

# Infrastructure Solutions Portfolio Overview

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Q1 2026

# Primary Storage

## Trusted

### Customer adoption

9+ exabytes shipped  
 90% of F500 sectors  
 600M+ run hours clocked  
 30% growth since Prime launch!<sup>1</sup>

6 Product of the Year awards



**Voted #1**

Roadmap confidence<sup>2</sup>

## Future Proof

### Lifecycle Extension with ProSupport

Industry's most flexible upgrade program<sup>3</sup>

Stay cost-effective AND continuously modern

Next gen, higher-model, scale-out

Save up to 25% on non-disruptive upgrades<sup>4</sup>

All-inclusive software    3-year sat guarantee    Capacity refresh credit

## Resilient

### Policy-based protection

Safeguard ANY workload



### Federal-grade cybersecurity

STIG Hardened

- Hardware Root of Trust
- Secure Boot
- Data-at-rest encryption
- Multi-factor authentication
- Secure snapshots
- Ransomware protection
- More...

Integrated backup

with Storage Direct Protection

PowerStore PowerProtect



### Superior architecture

Autonomous Active/Active    Scale-Up/Scale-Out  
 Dynamic Node Affinity    Intelligent Load Balancing  
 Dynamic Resiliency Engine    Unified File/Block/vVols  
 End-to-End NVMe    Advanced Data Reduction

Track record of high-value software releases

Delivered non-disruptively, at no cost to existing customers



**Voted #1**

Innovation<sup>5</sup>



**Voted #1**

Ease of use<sup>10</sup>

**5:1**

Data Reduction Guarantee<sup>6</sup>

**2x**

Better efficiency than leading competitor<sup>7</sup>

**54%**

lower energy use than leading competitor<sup>8</sup>

**463%**

3-year ROI (IDC BV assessment<sup>9</sup>)

### Intelligent, self-optimizing platform

3x faster provisioning<sup>11</sup>, 24% lower cost of operations<sup>12</sup>

### Included AIOps tools

Resolve issues up to 10x faster<sup>13</sup>

### End-to-end ecosystem automations

VMware, DevOps, Dell-on-Dell integrations

## Modern

## Efficient

## Easy to Use

## Trusted

### Customer adoption

9500+

petabytes shipped

95%

of Fortune 500 sectors<sup>1</sup>

90+

countries shipped

### Always-on data availability

Gold standard in disaster recovery (Pioneered replication)

2-site, 3-site, 4-site remote replication with SmartDR



Tech Innovator of the Year  
Product of the Year<sup>2</sup>

#1 IDC

## Powerful

### Superior Architecture

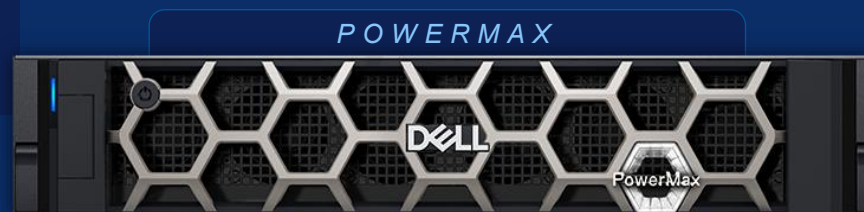
- Scale-up/Scale-out (2 – 16 nodes)
- Global shared memory
- Any node can access any drive
- Consistent performance (no LUN ownership)
- Independently scale compute & capacity
- Open systems, mainframe, file, virtualization

18PBe  
Capacity

256  
F/E ports

65M  
Secure snaps

*"PowerMax is the crown jewel of our data center."*  
— Steven Kouvo, Boston Scientific



## Cyber Resilient

### World's most secure mission-critical storage

Zero Trust<sup>3</sup>

Secure Boot

HW Root of Trust

Multi-factor Authentication

Ransomware Anomaly Detection

Cyber Recovery Services (air-gap vault)

Fed FIPS, STIG, US DoD APL, USGv6 certifications

Up to

8x<sub>4</sub>

Faster time to resolve SAN network congestion

Up to

96%<sub>5</sub>

Reduction in time to access performance insights

Up to

10x<sub>6</sub>

Faster time to resolve issues via AIOps tools

### Industry-leading AI-powered automation

- Dynamic cache performance optimization
- Autonomous health checks, self-healing
- Industry's best power monitoring & alerting<sup>7</sup>
- Integrated backup with [Storage Direct Protection](#)

## Intelligent

## Efficient

5:1<sub>8</sub>

Data Reduction Guarantee

Up to

14x<sub>10</sub>

Higher storage density

Up to

2.8x<sub>9</sub>

More performance per watt

1-click<sub>11</sub>

PowerMaxOS Software updates



## Broad Ecosystem

### Open ecosystem connecting to any IT infrastructure

- DevOps, ITOps, Dell-on-Dell integrations
- OpenShift integration, VMW-to-OpenShift migration tools
- Amazon EKS Hybrid Nodes Support (EKS)
- Cloud-based backup and restore (PowerProtect)

## Trusted

### Customer adoption:

150k+

Nodes  
deployed  
globally<sup>1</sup>

\$13.9M

Additional  
revenue  
granted<sup>2</sup>

8 mths

To payback<sup>2</sup>

#### Akbar Khan:

“With PowerFlex, we’ve reduced the time spent on routine tasks by around 40% — decreasing operational costs and allowing our IT team to focus on strategic initiatives.”



## Revolutionary Scalable Availability Engine (SAE)

#### Why It Matters?

SAE eliminates the trade-offs of traditional storage, empowering enterprises to consolidate workloads, reduce costs, and scale with confidence.

SAE

built on  
Erasure  
Coding

designed for  
Native  
Block

Implemented as  
Distributed  
Scale-Out

## Modern

## Hybrid Cloud

### The world’s most scalable cloud block storage

- Improve TCO and leverage pre-committed cloud spend
- Power demanding workloads with high performance
- Move data seamlessly between multicloud environments
- Efficiently place data across multi-AZ without extra copies
- Unify fragmented resources and diverse workloads



POWERFLEX

DELL

PowerFlex

80%

more efficient<sup>4</sup>

up to 50%

footprint reduction<sup>5</sup>

88%

reduced unplanned  
downtimes<sup>2</sup>

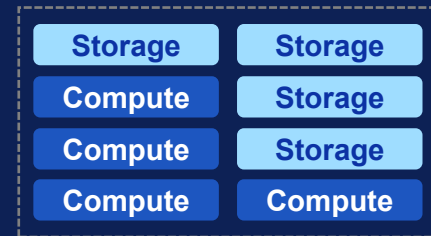
276%

3-year ROI  
(IDC BV assessment)<sup>2</sup>

## Efficient

## Scale and Resilience

Disaggregated scale



Integrated system

- Enables independent storage/compute scaling
- 99.9999999%<sup>3</sup> availability for always-on performance
- Advanced encryption to protect data
- Multi-factor authentication for enhanced security

### Broad support for multiple hypervisors



## Open Ecosystem

## Trusted

### Customer adoption:

**127k+**

Total systems  
deployed globally<sup>1</sup>

**62k+**

ME5 systems  
deployed globally<sup>1</sup>

**46k+**

global  
customers<sup>1</sup>

**17PB+**

Raw capacity  
sold to date<sup>1</sup>

#### Jason Boxall:

"Dell's entry storage will unleash significant performance, capacity and throughput gains for our customers without compromising simplicity, features, or outcomes."



#### Oded Nagel:

"We're excited to integrate PowerVault ME5 with 2X the performance and 4X the capacity of the ME4 into our solutions going forward helping our customers realize outcomes faster."



### Continually evolving infrastructure

- Intelligent drive firmware updates
- Enhanced data security with KMIP
- High IOPs, R/W bandwidth, 8PB capacity
- Dell AIOps support
- Metro Node (DR) interoperability
- PowerEdge DAS, SAN and OEM-ready
- Open Manage Enterprise support

## Modern

## Simple

### Simple to Deploy. Easy to Manage.

- Intuitive web-based GUI makes deployment fast
- Seamless integration with VMware, Microsoft, and Linux environments streamlines IT operations.
- Automated tiering and ADAPT RAID management reduce manual tuning and improve performance.
- Intuitive CLI and open Redfish/Swordfish REST APIs automate tasks, integrate with tools, and simplify operations at scale.
- Modular scalability enables pay-as-you-grow without rearchitecting your storage solution.



### Storage designed for Small and Medium Businesses (SMB)

**800k**

performance  
IOPs

**2U/5U**

compact and  
dense designs

**5-9's**

hw availability via  
dual-active controllers

**30-50%**

reduced costs with  
auto-tiering<sup>2</sup>

## Efficient & Reliable

## Fast and Affordable

### Reliable Speed

- Delivers high IOPS for applications like VMs, databases, and surveillance.
- Uses high-speed iSCSI, FC, and SAS connectivity for accelerated throughput.

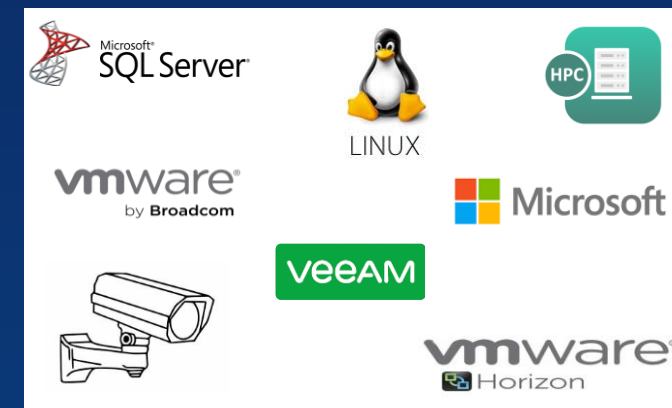


### Fits Your SMB Budget

- Entry-level pricing with all-inclusive SW ideal for budget-conscious SMB orgs
- Compact design helps lower operational and rack space costs.



### Broad use case support



## Workload Agility

# Unstructured Data Solutions

# Why an AI Data Platform Matters

Data and IT professionals need a comprehensive solution... **designed to support the entire lifecycle of data.....** for analytics, artificial intelligence and machine learning applications.



**Up to 220%** faster data ingestion

**Up to 76% Reduction** lower TCO than using public cloud

**Up to 99%** faster data retrieval

### PowerScale

**Unified File / Object**  
Performance at scale with operational simplicity

### ObjectScale

**Cloud Native S3 / Object**  
Purpose built with global reach & access

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### Lightning File System

**Global File System Storage Acceleration**

## Storage Engines

# Why Dell AI Data Platform

## Open, Flexible, Secure

**Unified Data Management:** Purpose-built data engines with industry leading IVS's and open-source tools.

**Disaggregated data & storage :** Eliminate bottlenecks due to converged stacks for data and storage processing

**Adaptive Storage Architecture:** Handle massive data growth & compute needs for AI without rearchitecting.

**Open Ecosystem:** Integrated with leading AI tools, frameworks, open data and file formats

TRUSTED BY INDUSTRY LEADERS<sup>1</sup>

<sup>1</sup> Starburst / Trino powers innovation across every industry

### Dell AI Data Platform

Enterprise-scale Data Management for Analytics and AI workloads

#### Data Engines

Query, Search, Discover, Enrich, Transform Data.

#### Storage Engines

Ingest, store, retrieve, manage and protect complex data at scale for AI.

#### Cyber Resilience

- Access Control
- Data Masking
- Data Encryption
- Real-time Threat Detection

## Modular by Design

# Outcomes Enabled

### Data Placement

Land data on high-performance storage, delivering efficiency at scale—supporting data ingestion, AI model training & inference.

### Data Processing

Enable seamless, unified access to all enterprise data for analytics and AI, turning raw data into strategic assets.

### Data Protection

Support confident, secure, and compliant operations with robust built-in data protection and cyber resiliency .

**3-5x Faster** queries

**Up to 53% Reduction** in cost of data analytics

**4.5x Faster** time to production

### Data Orchestration

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Data Analytics

Data Processing

Data Search

**DDAE660** Dell Data Engine System Software

## Data Engines

## Industry Leadership



#1 Unstructured Storage  
#1 NAS Storage<sup>1</sup>  
Growing @ 2.3x The Market



10th Consecutive Year  
Unstructured Storage MQ Leader

## Customer Satisfaction

Ranked #1 among Scale Out  
NAS Providers<sup>2</sup>

## Customer Proven

**25k+** global customers  
**1.5k+** running GPU workloads



POWERSCALE



## Measured Performance

**4+ TB/s**

per cluster  
maximum speed  
throughput<sup>3</sup>

**3X**

write throughput per  
RU compared to  
competition<sup>4</sup>

**350+**

Industry integrations  
and app certifications

**50%**

Lower storage  
footprint<sup>5</sup>

AI-optimized F210/F710/F910  
SDS option in 2026  
400Gb front-end InfiniBand  
(800Gb coming)  
PowerScale in Azure & AWS  
122 TB and 61TB QLC Drives  
MetadataIQ for advanced data  
insights

NVIDIA DGX SuperPOD  
NVIDIA Cloud Partner  
NVIDIA-certified  
Enterprise storage  
NVIDIA DGX BasePOD  
NVIDIA HGX RA  
NVIDIA GB200/300



Extreme  
Performance

**Optimized throughput,  
NVIDIA certifications**



Intelligent Data  
Management

**Built-in search,  
metadata, insights**



Scale-Out  
Design

**Multiprotocol,  
multitenancy**



Secure to the  
Core

**Threat detection,  
air gap, full  
traceability**



Greater  
Efficiency

**2:1 DDR; In-line  
data reduction**



Deploy  
Anywhere

**Edge, core,  
cloud**

Handle massive  
datasets efficiently

Flexible multicloud  
deployments

AI-optimized  
performance

Comprehensive  
cybersecurity  
suite

Integration with  
NVIDIA stack

## Relentless Innovation

## The PowerScale Advantage

## Storage Engine for Dell AI Factory

## Trusted

### Gartner

10<sup>th</sup> Consecutive Year  
Unstructured Storage MQ Leader

### CRN

2025 Product of the Year Award



## Customer Satisfaction

“We chose Dell ObjectScale because it’s a proven platform globally, more reliable and more scalable than other vendor solutions. We trust Dell Technologies because we’ve had a great experience with Dell products, service and support over the years.”

Michael Holm

Director of Product Development, Cloudist

Next-gen 4.2 O/S  
SDS option  
Dramatically faster throughput, reduced latency and lower CPU usage with S3 over RDMA  
High-performance inferencing with KV Cache

Next-gen all-flash (XF960) with 61TB QLC drive option and 100GB network  
Next-gen HDD (X560)  
High-density HDD (EX5000)  
Hybrid cloud storage as a service on ObjectScale (with Wasabi / US and EMEA)

## Rapid Innovation

## Proven

**5k+** global customers since inception

**17k+** exabytes shipped

**100+** ISV tests and validations



Scale-Out Design	Extreme Efficiency	Fast Object Performance
<b>Scale S3 storage to exabytes</b>	<b>Cutting-edge 4<sup>th</sup> generation O/S</b>	<b>All-Flash appliances</b>
Secure to the Core	Unmatched Economics	Data Management
<b>D@RE, strong consistency, fault tolerance + more</b>	<b>Including Dense and HDD options</b>	<b>Integrated with Dell AI Data Platform</b>

## The ObjectScale Advantage

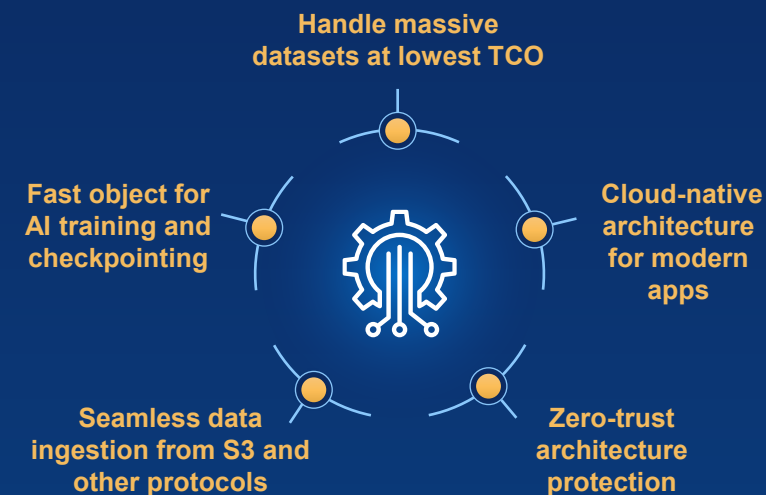
## Outpacing Rivals

World’s **highest-performing** object platform<sup>1</sup>

World’s **most cyber-secure** object storage<sup>2</sup>

**Up to 76% lower TCO** than public cloud<sup>3</sup>

One of the **highest S3 compatibility** levels on the market<sup>4</sup>



## The Foundation of your AI Data Lake

# Cyber Resilience

## Trusted



#1 for 15 Years in Purpose Bult Backup Appliances  
36% Global Market Share<sup>1</sup>



### Gartner

20<sup>th</sup> Consecutive Year  
Backup and Data Protection Platforms MQ Leader<sup>2</sup>  
2024 Customers Choice<sup>3</sup>

## Customer Satisfaction

Ranked #1 in customer satisfaction<sup>4</sup>



## Proven

Worlds most secure foundation for cyber resilience<sup>15</sup>

Up to

# 4x

Faster restores<sup>5</sup>

Up to

# 2X

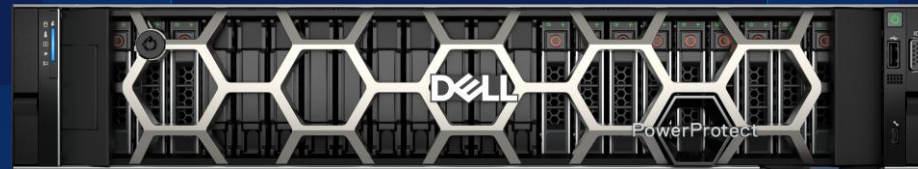
Faster replication<sup>5</sup>

# 15K+

Data Domain customers<sup>7</sup>

Data Deduplication Guarantee

POWERPROTECT



## Cyber Resilient

Zero Trust  
Multi-Factor Authentication  
End-to-end Encryption  
Data Invulnerability Architecture  
Cyber Recovery Guarantee



Immutability



Isolation



Intelligence



# 2700+

Cyber Recovery vault customers<sup>8</sup>

# 1<sup>st</sup>

Endorsed Sheltered Harbor Solution<sup>9</sup>

## PowerProtect Data Manager

- Transparent Snapshots
- Anomaly Detection
- Storage Direct Protection
- Recovery Orchestration
- Dynamic NAS Protection
- Kubernetes

Typically

# 75:1

Data reduction<sup>6</sup>

Up to

# 61%

Lower total cost of ownership<sup>16</sup>

Up to

# 40%

Less rack space<sup>14</sup>

# 80%

Less power<sup>5</sup>

# #1

In sustainability<sup>17</sup>

## Modern

## Efficient

Over  
**45 EB**  
protected<sup>12</sup>

CLOUD

Microsoft Azure

Google Cloud

aws

Over  
**1900**  
customers<sup>13</sup>

PowerProtect

COMMAVAULT

HYCU

17+  
Options

veeAM COHESITY

BACKUP SOFTWARE

40%  
Open

## Integrated and Open

# Server

## Trusted

# #1 IDC

### x86 Server \$

32 consecutive quarters<sup>1</sup>

### X86 Server units

37 consecutive quarters<sup>2</sup>

### Mainstream Server \$

34 consecutive quarters<sup>3</sup>

### Mainstream Server units

37 consecutive quarters<sup>4</sup>

### The leader in AI infrastructure

As noted in the Forrester® AI Infrastructure Wave<sup>9</sup>

### Ready for power-heavy AI Workloads

With up to **73%** better power efficiency<sup>10</sup>

### Groundbreaking Performance

A single PowerEdge server can do the work of 7 older servers, with 2/3 the power consumption<sup>11</sup>

## Purpose Built

## Intelligent

Up to

# \$50k

Savings through power and management optimization<sup>5</sup>

# 80%

of PowerEdge servers achieve EPEAT Climate+ designation<sup>6</sup>

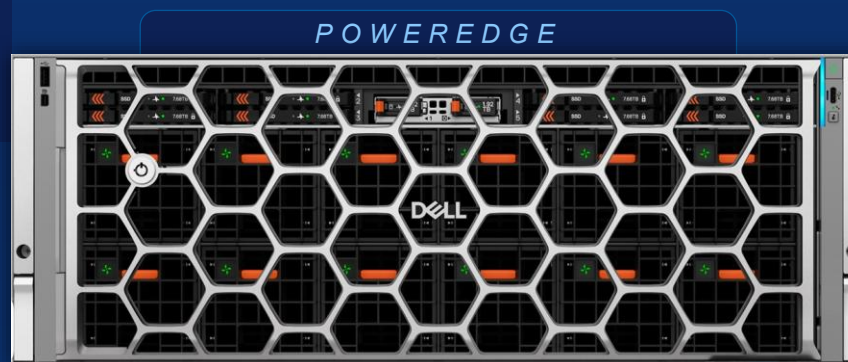
Up to

# 110min

Less time to manage per 100 servers<sup>7</sup>

### Industry leading intelligent management

- iDRAC10 integrated controller &
- OpenManage™ Enterprise



### Engineered for Efficiency

PowerEdge servers have reduced Energy Intensity (EI) by **83%** over the past 8 years<sup>12</sup>

### Efficient

Up to **73%** boost in power efficiency<sup>13</sup>

## Sustainability

## Security

### Factory-to-Site Assurance with Secure Component Verification

# 3.5x

More security capability than SMCI<sup>8</sup>

### Zero Trust

Adoption Capable

### Built-in Security



### Fast Rack-scale Deployment

Dell Integrated Rack Scalable Systems

### 3x better GPU density

With the Liquid Cooled Dell PowerEdge XE9680L<sup>15</sup>

### Up to 6x boost

Over previous generations in MLPerf 4.0® with the Dell AI Factory with Nvidia<sup>16</sup>

## AI

# Networking

## Trusted



Whenever we need assistance, we can reach out to the developers who helped create Dell Enterprise SONiC, which goes far beyond the standard levels of support. It's a very unique experience."

Riho Mikko, Head of Networking Division, RIT



"This is cutting edge technology that we were one of the first people on the planet to get access to."

Jon Stevens, Founder & CEO, Hot Aisle

## SONiC & AI Capabilities

- AI Ready 800Gbps speeds
- AI Optimized features
- Automated Blueprints
- Deep Telemetry & Analytics
- First SONiC with Fed certs
- Fast Link Failover
- Azure stack
- LPO optics support

- NVIDIA Spectrum-X support
- Tomohawk 6 support
- Global load balancing
- New global security certs
- AI Multi-tenancy
- SFM optics health monitoring
- Optic heat maps
- SFM for Dell AI Factory

CURRENT RELEASE

RELEASE 4.5.1 (Mar. '26)

## Modern

## Performance

Up to

64

1.6TbE ports

Secure and feature rich fabrics with scalability, redundancy and optimized traffic flows for demanding workloads like generative AI

2x

Avg bandwidth of the previous generation<sup>1</sup>

Save up to

93%

Of manual config tasks for SONiC fabrics<sup>2</sup>



Up to

98%

Latency reduction at module chip level<sup>3</sup>

Up to

41%

LPO switch power reduction<sup>5</sup>



1st

To support AI fabrics with LPO integration<sup>7</sup>

Up to

50%

Lower transceiver power consumption<sup>4</sup>

Up to

69%

LPO server power reduction<sup>6</sup>

Dell Linear Pluggable Optics

## Efficient

## Hardened and Secure



Zero Trust

Secure Boot

Root of Trust

Network segmentation

Container-based modularity

Fed FIPS / USGv6 / DoDIN APL certs

ACLs, VRRP, AAA, RBAC, RADIUS, SASE

Digital signing and cryptographic checksums

TACACS+, TACACS Accounting, Password Hashing

## GenAI Ready

Next-gen Silicon, Dell validated designs

## Intelligent & Automatable

with SmartFabric Manager

## Choice & Flexibility

Support for Dell PowerSwitch Ethernet, NVIDIA Quantum InfiniBand

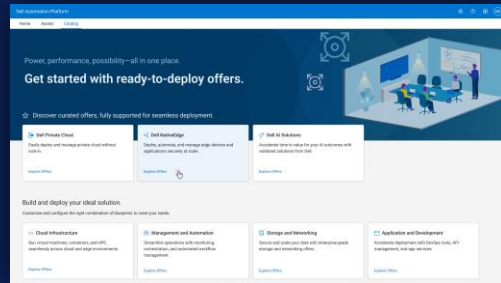


## Open Ecosystem

# Dell Automation Platform

## Central Portal and Catalog

Manage, monitor and operate across sites



SaaS or customer-managed

Blueprints curated and validated by Dell

Secure initialization at the factory

1



Ownership assigned digitally

2



Hardware connects, attests, and is ready for provisioning

3



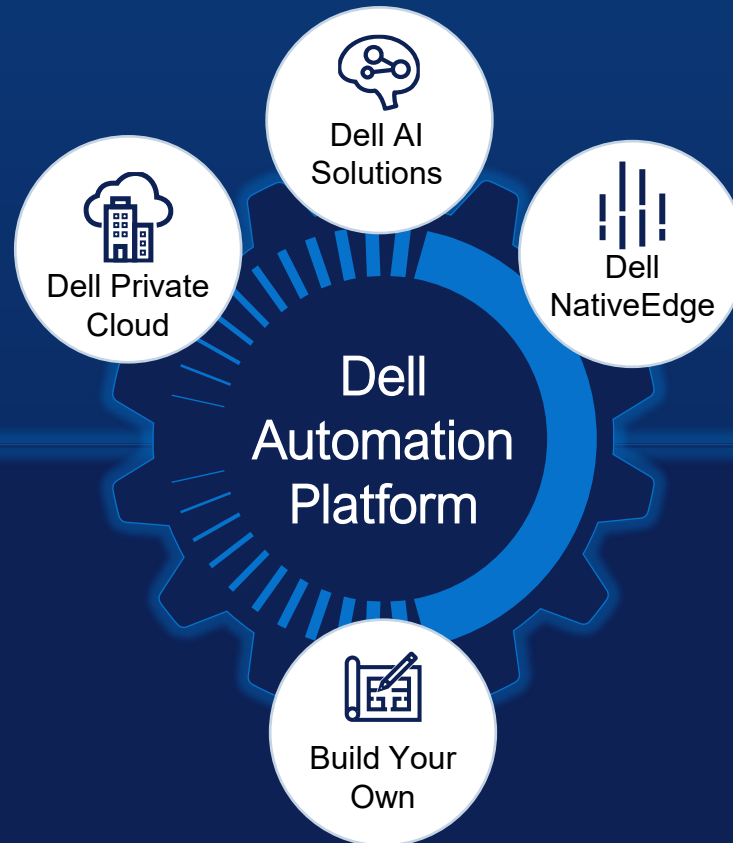
Dell Automation Platform

<2 minutes to onboard nodes at scale<sup>1</sup>

Secure, Zero-touch Onboarding

## Curated and Validated Outcomes

Deploy and manage outcomes, tested and validated by Dell experts, on your Dell infrastructure

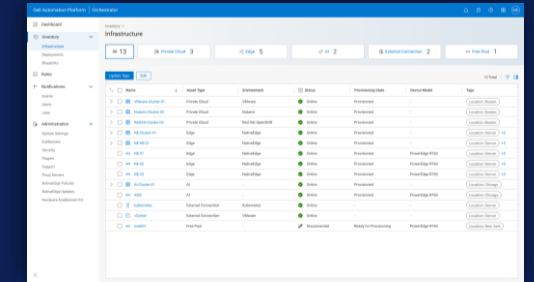


Build on validated blueprints or start from scratch using open source tools and software on orchestrated infrastructure

Customizable and Flexible Automation

## Orchestrator

Central place to execute blueprints



Manage servers, storage, software and applications

Extensions for vCenter, OpenShift Console and more

Smarter infrastructure. Fewer disruptions.

- ✓ Proactive capacity planning, maintenance, and incident prevention
- ✓ Aggregate logs, metrics, events, network packets, alerts and more
- ✓ Apply advanced analytics to identify patterns, correlations and anomalies
- ✓ Drift management and event correlation

Intelligent Observability

# NativeEdge







## Zero-touch onboarding

No onsite IT skillset required to deploy infrastructure and applications



Up to **92%** time savings for secure device onboarding<sup>1</sup> | Less than **1 min.** to deploy infrastructure and applications<sup>1</sup>

The most advanced and cost-effective solution for virtualized workloads at the edge and in distributed data centers<sup>2</sup>

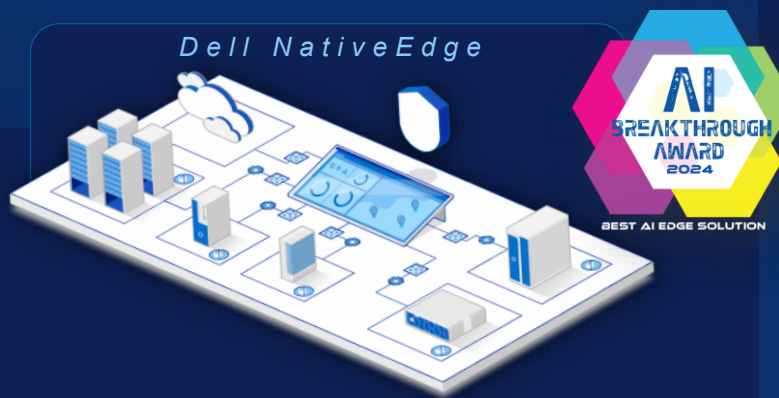
-  Live VM migration
-  Automated VM restart
-  Intelligent load balancing
-  Infrastructure & application LCM
-  Support for bare metal containers
-  High availability with backup

**Native support for VMs and containers**

## Zero-trust security

The world's most secure edge operations<sup>2</sup>

-  Secure supply chain
-  Secure device onboarding
-  Continuous monitoring
-  Immutable OS
-  Centralized access control



- ✓ Avoid unnecessary manual activity
- ✓ Infrastructure designed for a smaller footprint
- ✓ Lower cost per node compared to traditional HCI

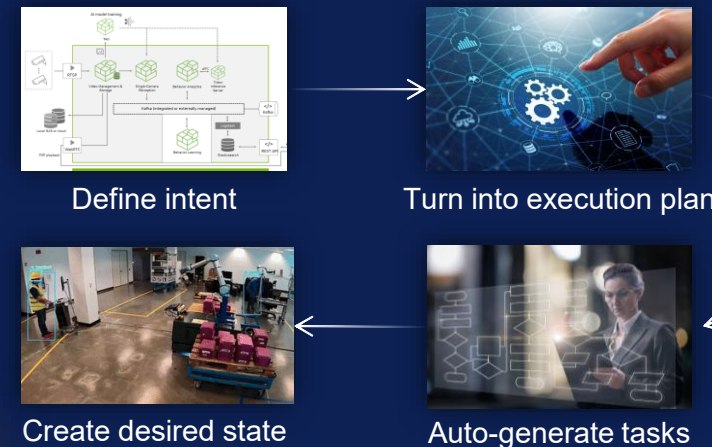
Up to **\$3.3M** cost savings<sup>1</sup> | Up to **79%** time savings<sup>1</sup>  
 deploying, maintaining, and managing edge infrastructure with **Dell NativeEdge**

**Reduced costs**

## Open ecosystem

The world's most adaptable and open edge operations ecosystem<sup>3</sup>

Optimize for AI with NativeEdge Blueprints



Single node

HA clusters

3<sup>rd</sup> party / brownfield

External storage  
PowerStore | PowerVault

External backup  
PowerProtect Data Manager



**Flexible deployment options**

# Dell Private Cloud

## Adaptable

Same trusted **Dell PowerEdge** servers and **Dell Storage** — no specialized or proprietary hardware required.

### **Dell Compute**

**16th gen PowerEdge**  
R660, R760

**17th gen PowerEdge**  
R670, R6715, R7725,  
R6725, R770, R7715

### **Dell Storage**

PowerStore, PowerFlex, PowerScale, PowerMax,  
PowerVault, Unity, VMAX

**45,000+**  
hours of testing<sup>3</sup>

**2.5 hours**

to deploy clusters, with  
**zero** manual effort<sup>4</sup>

**90%**

fewer steps to provision  
vs. manual deployment<sup>5</sup>

- ✓ Simple to order, onboard and deploy
- ✓ Automated lifecycle management
- ✓ Streamlined, single stack support

## Automated

## Open

Bring your own 3<sup>rd</sup> party OS licenses  
through your preferred channels.

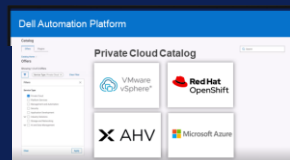
  
by Broadcom

  
OpenShift

  
NUTANIX

  
Microsoft

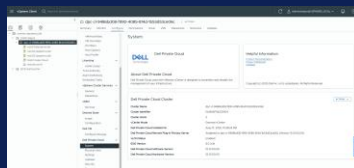
*Dell Private Cloud*



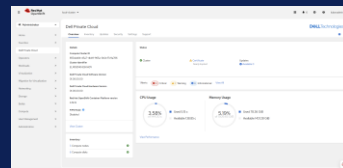
**Dell Automation Platform**



Dell Private Cloud seamlessly integrates  
into 3<sup>rd</sup> party OS management consoles  
for a familiar experience with no retraining.



*VMware vSphere*



*OpenShift Web Console*

## Consistent

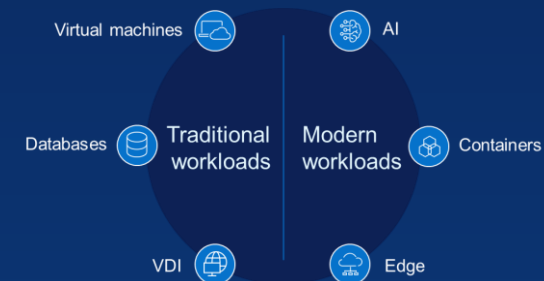
## Efficient

**44%** cost savings  
compared to HCI<sup>1</sup>

Fewer storage needs  
**Lower \$/GB with 5:1 DRR<sup>2</sup>**

Higher utilization  
**Fewer compute nodes**

Fewer servers required  
**Lower licensing costs**



- ✓ Repurpose hardware
- ✓ Pivot to new software ecosystems
- ✓ Adapt to evolving business needs

## Future-Ready

