

DELLTechnologies

A P E X

Dell APEX Storage for Public Cloud

Intel®
Innovation
Built-in

intel

Elevate your multicloud experience

[Start Here →](#)

Dell APEX Storage for Public Cloud

Simplify operations, enhance agility, and ensure control with Dell APEX Storage for Public Cloud, a comprehensive family of native public cloud block, file, and protection storage software designed for enterprise-class storage in public clouds, offering a multicloud experience by design.



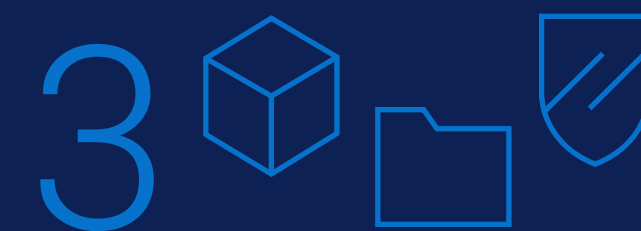
Multicloud Challenges ›

Barriers to innovating
in a multicloud world.



Multicloud by Design ›

A consolidated cloud
management experience
with technology you trust.



Dell APEX Storage for Public Cloud ›

A comprehensive,
enterprise-class family of
native public cloud storage.

Block | File | Protection



Dell APEX Navigator ›

Unlock a new standard
of excellence for
multicloud management
and operations.



Overcome Multicloud Barriers ›

Elevate your multicloud
experience.



Strategic Use Cases ›

High-level strategic use
cases for the APEX Storage
for Public Cloud family.

It's a multicloud world

Most organizations today pursue a multicloud strategy. They want access to best-of-breed capabilities from any provider who can help them achieve better outcomes.

IT leaders tell us they don't want to be locked to any single cloud provider—or any one approach. They want the flexibility to choose the right path to meet their objectives.

What's clear is that organizations love the ease and agility of the cloud experience. They want to provision services quickly, scale resources flexibly, and make payments over time, like a subscription.

As a result, most IT leaders expect to take advantage of these capabilities everywhere.

Not just in a public cloud, but anywhere that applications and data live, including data centers, colocation facilities, and edge environments, wherever they're located.



Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

Overcome Multicloud Barriers

Strategic Use Cases

But there are barriers →

Back to Menu

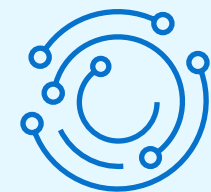
What are the barriers to multicloud innovation?

Multicloud by default.



Unpredictable costs

Difficulty predicting future budget requirements and dealing with sporadic unplanned cloud costs.



Management complexity

Challenges associated with managing data across multiple cloud and on-premises environments.



Cloud inconsistencies

Inconsistent security models and difficulty accessing enterprise-class storage features.



Skills gaps

Managing data across multicloud environments often requires familiarity with new tools and frameworks.



Limited visibility

Difficulty getting a holistic view of where data lives and the function it serves, which can also lead to security and compliance challenges.

[Take a look at the data](#) →

Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

Overcome Multicloud Barriers

Strategic Use Cases

[Back to Menu](#)

Workload placement can be a guessing game

Enterprise Strategy Group (ESG) recently surveyed 350 IT professionals responsible for evaluating, purchasing and managing applications at large midmarket and enterprise organizations in North America. They were asked to rate their level of agreement with a series of statements related to their organization's application deployment decisions.

Many IT leaders feel overwhelmed with the difficult decisions that need to be made, combined with the rapid pace of technology change, particularly when it comes to multicloud initiatives.

Source: Enterprise Strategy Group, "Multi-cloud Application Deployment and Delivery Decision Making," June 2023. Based on survey of 350 IT professionals responsible for evaluating, purchasing, and managing applications at large midmarket (500 to 999 employees) and enterprise (1,000+ employees) organizations in North America.



[What is Dell APEX? →](#)

86%

regularly migrate applications or data from on-prem locations to the public cloud

81%

face challenges with application and data portability across locations

82%

struggle to properly size workloads for the optimal infrastructure

Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

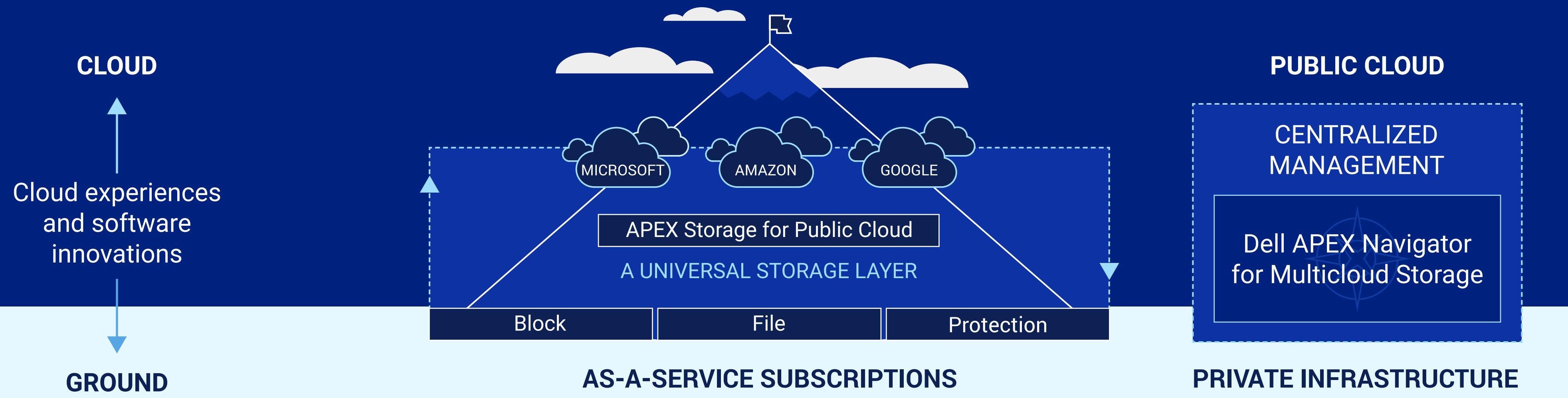
Overcome Multicloud Barriers

Strategic Use Cases

[Back to Menu](#)

Take advantage of multicloud by design with Dell APEX

Benefit from our differentiated vision to simplify multicloud storage complexity



Deploy modern cloud software, fully integrated with on-premises infrastructure.

Or leverage best-of-breed storage and data protection software available in the public clouds.

Get infrastructure and services, tailored for you, and pay for what you use – all on your terms.

Unified console that streamlines operations across public cloud and on-premises environments.

[Explore Dell APEX storage →](#)

Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

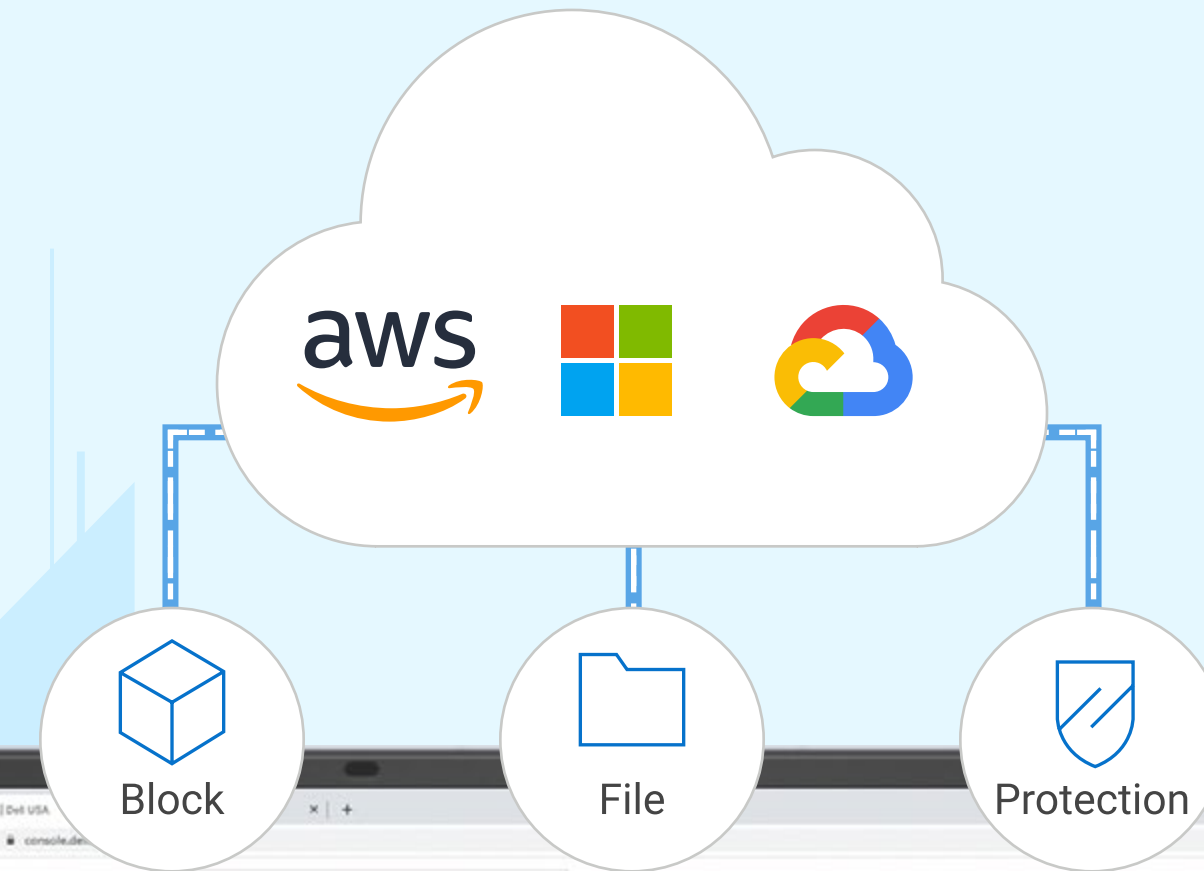
Overcome Multicloud Barriers

Strategic Use Cases

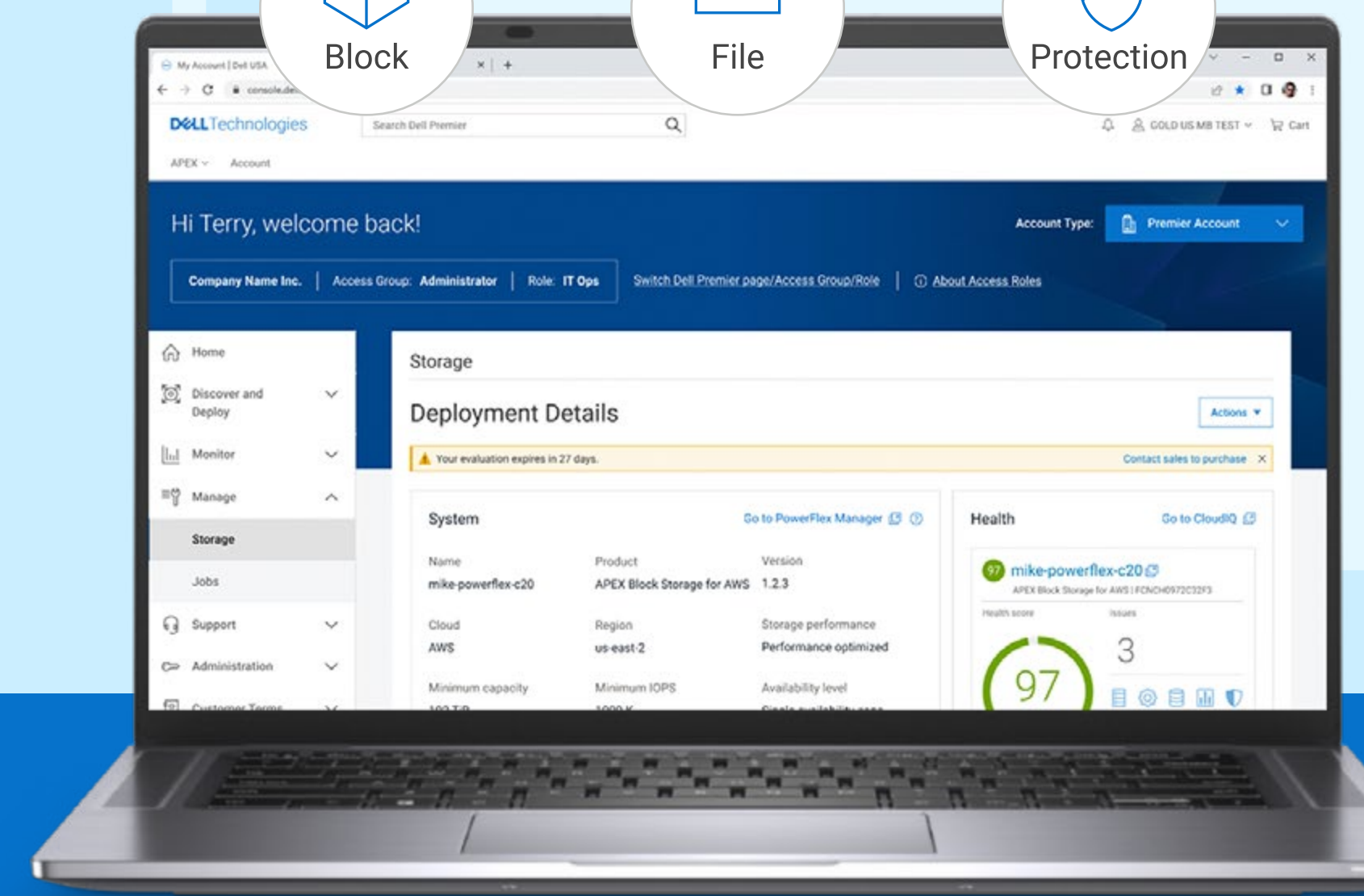
[Back to Menu](#)

Discover the Dell APEX Storage for Public Cloud family

A comprehensive, enterprise-class family of native public cloud block, file and protection storage software



The APEX ground-to-cloud strategy brings our best-of-breed storage and data protection software to the public clouds. Your IT teams can leverage the same enterprise-grade functionality, performance, and resiliency you already trust on-premises, in the public cloud. This enhances data mobility and drives management consistency across your multicloud landscape. **Dell APEX Storage for Public Cloud is the most comprehensive portfolio of public cloud storage offerings on AWS¹.**



- [Watch the overview video >](#)
- [Read the Top 5 Reasons >](#)
- [Read the Solution Brief >](#)



[Explore Block >](#)



[Explore File >](#)



[Explore Protection >](#)

[See the benefits >](#)

[Back to Menu](#)

¹ Based on internal analysis, November 2023.

Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

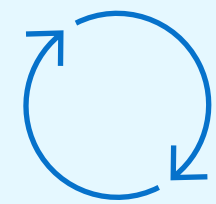
Dell APEX Storage for Public Cloud

Dell APEX Navigator

Overcome Multicloud Barriers

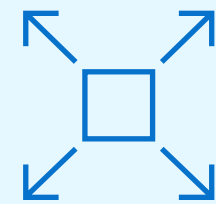
Strategic Use Cases

Benefits of Dell APEX Storage for Public Cloud



SIMPLICITY

Enrich multicloud efficiency, reduce multi-vendor complexity



AGILITY

Adapt to meet demanding and diverse workload requirements



CONTROL

Minimize risk, safeguard data and achieve peace of mind

Simplify operations with consistent tools and experience across on-premises and public cloud environments, and intuitive management through a centralized console. You can also leverage pre-committed cloud spend and Dell Transformational Licensing Agreements (TLAs) to optimize costs.

Enhance agility with seamless multicloud data mobility and highly scalable architecture. The extreme flexibility of these offers enables you to access the right resources in the right place based on existing cloud strategy.

Ensure control with enterprise-class reliability and high performance to confidently run mission critical workloads. Unparalleled cyber-resiliency ensures the security of data, and centralized governance provides you with end-to-end visibility and role-based policy enforcement.

[Explore Block](#) →

[Explore File](#) →

[Explore Protection](#) →

Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

Overcome Multicloud Barriers

Strategic Use Cases

[Back to Menu](#)

Dell APEX Block Storage for Public Cloud

The world's most scalable cloud block storage²



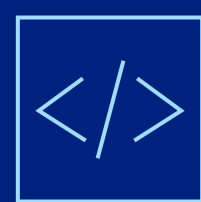
Optimize a variety of workloads



Databases



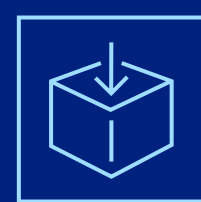
Analytics



Dev/Test



Virtualization



Containers

[Explore Block Workloads](#) →

[Explore Block](#) →

[Explore File](#) →

[Explore Protection](#) →

Benefits

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

Up to 87% cost savings³ Over 100x better performance⁴
 compared to native public cloud storage

² Based on Dell analysis of storage software deployable on AWS, Azure, and Google Cloud, May 2023.

³ Based on a Silverton Consulting white paper, sponsored by Dell Technologies, "Conceptual TCO: Dell APEX Block Storage for Public Cloud," October 2023. Systems were configured to support IOPS performance of 7,740 KIOPS. The Dell solution assumes 4:1 thin provisioning vs thick provisioning for AWS EBS. Actual costs will vary depending on the thin-provisioning factor used, region, data change/snapshot rates, capacity, type of storage and instances used, and other factors.

⁴ Based on Dell analysis comparing maximum IOPS published results, September 2023. APEX Block Storage for AWS maximum performance using a single Amazon EC2 instance store (i3en.12xlarge), NVME attached storage, running 4KB IO size, 100% random read per SDS and assumes public cloud volumes consolidate performance of entire storage pool in a single volume. Actual results may vary

Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

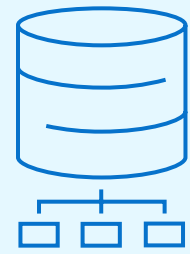
Overcome Multicloud Barriers

Strategic Use Cases

[Learn more at Dell.com/APEX-Block](#) ›

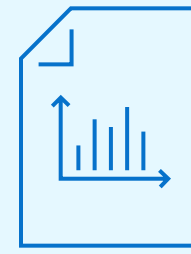
[Back to Menu](#)

Dell APEX Block Storage for Public Cloud workloads



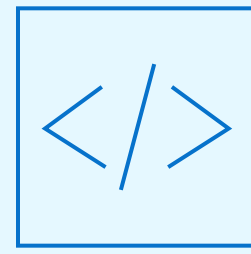
Databases

Deploy with extreme performance, high availability, durability and consistency



Analytics

Optimize delivery of AI/ML services with large volume capacity at low latency



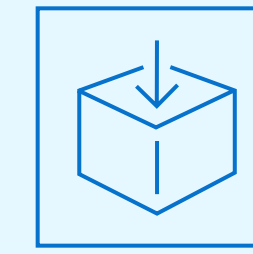
Dev/Test

Support the software development lifecycle flexibly and securely



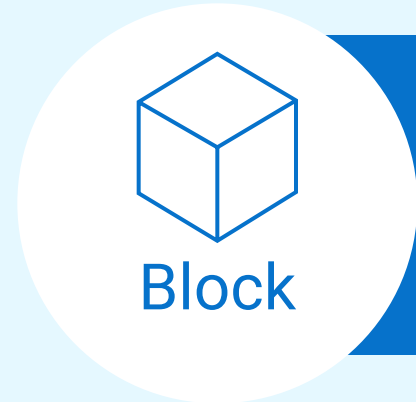
Virtualization

Maximize performance with thin provisioning, high throughput and low latency



Containers

Achieve high performance and portability with seamless integration



Scalable design introduces extreme performance, high availability and consistency to public cloud storage

[Explore Block](#) →

[Explore File](#) →

[Explore Protection](#) →

Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

Overcome Multicloud Barriers

Strategic Use Cases

[Back to Menu](#)

Dell APEX File Storage for Public Cloud

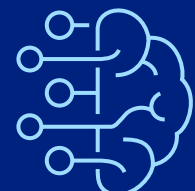
The world's most flexible⁵, secure⁶ and efficient⁷ scale-out file storage



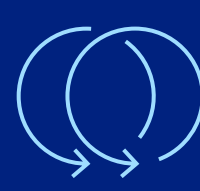
Optimize a variety of workloads



Cloud burst



Analytics & AI



DR & ransomware protector copy



Data center to cloud migration

[Explore File Workloads](#) →

[Explore Block](#) →

[Explore File](#) →

[Explore Protection](#) →

Benefits

- | Move data seamlessly between multicloud environments
- | Use the familiar OneFS enterprise features and built-in security
- | Simplify operations with consistent user experience as on-premises
- | Deliver performance and scale with flexible architecture
- | Power demanding file workloads for a broad range of verticals

Most advanced file storage capabilities on AWS and Microsoft Azure⁸

Dell Technologies A Gartner[®] Magic Quadrant[™] leader⁹

⁵ Based on Dell analysis, February 2023

⁶ Based on Dell analysis comparing cyber-security software capabilities offered for Dell PowerScale vs. competitive products, September 2022

⁷ Based on Dell analysis comparing efficiency-related features: data reduction, storage capacity, data protection, hardware, space, lifecycle management efficiency, and ENERGY STAR certified configurations, June 2023

⁸ Based on Dell analysis of software capabilities, March 2024.

⁹ Gartner, Magic Quadrant for Distributed File Systems and Object Storage 1 November 2023, Chandra Mukhyala Et Al. GARTNER is a registered trademark and service mark of Gartner and Magic Quadrant is a registered trademark of Gartner, Inc. and/or its affiliates in the U.S. and internationally and are used herein with permission. All rights reserved. Gartner does not endorse any vendor, product or service depicted in its research publications and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

Overcome Multicloud Barriers

Strategic Use Cases

[Learn more at Dell.com/APEX-File](#) ›

[Back to Menu](#)

Dell APEX File Storage for Public Cloud workloads



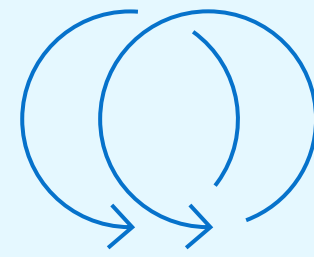
Cloud burst

Burst data and applications with OneFS replication tools to the cloud to use public cloud compute resources



Analytics & AI

Deliver linear scalability, high performance and large capacity across AI and GenAI workloads



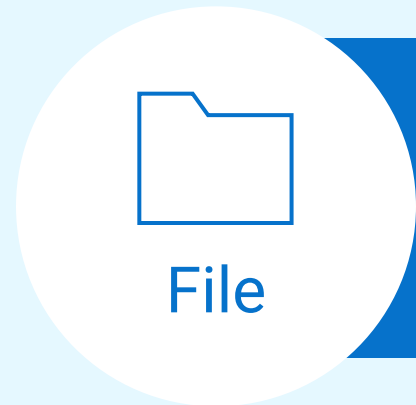
DR & ransomware protector copy

Address regulatory, compliance, availability and security requirements with a consistent experience



Data center to cloud migration

Move file data from on-premises to run natively in the cloud without changes to storage architecture



Run your most demanding file workloads on the #1 scale-out NAS¹⁰

10 Dell is ranked #1 globally in NAS solutions for external OEM storage in IDC WW Quarterly Enterprise Storage Systems Tracker, 2023 Q4 historical release. Ranked by vendor revenue.

Explore Block →

Explore File →

Explore Protection →

Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

Overcome Multicloud Barriers

Strategic Use Cases

Back to Menu

Dell APEX Protection Storage for Public Cloud

Enterprise-class data protection



Optimize a variety of workloads



Backup to cloud



Backup in cloud



Cloud disaster recovery

[Explore Protection Workloads](#) →

[Explore Block](#) →

[Explore File](#) →

[Explore Protection](#) →

Benefits

- | Deploy directly from cloud marketplaces
- | Ensure data immutability
- | Benefit from consistent user experience as on-premises
- | Support for a broad backup application ecosystem
- | Replicate data between cloud and on-premises, or between public clouds

24+ EB

of data protected in the cloud¹¹

Over 1800

customers

trust Dell Technologies to protect their data in the cloud¹²

¹¹ Based on Dell Technologies analysis, January 2024

¹² Based on Dell Technologies analysis, January 2024

Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

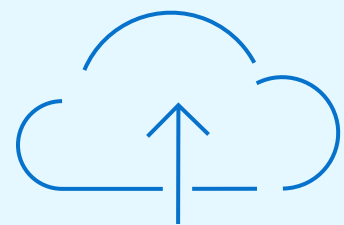
Overcome Multicloud Barriers

Strategic Use Cases

[Learn more at Dell.com/APEX-Protection](#) >

[Back to Menu](#)

Dell APEX Protection Storage for Public Cloud workloads



Backup to cloud

Replicate data protection appliances to cloud with control over data mobility



Backup in the cloud

Protect VMs, containers, cloud native apps and workloads regardless of where they reside



Cloud disaster recovery

Orchestrate DR testing and failover of workloads from on-premises to the cloud in a disaster scenario



Industry-leading deduplication, scalability and data integrity for efficient and secure protection of public cloud data.

[Explore Block](#) →

[Explore File](#) →

[Explore Protection](#) →

[Explore Dell APEX Navigator](#) →

Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

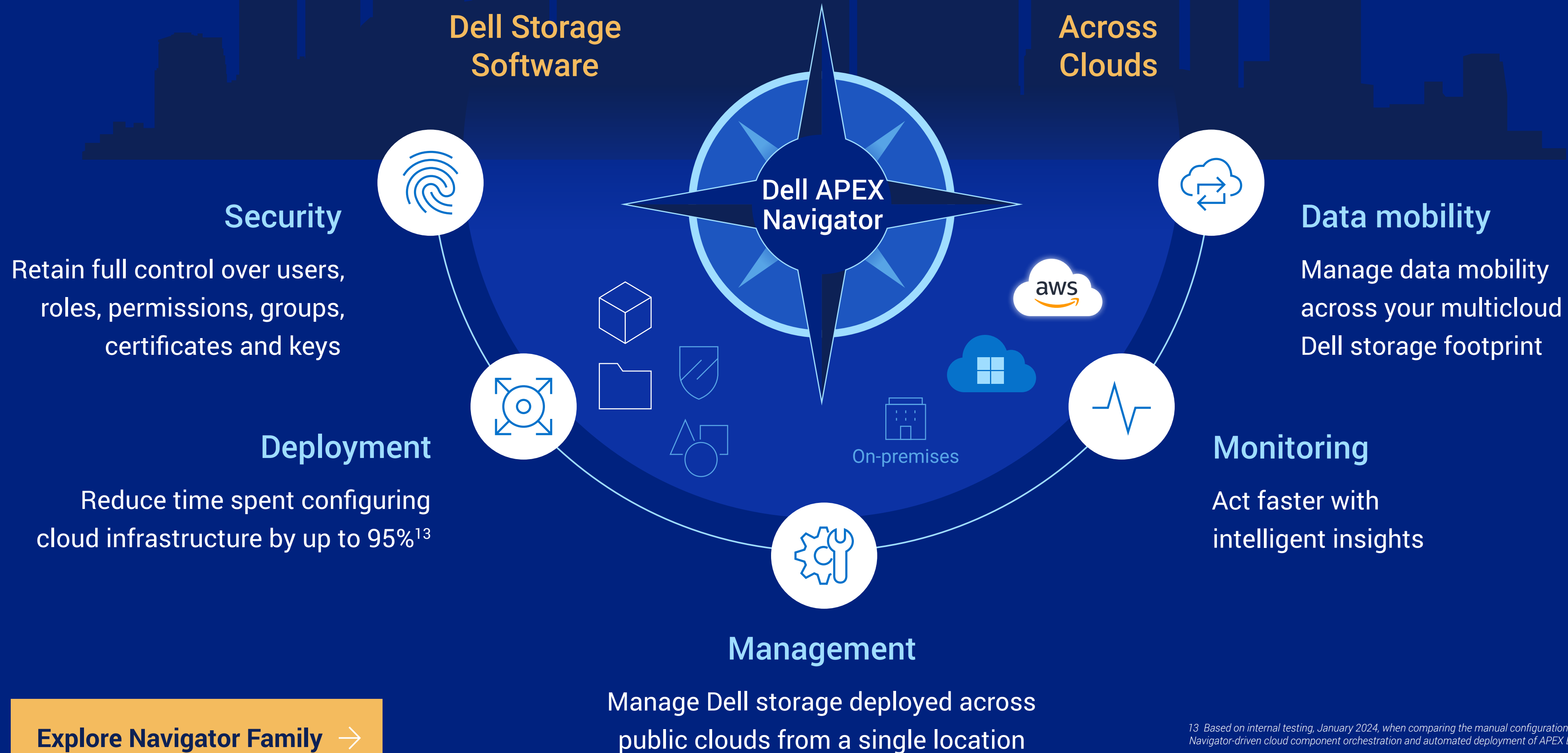
Overcome Multicloud Barriers

Strategic Use Cases

[Back to Menu](#)

Dell APEX Navigator for Multicloud Storage

Unlock a new standard of excellence for multicloud management and operations



Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

Overcome Multicloud Barriers

Strategic Use Cases

[Explore Navigator Family](#) →

¹³ Based on internal testing, January 2024, when comparing the manual configuration of cloud components vs. Navigator-driven cloud component orchestration and automated deployment of APEX Block Storage for AWS

[Back to Menu](#)

Dell APEX Navigator Family

Craft a flexible solution with the functionality that meets your unique requirements

In comparison to APEX Navigator for Multicloud Storage, which focuses on provisioning and managing Dell block, file, and data protection across clouds, APEX Navigator for Kubernetes focuses on deploying, managing, and operating advanced data services for persistent storage requirements around Kubernetes and containers such as application mobility, authorization, and more.

Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

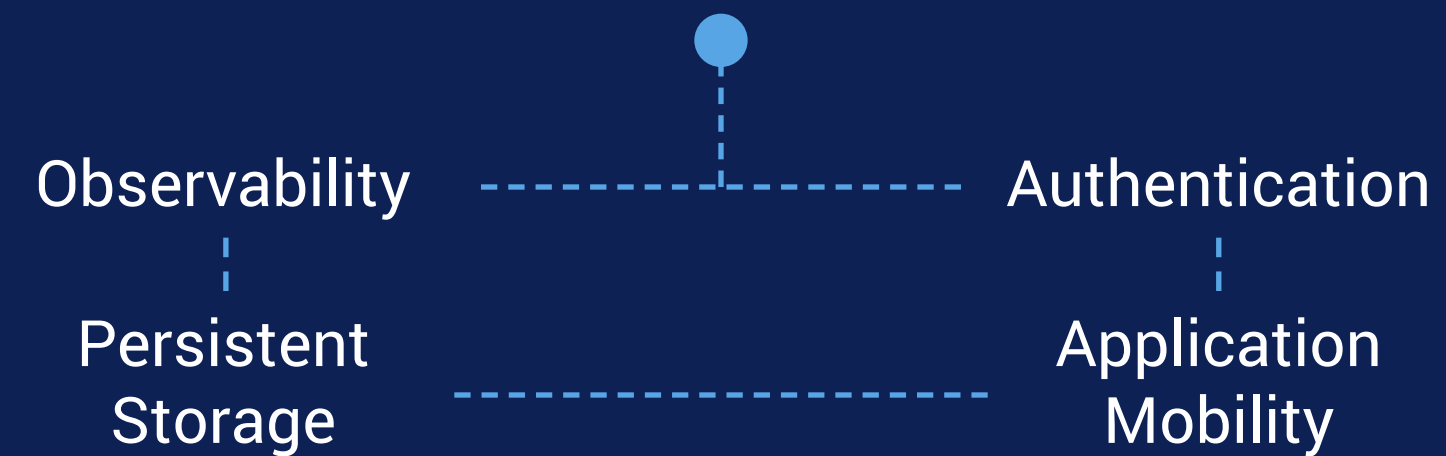
Overcome Multicloud Barriers

Strategic Use Cases

APEX Navigator for Multicloud Storage



APEX Navigator for Kubernetes



Get a risk-free evaluation →

Back to Menu

Get started with a risk-free evaluation

Dell APEX Block / File Storage for AWS + Dell APEX Navigator for Multicloud Storage



90-day risk free evaluation¹⁴

- ✓ Experience the full features of Dell APEX Navigator for Multicloud Storage before you buy
- ✓ Currently available with Dell APEX Block and File Storage for AWS
- ✓ Requires a Dell Premier Account, Dell My Account and AWS Account

Multicloud Storage

Currently available with Dell APEX Block and File Storage for AWS

Kubernetes

Currently available with Dell PowerFlex

Overcome Multicloud Barriers →

Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

Overcome Multicloud Barriers

Strategic Use Cases

¹⁴ Subject to availability. Terms and conditions apply; for Dell APEX Navigator view the [Dell Cloud Service Offering Agreement](#). For Dell APEX Navigator for Multicloud Storage, view the [Dell APEX Navigator for Multicloud Service Offering Description](#). For Dell APEX Navigator for Kubernetes, view the [Dell APEX Navigator for Kubernetes Service Offering Description](#). For Dell APEX Block Storage for AWS, view [Dell's Software Evaluation Agreement](#). Terms apply to Dell offers only.

[Back to Menu](#)

Elevate your multcloud experience

Overcome the barriers to multcloud innovation



Optimized costs
resulting in TCO improvements



Intuitive management
through a centralized console



Unparalleled performance
and advanced data services for mission-critical workloads



Operational consistency
with seamless data mobility between on-premises and public cloud



Centralized governance
with end-to-end visibility and role-based policy enforcement

Strategic Use Cases →

Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

Overcome Multicloud Barriers

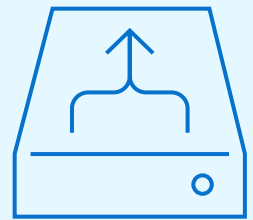
Strategic Use Cases

Back to Menu

Strategic use cases

Overview of some high-level strategic use cases for the APEX Storage for Public Cloud family

Extend on-premises infrastructure to the cloud



Create a universal storage layer across your multicloud infrastructure with common software-defined storage services throughout public and private cloud. This enables multicloud management to orchestrate seamless data mobility across locations for a true hybrid cloud model.

Next step →

Run mission critical workloads in the cloud



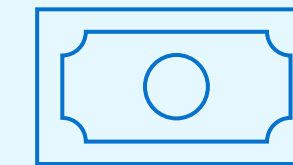
Take advantage of advanced data services such as snapshots and replication, advanced security and encryption capabilities, and a resilient architecture with enterprise-class features such as high availability and low latency. These offers meet all the requirements to confidently support mission critical workloads in the public cloud.

Integrate data with public cloud services



Seamless data mobility enabled by a universal storage layer allows you to choose the right services for each workload. Utilize public cloud services for geographic expansion or cloud compute, and private cloud to help comply with data location and data governance requirements.

Optimize costs and streamline TCO



It all adds up to cost optimization and improved TCO with the ability to utilize pre-committed cloud spend along with Dell Transformational Licensing Agreements (TLAs), and you can place storage resources in the environment that provides the highest return on investment.

Dell APEX Storage for Public Cloud

Multicloud Challenges

Multicloud by Design

Dell APEX Storage for Public Cloud

Dell APEX Navigator

Overcome Multicloud Barriers

Strategic Use Cases

Back to Menu

DELLTechnologies

A P E X

To learn more visit
Dell.com/APEX-Public-Cloud ›



Intel® Innovation Built-in

Copyright © 2024 Dell Inc. or its subsidiaries. All Rights Reserved. Dell Technologies, Dell, and other trademarks are trademarks of Dell Inc. or its subsidiaries. Other trademarks may be trademarks of their respective owners.