# THE EASTERN UPDATE

**Watch the PowerStore webex demo**

*What are we discussing?*

**TODAY'S IT CHALLENGES IN RELATION TO STORAGE INFRASTRUCTURE**

# WHY YOU NEED A DATA-CENTRIC STORAGE PLATFORM

## PART 1: THE SET UP

Circa 2005: Technology was all about the infrastructure and having the infrastructure on the floor. Your IT budget probably reflected that.

Fast forward to 2021: IT dollars are focused more on transforming the business to be more application-centric. It's about being flexible in our infrastructure and how we deploy to our business.

When we talk about modern infrastructure today, what does that mean? Keeping it in the storage framework, today we define modern infrastructure as flash-based. You have to scale up and scale down, be more software defined and cloud enabled since that's where our applications are being developed. And of course our data needs to be secure.

And when you talk about innovations in storage technology today like Flash, SCM drives, data reduction, data diversity, and even the sheer amount of data, it's all putting a significant strain on resources and creating inefficient silos because there is no one infrastructure that can handle it all. UNTIL NOW...

# DELL POWERSTORE: FOR TODAY'S DATA ERA

## THE NEXT EVOLUTION IN DATA CENTRIC STORAGE

### WHAT IS POWERSTORE??
Dell PowerStore is a new storage platform built around NVMe technology that delivers data-centric, built-in intelligence that's adaptable to handle both traditional and modern workloads.

### WHAT IS DATA-CENTRIC??
Let's start with one of the biggest challenges our customers face - as new applications and data grow, storage and infrastructure performance suffer. This negative trade-off doesn't work.

PowerStore solves this issue - whether it's container based, applications, or even file NAS based, PowerStore is designed to manage these workloads without performance or scalability disruptions.

PowerStore is also designed to deliver consistent efficiencies.

### WHAT DOES THAT MEAN??
Gaining efficiencies through inline and always-on data reduction. This provides a guaranteed average of 4:1 data reduction. Most of our customers see higher efficiencies, but it's all dependent on the type of data and workload.

Also, leveraging the maturity of NVMe flash drive technology, PowerStore can deliver sub-millisecond response, which is important to note especially with high-transactional type workloads.

### HOW DOES THIS HELP ME??
Now you can have enterprise class storage capabilities in a mid-range storage platform, making it accessible to every business.

Because of it's scalability, you can start small and grow into it as your data and applications expand.

- CONSISTENT
- INTELLIGENT
- SCALABLE
- NON-DISRUPTIVE
- SECURE

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Dell Technologies introduces **PowerStore**

Data-centric    Intelligent    Adaptable

Designed for the data era

# What You Get With Enterprise Class Storage

## Even when you only have a mid-range platform

PowerStore is Non-Disruptive. This means continuous access to your data. How? Through resiliency, redundant components, dual-porting and cluster high availability. Perhaps the biggest win we've experienced with our customer conversations is the elimination of significant migration pain points.  When you talk about the data, there are actually native tools for platforms like Unity, Compellent, even VNX, so that really ends the need for migration because the data is actually moved using the native tools of those platforms, thereby eliminating a lot of the need for migration. Additionally, if you have tools like VPLEX or are utilizing VMOTION, you can use those tools to actually migrate from other platforms, another thing our customers are looking into.

When you start talking about replication and data accessibility, things like having active/active which is what a lot of our customers are looking to have in their environments, there are some functionalities that are within PowerStore that enable you to have continuous access to your data. One of the features is something called MetroSync, which is, designed for campuses to have active/active environments where the data is always accessible. The data would be replicating constantly. Therefore, if you have any kind of failure, you do not lose access to your data.

PowerStore is Intelligent. Daily, redundant tasks like deploying or provisioning storage, are reduced through automation. Proactive analysis of the environment is performed regularly to seek out anomalies and potential risks. This can mean opening a service call or issuing an alert to a potential issue. Driving these automations helps to reduce a significant amount of risk. Having this automation also gives you the ability to reduce your deployment time through containers, using links like Kubernetes and Ansible. You're now increasing  your workload density and reducing risk by eliminating many manual tasks.

PowerStore takes adaptability to the next level with its container-based software stack. Virtualized hosting of the applications on the appliance is now enabled. This is a huge win and can lead to true transformation of the infrastructure landscape. PowerStore is designed with models that offer increasing levels of memory performance, delivering a true scale up and scale out architecture.
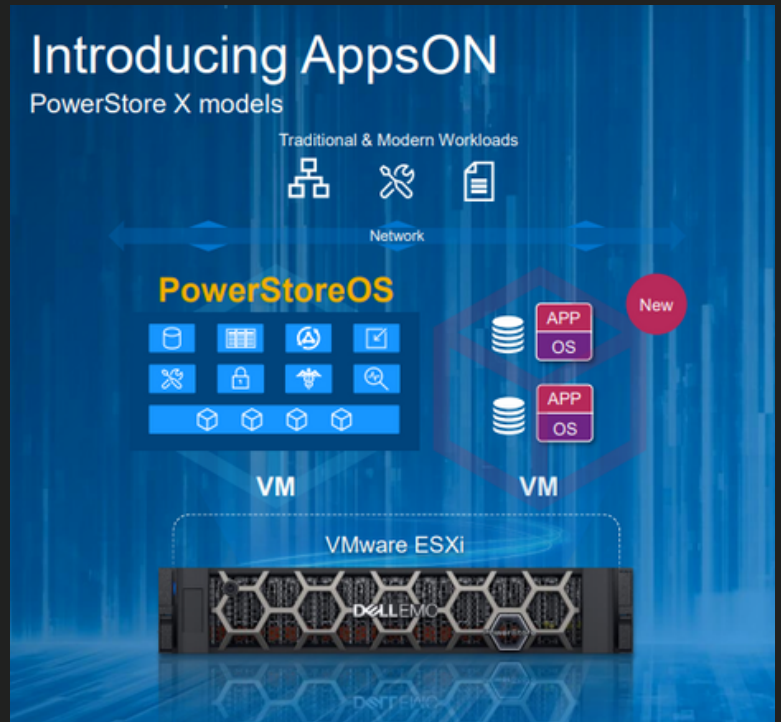
# Dell PowerStore Models

### POWERSTORE MODEL T

The Model T is more designed for SAN and/or NAS storage. You can have both SAN and NAS within the same infrastructure and running simultaneously. This is what you would think of in reference to more 'traditional' storage, however it can also handle the more modern workloads of today.

### POWERSTORE MODEL X

The Model X is SAN storage with an integrated hypervisor functionality for VMware called AppsON. AppsOn enables administrators to deploy apps directly on the PowerStore X model.

A possible use case may be running apps like anti-virus software or monitoring software, directly on the storage in ROBO locations with data-intense workloads. This is a game changer when it comes to businesses that are looking to consolidate workloads, have three tier models in their virtualized environments or are looking into HCI.



Thank you for your time. Please look for our next issue where we delve deeper into PowerStore and VxRail. If you have any questions or comments, please contact us at eastern@ecei.com.



Eastern Computer Exchange is a global solution provider implementing successful end-to-end solutions since 1990. We are a Dell Titanium, VMware Premiere and Cisco Gold Partner and work with scores of other OEMs to deliver the best architected solutions based on the unique needs of our customers.

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