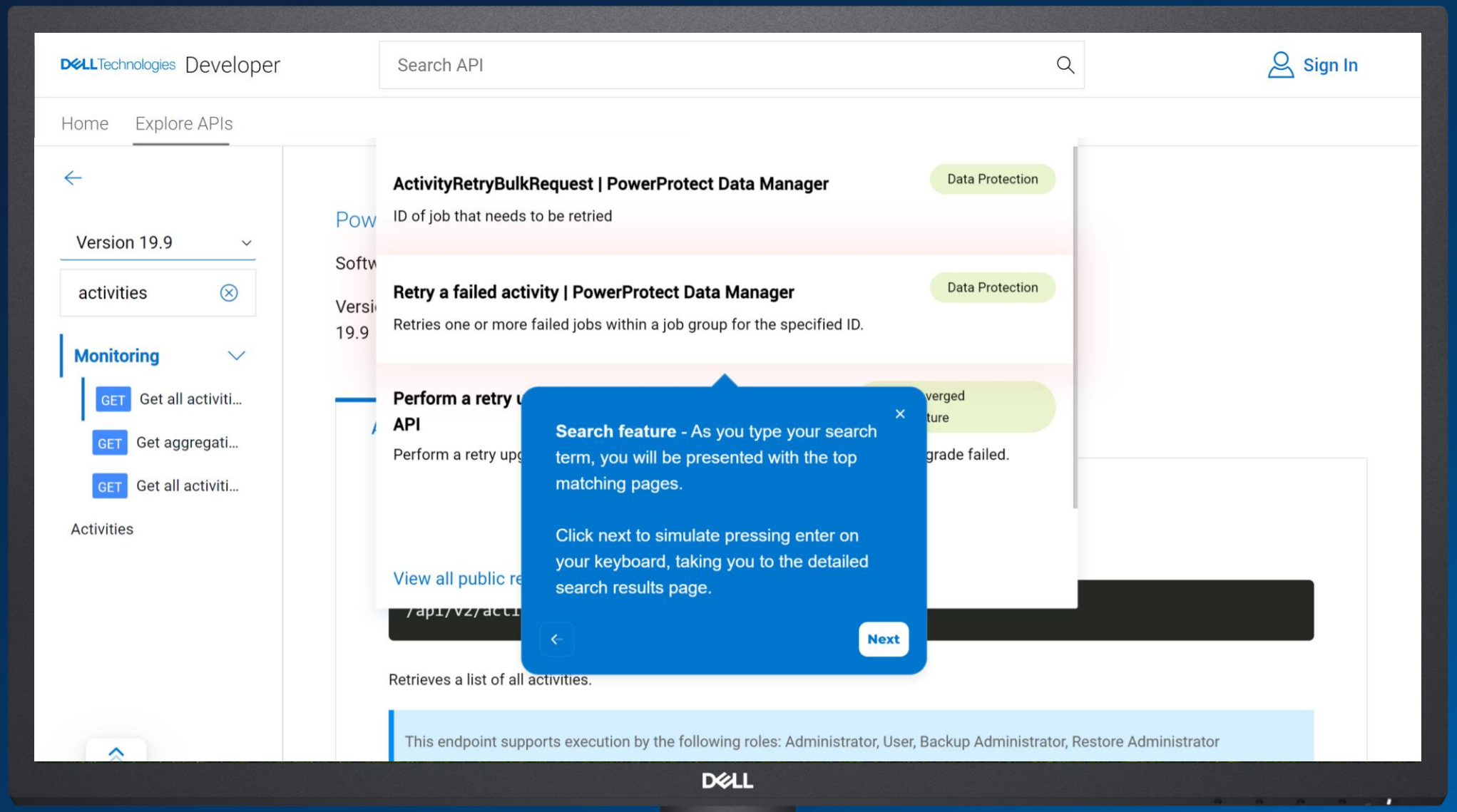

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# Easily view examples for common API tasks




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# Search within specific APIs or find what you need




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# Dell APEX

AWS
**Cloud**

## Storage

- Block storage
- File storage
- Unified block and file storage
- Object storage
- Cloud mobility

## Data protection

- Backup
- Backup target
- Data protection
- Cyber recovery
- Snapshot management

## Compute

- Containers
- Cloud platforms
- High-performance computing
- Machine learning operations
- PCs

ON-PREMISES
**Ground**

- Data center
- Colocation
- Edge/home

Select the outcomes you need in the environment of your choice.

Activate


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# Thank you!



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