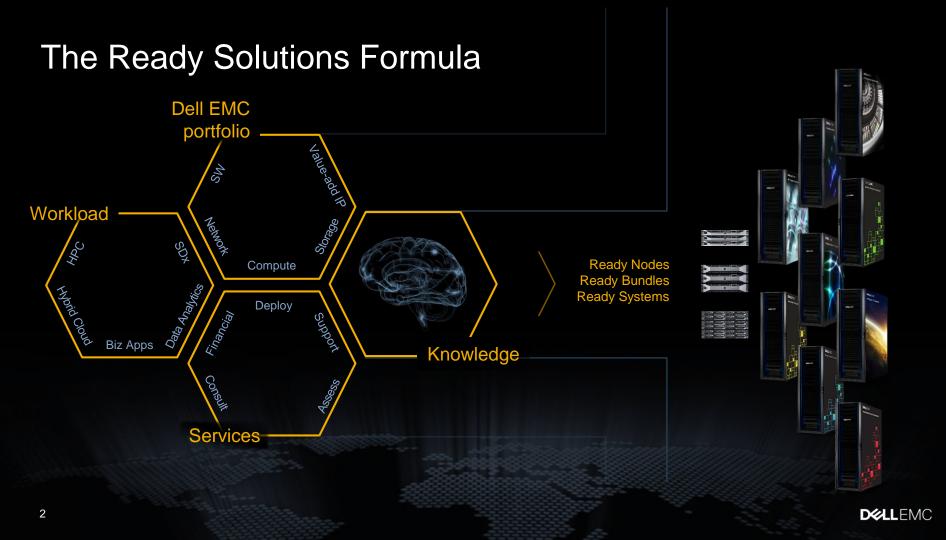
Software defined storage building blocks





### Why Dell EMC Ready Nodes?

- Ready nodes are jointly tested and certified turnkey configurations
- Years of collaboration with software partners
- Thousands of hours of testing



Dell EMC Ready Nodes are built on Dell EMC PowerEdge Servers -- pre-configured, tested and certified to run vSAN, ScaleIO, Microsoft Storage Spaces Direct or SAP HANA

### **3 Basic Reasons** Benefits of Dell EMC Ready Nodes

- Easy deployment with factory-tested, pre-configured, and pre-tested
- Faster configuration, fewer update steps, reduced time for maintenance, troubleshooting and resolution



Each Ready Node includes just the right amount of CPU, memory, network I/O controllers, HDDs and SSDs best suited for the workload, so you don't have to spend time finding and testing the optimal configuration

- Streamlined solution-level support
- Quickly and easily scale as you grow



Option of a single point of contact for sales and technical support for the entire solution – the server and software

Configurations - Building Block Value



## Ready Node Building Block Value

Confidence. Convenience. Customer support.

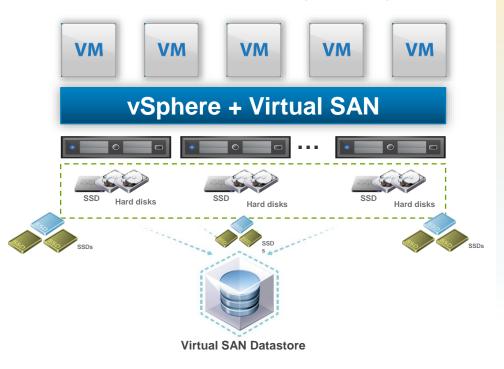
「ななななす」				
vSAN Ready Nodes	NEW! Microsoft Storage Spaces Direct Ready Nodes	Now global! ScaleIO Ready Nodes	SAP HANA Scale-up Ready Nodes	SAP HANA Edge Ready Nodes
Tight integration of software and choice of hardware, reconfigurable over lifecycle	Reliably configured, easy-to- deploy building block with world-class support	Scalable, high-performance multi-hypervisor building block	Fast deployment of new instances and modular scalability without disruption	First-to-market integrated solution bringing enterprise- class SAP capabilities to mid- to small-sized budgets
Dell EMC PowerEdge 14g! R640, R740, R740xd, FX2 with FC430, FC630 All flash, hybrid	Dell EMC PowerEdge R730xd All flash, hybrid	Dell EMC PowerEdge R630, R730xd All HDD, all flash, hybrid	Dell EMC PowerEdge R930 24x 2.5" SSD plus 8x NVMe	Dell EMC PowerEdge R730 16x 2.5" drives, 8x 3.5" drives
<ul> <li>VMware-certified configurations</li> <li>Multiple form factor options (1-unit, 2-unit, storage- heavy, dense)</li> <li>Time to market with 14g</li> <li>NEW! Standardized deployment services</li> </ul>	<ul> <li>Error-proof ordering—always a validated configuration</li> <li>Support for both new pre- installed and BYO licensing</li> <li>Single point of contact, supported as a Ready Node</li> </ul>	<ul> <li>NEW! Over 650 validated configurations</li> <li>NEW! Auto-discovery with ESXi deployment</li> <li>NEW! Single point of contact, supported as a Ready Node</li> </ul>	<ul> <li>SAP certified</li> <li>Appliance experience</li> <li>Optional VMware vSphere virtualization</li> <li>Single point of contact support</li> </ul>	<ul> <li>SAP certified</li> <li>Appliance experience</li> <li>Provisioned software suite, accelerator services</li> <li>Single point of contact support</li> </ul>

# vSAN Ready Nodes



### VMware vSAN

Radically Simple Hypervisor-Converged Storage Software



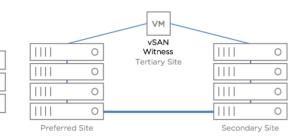
### **Virtual SAN**

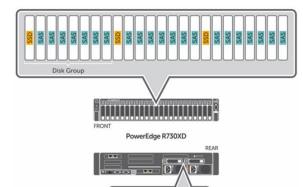
- Software-defined storage built into vSphere
- Runs on any standard x86 server
- Pools HDD/SSD into a shared datastore
- Managed through per-VM storage policies
- High performance through flash acceleration
- Highly resilient zero data loss in the event of hardware failures
- Deeply integrated with the VMware stack

### **vm**ware<sup>®</sup>

### VMware vSAN

	0	0	0
	0	0	0
	0	0	0





SATA

SATA

Cache			
Capacity	SSD SSD SSD SSD	SSD SSD SSD SSD SSD SSD	
	Disk Group 1	Disk Group 2	

 SSD
 SSD drive for cache tier

 ISAS
 SAS drive for capacity tier

 ISATA
 SATA drives (Flex bay) for boot and scratch

#### 

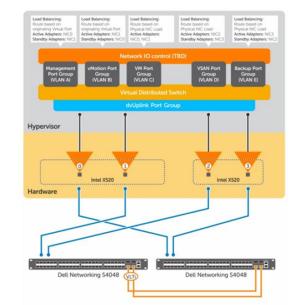
**Disk Groups** 

	Bisk group (0200000006000c29d04	3	Mounted	Healthy	All flash
- 🛙	wdcpod06vm17.eng.vmware.com	3 of 3	Connected	Healthy	
	Disk group (0200000006000c295de	3	Mounted	Healthy	All flash
- 8	wdcpod06vm16.eng.vmware.com	3 of 3	Connected	Healthy	
Disk G	iroup	Disks in Use	State	vSAN Health	Туре

Disk group (02000000000000029d04c98d1ac6fe6b3e60647a9c566972747561): Disks

#### 🖴 | 🔯 All Actions 🗸

Name	Drive Type	Disk Tier	Capacity	vSAN Health Status
E Local VMware Disk (naa.6000c29d04c98d1	Flash	Cache	200 GB	Healthy
E Local VMware Disk (naa.6000c295bb87d23	Flash	Capacity	400 GB	Healthy
E Local VMware Disk (naa.6000c29a5eb2d34	Flash	Capacity	400 GB	Healthy



### How we do it with vSAN Ready Nodes?

#### > Solution Templates

#### VMware Solutions

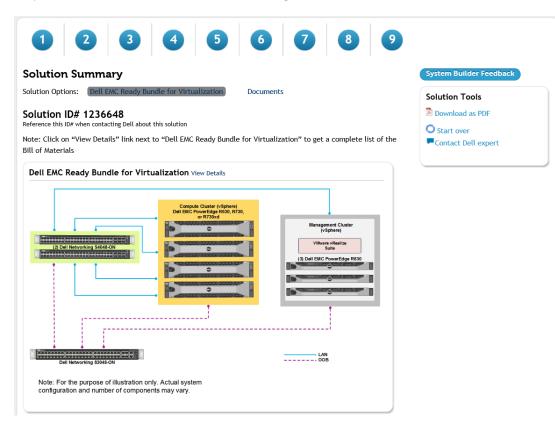
- VDI Complete
- VSAN Ready nodes
  - VSAN Ready Nodes 13G countries with Euro
  - VSAN Ready Nodes 13G rest of EMEA
  - VSAN Ready Nodes 13G UK & I GBP
  - vSAN Ready Nodes 14G AF
  - VSAN Ready Nodes 14G HY
    - VSAN Ready Node 14G HY GBP
    - VSAN Ready Node 14G HY Euro

vSAN Ready Node C6420 HY2 3.6TB - Euro vSAN Ready Node C6420 HY4 7.4TB - Euro vSAN Ready Node R440 HY2 3.6TB - Euro vSAN Ready Node R440 HY4 7.2TB - Euro vSAN Ready Node R640 HY2 3.6TB - Euro vSAN Ready Node R640 HY6 -14.4TB - Euro

vSAN Ready Node R740 HY6 14.4TB - Euro

vSAN Ready Node R740xd HY6 14.4TB - Euro

Large number od solution templates on specific workload pre-tested http://www.dell.com/solutions/advisors/uk/en/g\_20202/Virtualization-EMEA/24/Start?s=bsd



#### Dell EMC System Builder

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### Dell EMC vSAN Ready Nodes

#### Virtualization, Virtual Desktop Infrastructure, management cluster, development platform

**vm**ware<sup>®</sup>

#### Solution benefits

- Unified virtualized and hardware resource management
- Scale as you need, pay as you grow
- Reconfigurable general-purpose building blocks

#### Differentiation

- Broad set of tested, certified, and supported configurations
- Flash-optimized hybrid or all-flash
- For all-flash, integrated compression, deduplication, and erasure coding

Easily scale up to 64 nodes

VMware vSphere, vCenter, ESXi, and vSAN







PowerEdge R740, R740xd, R630, and FX2 servers

Services: Deployment, Integration, ProSupport, ProSupport Plus

Dell EMC OpenManage software integration for VMware vCenter

# ScaleIO Ready Nodes



### ScaleIO



#### ALL-FLASH

- FASTEST Software-Defined block storage solution available. \* Storage Review, 2016
- Customers deploying all-flash at true data center scale with ScaleIO
- Can achieve <u>Petabytes</u> of all-flash capacity with a highly disruptive TCO

#### SCALE-OUT

- Most Scalable Block storage product on the market
- Start small and scale-out to 1000+ servers
- Never a forklift upgrade!
- Never a data migration! No SAN or cluster silos

PERFORMANCE

· Never a disruptive upgrade!

**OPEX** 

### SOFTWARE-DEFINED

- Most Flexible SW defined storage product in the industry
- KEY: Hyperconverged &/or storage-only deployment for greatest flexibility
- HW Agnostic: Run an ANY x86 server and storage media
- OS/Hypervisor Agnostic: ESX, Hyper-V, KVM, Bare Metal – ALL at the SAME TIME sharing the SAME RESOURCES!

**AGILITY** 

#### TRUSTED

- The MOST Enterprise Class SW Defined Solution on the Market
- Encryption
- In-flight Checksums
- LDAP

TTM

· High Infrastructure Resiliency

•

- CAPEX

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### Dell EMC ScaleIO Ready Nodes

## Software-defined block storage, mixed workloads, laaS, cloud-native applications, distributed enterprise

#### Solution benefits

- Enterprise-grade, no-compromise resilience
- Quick and easy to deploy
- Better support experience

#### Differentiation

- 8 months to payback, 505% five-year ROI
- 50% lower five-year cost of operations
- 83% faster storage deployments
- 96% reduced unplanned downtime

Source: Business Value of VxRack and ScaleIO by IDC

### Scalei0

Scale from 3 to 1000+ server nodes across a cluster with no downtime

#### ScaleIO software

PowerEdge R630 or R730xd servers

- Storage only: all-HDD or all-flash
- Hyper-converged infrastructure: allflash or hybrid

Optional management server for ScaleIO software versions with Advanced Management Services

Services: Deployment, Integration, Support





Dell EMC Ready Nodes

## Microsoft Storage Spaces Direct

Ready Nodes



### **Microsoft Storage Spaces Direct Overview**

Hyper-converged stack
Hyper-V virtual machines
Cluster Shared Volumes ReFS file system
Storage Spaces Virtual disks
Storage pools
Software storage bus
Server Server Server
SIVID NELWORK

- Licensing
  - Feature of Windows 2016 Datacenter
  - No additional licenses required
- Scaling
  - 2-16 Nodes in a Cluster
  - Up to 416 disks in a Cluster
  - Recommend 100TB capacity on each node
  - Pools up to 1PB

### **Microsoft Storage Spaces Direct**

Resilience and availability with industry-standard hardware

	Storage Pools	Flexibly create storage pools based on the needs of the deployment. Maximize value by mapping a storage pool to combinations of HDDs and SDDs. Expand dynamically by simply adding additional drives.				
	Multi-tenancy	Administration of storage pools can be controlled through access control lists (ACLs) and delegated on a per-pool basis to support hosting scenarios that require tenant isolation.				
	Resilient Storage	<b>Two optional resiliency modes: mirroring and parity.</b> Hot spares, background scrubbing and intelligent error correction for continuous service availability.				
	Continuous Availability	Fully integrated with failover clustering to enable continuously available service deployments. Integration with CSVs permits scale- out access to data.				
	Optimal Storage Use	Supports thin provisioning to allow maximize capacity use. Trim support permits capacity reclamation when possible.				
	<b>Operational Simplicity</b>	Fully remote and scriptable management through the Windows Storage Management API, WMI, and Windows PowerShell. Storage Spaces easily managed through the File Services role in Server Manager.				

## Dell EMC Microsoft Storage Spaces Direct Ready Nodes

#### Advanced Hyper-V virtualization, private cloud, Microsoft SQL

#### Solution benefits

- Reliable configuration, quoting, ordering
- Convenient deployment and use—fewer steps, known performance
- Better support experience

#### Differentiation

- Choice of deployment—self, Dell EMC Services, Microsoft-certified partner
- No SCVMM requirement
- Support for both pre-installed and bring-yourown licensing

PowerEdge R740xd



PowerEdge R640

Single All Flash Configuration

Microsoft
Windows Server 2016

Microsoft Windows Server 2016 and Storage Spaces Direct software

PowerEdge R730xd / R740xd / R640 servers

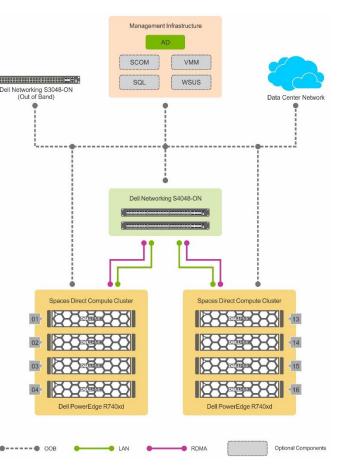
Management integration

Deployment guides and services (anticipated)

- Hybrid Configurations
  - Hybrid Capacity (18 Drives)
  - Hybrid Balanced (12 Drives)

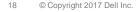
## **Offer Details**

- Flexible Storage Spaces Direct Ready Node configuration option
- Templates for ordering
- Supported Deployment : Brownfield\*
  - Without Microsoft System Center
    - Manual OS (Bring your own license) deployment
    - Factory OS (OEM license) deployment
  - Instructions on integration with Microsoft System Center (optional)
- Delivery Methods
  - Deployment Services (Dell, Partner)
  - Customer DIY
- Full implementation guidance in the form of a step by step <u>Deployment Guide</u>.
- Solution-level Support
  - Warranty SKU to track S2D Node Sales
  - Manually add components to Red Envelope
- Complies with Microsoft Windows Server Software Defined (WSSD) Standard edition



DELLEMC

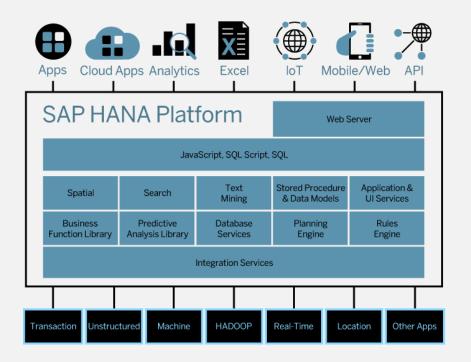
\*Brownfield in the context here means that the net new S2D ready node is being integrated into customers existing AD/DNS or System Center (Optional)



# SAP HANA Ready Nodes



### SAP HANA



In-memory database to accelerate business process

Processes transactions and analytics on a single data copy

Includes predictive algorithms, some selfimproving

Runs on streaming data, structured, text, spatial, and time-series data to build next-gen apps to enrich insight

## SAP HANA on DellEMC 14G World Records

Partner	Platform	Segment – Benchmark	Importance
DØLLEMC	Dell PowerEdge* R940	<b>Big Data Analytics:</b> SAP BW* Edition on SAP HANA* @ 1.3 billion (1.3B) initial records	Two world records (Total Runtime of Data Load/Transformation, Total Runtime of Complex Query Phase) @ 1.3B
(intel)	DellEMC PowerEdge* R740xd	Business Processing: SAP Sales and Distribution 2-tier*	2-socket world record
	DellEMC PowerEdge* R940	Business Processing: SAP Sales and Distribution 2-tier*	4-socket world record
	DellEMC PowerEdge R940	Business Processing: SAP Sales and Distribution 2-tier*	4-socket world record Windows*









### Link to Intel: Xeon World Record

## Platforms: Always based on SAP Certified Systems

Link to: SAP

CERTIFIED AND SUPPORTED SAP HANA® HARDWARE DIRECTORY Feedback								
Appliances Search Appliance or Ke Q	Find Cer	tified A	Арр	tified liances Certified Enterprise Storage	Certified laaS Platforms System	evel POWE	R	
		tineu A	ppnai	1003				
Narrow your Search	Search Re Appliance configurati		′BW4H can al	so be used for SoH/S4H	L	as of 20	17-10-12	
Vendor	94 appliance mod certified. Dell	lels found			Export as Pdf	Compare		
CPU Architecture	clear selection							
Memory	Vendor	Model	CPUs min.	CPU Architecture	Appliance Type	Memory		
- Mentory	Dell	PowerEdge R620/T620	2	Intel Ivy Bridge EP	SAP Business One	64 GB	$\checkmark$	
Appliance Type						96 GB	$\checkmark$	
Certification Date						128 GB	$\checkmark$	
V File System						256 GB	$\checkmark$	
Operating Systems		PowerEdge R630/T630/R7		Intel Broadwell EP		64 GB	$\checkmark$	
Certification Scenarios						128 GB	$\checkmark$	
						192 GB	$\checkmark$	
						256 GB	$\checkmark$	
						384 GB	$\checkmark$	
						512 GB	1	

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## **Dell EMC SAP HANA Ready Nodes**

Real-time business analytics and applications in a scalable appliance

#### Solution benefits

- Multiple configurations tuned to use case/need
- Real time response from in-memory database
- Single system analytics, performance management and operations

#### Differentiation

- Easy analytics and applications upgrades
- Optional virtualized environment
- End-to-end appliance for fast, reliable implementation and support

128GB of RAM, scaling up to 3TB of inmemory data analytics power, 6TB for SAP Business Suite



SAP® HANA®, Enterprise Edition



VMware® vSphere® optional



Dell OpenManage™ / iDRAC / Lifecyle Controller

Dell PowerEdge™ R930 / R940

Performance benchmarked and certified by SAP for predictable results

## Dell EMC SAP HANA Edge Ready Nodes

#### Predictive analytics for small to mid-sized organizations

#### Solution benefits

- Point and click, real-time predictive analytics with powerful visualization
- Standardized, consolidated reports
- Upgradable to full SAP HANA, Enterprise Edition

#### Differentiation

- First and only vendor to offer this appliance
- Up to 1.5TB RAM and 10TB of storage
- Dell Accelerator Services for deployment, migration, training and adoption



SAP® HANA®, Edge Edition

SUSE ® Linux Enterprise Server for SAP HANA

SAP Predictive Suite, Edge Edition

SAP Lumira advanced visualization software

#### DELLEMC



PowerEdge™ R730 server

Dell EMC OpenManage™ / iDRAC / Lifecyle Controller

Dell EMC Accelerator Services for SAP HANA, Edge Edition DELEMC