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Wir unterstützen Sie kompetent und persönlich!

INGRAM
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Dell EMC Data Protection

Innovation without Compromise

INCRAM MICRO[®]

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DELLTechnologies

Agenda



Dell EMC data protection portfolio



Integrated Data Protection Appliance (IDPA) DP4400



PowerProtect X400 Appliance

PowerProtect DD Series

Dell EMC Data Protection Portfolio



IDPA 4400

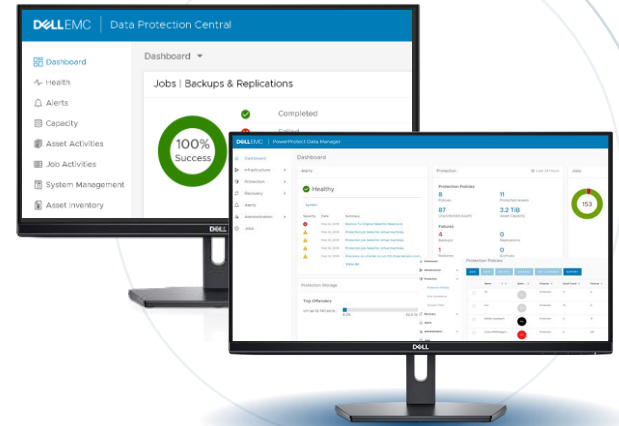


PowerProtect X400
Appliance



PowerProtect DD

Data Protection Suite



PowerProtect Data Manager



Integrated Data Protection Appliance

DP400

Simply Powerful

@ A low cost-to-protect.
Guaranteed.

#1

in Data Protection Appliance
& Software*

PROVEN AND TRUSTED

Dell EMC Data Protection



Cloud, Core, Edge
Portfolio



High performance
& Ease of growth



High efficiency &
Low cost-to-protect

Solution-level Simplicity | Single Vendor Worldwide Support

*Based on combined revenue from the IDC 3Q19 Purpose-Built Backup Appliance (PBBA) Tracker, with select Storage Software segments from the 3Q19 Storage Software and Cloud Services Qview.

Data Protection for Small and Mid-size Organizations

CHALLENGES



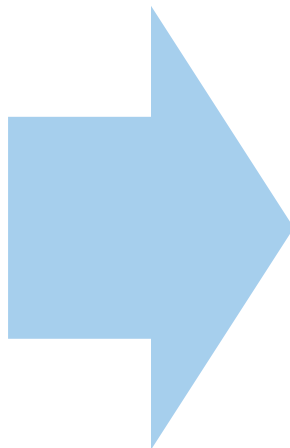
Increase in data volumes, users, apps



Cloud extensibility



Do more with less



REQUIREMENTS



Simplicity for quick time-to-value



Multi-Cloud agility



Low cost-to-protect



High performance

Dell EMC Integrated Appliances

IDPA DP4400

DP4400. Simply Powerful.



Dell EMC Integrated Data Protection Appliance Family				
	DP4400	DP5800	DP8300	DP8800
Backup Ingest	Up to 9 TB/hr	Up to 32 TB/hr	Up to 41 TB/hr	Up to 68 TB/hr
Logical Capacity ³	80 TB to 4.8 PB ¹	960 TB to 14.4 PB ¹	1.9 to 36 PB ¹	6.2 to 50 PB ¹
	Up to 14.4 PB ²	Up to 43.2 PB ²	Up to 108 PB ²	Up to 150 PB ²
Usable Capacity	8 to 96 TBu ^{1,5}	96 to 288 TBu ¹	192 to 720 TBu ¹	624 TBu to 1 PBU ¹
	Up to 288 TBu ²	Up to 864 TBu ²	Up to 2.16 PBU ²	Up to 3 PBU ²



¹ Total capacity on active tier only ²Total capacity with cloud tier add-on for long-term retention ³ Logical capacity based on 10x to 50x deduplication

¹ Based on ESG Technical Review commissioned by Dell Technologies, "Efficiently Protect Virtual Environments with Integrated Data Protection Appliances from Dell EMC", January 2020, comparing Dell EMC IDPA DP5800 vs. a leading competitive hyperconverged data protection appliances solution from Vendor X. Actual results may vary.

Dell EMC Integrated Appliance

Simplicity in an all-in-one solution



Backup & Restore



Days

2U Form Factor

Easy to deploy & upgrade



Hours



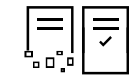
Deduplication



Replication



Cloud DR + LTR



Disaster Recovery



Instant Access + Restore



Search & Analytics

8TB-96TB* → + 192TB with 



VMware Integration

* If starting at less than 24TB, a simple field upgrade kit is required to bridge from 24TB to larger capacities. The upgrade process will require an IDPA 2.4.1 service pack update and is expected to take up to 90 minutes to complete.

Dell EMC Integrated Appliances

Simplicity is Easy Management

IDPA System Manager Modern UI



Dashboards



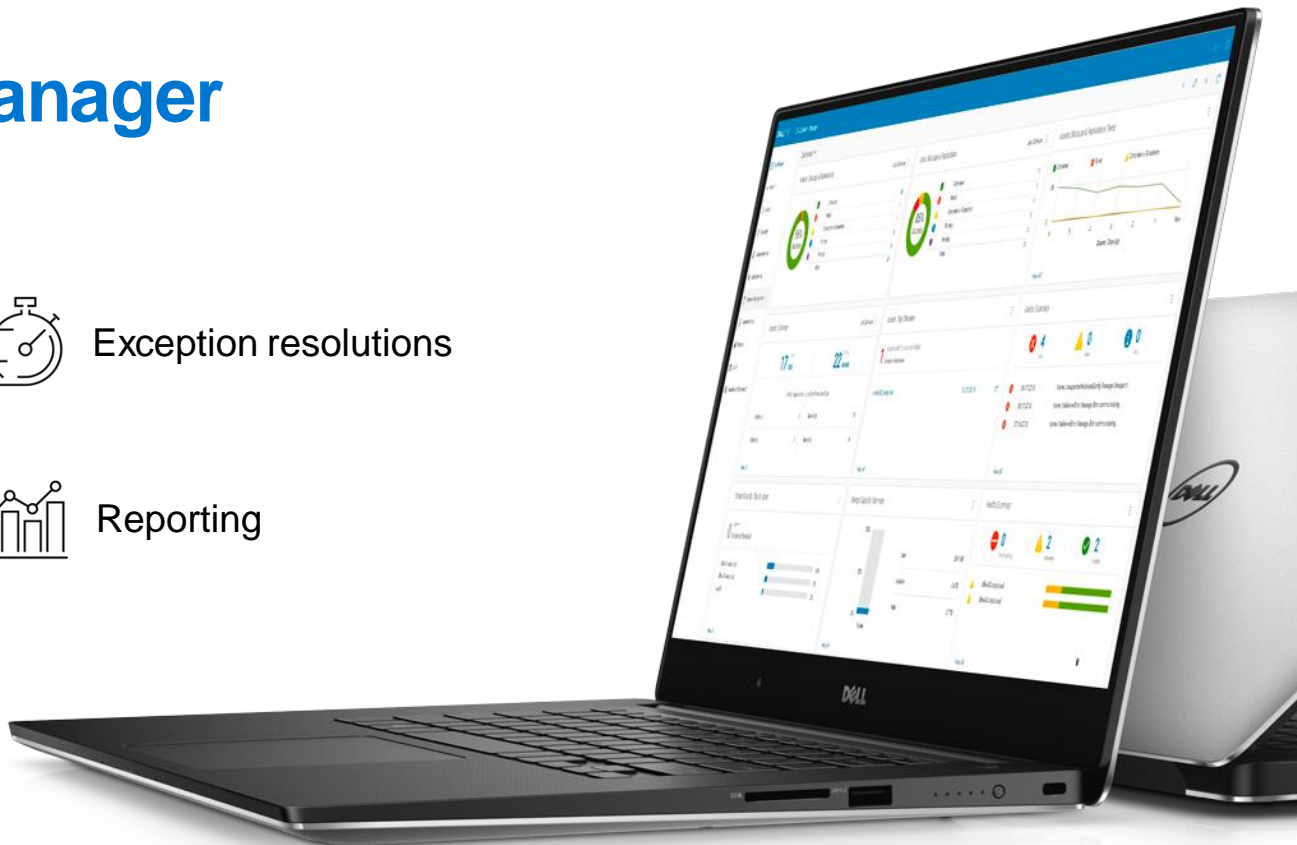
Exception resolutions



Policy management



Reporting



IDPA System Manager

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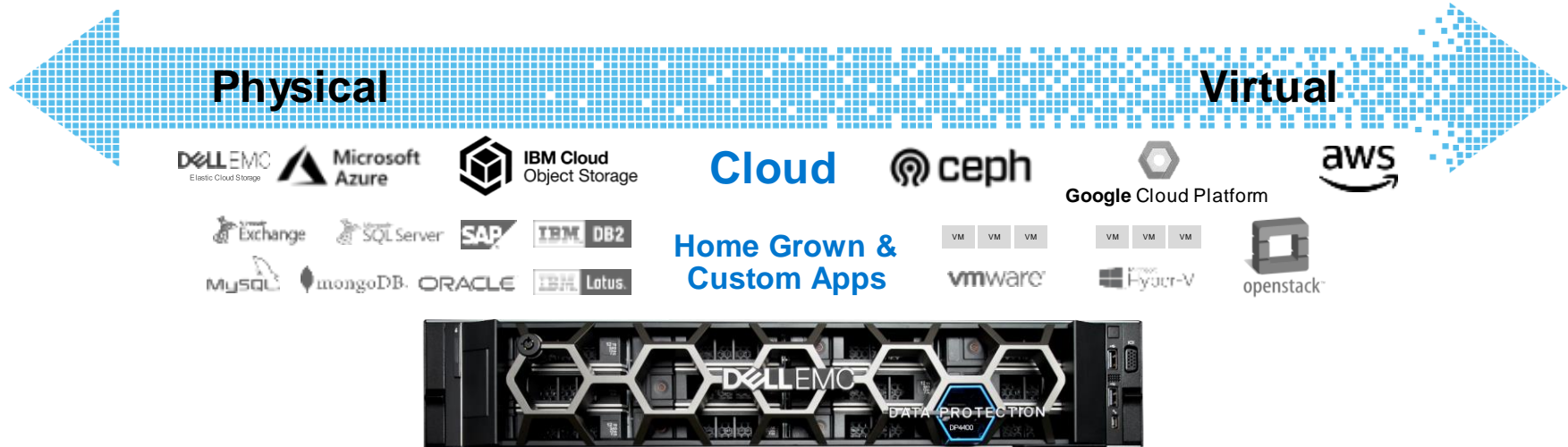


Dell Technologies

Dell EMC Integrated Appliances

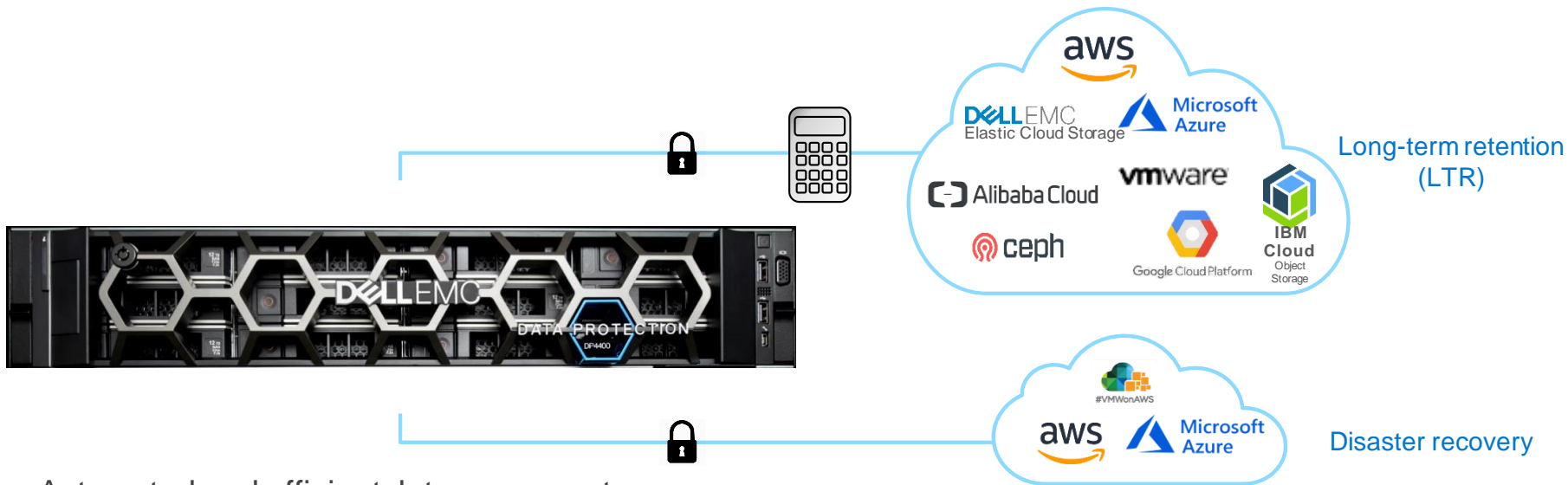
Simplicity is protection everywhere

Any application, multi-hypervisor and cloud
Integration with VMware, SQL, Oracle native management tools



Dell EMC Integrated Appliances

Power is **cloud**



- Automated and efficient data movement
- Eliminates the need for cloud gateway
- API extensible for simplified management
- All-in-one cloud appliance for backup, recovery, replication, search and analytics

UP TO **2X usable capacity** in the cloud
with Cloud Tier

Dell EMC Integrated Appliances

Power is **cloud disaster recovery**

Efficient with End-to-End Orchestration

AWS or Azure as DR Site



Integrated Cloud DR

3 clicks **to failover**¹



**Protect in AWS, Azure or
VMware Cloud on AWS**

2 clicks **to failback**¹

¹ According to Dell internal testing, February 2020.

Dell EMC Integrated Appliances

Power is **built for VMware**

Comprehensive Data Protection Integration with vmware®



vSphere
Web Client



vSphere
vCenter



vCloud
Director



vRealize
Log Insight



vRealize
Operations
Manager



vRealize
Automation

Seamless VMware Integration • Simple, cost effective to scale to more VMs • Faster backups and recoveries

What's New with DP 2.5

Centralized Management, Enhanced Security, Expanded Ecosystem Offerings for all IDPAs

Dell EMC, the market leader of the Data Protection Appliance & Software Market, is introducing improvements to the Integrated Data Protection Appliance (IDPA) portfolio with the IDPA 2.5 release, delivering usability, security and expanded ecosystem support.

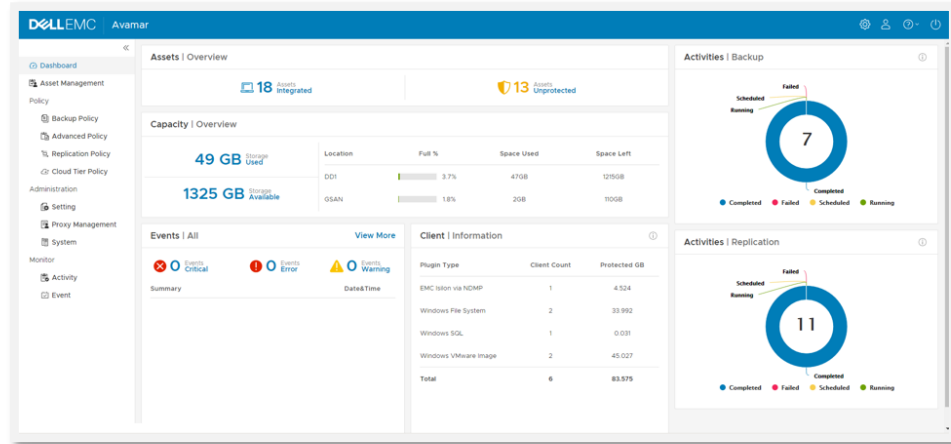
The IDPA 2.5 update incorporates improved functionality provided by the **DD OS 7.1**, **Avamar 19.1**, **DP Central 19.2**, and **Cloud DR 19.2** software releases, bringing consistency across all IDPA models.

The key highlights of this announcement are:

- Increased Usability
 - Improved functionality provided by DP Suite 19.2, DD OS 7.1 and Cloud DR 19.2 software releases
 - Fitness Analyzer: Visual guide to server health and functionality
 - Speed up deployment and upgrades
- Enhanced Security
 - Built for strict federal requirements (FIPS 140-2 data at rest encryption, IPv6 dual-stack connectivity, VPAT)
 - ESXi software and firmware updated to latest releases
 - Secure erasure capability
- Expanded Ecosystem
 - Protect the latest applications and workloads, in distributed environments

SIMPLIFY MANAGEMENT WITH SINGLE DASHBOARD

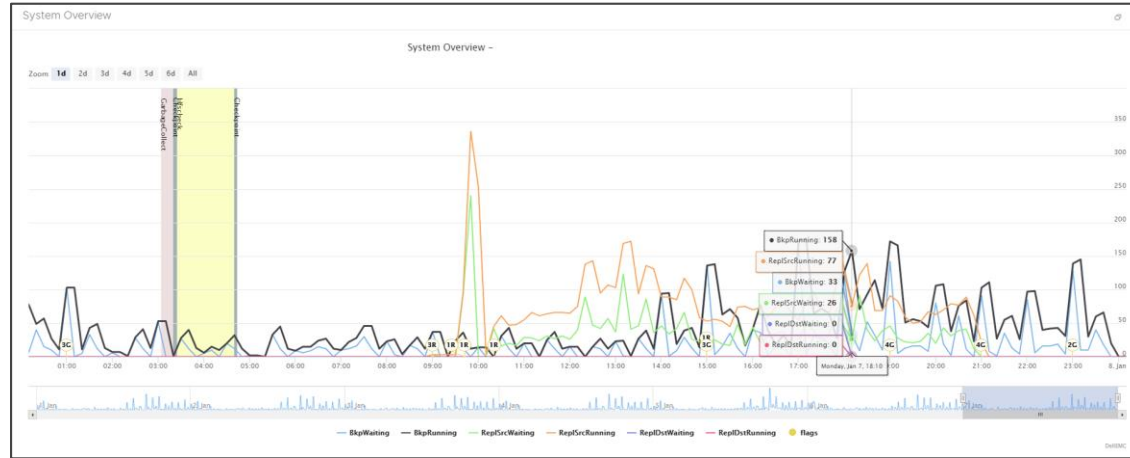
New with IDPA 2.5 (March 2020)



- IPDA System Manager improved dashboard now with SSO
- Custom date and range filters to easily find backups
- New reports for simplified management of VMs, system capacity and RMAN backups
- Asset and inventory panels for quickly finding and managing clients
- Advanced dashboard customizations to cater to specific environment needs

EASILY OPTIMIZE SYSTEM PERFORMANCE

New with IDPA 2.5 (March 2020)



- At-a-glance
 - Quickly analyze bottlenecks in the environment
 - Help load balance backup and replication jobs to optimal times
- HTML5-based reporting and analysis tool
- Easy launch from Avamar UI

Fitness Analyzer

GET PEACE OF MIND WITH HARDENED SECURITY

Improved Security Features and Protocols

- FIPS 140-2 data at rest encryption
- IPv6 dual-stack connectivity
- VPAT compliance

Currency with Software Platform

- Latest security patches and roll-ups
- ESXi 6.7 U3 – removes vulnerabilities with older versions

Secure Erasure

- Compliant with Lot 9 requirements for EU
- Wipes data from system for decommission
- PS engagement only, orderable as a custom service

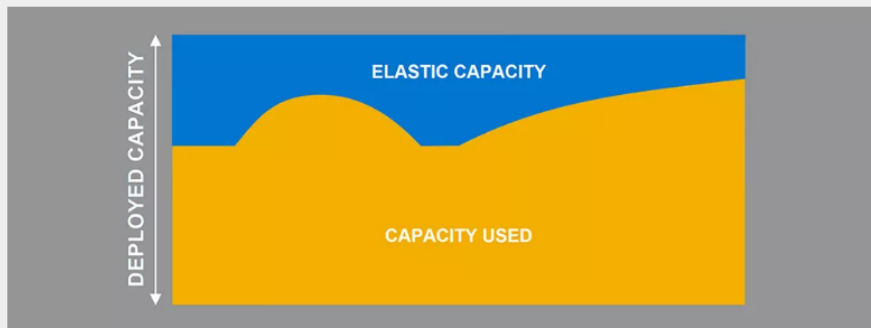


IDPA Licensing with Flex On Demand

Flexible Licensing for elastic capacity

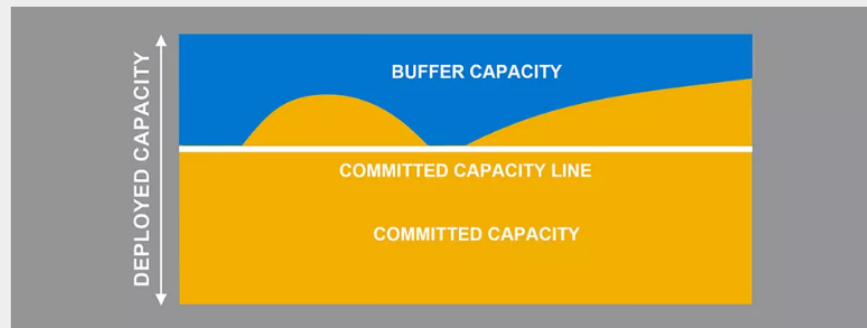
Flex on Demand provides elastic capacity

Leverage elastic capacity



- Elastic Capacity addresses peak and burst usage
- Flex on Demand charges for Elastic Capacity when used
- With on premise and public cloud, you pay for all deployed capacity even when it isn't used

Reduce usage charges



- Flex on Demand is simple and easy to execute
- Committed Capacity is sized to address your baseline usage
- Buffer Capacity is sized to address peak and burst usage
- Drive lower costs with higher levels of Committed Capacity and longer usage periods

Dell EMC Integrated Appliance

Cloud Offerings

@ A Low Cost-to-Protect

Included Offers



CLOUD DR



CLOUD TIER



RP4VMs

5TB of licenses¹

Grow in 1TB increments

5VMs

1-yr subscription

¹Up to 5TB of Cloud Tier and Cloud DR licensing, if selected during initial purchase.

IDPA DP 4400
Ingram Micro Solution Center Munich

INGRAM MICRO[®]

DP4400



Dell EMC PowerProtect X400



PowerProtect X400

Next generation data management appliance

Designed for
Modern Workloads

Autonomous
Operations

Linear
Scale

Management
Simplicity



Scale-out compute and capacity

Linear Scaling of Capacity and Performance



With X400F All Flash scale-out cubes

CAPACITY CUBES	1 to 4
MAX THROUGHPUT¹	Up to 27 TB / hr / cube
LOGICAL CAPACITY²	640 TB – 22.4 PB
USABLE CAPACITY³	64 TBu – 448 TBu
INSTANT ACCESS & RESTORE⁴	Up to 132,000 IOPS

With X400H Hybrid scale-out cubes

CAPACITY CUBES	1 to 12
MAX THROUGHPUT¹	Up to 9.8 TB / hr / cube
LOGICAL CAPACITY²	640 TB – 57.6 PB
USABLE CAPACITY³	64 TBu – 1.15 PBu
INSTANT ACCESS & RESTORE⁴	Up to 121,000 IOPS

1 The throughput indicated is representative of the minimum configuration with one platform cube and one capacity cube.

2 Logical capacity based on 10x to 50x deduplication.

3 The base configuration for a PowerProtect X400 appliance comes with an X400 platform cube and either an X400H Hybrid scale-out cube or X400F All Flash scale-out cube for capacity. Up to twelve scale-out cubes of the same type can be added in Hybrid and up to four scale out cubes in All-Flash can be added. An X400H Hybrid scale-out cube ships with a minimum of 64 TB licensed, and can grow-in-place with two additional 16 TB capacity packs (64 – 96 TB). An X400F All Flash scale-out cube ships with a minimum of 64TB licensed, and can grow-in-place with three additional 16 TB capacity packs (64 – 112 TB).

4 The instant access and restore performance provides an estimate of the maximum performance with max configuration of the appliance i.e. four cubes for all flash and twelve for hybrid.

All-Flash or Hybrid

PowerProtect X400 integrates PowerProtect Software for midsized to enterprise customers

X400 – All Flash
64TBu – 448TBu



X400 Platform cube

X400F All Flash scale-out cube

All Flash

X400 – Hybrid
64TBu – 1.15PBu



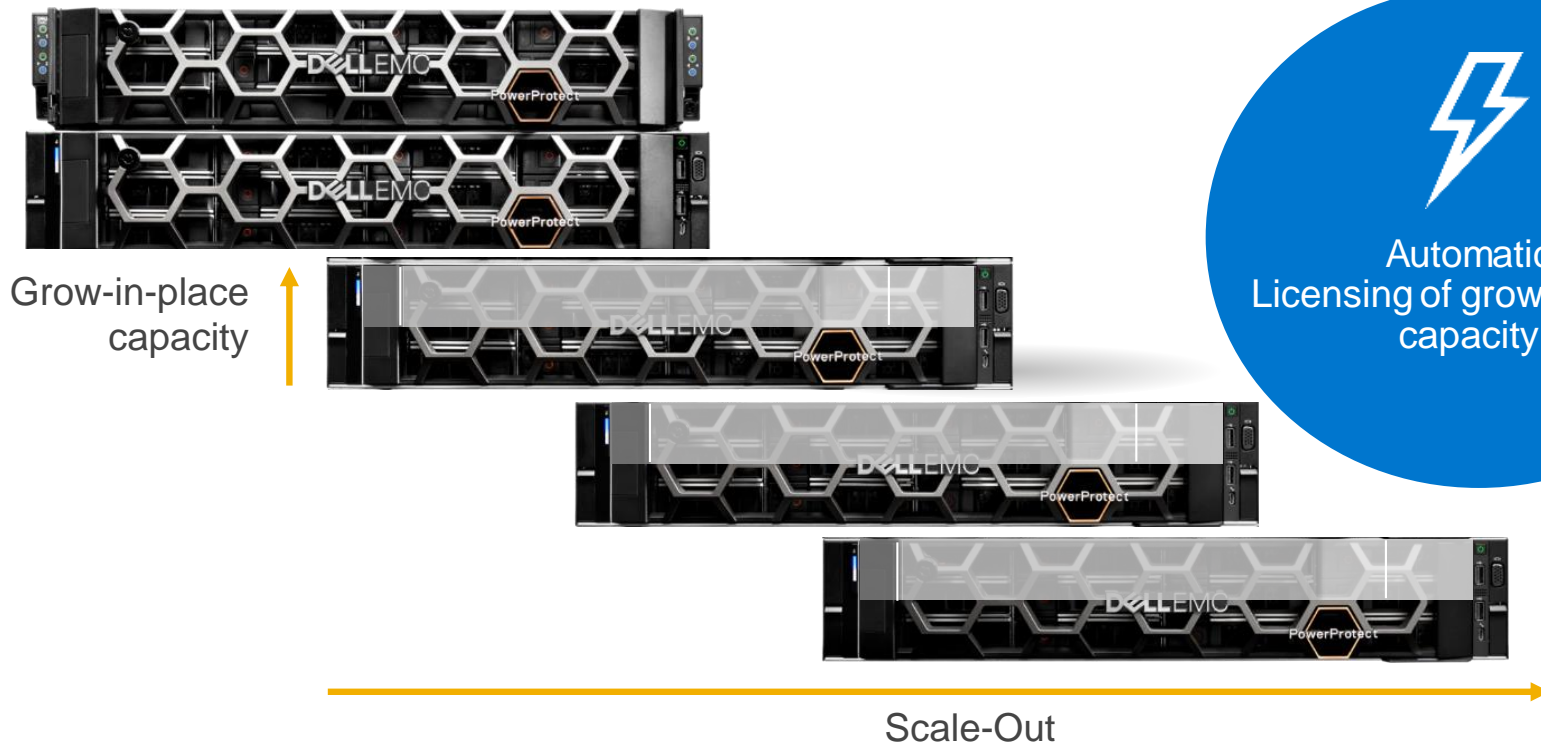
X400 Platform cube

X400H Hybrid scale-out cube

Hybrid

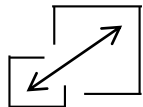
Automated cube discovery and scaling

Simplified scale-out capacity addition



Next generation data management

Software defined, integrated appliance



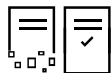
Scale out and
Grow in place



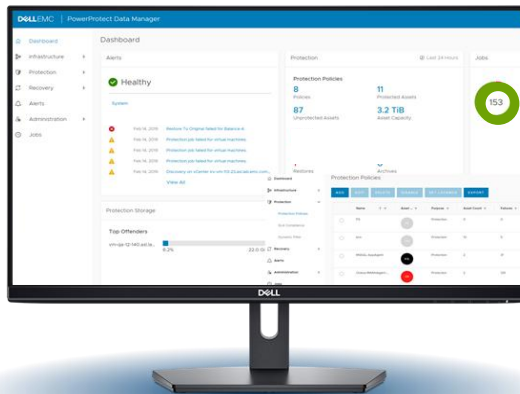
Backup &
Restore



Replication



Disaster
Recovery



PowerProtect Data Manager
PowerProtect X400 Appliance



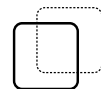
Analytics



Long Term
Retention



Deduplication



Modern
Workloads



Instant Access
& Instant Restore

Physical



Virtual

Comprehensive VMware use case coverage

Key workload protection use cases



vSphere

vAdmins Data Protection
Management

Protection policy
assignment via
vSphere UI



vRealize Automation

Native Automation
Plugins

Automatically deploy,
manage, and operate
Data Protection as-a-
Service



kubernetes

Kubernetes Support

Native API integration

K8s admin or IT can
manage data protection

App Consistency

Deep integration with VMware

Fast and easy virtual machine protection



vSphere
Web Client



vSphere
vCenter



vRealize
Automation



vRealize
Orchestrator

Easy access for Dev
and Test

Cost effective to scale to
more VMs

Faster backups and
recoveries

Modern workloads

Protect your Kubernetes environment with X400



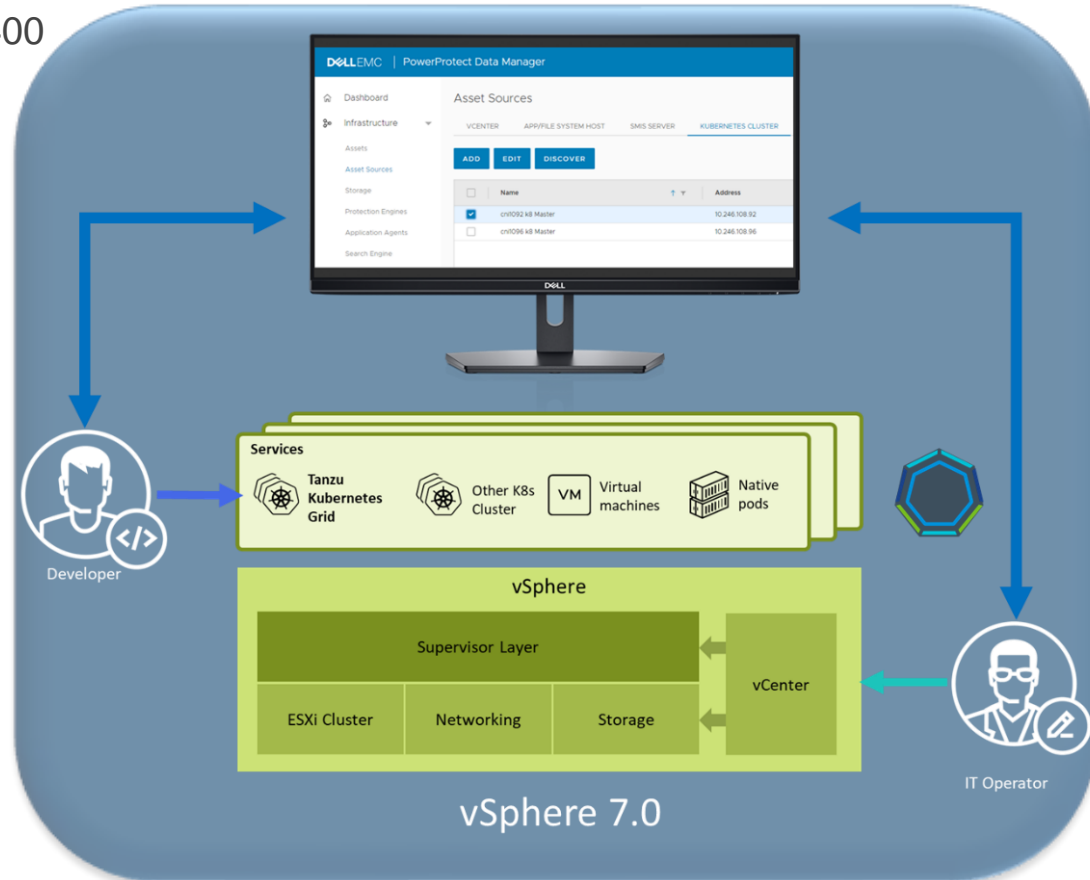
Enterprise-grade data
Protection for Kubernetes



Management for
enterprise IT and for
Kubernetes admins

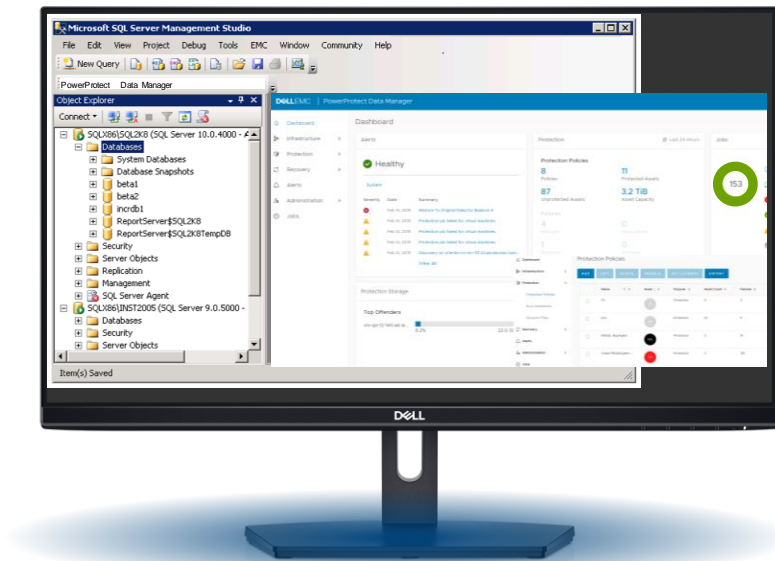


Built in collaboration with
the Velero team



Empower data owners through native interfaces

Backup and restore databases and VMs on demand



Manage



Protect



Restore

vmware®

ORACLE®

Microsoft
SQL Server®

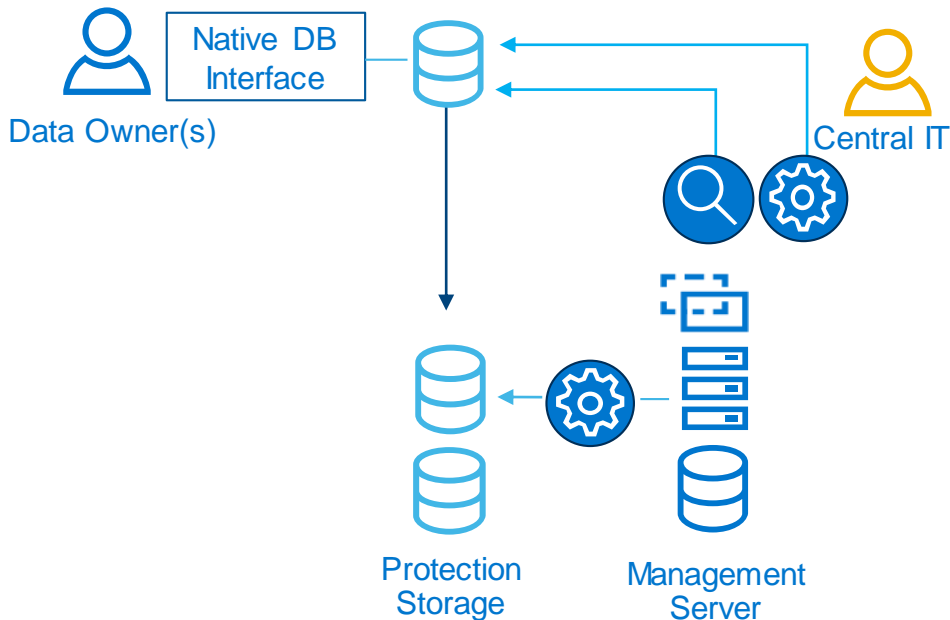
SAP HANA



DELL Technologies

Governance and compliance

Protect, set, and monitor protection policies



Central catalogue

Protect SQL, Oracle, VM copies, SAP HANA and File Systems made by DBAs for backup team to monitor

Set and forget

Customize protection plans based on needs of the business

Track and enforce

SLO compliance for replication, copies, Min/Max copies, RPOs, Data Domain retention lock and more

Cloud enabled

Tier data to the cloud

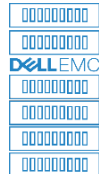
SERVERS



APPLICATIONS



STORAGE



VIRTUAL



Cloud Tiering
Long-term retention

1:1 Active Tier to Cloud Tier available at no additional cost
Tier up to 448 TBu in All Flash or up to 1.15 PBu in Hybrid
Monitor capacity reports through cloud based portal
Automated and efficient data movement
Eliminates the need for cloud gateway



Dell EMC PowerProtect DD Series

Dell EMC PowerProtect DD Series Appliances

The next generation of Data Domain



Fast
Efficient
Secure

Industry-leading
multi-cloud
protection

Expands
multi-dimensional
appliance portfolio



Dell EMC PowerProtect DD Series Portfolio

Simple and Modern

Three new appliances
Enhanced Management

Faster Performance

Up to 38% faster backups*
Up to 45% faster restores*
Up to 50% higher IOPS**



DD6900
48 - 288TB



DD9400
192 - 768TB



DD9900
576 - 1.5PB

More Efficiency

Up to 30% more logical
capacity per TB***
Up to 39% lower rack space
50% lower floor space
Up to 41% lower power &
cooling****

Cloud Enabled

Cloud Tier and Cloud DR
capable

*Based on Dell EMC Internal testing with DD Boost protocol on DD9900 with DDOS 7.2 vs. DD9800 with DDOS 7.2, April 2020. Actual results may vary.

** Based on an 8KB 100% read internal test with DD Boost protocol on PowerProtect DD9900 and DD OS 7.0, August 2019. Actual results may vary.

*** Based on Dell EMC internal testing of PowerProtect DD with DDOS 7.0, Aug 2019. Actual results may vary.

**** When comparing 1PB of data on DD9800 with Cloud Tier and PowerProtect DD9900 with Cloud Tier

Fast



Improve SLOs

Up to 38% faster backups
with up to 94TB/hr*
Up to 45% faster restores*

Higher IOPS

Up to 50% faster Instant
Access/Instant Restore with
up to 60,000 IOPS and up
to 64 VMs**

Faster networking

New 25GbE and 100GbE
networking support

*Based on Dell EMC Internal testing with DD Boost protocol on DD9900 with DDOS 7.2 vs. DD9800 with DDOS 7.2, April 2020. Actual results may vary.

** Based on an 8KB 100% read internal test with DD Boost protocol on PowerProtect DD9900 and DD OS 7.0, August 2019. Actual results may vary.

Comprehensive PowerProtect DD Portfolio

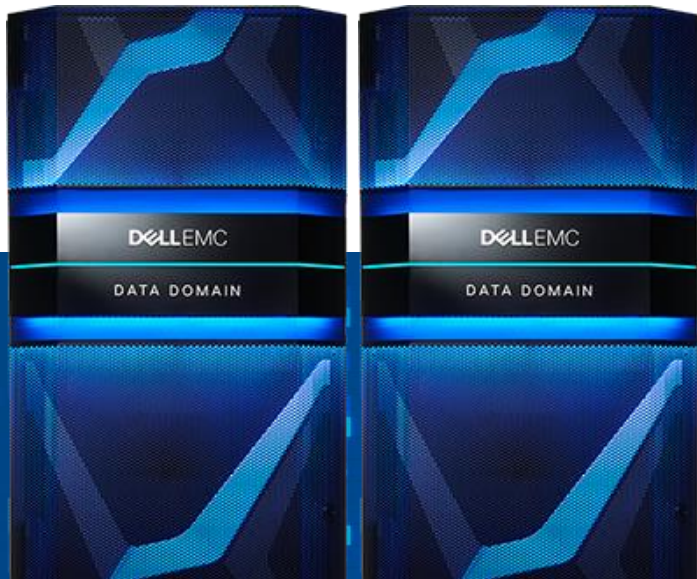
	DDVE	DD3300	DD6900	DD9400	DD9900
Backup Ingest (with DD Boost)	Up to 11.2TB/hr for 96TB	Up to 7.0TB/hr	Up to 33TB/hr	Up to 57TB/hr	Up to 94TB/hr
Usable Capacity (with Active Tier)	0.5-96TB	4-32TB	48TB-288TB	192TB-768TB	576TB-1.5PB
Logical Capacity (with Active Tier)	Up to 4.8PB	Up to 1.6PB	Up to 18.7PB	Up to 49.9PB	Up to 97.5PB

Logical capacity based on up to 50x deduplication (DD3300) and up to 65x deduplication (DD6900, DD9400, DD9900) based on additional hardware-assisted data compression of up to 30% better than previous generation. Actual capacity and throughput depends on application workload, deduplication and other settings.)

Efficient

50% more capacity in a single rack

1PB



DD9800

1.5PB



DD9900

Efficient

Up to 95% more logical capacity per rack compared to DD9800

Hardware Assisted Compression

- Improves logical capacity by up to 30% per TB driving up to 65x data reduction*

Grow-in-place capacity

- Half-shelf licensing support

Denser Drives

- Up to 39% lower rack space with new 8TB drives

97.5PB



* Based on Dell EMC internal testing of PowerProtect DD with DDOS 7.0, Aug 2019. Actual results may vary.

Flash enabled VM instant-access and restore

Access VMs directly from PowerProtect DD using a protection copy

Improved Random IO with the inclusion of flash SSD for metadata

Enhanced data cache results in higher random IO performance for Instant Access / Instant Restore

- Instant Access/Instant Restore of up to 60,000 IOPS and instantly access up to 64 VMs*

Instantly access up to

64 VMs



Instant restore up to

60,000 IOPS

* Disclaimer: "Based on Dell EMC internal testing on PowerProtect DD9900 and DD OS 7.0, August 2019. Actual results may vary."

UI Modernization

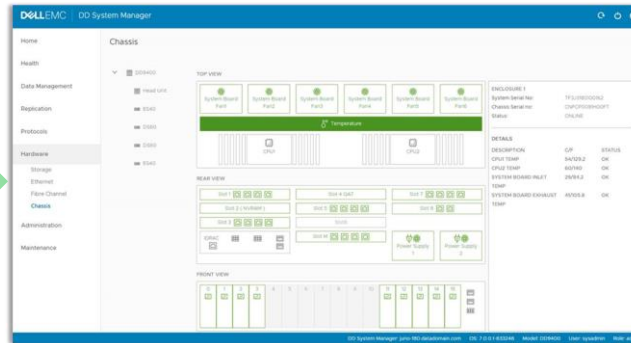
PowerProtect DD Management Center

Manage in-cloud and on-prem
PowerProtect DD Series



- Manage capacity, monitor health and resource and generate reports
- Supports AWS, Azure and Google Cloud Platform
- Streamlined DDOS upgrades with one to many scheduling option

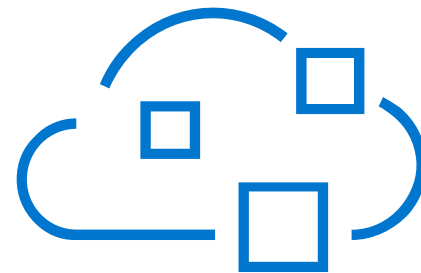
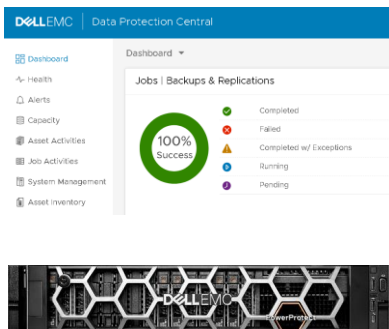
DD System Manager GUI for an individual chassis



- Simple navigation and access to detailed views
- Chassis view for better fault detection
- Automatic minimum storage provisioning of File System



Dell EMC Cloud Disaster Recovery



Orchestrated DR

- End-to-end orchestration
- DR plans
- Rapid recovery

Efficient Architecture

- Extend on-premises data protection
- Minimal cloud cost & footprint
- Eliminate DR data center costs

Simple operation

- Use familiar on-prem UI
- Direct in-cloud access
- 3 clicks failover, 2 clicks failback

PowerProtect Cyber Recovery

The last line of data protection defense against cyber-attacks

The Challenge

93%

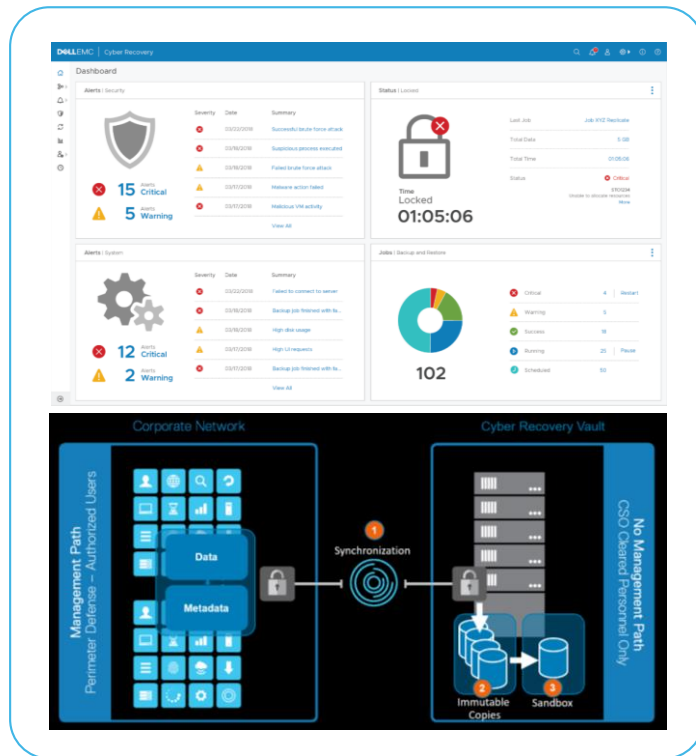
CAGR in Ransomware variants from 2010 to 2016

92%

Organizations cannot detect cyber-attacks quickly

59%

Believe that isolating affected systems and recovering from backups should be the response to ransomware



- True Data Isolation Vault
- End-to-End Automated Workflow
- Modern & Simple UI/UX
- Flexible Rest API
- Fully Supported
- Enables Integrated Vault Analytics Workflows*

Consulting Services Available!!!

- Seamless ProDeploy Packages
- L1 CyberAdvisory Services

PowerProtect DD Series May 2020 updates



DD9900 Capacity Expansion

- DD9900 now supports up to 1.5PB of usable capacity in one rack up from 1.25PB at launch
- The 1.5PB of usable capacity yields 97.5PB of logical capacity in one rack



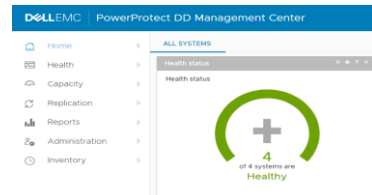
DDVE & Cloud Enhancements

- Expanding VM support size for DDVE to EC2 M5 instances for larger deployments
- Improved in-cloud restore performance by up to 3.1x*
- Improved DDVE optimized performance and reduced metadata consumption for better user experience
- Extended Cloud Tier support to AWS GovCloud



Improved Performance

- Up to 45% faster restores with PowerProtect DD9900 and DDOS 7.2**
- With DDOS 7.2, PowerProtect DD9900 delivers up to 25% higher peak restore performance as compared to DDOS 7.1***



DDOS 7.2

- PowerProtect DD Management Center support for one to many upgrades streamlining DDOS upgrade process
- Apply standardized templates to your appliances and be alerted when a system template is out of compliance
- Indefinite retention hold update to DD Retention Lock allowing for no expiration date

*Based on Dell EMC internal testing comparing DDVE in-cloud restore performance with DDOS 7.2 compared to DDOS 7.1, May 2020 Actual results may vary.

**Based on Dell EMC Internal testing with DD Boost protocol on DD9900 with DDOS 7.2 vs. DD9800 with DDOS 7.2, April 2020. Actual results may vary.

***Based on Dell EMC Internal testing with NFS protocol on DD9900 with DDOS 7.2 vs DD9900 and DDOS 7.1, April 2020. Actual results may vary

Services for PowerProtect DD

The ultimate end-to-end experience

ProDeploy Suite

Plan, install & configure with confidence

Residency Services

Speed adoption with hands-on product expertise

ProSupport Suite

Get ahead of problems before they happen

With data-driven technologies to connect and manage your service experience



FUTURE-PROOF PROGRAM



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