

Dell EMC Test Drive™

Simplify and accelerate the sales cycle and close more deals with a hands-on Dell EMC Test Drive.

The Test Drive program is a pipeline acceleration event designed specifically for Dell EMC enterprise opportunities. Targeted to technical decision makers, engineers, architects, and end users, this hands-on, in-person event provides an opportunity for prospects to experience hyper-converged, storage, data protection, and related products at a practical level with the guidance of a trusted third-party expert.

EXPLORE TEST DRIVES BY PRODUCT

Storage and Data Protection

[PowerMax](#)



[Unity](#)



[Isilon](#)



Hyper-Converged Infrastructure

[VxRail](#)



Data Protection

[IDPA DP4400](#)



PowerMax Test Drive™ for Technical Decision Makers

COURSE DESCRIPTION

Digital transformation is affecting every industry and IT is proving to be a key asset for business success. New business models, application changes, and continuous mergers all place heavy demands on every aspect of IT infrastructure—particularly storage capabilities.

Dell EMC's PowerMax enterprise storage system provides continuous availability of mission-critical applications for daily operations and seamless upgrades without disruption to the application hosts. PowerMax inherits its architecture and data services from the proven VMAX storage platform and adds significant enhancements, including end-to-end NVMs and storage class memory capabilities to support extreme performance.



Protecting your company's data requires the most robust disaster recovery solutions on the market. PowerMax further enhances data availability with Active/Active Metro replication clusters, snapshots, direct backup integration, and the industry's "gold standard" in replication technologies, SRDF.

Join us to learn how this newly designed, affordable, all-flash storage system provides continuous data services without compromising scalability or availability.

The goal of this workshop is to help you understand the fundamentals and advantages of Dell EMC's PowerMax enterprise storage system.

This course includes hands-on lab exercises using demo pods that have been designed for you to explore PowerMax and its management capabilities.

PREREQUISITES

Familiarity with basic storage array concepts as well as understanding SAN, NAS, and data concepts, such as replication and snapshots is helpful.

WHO SHOULD ATTEND

This solutions-oriented training is designed for end-user DC architects and senior engineers who are responsible for developing data center solutions that deploy traditional enterprise-class storage platforms.

LEARNING OBJECTIVES

- Describe the PowerMax family and how its mission-critical availability is critical to your business.
- Describe the architecture that makes the PowerMax highly available and the industry's top-performing enterprise storage system.
- Understand the ease of managing an enterprise array for your mission-critical applications.
- Understand the availability, disaster recovery, and data protection capabilities of PowerMax.
- Understand how PowerMax provides a "No Compromise" platform regardless of the services it runs.

Unity Test Drive™ for Technical Decision Makers

COURSE DESCRIPTION

Whether you're looking for a departmental storage solution, remote/branch office storage, granular build out of a cloud, or a data center storage solution for a mid-size organization, the best solution is one that is simple to manage and extremely flexible, because business agility is what separates the industry leaders from the followers. The Dell EMC Unity Test Drive is designed to show you how Unity does all this.

In this one-day event, we'll discuss how the Dell EMC Unity platform meets and exceeds the needs of storage users, in a single-storage solution that meets all block and file needs in a very dense form factor. We'll review how the platform is highly efficient, leveraging advanced data services, such as inline data reduction, point-in-time snapshots, and thin clones with integrated data copy management. We will show how the Dell EMC Unity platform also provides

synchronous/asynchronous block and file replication, built-in encryption, and cloud tiering. To make this practical, use cases and best practices will also be reviewed.

This Test Drive includes not just a group discussion of capabilities and use cases, but also a range of hands-on activities that allow you to experience the product and understand the relevance to your organization.

PREREQUISITES

Familiarity with data center design, x86 servers, and file and block storage systems along with a basic understanding of data protection concepts and implementations.

WHO SHOULD ATTEND

End-user technical decision makers and solution architects who are responsible for storage and data protection solutions.

LEARNING OBJECTIVES

- Markets that Dell EMC Unity addresses
- Dell EMC Unity hardware platform
- Dell EMC Unity's operating environment including key features, such as online data reduction and data protection, security, and multi-tenancy
- Overview of management interfaces used
- Best practices when implementing Dell EMC Unity
- Value of the Future-Proof Storage Loyalty program and how it provides both immediate and long-term value

Isilon Test Drive™ for Technical Decision Makers

COURSE DESCRIPTION

The rapid growth of unstructured data in today's increasingly digital world poses significant challenges for IT managers to efficiently manage and protect data while enabling their businesses to get more value from their unstructured data assets. Dell EMC Isilon scale-out NAS is helping organizations in virtually every industry to overcome these challenges and unlock the value of data capital.

The Dell EMC Isilon Test Drive is designed to show you how Isilon storage solutions provide the power and scalability to easily keep pace with growing data storage requirements simply and efficiently, while supporting a wide range of file applications and workloads.

In this one-day event, you'll learn how Isilon differs from traditional NAS storage platforms to manage and protect data more efficiently while providing a highly flexible, future-proof storage infrastructure that allows you to easily move to next-generation technology without

manual data migrations or disruption. You'll also learn how Isilon enables you to consolidate data and harness the latest data analytics technologies to gain insight that can accelerate your business.

This Test Drive features group discussion of capabilities and use cases, and hands-on activities that allow you to experience the solution and develop a deeper understanding of how it will fit with your applications and your data center environment.

PREREQUISITES

You'll gain the most from this workshop if you have familiarity with your organization's storage workloads and associated service levels, along with a basic understanding of general storage administration.

WHO SHOULD ATTEND

End-user technical decision makers and solution architects who are responsible for enterprise storage solutions.

LEARNING OBJECTIVES

- Describe typical use cases for Dell EMC Isilon solutions, and how Isilon differs from traditional NAS platforms.
- Show how Isilon allows you to consolidate data, eliminate costly storage silos, simplify management, and support a wide range of file workloads and applications on a single platform.
- Explain key data management and data protection features of the Isilon OneFS operating system.
- Learn about the Isilon hardware architecture and get details on the latest Isilon all-flash, hybrid, and archive storage platforms.
- Understand how Isilon scales and best practices that will help you get the most from your Isilon solution.

IDPA DP4400 Test Drive™ for Technical Decision Makers

COURSE DESCRIPTION

The backup and recovery landscape has been relatively stable for many years. However, distributed workloads, virtualization, regulatory compliance, and data growth have drastically changed the requirements for effective data protection. This often leads to requiring more than one backup solution to protect specific workloads. Legacy backup solutions may not meet the needs for modern data protection, wasting time, money, and productivity.

Companies typically deploy several point products to achieve full data protection. Technical shortcomings lead to inconsistent backup, recovery, and verification of backup success. Finding the backup data can also be difficult due to the volume of information. Most new products only address a single pain point. How can the modern IT professional take control of data protection?

The Dell EMC IDPA DP4400 Test Drive describes how Dell EMC is shaking up this world with a new line of products to solve these challenges. Participants will understand how simple and easy it is to use the solution and how it can solve

basic business challenges today, including deduplication of the protected data, simple search and restore operations, as well as a simple interface to natively manage local and remote copies of the data. This solution is fully integrated, providing both the data protected and the management of the protected data inside of a single appliance.

The Test Drive includes not just a group discussion and use cases, but also a range of hands-on activities that allow you to experience the product and understand the relevance to your organization.

PREREQUISITES

Familiarity with data center design, x86 servers, and backup solutions and an understanding of basic business continuity and disaster recovery principles.

WHO SHOULD ATTEND

End-user technical decision makers and solution architects who are responsible for storage and data protection recommendations or procurement.

LEARNING OBJECTIVES

- Review the data protection challenges in today's data center and the Dell EMC strategy to solve them.
- Discuss the TCO and ROI of the IDPA DP4400 solution.
- Describe the features, including management, search and recovery, and cloud integration of the DP4400, and why they are important.
- Explain using IDPA on-premises and in the cloud.
- Describe the ease of use and deployment features.
- Describe the embedded technologies (including Data Domain and Avamar) and how they are integrated into a single solution.
- Explain what the Future-Proof Loyalty program is and why it is of value.

VxRail Test Drive™ for Technical Decision Makers

COURSE DESCRIPTION

Data centers have been designed to provide high performance and high availability at an increasing cost of high complexity and low ability to adapt to a new and changing infrastructure. The complexity of today's data center architectures makes it impossible for IT to respond to the needs of the business in a timely and cost-efficient manner. This can relegate IT to the role of "cost center" rather an innovator.

To meet these challenges, data center managers are continuing to leverage virtualization and technologies that embrace the ease of management and adaptability that virtualization brings to the table.

We have seen virtualization transform the role of a physical server and we are now experiencing the transformation of storage through software-defined storage technology. With Dell's acquisition of EMC, we see the perfect blend of compute, storage, and virtualization. VMware's vSAN technology coupled with Dell's compute platform forges a hyper-converged appliance that is easy to deploy, consume, and support.

Managed through the well-known VMware vCenter Server, VxRail appliances provide existing VMware customers an experience they are familiar with, allowing them to seamlessly integrate VxRail into their existing IT infrastructure.

The goal of this workshop is to help you understand the fundamentals and advantages of Dell EMC VxRail and VMware vSAN platforms and their key enabling technologies.

This course includes hands-on lab exercises using demo pods that have been designed for you to explore VxRail and vSAN management capabilities.

PREREQUISITES

Familiarity with basic storage networking concepts; have at least a CCNA-level knowledge of routing and switching, and some familiarity with VMware.

WHO SHOULD ATTEND

This workshop provides solutions-oriented training that is designed for end-user data center architects and senior engineers who are responsible for developing data center solutions that span compute, network, and storage.

LEARNING OBJECTIVES

- Describe hyper-convergence.
- Describe vSAN and software-defined data center.
- Describe VxRail hardware and operations.
- Compare VxRail with vSAN Ready Nodes.
- Describe how to deploy and operate VxRail.



Request to run a Test Drive today by visiting the [Dell EMC Partner Test Drive portal](#).

