

# Discover Dell EMC Smart Value Storage Bundles

Bringing together the most popular configurations and upgrades on the market.

# Benefits of Smart Value Offers

Storage Smart Value Offers	Customer benefits:	
Comprehensive and long-term portfolio Market leading configurations Hardware, Software and Services upgrades available	Maximize profitability with competitive offers	<ul style="list-style-type: none"><li>♦ <b>Easy to sell</b> due to high market demand and competitive pricing.</li><li>♦ <b>Always priced lower</b> compared to CTO configurations.</li><li>♦ <b>Pre-approved price</b> saves a lot of time dealing with finance.</li><li>♦ <b>Ability to upsell</b> with Hardware, Software and Services.</li><li>♦ <b>Omni channel</b> approach that guarantees margin level to every partner level.</li><li>♦ <b>Pricing monitoring</b> in place to ensure competitive position against main competitors at all times.</li><li>♦ <b>All Routes to Market:</b> Channel, Distribution, Direct</li></ul> <p><b>Smart Value offers - the best selling pre-configured systems always priced competitively to the market.</b></p> <p>*Add approved Deal Registration to get additional discount*</p>
Promotions	Accelerate your business with industry leading products and solutions	
Pre-configured top selling enterprise products	Market leading prices that fit your business mode	
Compelling value to end customer Price based on market development		

# Dell EMC Data Protection Solution: DD3300



Order Code	Protocol	Chassis	Capacity	Service	Recommended UpSells
DD3300-4_VVIP	Data Domain	2Power Supply Unit, 4 x 10 GbE ports 10-Base-T, 1x Mgm't port (Optical NIC and FC available)	4TB usable Capacity / approx. 100TB Max logical Capacity can be stored	3Yr ProSupport NBD On-Site Service	<ul style="list-style-type: none"> <li>Pro-Deploy Services</li> <li>Add Cyber Recovery Vault Option if needed for Cyber Vault (Deployment Services highly recommended from Partner/Dell)</li> <li>Upgrade Data Domain 3300 from 4TB to 16TB</li> <li>Data Domain 3300 Cloud TIER 1TB increments for Long Term Retention to the Cloud</li> </ul>
DD3300-8_VVIP	Data Domain	2Power Supply Unit, 4 x 10 GbE ports 10-Base-T, 1x Mgm't port (Optical NIC and FC available)	8TB usable Capacity / approx. 200TB Max logical Capacity can be stored	3Yr ProSupport NBD On-Site Service Pro-Deploy Services Remote	<ul style="list-style-type: none"> <li>Pro-Deploy Services</li> <li>Add Cyber Recovery Vault Option if needed for Cyber Vault (Deployment Services highly recommended from Partner/Dell)</li> <li>Upgrade Data Domain 3300 from 8TB to 32TB</li> <li>Data Domain 3300 Cloud TIER 1TB increments for Long Term Retention to the Cloud</li> </ul>
DD3300-16	Data Domain	2Power Supply Unit, 4 x 10 GbE ports 10-Base-T, 1x Mgm't port (Optical NIC and FC available)	16TB usable Capacity / approx. 300TB Max logical Capacity can be stored	3Yr ProSupport NBD On-Site Service Pro-Deploy Services Remote	<ul style="list-style-type: none"> <li>Pro-Deploy Services</li> <li>Add Cyber Recovery Vault Option if needed for Cyber Vault (Deployment Services highly recommended from Partner/Dell)</li> <li>Upgrade Data Domain 3300 from 16TB to 32TB</li> <li>Data Domain 3300 Cloud TIER 1TB increments for Long Term Retention to the Cloud</li> </ul>
DD3300-32	Data Domain	2Power Supply Unit, 4 x 10 GbE ports 10-Base-T, 1x Mgm't port (Optical NIC and FC available)	32TB usable Capacity / approx. 500TB Max logical Capacity can be stored	3Yr ProSupport NBD On-Site Service Pro-Deploy Services Remote	<ul style="list-style-type: none"> <li>Pro-Deploy Services</li> <li>Add Cyber Recovery Vault Option if needed for Cyber Vault (Deployment Services highly recommended from Partner/Dell)</li> <li>Data Domain 3300 Cloud TIER 1TB increments for Long Term Retention to the Cloud</li> </ul>

The #1 purpose-built backup appliance, Data Domain is designed for the modern software-defined data center and is the only architecture capable of natively tiering deduplicated data to any cloud. From the largest Fortune 100 organizations to small startups, Data Domain offers simplicity and efficiency combined with high reliability.

# Dell EMC Data Protection Solution: DP4400



Order Code	Protocol	Chassis	Capacity	Warranty	Expansion Possibilities	Recommended UpSells
DP4400_12	PowerProtect DP4400 Integrated Appliance	2Power Supply Unit, Built in Networking 8 x 10GbE RJ45 Default (Optical connections available)	Starting from 12TB Usable Capacity (roughly 240TB of storable backup data) Extra functions included -Cyber Recovery Vault ENABLED -5TB Cloud Tier -5TB Cloud DR -Replication -Reporting, Analytics & Search -Application Direct -Instant Access & Recovery -Best in class Deduplication	-3Yr ProSupport Next Business Day	<ul style="list-style-type: none"> <li>• Main Supported Workloads</li> <li>• Best VMWare Integration</li> <li>• Databases &amp; Applications</li> <li>• Remote Users (DTLT)</li> <li>• Remote Office</li> <li>• HCI VXRail integration</li> <li>• And Many More....</li> </ul>	<ul style="list-style-type: none"> <li>• Upgrade Data Protection 4400 Appliance SW 4TB License increments (up to max 24TB configuration) &amp; 12TB license Increments from 24TB to 96TB.</li> <li>• Pro-Deploy from Dell or Partner available</li> <li>• Pro-Support from Dell or Partner Available</li> <li>• Cloud DR &amp; Cloud Tier Upsell available</li> </ul>

The PowerProtect DP Integrated Appliance (All-In-One) is a converged solution that offers complete backup, replication, recovery, deduplication, instant access and restore—plus, cloud extensibility with disaster recovery and long-term retention to the cloud—all in a single appliance—for 10X faster deployment and a lower cost-to-protect. In addition to accelerated backup and recovery, this next generation of the Integrated Data Protection Appliances (IDPA) provides replication, deduplication and instant access and restore with tight VMware integration. One-stop data protection at a low cost-to-protect with long-term retention and disaster recovery to the cloud makes this the ultimate data protection solution for organizations of all sizes.

# Dell EMC PowerVault ME5



Order Code	Protocol	Chassis	Capacity	Service	Expansion Possibilities	Recommended UpSells
<b>ME5012SAS</b>	SAS	ME5012 Dual controller 2RU w/12x3.5" disk slots	24TB Raw -6x4TB 7.2K NL-SAS	3 year Basic Warranty	Add up to:  9x2RU expansion chassis Mix'n'match ME412 (12x3.5" slot) and/or ME424 (24x2.5" slot)  or 3x5RU expansion chassis ME484 (84x3.5" slot)  Maximum – 20RU	NL-SAS -8TB,12TB,12 TB,16TB FIPS, 20TB
<b>ME5012ISCSI</b>	iS CSI		24TB Raw -6x4TB 7.2K NL-SAS			10K SAS -1.2TB,2.4TB,2.4TB FIPS
<b>ME5024AFA</b>	iS CSI	ME5024 Dual controller 2RU w/24x2.5" disk slots	11.5TB Raw – 6x1.92TB SSD			SSD – 960GB,1.92TB, 1.92TB, 3.84TB, 3.84TB FIPS, 7.68TB
<b>ME5024SAS</b>	SAS		4.8TB Raw -2x2.4TB 10K SAS			10K SAS -1.2TB,2.4TB,2.4TB FIPS
<b>ME5024ISCSI</b>	iS CSI		4.8TB Raw -2x2.4TB 10K SAS			
<b>ME5024FC</b>	FC		4.8TB Raw -2x2.4TB 10K SAS			

- The PowerVault ME5 is Dell EMC's Next Gen Entry-Level storage starting with as little as 2 drives and growing to 336 drives, all within 20RUEnterprise Features at an Entry-Level Price.

- Ideal for CCTV, HPC, Virtualization/VDI, SAN/DAS Exchange, ROBO, NoSQL Databases, Video Editing, OEM Solutions.

- All-Inclusive Software – ADAPT (distributed RAID), IP&FC Replication, Snapshots, 3 Level Tiering and more!

- Flexibility from 0 to 100% Flash.

- Fast & Powerful – New Intel processors with up to 640K IOPS with 12Gb SAS Backend.

- Start small, grow large in affordable “Pay as you grow” increments leveraging industry-leading data protection technology – ADAPT protecting your data with elimination of hot spares; “You buy a drive, you use a drive.”

# Dell EMC PowerVault ME412



Order Code	Protocol	Chassis	Capacity	Service	Recommended UpSells
<b>PVMD1400b</b>	12Gb SAS	PV MD1400 12x3.5" Drives Chassis 2RU	1.2TB RAW Capacity 2x 600GB 10K SAS	3Yr Basic Warranty NBD	2TB/4TB/6TB/8TB/10TB/12TB/14TB -N L-SAS 600GB/1.2TB/1.8TB -10K SAS 300GB/900GB -15K SAS 400GB/480GB/800GB/960GB/1.6TB/1.92TB/3.2TB/3.84TB-S SD
<b>PVMD142011T</b>	12Gb SAS	PV MD1420 24x2.5" Drives Chassis 2RU	10.8TB RAW Capacity 6x 1.8TB 10K SAS		1TB/2TB - NL-SAS 600GB/1.2TB/1.8TB/2.4TB -1 0K SAS 300GB/600GB/900GB -15K SAS 400GB/480GB/800GB/960GB/1.6TB/1.92TB/3.2TB/3.84TB -S SD
<b>ME412_EBOD</b>	12Gb SAS	PV ME412 12x3.5" Drives Chassis 2RU	96TB RAW Capacity 12x 8TB NLSAS		4TB/8TB/12TB/16TB -N L-SAS 1.2TB/2.4TB -1 0K SAS 900GB -15 K SAS 960GB/1.92TB/3.84TB -S SD

- Supercharge your software defined storage solutions, such as MS Storage spaces with the fastest JBOD SAS chassis possible; 2RU-12 slot, ready for the large capacity NL-SAS drives.

- Add density to your JBOD solution using the ME484 or expand your existing ME4012/ME4024/ME4084 with the ME484 as an EBOD\*

- Create the necessary 12Gb SAS JBOD environment for SW defined storage solutions.

\* Can not intermix ME412/ME424 with ME484 EBODs. ME4012/ME4024 can have 3xME484 or 9xME412/ME424 in any combination. ME4084 can only be expanded by ME484.

# Dell EMC PowerStore 500T



Order Code	Protocol	Chassis	Capacity	Service	Recommended UpSells
PS_500T	iSCSI / FC / NVMe-FC/NVMe-TCP	2U 25 x 2.5" NVMe Chassis	10 x 1.92TB NVMe SSD	3Yr ProSupport NBD Onsite Service	<ul style="list-style-type: none"> <li>Capacity Upgrades with 1.92TB, 3.84TB, 7.68TB, and 15.36TB NVMeSSDs</li> <li>Additional I/O Module for added connectivity</li> <li>25GbE and FC32 Protocols</li> <li>3yr or 5yr Pro Support and ProSupport Plus 4Hr Mission Critical Service</li> <li>Deployment Services</li> <li>Anytime Upgrade Program</li> <li>Optimize services –m onthly/quarterly</li> </ul>
PS_500T_6D	iSCSI / FC / NVMe-FC/NVMe-TCP	2U 25 x 2.5" NVMe Chassis	6 x 1.92TB NVMe SSD	3Yr ProSupport NBD Onsite Service	<ul style="list-style-type: none"> <li>Capacity Upgrades with 1.92TB, 3.84TB, 7.68TB, and 15.36TB NVMeSSDs</li> <li>Additional I/O Module for added connectivity</li> <li>25GbE and FC32 Protocols</li> <li>3yr or 5yr Pro Support and ProSupport Plus 4Hr Mission Critical Service</li> <li>Deployment Services</li> <li>Anytime Upgrade Program</li> <li>Optimize services –m onthly/quarterly</li> </ul>

• Simplified storage solutions with a container-based architecture, advanced storage technologies and intelligent automation.

• Any workload – single architecture for physical, virtual, and container-based apps and databases.

• Performance-optimized – end-to-end NVMe design.

• Scale up and scale out – independently add capacity or processing power with clustering.

**Note: For Smart Value offerings that are available under the DSC ordering system, you will be required to quote per your country's operating unit and currency.**

# Dell EMC PowerStore 1000T T/X



Order Code	Protocol	Chassis	Capacity	Service	VMware	Recommended UpSells
PS_1000X	iSCSI / FC / NVMe-FC/NVMe-TCP	2U 21 x 2.5" NVMe, 2 x NVRAMC chassis	10 x 1.92TB NVMeSSD	3Yr ProSupport NBD Onsite Service	VMWare license included	<ul style="list-style-type: none"> <li>Capacity Upgrades with 1.92TB, 3.84TB, 7.68TB, and 15.36TB NVMeSSDs</li> <li>Additional I/O Module for added connectivity</li> <li>25GbE and FC32 Protocols</li> <li>3yr or 5yr Pro Support and ProSupport Plus 4Hr Mission Critical Service</li> <li>Anytime Upgrade Program</li> <li>Optimize services – monthly/quarterly</li> </ul>
PS_1000T	iSCSI / FC / NVMe-FC/NVMe-TCP	2U 21 x 2.5" NVMe, 2 x NVRAMC chassis	10 x 1.92TB NVMeSSD	ProDeploy Deployment Services	-	<ul style="list-style-type: none"> <li>Capacity Upgrades with 1.92TB, 3.84TB, 7.68TB, and 15.36TB NVMeSSDs</li> <li>Additional I/O Module for added connectivity</li> <li>25GbE and FC32 Protocols</li> <li>3yr or 5yr Pro Support and ProSupport Plus 4Hr Mission Critical Service</li> <li>Anytime Upgrade Program</li> <li>Optimize services – monthly/quarterly</li> </ul>

• Simplified storage solutions with a container-based architecture, advanced storage technologies and intelligent automation.

• Any workload – single architecture for physical, virtual, and container-based apps and databases.

• Innovative AppsON capability lets you run virtualized workloads directly on the array, X Model only, supporting data-intensive workloads in core or edge locations where infrastructure simplicity and density are required.

• Performance-optimized – end-to-end NVMe design

• Scale up and scale out – independently add capacity or processing power with clustering.

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# Dell EMC Unity XT Hybrid Array



Order Code	Protocol	Chassis	Capacity	Service	Recommended UpSells
<b>Unity380DPE</b>	FC/iSCSI	UNITY 380 2U DPE 25 X 2.5 SSD/HDD Chassis	6 x 600GB 10K SAS HDD & 6 x 400GB SSD	3Yr ProSupport NBD Onsite	3yr or 5yr Pro Support Mission Critical 24/7 4HR response 1.2TB HDD and or 400GB SSD Perf & Capacity upgrades 400GB Fast Cache SSD Installation Services Optimize services –monthly/quarterly
<b>UnityXT380DPE_2</b>	FC/iSCSI	UNITY 380 2U DPE 25 X 2.5 SSD/HDD Chassis	6 x 1.8TB 10K SAS HDD & 6 x 1.6TB SSD		3yr or 5yr Pro Support Mission Critical 24/7 4HR response 1.8TB HDD and or 1.6TB SSD Perf & Capacity upgrades 400GB Fast Cache SSD Optimize services –monthly/quarterly
<b>Unity480DPEconfig1</b>	FC/iSCSI	UNITY 480 2U DPE 25 X 2.5 SSD/HDD Chassis	6 x 600GB 10K SAS HDD & 6 x 400GB SSD		3yr or 5yr Pro Support Mission Critical 24/7 4HR response 1.2TB HDD and or 400GB SSD Perf & Capacity upgrades 400GB Fast Cache SSD Installation Services Optimize services –monthly/quarterly
<b>Unity480DPEconfig2</b>	FC/iSCSI	UNITY 480 2U DPE 25 X 2.5 SSD/HDD Chassis	6 x 1.8TB 10K SAS HDD & 6 x 1.6TB SSD		3yr or 5yr Pro Support Mission Critical 24/7 4HR response 1.8TB HDD and or 1.6TB SSD Perf & Capacity upgrades 400GB Fast Cache SSD Installation Services Optimize services –monthly/quarterly

- Accelerate your workloads with All-Flash data storage.
- Unified Storage of File, Block and Vvols.
- Scale up to 16PB with Unity XT 880 or 880F.
- Install in minutes, manage from the cloud.

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# Dell EMC Unity XT All Flash Array



Order Code	Protocol	Chassis	Capacity	Service	Recommended UpSells
<b>UnityXT380FDPE</b>	FC/iSCSI	UNITY 380F 2U DPE 25 X 2.5 SSD Chassis	8 x 1.92TB SSD	3Yr ProSupport NBD Onsite	3yr or 5yr Pro Support Mission Critical 24/7 4HR response 1.92TB SSD Perf & Capacity upgrades Installation Services Optimize services –monthly/quarterly
<b>UnityXT380FDPE_2</b>	FC/iSCSI	UNITY 380F 2U DPE 25 X 2.5 SSD Chassis	8 x 3.84TB SSD		3yr or 5yr Pro Support Mission Critical 24/7 4HR response 3.84TB SSD Perf & Capacity upgrades Installation Services Optimize services –monthly/quarterly
<b>Unity480Fconfig1</b>	FC/iSCSI	UNITY 480F 2U DPE 25 X 2.5 SSD Chassis	8 x 1.92TB SSD		3yr or 5yr Pro Support Mission Critical 24/7 4HR response 1.92TB SSD Perf & Capacity upgrades Installation Services Optimize services –monthly/quarterly
<b>Unity480Fconfig2</b>	FC/iSCSI	UNITY 480F 2U DPE 25 X 2.5 SSD Chassis	8 x 3.84TB SSD		3yr or 5yr Pro Support Mission Critical 24/7 4HR response 3.84TB SSD Perf & Capacity upgrades Installation Services Optimize services –monthly/quarterly

- Accelerate your workloads with All-Flash data storage.
- Unified Storage of File, Block and Vvols.
- Scale up to 16PB with Unity XT 880 or 880F.
- Install in minutes, manage from the cloud.

**Note: For Smart Value offerings that are available under the DSC ordering system, you will be required to quote per your country's operating unit and currency.**

# Dell EMC Smart Value Storage Offers

Ease of order and attractive promotions to help your customers modernise their IT and boost innovation.

**Contact the team to find out more -  
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