DELLTechnologies

Dell EMC
Integrated Appliances

Get Your Cloud ON with
Proven and Modern Cloud
Data Protection

Dell EMC proven and modern data protection solutions deliver comprehensive coverage to protect your data across the edge, core and cloud. From business-critical applications to VMware environments to new Kubernetes workloads to cybersecurity and hybrid multi-cloud protection, Dell Technologies can protect your data now and into the future.

Over **1,000** companies trust Dell to protect their data in the cloud[1]

Dell protects over **2.7 EB** of data in the cloud[2]

Cloud First

More and more organizations are taking a ***cloud-first*** approach for deploying new business applications and are running a wide variety of workloads in both the public and private cloud.

Dell Technologies surveyed 1,000 IT decision makers across 15 countries[3] in the new Global Data Protection Index 2020 Snapshot and found that:

71% cite the cloud as the preferred destination for deploying new business application workloads.

OVER **88%** respondents are running or plan to be running in the public cloud.

Yet, still there is evidence that many organizations are struggling with data protection and leaving their data vulnerable and unprotected.

The study also found that:

> More than half are struggling to find data protection solutions for cloud-native and SaaS applications and containers.

> A similar proportion utilize backup tools available from their cloud service provider or tools that they currently operate on-premises.

> 63% of those say their cloud service provider protects their cloud-based workloads but do not actually have a contract to protect all those workloads.

If you're going to send data to the cloud, you need to be smart about how you protect your investments and data in the cloud. Data protection that you can trust is critical to deploying multiple clouds that drive digital transformation. It's no surprise that increasingly customers are turning to Dell Technologies to deliver that peace of mind.

> ### "Cloud-based data protection is a good way to optimize both costs and disaster recovery capabilities."
>
> *Christophe Bertrand, Senior Analyst, ESG*

The cloud is already helping many customers of all sizes to simplify IT, increase flexibility and scale and lower costs for data protection.

You can do it too! Adopting cloud as part of your overall IT strategy can make it easier for you to:

- increase business agility
- ensure business continuity
- accelerate time-to-market
- reduce business risk
- reduce TCO
- maintain regulatory compliance

That's a lot of goodness.

Our customers are already leveraging the goodness of integrated appliances. Here's one customer's story.

> ### "The Dell EMC IDPA DP4400 gives us a single, complete backup and recovery solution. We have one provider and everything works."
>
> *Brit Anderson, Supervisor, Systems Administration, Christian Brothers University*

Christian Brothers University saves time and money with cloud data protection

Because of federal regulations and ongoing research projects, keeping student records and research data safe is paramount for Christian Brothers University. However, to ensure that this data is secure and to keep pace with data growth, they have had to overcome several challenges, including managing three separate backup vendors, handling rising costs as their data grew, and spending time recovering data and fixing problems when things didn't work.

When they decided to modernize, they considered other solutions but decided to move to an Integrated Data Protection Appliance (IDPA) from Dell EMC. The Dell EMC IDPA was the ideal solution to simplify management, improve storage efficiency, lower costs, and also to help them leverage the cloud for long-term retention and disaster recovery. Today, their staff has one central management interface, automated protection of their VMware environment and they are saving time and money with a cloud-enabled data protection solution.

[Watch Video](#)

"Our dedupe rate is 84:1. Once you see that dedupe and compression, it's hard to go anywhere else."

Brit Anderson, Supervisor, Systems Administration, Christian Brothers University

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"We send everything to the cloud using Dell EMC Disaster Recovery and Cloud Tier for long-term retention, saving 8-10 hours a week and giving us more assurance that our backups work because we can test them more frequently."

Brit Anderson, Supervisor, Systems Administration, Christian Brothers University

Are you ready to modernize and get your cloud ON?

Integrated appliances are not only the fastest and easiest way to optimize your data protection environment but also the easiest way begin to leverage benefits from the cloud.

Integrated appliances offer an all-in-one backup and recovery solution and are a way to quickly and simply get cloud-based data protection. These data protection solutions are faster to deploy, simpler to manage, and those that are cloud-ready offer an easy onramp to cloud with integrated cloud capabilities. These appliances are a "must consider" when making plans for cloud-based data protection.

We know this. And, we are seeing organizations increasingly leverage the advantages of integrated appliances.

A recent IDC report shows that the worldwide revenue growth for integrated systems, year over year, was 21.1% in 2019.[4]

Get a Dell EMC integrated appliance and check every cloud data protection box.

Dell EMC integrated appliances provide all-in-one data protection for hybrid multi-cloud, core and edge – providing a powerful, simple recovery solution for your data everywhere – all with a single appliance.

With a Dell EMC integrated appliance, you can:

- ✓ **Reduce storage costs**
  with source and target deduplication

- ✓ **Shrink backup windows**
  with fast, reliable backups and reduced bandwidth requirements

- ✓ **Reduce management time**
  with dashboard management from a single console

- ✓ **Ensure compliance**
  with proven, reliable backup and recovery

- ✓ **Leverage modern technologies**
  such as cloud disaster recovery and cyber recovery

How do you accomplish all of this with a Dell EMC integrated appliance?

1. **Simple and powerful data protection**

   Dell EMC integrated appliances deliver proven enterprise data protection in a turnkey solution for businesses of all sizes that reduces the complexity of managing multiple data silos, point solutions and vendor relationships.

   They are an all-in-one data protection solution that offers complete backup, replication, recovery, deduplication, instant access and restore, tight VMware integration — plus, cloud readiness with disaster recovery and long-term retention to the cloud — all in a single appliance.

   And for additional security, Dell EMC integrated appliances can be combined with Dell EMC PowerProtect Cyber Recovery to place air gapped copies in a cyber vault.

Up to **10X** faster deployment[5]

Cloud Long-term Retention

› No cloud gateway needed
› Manage up to 2x usable capacity in the cloud
› Compressed, deduplicated data sent to cloud to minimize costs

Cloud Disaster Recovery

› Orchestrated DR with 3 clicks failover and 2 clicks failback[6]
› Copy directly on AWS S3, VMware Cloud on AWS, or Azure
› Minimize costs by only using compute in failover or DR testing
› Data is compressed and deduplicated to ensure a minimal cloud footprint
› Integrate with on-premises data protection and VMware vSphere
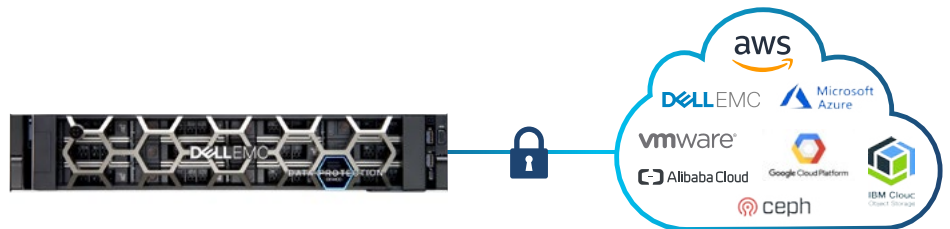
2. **Ease of deployment, scale and management**

Dell EMC integrated appliances enable organizations to protect a very broad ecosystem of applications quickly with a single system management console, consolidating workload protection and eliminating infrastructure or data sprawl. Easy-to-use dashboards simplify backups and automate daily tasks, including monitoring, management, reporting, analytics and search – from a single console.

They offer integration with VMware, SQL and Oracle native management tools so that admins can continue to use familiar UIs.

3. **Powerful integrated cloud capabilities**

Dell EMC integrated appliances provide modern and powerful cloud data protection, allowing you to leverage the benefits of your multi-cloud, hybrid cloud or private cloud environments.

› **Cloud long-term retention (LTR):** Customers can leverage cloud environments to accelerate their tapeless journey, improve long-term data retention efficiencies or manage governance and compliance policies. With Dell EMC industry-leading deduplication, enterprises can expand usable capacity up to 2x in the cloud, in addition to the original physical usable capacity of the appliance.

› **Cloud disaster recovery:** Recover to the cloud with integrated cloud disaster recovery and eliminate the need for a secondary site. End-to-end orchestration makes it easy for VMs to be copied to object storage within Amazon Web Services (AWS), Azure and VMware Cloud on AWS public clouds for minimal cost and cloud footprint. Failover in 3 clicks and failback in 2 clicks from the public cloud for rapid recovery. Plus, use Cloud DR to test and validate your cloud DR plan and gain confidence in your DR approach, in case the unimaginable does happen.

Integrated Cloud DR

3 clicks to failover

AWS or Azure as DR Site

Protect in AWS, Azure or VMware Cloud on AWS

2 clicks to failback

> "Cloud disaster recovery is important when we start to talk about cost. Traditionally you have to have appliances and multiple data centers. By having it in the cloud, that's one more thing you've taken off our plate and that has true value."

IT Manager, The Vollrath Company

[Watch Video](#)

Powerful performance and efficiency[7]:

> Protect the same amount of data in up to 33% less space
> Restore VMs up to 10x faster
> Backup VMs up to 3x faster

> Dell EMC integrated appliances are [built for VMware.](#) VMware virtual machines can failover directly to VMware Cloud on AWS S3 – making it simpler and less time-consuming to manage. Users can run their VM environments on-demand in native VMware interfaces, minimizing downtime when disaster strikes. Familiar interfaces help you failover to AWS with just three clicks...run your environment in the cloud...then failback in only two clicks.

4. Powerful performance and efficiency for modern workloads

Dell EMC integrated appliances provide support for modern applications – such as MongoDB and MySQL – and are optimized for VMware. They provide fast, single-step recovery of individual files, dynamic policies for VMs, as well as complete VMware images, which can be instantly accessed and migrated live back to the production environment (using vMotion) while still running, further simplifying and optimizing VM recovery.

As development and operations environments evolve to include cloud native containers such as Kubernetes, customers are challenged with protecting these environments. Dell Technologies has partnered with VMware on Project Velero to enable cloud native adopters to backup, restore, perform disaster recovery and migrate Kubernetes cluster resources, persistent volumes and storage attributes. Protect Kubernetes in both production and dev/test environments and ensure data is backed up and always available for disaster recovery.

Data protection search simplifies file-level-recovery (FLR) activities with an easy-to-use search interface. Integrated appliances are also built on the industry-proven Data Invulnerability Architecture (DIA), for encryption, fault detection, and healing.

With the power of NVMe flash, Dell EMC integrated appliances provide high performance for the strictest SLAs.

5. Low cost-to-protect

With a Dell EMC integrated appliance you get high-efficiency inline deduplication — with an average data deduplication rate of up to 55:1[8] — for data on-premises and in the cloud – and costing, on average, less than one half a penny per GB per month.[9]

6. Future-Proof Loyalty Program

The [Future-Proof Loyalty Program](#) is designed to provide you investment protection with a set of world class technology capabilities and programs that enable Dell Technologies Storage and Data Protection products to provide value for the entire lifetime of your applications.

Dell EMC Integrated Appliances

[Integrated Data Protection Appliance (IDPA)](#) –
All-in-one data protection for hybrid multi-cloud, core, edge

Get powerful, simple backup and recovery for data everywhere with a single appliance. Starting at 8TB, the IDPA offers complete backup, replication, recovery, deduplication, instant access, and restore, search and analytics and tight VMware integration — plus, cloud readiness with disaster recovery and long-term retention to the cloud. All in all, it's a powerful enterprise data protection solution for organizations of all sizes at a low cost-to-protect.

[PowerProtect X400](#) – Scale-out data management appliance

PowerProtect X400 meets ever-changing growth and governance requirements to protect workloads across your IT environment. The X400 appliance offers scale-out and grow-in-place flexibility and the option of all-flash or hybrid capacity cubes.

Pair Dell EMC integrated appliances with the power of the broad Dell Technologies portfolio to accelerate your onramp to cloud even further.

In Cloud Data Protection

Moving production applications to the cloud means that you'll need cloud hosted data protection to support these applications in the same way they were protected on-premises. Dell Technologies offers data protection software and virtualized appliances to support familiar data protection workflows in the cloud. PowerProtect DDVE is a software-defined version of PowerProtect DD series appliances. It is designed for cloud environments and gives you the same benefits as the physical appliances including data deduplication, replication, data integrity, and encryption. Protect your data with confidence in AWS, Azure, AWS GovCloud, Azure GovCloud, Google Cloud Platform and VMware clouds.

Dell Technologies Cloud

Leverage Dell Technologies Cloud with simplified management for a consistent experience. This allows you to increase business agility, accelerate time to market, improve cloud economics and reduce business risk. Data protection workflows remain consistent across your cloud continuum.

Dell EMC and VMware are committed to delivering jointly engineered products, making it easier for you to protect and recover your data and IT investments along your cloud journey.

Get your cloud ON.

Dell EMC integrated appliances deliver the simplest and fastest path to cloud-based data protection.

With Dell EMC integrated appliances you will reap all the benefits of Dell EMC enterprise data protection with simple-to-deploy, simple-to-manage, cloud-ready all-in-one appliances.

Get ready. Buckle up. The onramp to cloud is FAST and simple with Dell EMC integrated appliances.

Get Your Cloud ON

1. **Speed and scale for multi-cloud**
   Ramp up your business results with cloud agility for backup, disaster recovery and long-term retention.

2. **Multi-cloud simplification and automation**
   Simplify deployment and management with an all-in-one, cloud-based data protection solution that delivers integrated cloud capabilities and seamless integration with VMware.

3. **Efficiency and cost-savings**
   Reduce costs with integrated cloud capabilities (no additional hardware required) and Dell EMC deduplication for the smallest cloud footprint possible.

4. **Leverage the power of Dell Technologies extended client, server, storage and data protection portfolio.**
   Simplify your IT purchases, maximize the return on your investment, and gain a single point of support for all your software and hardware. This includes Dell Technologies On Demand which delivers an end-to-end portfolio of consumption-based and as-a-service solutions for the way on-premises infrastructure and services are consumed today.

Want to learn more?

Proven + Modern = Dell EMC Cloud Data Protection

[1] Based on internal Dell research, February 2020

[2] Based on Dell analysis, February 2020

[3] Dell Technologies commissioned Vanson Bourne for the Global Data Protection Index 2020 Snapshot, which was conducted between October and November 2019

[4] IDC 2019Q4 Storage SW QView, Mar 5 2019; IDC 2019Q4 PBBA Tracker, Mar 12 2019

[5] Based on Dell EMC internal testing, May 2018, compared to traditional deployments. Actual results will vary.

[6] According to Dell Internal Testing, February 2020

[7] 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 appliance solution from Vendor X. Actual results may vary. Full Report

[8] Based on Future-Proof Loyalty Program data protection deduplication guarantee.

[9] Based on an ESG Whitepaper commissioned by Dell EMC, "The Economic Value of Data Domain and Integrated Data Protection Appliances (IDPA), June 2018. Results based on an audit of 12 active Dell EMC backup appliance customers. Actual results may vary.

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