

# Dell EMC Cloud Storage Services for Multi-Cloud

Best of breed storage directly connected to the public clouds of your choice

## Customer Benefits

- High-speed, low latency connection to the public cloud
- Durable, persistent cloud attached storage with up to 6-9s availability
- Fast and simple multi-cloud access
- No cloud vendor lock-in with data independent of the cloud
- Scale up on demand without adding complexity
- Full operational consistency for VMware environments
- Automated DRaaS with VMware Cloud on AWS
- No secondary data center or infrastructure to manage
- End-to-end managed service
- Simple, cost-effective pay-as-you go pricing
- 24x7 support

## Business Challenges

Organizations today are increasingly leveraging public clouds as part of their cloud strategy for the agility and reduced TCO it can provide. However, public cloud can lead to challenges such as inability to scale storage capacity and performance effectively, high operating costs, vendor lock-in, and data compliance and control issues.

Dell EMC offers a solution that addresses these challenges by delivering durable, persistent cloud attached storage that is scalable, highly available, and has a flexible design to optimize costs and keep businesses in control of their data.

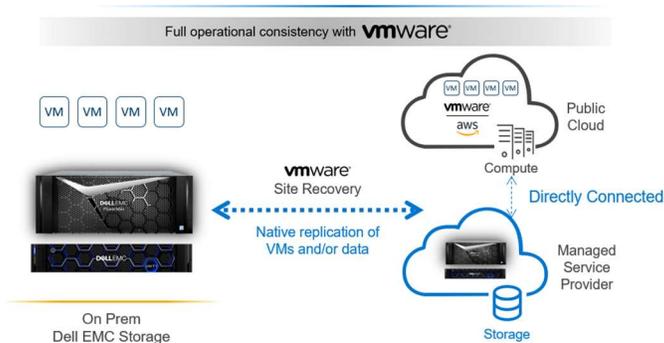
## Solution Overview

Dell EMC Cloud Storage Services enables users to connect their file and block storage - Dell EMC Unity XT, Dell EMC PowerMax or Dell EMC Isilon - consumed as a service, directly to a public cloud(s) including VMware Cloud on Amazon Web Services (AWS), AWS, Microsoft Azure and Google Cloud Platform. This is done through a high-speed, low latency connection from Dell EMC storage at a managed service provider to the cloud(s). Organizations gain an on demand, cloud consumption model for both compute workloads and storage, while delivering the high performance, up to 6-9s availability, and scalability of Dell EMC storage. This solution is ideal for securely moving or deploying demanding applications in the public cloud for disaster recovery, analytics, test/dev and more.

## Automated Disaster Recovery as a Service (DRaaS) with VMware Cloud on AWS

With Dell EMC Cloud Storage Services, businesses running VMware environments can deploy an automated, rapid DRaaS solution in VMware Cloud on AWS for seamless, cost-effective and enterprise-grade DR in the cloud. This solution makes it easier and more affordable to achieve lower RPOs and RTOs and provides complete operational consistency from on premises to the cloud. VMware Site Recovery along with native replication of the storage arrays enable setup and automation of DR operations. Leveraging the cloud for DR relieves the burden of maintaining a secondary site for significant cost savings. Plus, with data on external storage, users only need to use compute in the cloud in the event of a failover.

## Disaster Recovery as a Service with VMware Cloud on AWS



### Disaster Recovery with Multi-cloud

For organizations who want to leverage AWS, Google Cloud Platform or Azure for their Disaster Recovery, Dell EMC Cloud Storage Services also supports a manual, multi-cloud DR process. This approach enables users to deploy a DR strategy in their cloud of choice with the benefits of lower RPOs and enterprise-grade Dell EMC storage without the burden of a secondary data center to set up and manage. Having storage external to the cloud leads to additional cost savings as the organization only needs to pay for compute in the cloud in the event of a failure.

### Multi-Cloud Agility

Hyperscale cloud vendors are constantly innovating and developing new services and capabilities making multi-cloud access desirable. However, there can be significant time and complexity associated with moving data between clouds. Cloud Storage Services offers agile, multi-cloud support allowing users to easily and quickly leverage multiple clouds and switch clouds based on applications' needs to maximize business outcomes.

Organizations can avoid vendor lock-in by keeping data independent of the cloud, so they do not have to worry about high egress charges, migration risk, or time required to move data. Extending the data center to the cloud using enterprise-class storage empowers users to innovate in the cloud and easily scale cloud environments to hundreds of thousands of IOPS to support high-performance workloads, while reducing risk and maintaining complete control of their data.

### Why Dell EMC Storage

With Cloud Storage Services you gain advantages of Dell EMC storage such as high-availability for business continuity, data resiliency, and flexible scalability coupled with the economic benefits of a public cloud-based service. Because Dell EMC storage is persistent, users will not lose data if a node in the cloud is deleted. Plus, native replication capabilities allow businesses to move their data from on-premises to workloads in the cloud.

This solution is supported with [Dell EMC Unity XT](#) for simple and efficient unified block and file storage, [Dell EMC PowerMax](#) built with end-to-end NVMe for massive scale and performance, and [Dell EMC Isilon](#) scale-out NAS for demanding file workloads. Dell EMC's Cloud Storage Services is offered as a flexible consumption model available in 1, 3, and 5-year subscription teams.

### Availability and Services

Dell EMC Cloud Storage Services is available in the United States, United Kingdom, and Germany for the following public cloud providers: [VMware Cloud on AWS](#), [AWS](#), [Google Cloud Platform](#) and [Microsoft Azure](#).

### Control your data with multi-cloud agility

