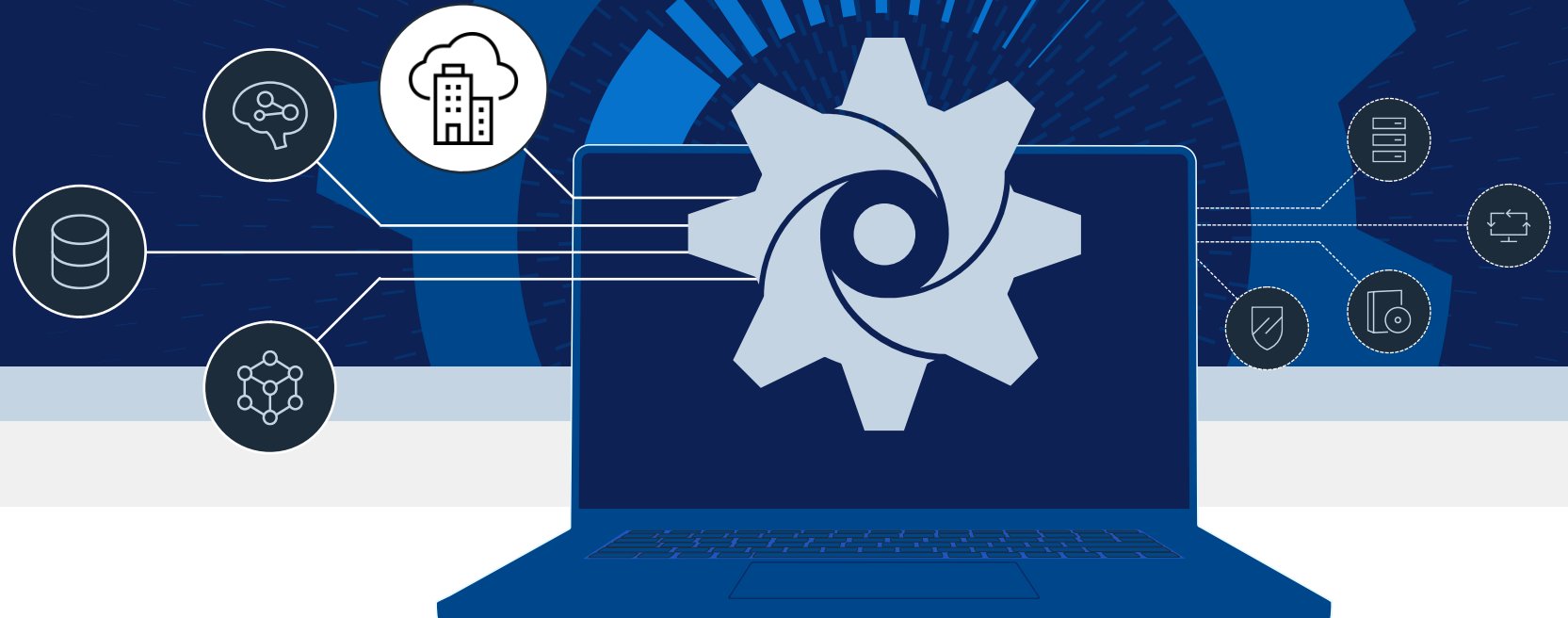
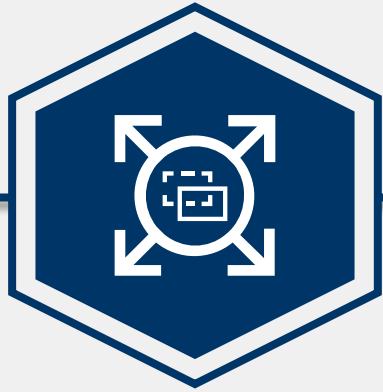


Dell Private Cloud

with Dell Automation Platform



Challenges in today's market



Hypervisor
Uncertainty

Licensing mandates and
vendor lock-in



Memory &
Storage Volatility

Rising costs and supply
chain constrains



Management &
Automation Silos

Fragmented tooling and
persistent manual gaps

How Dell is Addressing the Changing Market Landscape

Hypervisor Uncertainty



Dell Private Cloud

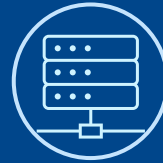
vmware®
by Broadcom

Red Hat

NUTANIX

Microsoft

Memory & Storage Volatility



Disaggregated Infrastructure

Orchestration and Software Automation

HCI Simplicity



3-Tier Flexibility



Compute

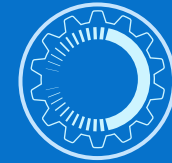


Networking



Storage

Management & Automation Silos

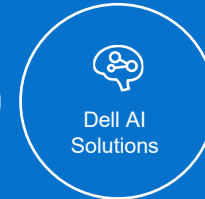


Dell Automation Platform

Intelligent ITOps using Agentic AI



Dell Private
Cloud



Dell AI
Solutions

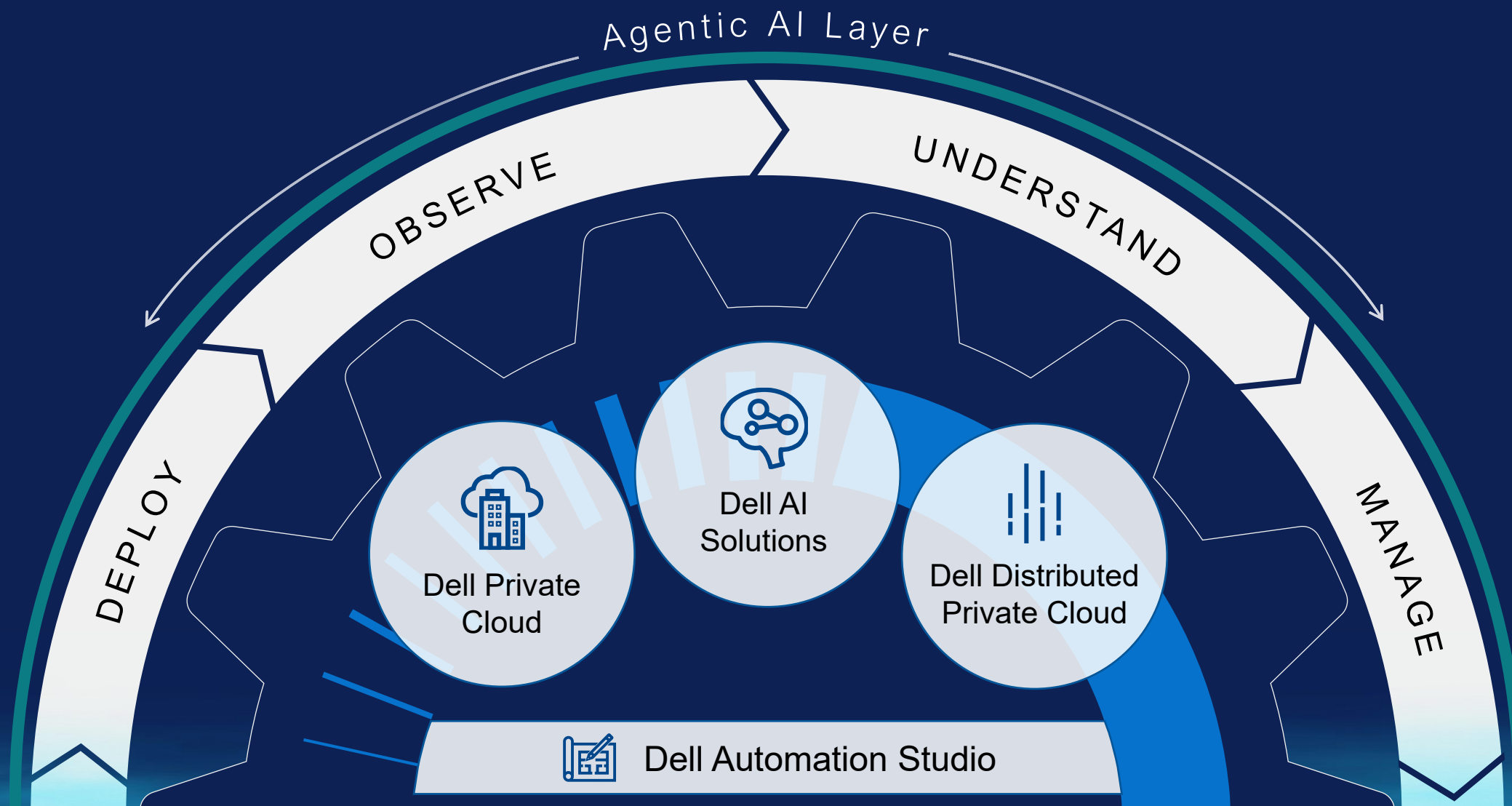


Dell Distributed
Private Cloud



Dell Automation Studio

What it means: The highest level of flexibility, choice, cost optimization, and operational excellence

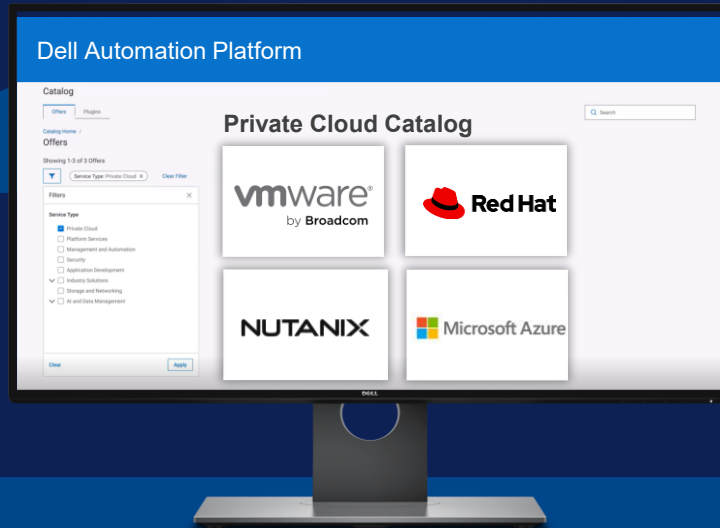


Dell Automation Platform

Intelligent automation that moves you forward

Dell Private Cloud

Freedom and flexibility to evolve on your terms



Dell Automation Platform



Fully transferable and reusable infrastructure

- **Protect investments**
Adaptable, disaggregated infrastructure
- **Maximize flexibility**
Bring your own cloud OS licenses across environments
- **Simplify operations**
Lifecycle management with automated Dell Storage integration
- **Ensure continuity**
Leverage existing skills and access to familiar tools
- **Depend on Dell**
Single source of system-level support for hardware and system software

Get more for less with Dell Private Cloud

HCI Experience

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

3-Tier Benefits

- ✓ Flexibility to BYO 3rd party cloud OS
- ✓ Protect hardware investment
- ✓ Reduce storage footprint

Dell Private Cloud

The best of both

65%

cost savings
compared to HCI¹

Fewer
Servers + Optimized
Storage

Extensively validated
70,000+ hours of testing²

66%

less time on Day-2
operations than 3-Tier³

¹Source: Arcilla, Alex, Dell Private Cloud: Dynamic and Flexible IT Architecture for an Ever-changing Business Landscape, Omdia, May 2026. Actual results may vary. CLM-015607.

²Based on internal Dell testing. Dell Private Cloud deploying VMware vSphere, Red Hat and Nutanix. April 2026. Actual results may vary. CLM-014261.

³Based on Prowess Consulting validation commissioned by Dell Technologies, April 2026, using Dell-submitted data comparing time to complete Day-2 tasks on Dell Private Cloud versus a traditional three-tier architecture. Actual results will vary. CLM-016449.

Dell Private Cloud automation and operations

Day 1

Automated Setup

Pre-deployment portal simplifies configuration with site-specific inputs and generates a JSON file.

Dynamic Cluster Composition

Late binding enables flexible hardware, OS, and version choices.

Full-Stack Automation

Provision clusters, attach storage, configure host networking and update firmware's to a continuously validated state

Day 2

Integrated Management

Centralized control via vCenter and Red Hat consoles for seamless operations.

Proactive Support

Automated service requests and part dispatch for uninterrupted performance.

Built-In Security

RBAC, certificate management, and compliance for robust protection.

Graceful Workload Migration

Automated node and cluster shutdown ensures smooth transitions.

Full-Stack Lifecycle Updates

Health checks, validated updates, and zero-day patching for continuous compatibility.

Drift Detection & Compliance

Monitor and report cluster compliance to maintain validated states.

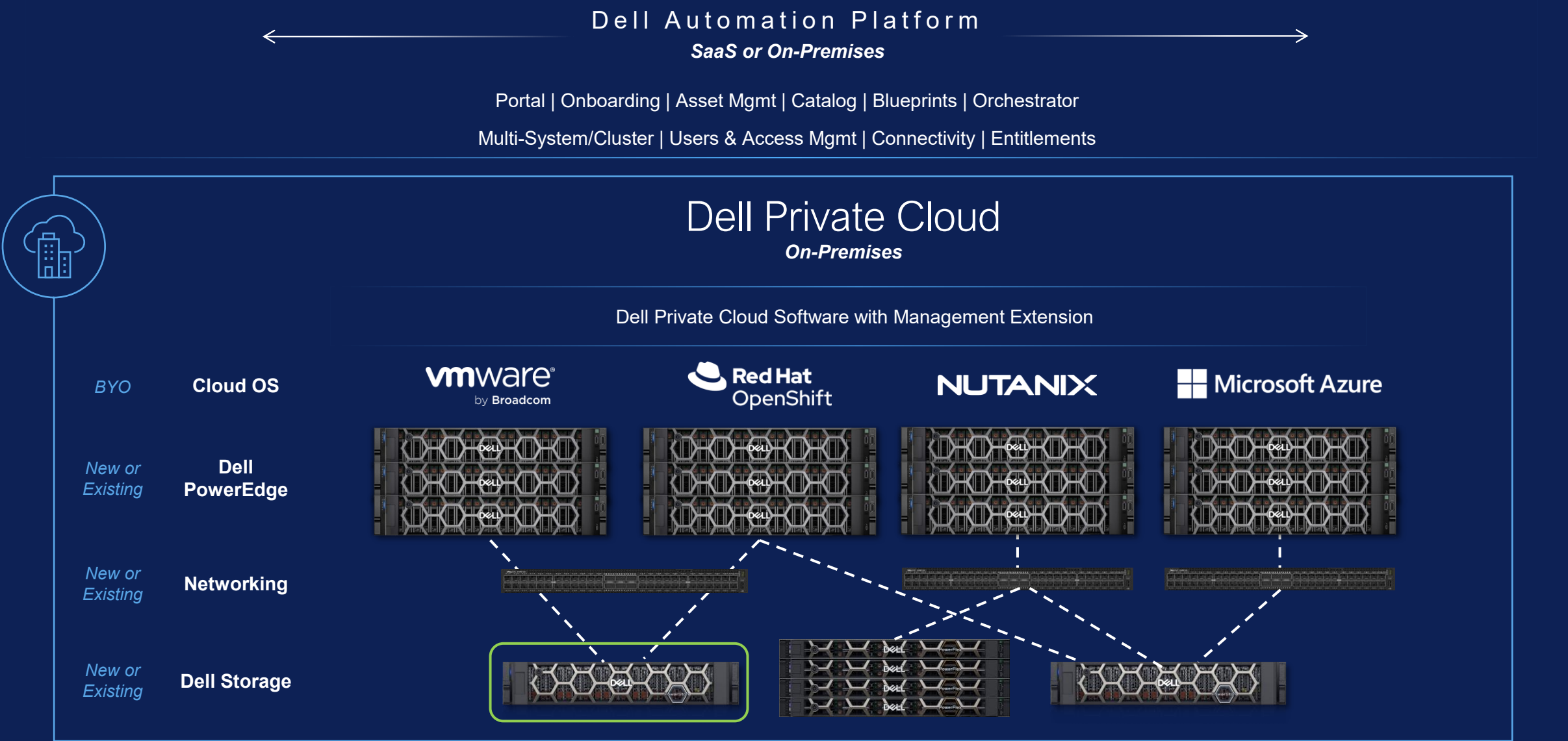
Scalable Operations

Expand, remove, or reset nodes at scale with ease.

Investment Protection

Decommission and reuse compute resources across ecosystems.

High level architecture



Accelerate adoption of Dell Private Cloud

Dell Services

Purpose-built blueprints

Tailor-made blueprints



NUTANIX



vmware[®]
by Broadcom



Configure additional capabilities and features in the cloud software stack



Adopt cloud-native technologies to prepare for modern application models



Create a foundation for simplifying and automating recovery procedures



Migrate workloads to Dell Private Cloud

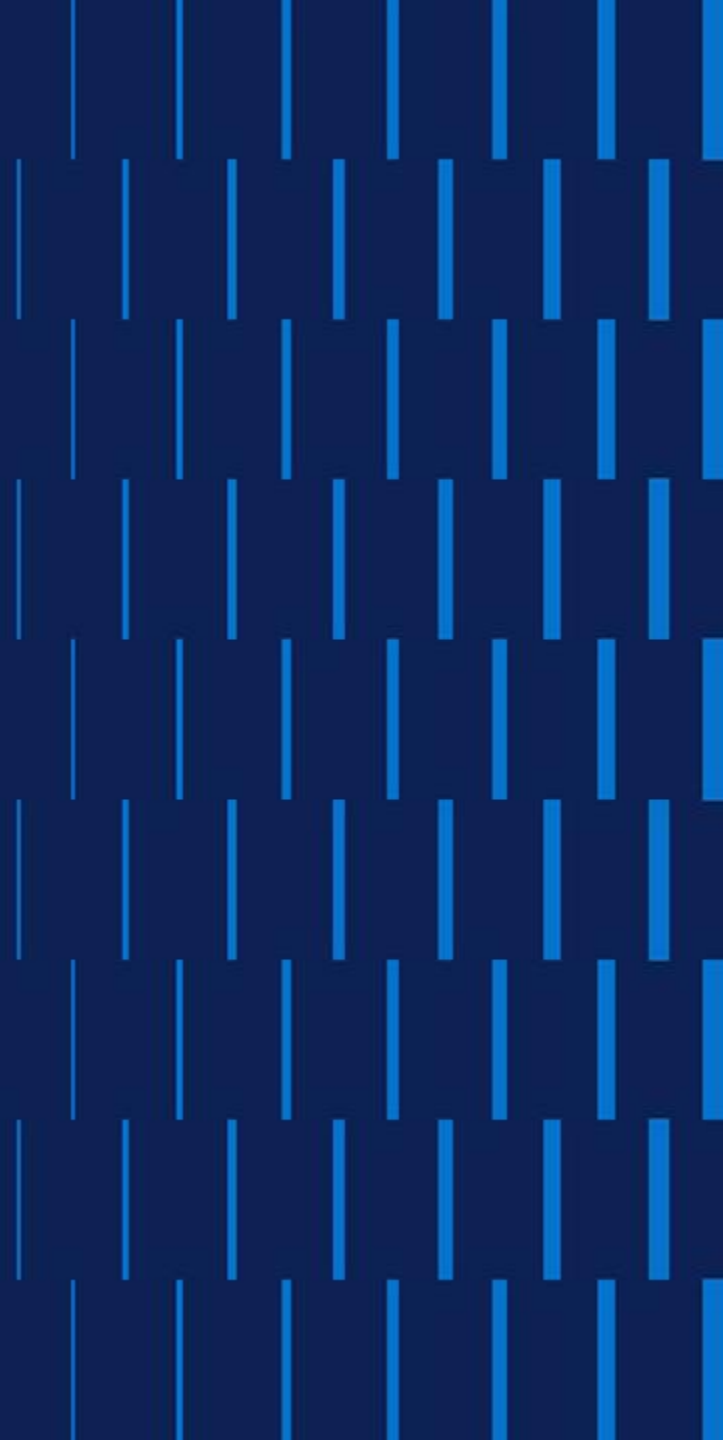


Connect to existing pipelines and automation toolchains



A practical guide to building your cloud

Introducing PowerStore Elite



Ready for anything – built to lead what's next

Introducing...

PowerStore Elite

A new class of modern data platform

Built on
proven success

20K customers | #1 in ease of use



The next evolution
of PowerStore

Gen 3 hardware | 5.0 software



Elite performance
and efficiency

Consolidate more workloads
on fewer systems

Up to **3x** **6:1** New
More IOPs¹ and density² Data reduction
guarantee³



Future-proof
by design

Perpetual architecture
evolves with your needs



Modular upgrades,
zero disruption

- ✓ Performance
- ✓ Capacity
- ✓ Network IO
- ✓ Software



AI-powered
simplicity

Spend less time **managing infrastructure**
More time accelerating your business

Up to **95%** **Dell Private Cloud**
Less storage effort⁴ Full stack orchestration

PowerStore Elite isn't just a *faster* array – it's the foundation for a continuously modern data center.

1 Based on preliminary internal analysis comparing PowerStore 1500 and 1200T models using peak IOPs running 70/30 read/write mix, 8k block size over FC. Actual results will vary.
2 Based on a comparison of fully populated base chassis: PowerStore 9500 assuming a 6:1 data reduction rate (DRR) versus PowerStore 9200T assuming a 5:1 DRR. Actual results may vary.
3 6:1 average rate guaranteed for reducible data across customer applications for PowerStore Gen 3 appliances only. Rates for individual applications may vary. See terms and conditions for details.
4 Based on internal Dell analysis of PowerStore Manager intelligent automation features versus traditional array management. Actual results may vary.

Elite performance drives unprecedented consolidation

Run more workloads on a single platform – with no tradeoffs

Up to

211% 70/30 IOPS¹ **37%** lower latency² **3x** more throughput³



“Up to **2.3x** higher performance than leading competitor⁶”

3rd-party test results  Principled Technologies®

Hardware + software innovation



Faster CPUs

Up to 50% more cores – crush more work per node⁴



Metadata Acceleration

Stores metadata intelligence to accelerate large-scale reads



PCIe Gen 5

4x more bandwidth for quicker response times⁵



DDR5 memory

2x speed for consistency under heavy load



200GbE RDMA

20x faster internal node connect for quicker failovers, rebalancing

What will this do for YOUR workloads?

Virtualization, Containers, Databases, Analytics

1, 2 - Based on preliminary internal analysis comparing PowerStore 1500 and 1200T models using 8k block size, 70/30 read/write mix. Actual results will vary.

3 - Based on preliminary internal analysis comparing PowerStore 9500 and 9200T models using 256k reads over FC. Actual results will vary.

4 - Based on a comparison of CPU total core count specifications between PowerStore 3200T and PowerStore 5500 models

5 - Based on comparing PCIe Gen 5 specifications to PCIe Gen 3. For more details, see [Intel's explanation of PCIe generations](#).

6 - Based on Principled Technologies Report, commissioned by Dell, April 2026, comparing Dell PowerStore 9500 to a current-generation-all NVMe array from Vendor A running the same dataset, using Vdbench. Actual results may vary. Full report found [here](#).

Low-profile E3 flash future-proofs your footprint

Consolidate at a fundamentally different level – beyond the limits of legacy 2.5” arrays

Up to **40 drives** in base chassis – **5.8 PBe** in a single 3U device¹

Single-drive
expansion

Auto-provisioned
services



Every slot
available
for data

No dedicated
NVRAM modules



Modern E3 standard

Avoid proprietary lock-in
& supply chain issues

Supports QLC or TLC

Flexible media options, no
performance trade-offs

3.84	7.68	15.36	30.72
TLC	TLC	TLC	QLC

Select based on price / density need

40% higher slot density – and up to 2x better overall density vs. Pure FlashArray//x90²

¹ Effective capacity assumes average 6:1 data reduction and double drive tolerance. Actual results vary

² Based on publicly available specifications and maximum effective capacity configurations of Dell PowerStore 9500 and Everpure FlashArray//X90 R5, Mar. 2026.
Actual results may vary based on system configuration, data reduction ratios, workload characteristics, and customer environment.

Smarter software. Ready for anything.

Adapt to changing demands, optimize in real-time, and protect against emerging threats.

Key software innovations include

Unified scale-out file & block

All appliances unified, no need to commit ahead of time

TLC or QLC on every model

No separate “Q” and “T” models – *no performance tradeoffs*

Dynamic Core Allocation

Rebalances CPU resources between block and file as demands change.

NAS mobility within clusters¹

Simplifies file consolidation, load balancing, and scaling.

Autonomous Data Path intelligence

Per-I/O ML optimizes performance for QLC and future SSDs.

Log-structured metadata¹

Improves usable capacity and endurance for high-capacity SSDs.



Performance automation



Efficiency enhancements



AI-powered cyber resiliency

Metadata Acceleration

Stores metadata intelligence to locate and serve reads faster across large data sets

Advanced data reduction

Unaligned deduplication and enhanced compression offloads increase efficiency

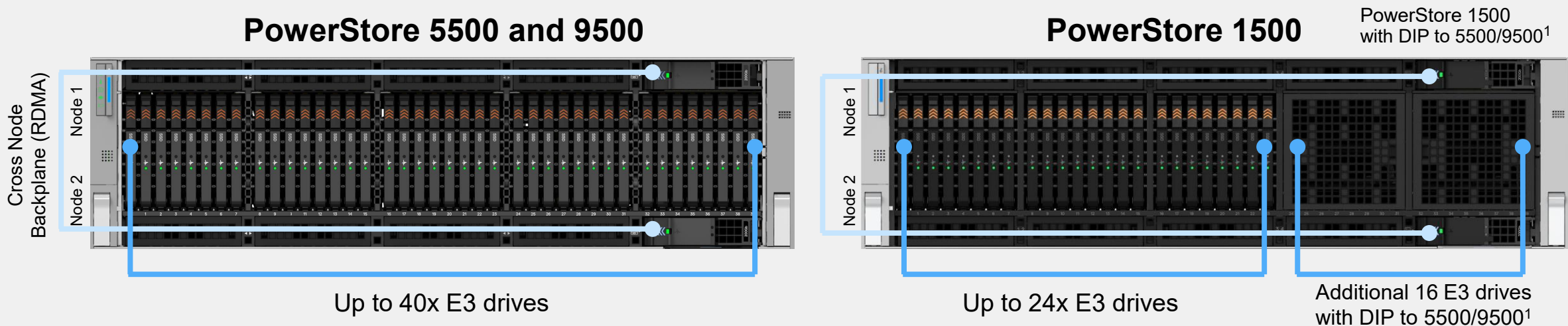
Ransomware Protection

Advanced threat detection with Dell AI Ops cybersecurity monitoring and Dell Cyber Detect²

¹ – Pending future PowerStore software update

² – Dell Cyber Detect requires separate license purchase.

PowerStore Gen 3 System Overview – Front of Chassis



	PowerStore Elite 5500/9500	PowerStore Elite 1500
E3 Drive Capacities (TB)	3.84 TLC, 7.68 TLC, 15.36 TLC, 30.72 QLC	
<u>Minimum</u> TLC Drives and capacity	TLC: 6 x 3.84TB (23TB Raw)	TLC: 6 x 3.84TB (23TB Raw)
<u>Minimum</u> QLC Drives and capacity	QLC 11x 30.72TB (338TB Raw)	QLC 7x 30.72TB (215TB Raw)

All models

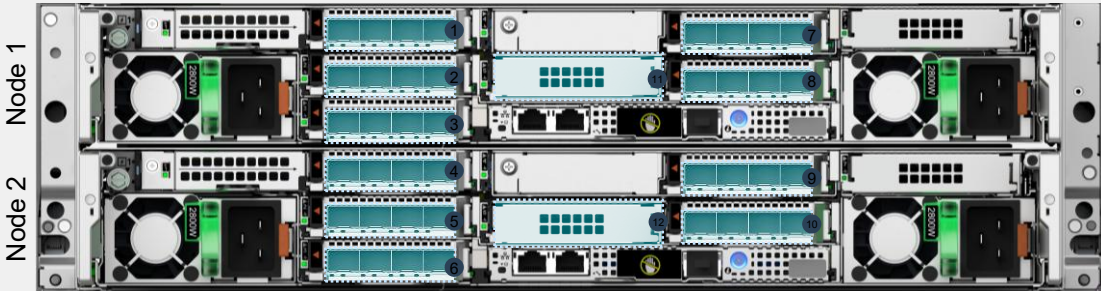
DRE+1 (Single Parity / Single Tolerance / DRE SP)
Resiliency set size: 6–25 drives with distributed spare
Smaller drive counts with maximum usable capacity

DRE+2 (Dual Parity / Dual Tolerance / DRE DP)
Resiliency set size: 7–40 drives with distributed spare
Recommended for ~18+ drives, similar usable TB as DRE1

1 – 1500 data-in-place upgrade to 5500/9500 requires future release.

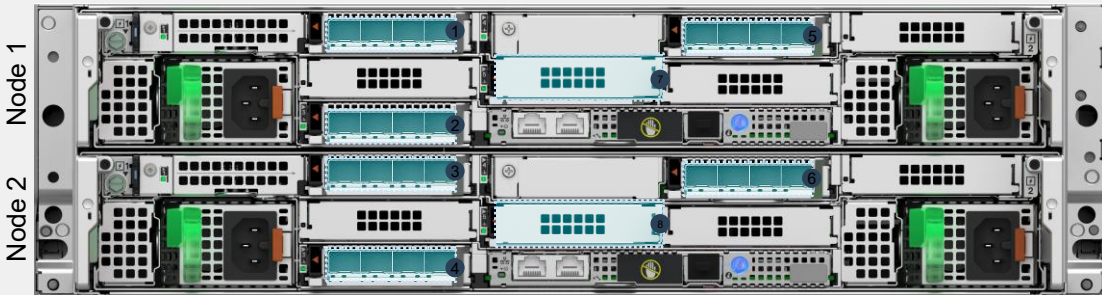
PowerStore Gen 3 System Overview – Back of Chassis

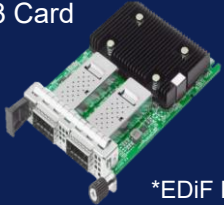
PowerStore 5500 and 9500



PowerStore 1500

PowerStore 1500
with DIP to 5500/9500¹



 *EDiF Ready		PowerStore Elite 5500/9500	PowerStore Elite 1500
	OCP3 line-card options	4x 32/64G FC, 4x 1/10GE, 4x 10/25GE, 2x 100GE	
	Min OCP3 Cards per Appliance	2 @ 8 ports FC or 4 ports IP	2 @ 8 ports FC or 4 ports IP
	Max OCP3 IO Cards Appliance	10 @ 40 ports per appliance	6 @ 24 ports per appliance

Seamlessly interoperates with existing 64/32/16 Gb/s Fibre Channel fabrics via auto-negotiated link speeds

1 – 1500 data-in-place upgrade to 5500/9500 requires future release.
2 – Supports 64/32Gb Encrypted Data-in-Flight-capable HBAs at launch. Encryption pending future PowerStore software update.

The last storage platform you'll ever need

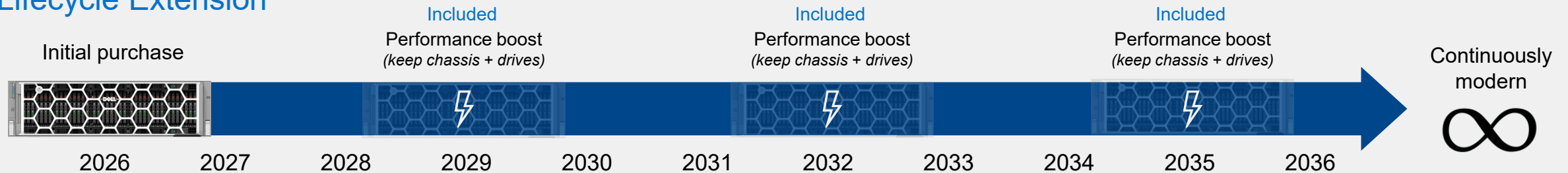
Future-proof design supports multiple next-gen upgrades

Engineered to meet the requirements of future CPU architectures

- Add performance and features as you go
- Non-disruptive, data-in-place controller swaps
- *Keep your chassis, keep your E3 drives*



Lifecycle Extension



Flexible technology upgrades
Next Gen | Higher Model | Scale-out



Deployment
included



“Buy 3 get 1 free”
capacity savings



Dedicated Dell
Technical Advisor

Never outgrow your storage

- ✓ Always optimized
- ✓ Long-term cost savings
- ✓ Effortlessly simple

Timeline is for illustration only. Actual upgrade timing varies by customer choice and PowerStore release schedule.

DELLTechnologies

Advance with confidence in an unpredictable world

The next evolution of PowerStore – the platform you trust

PowerStore Elite



**Ready for anything.
Built to lead what's next.**

Achieve more with less

- 3x performance | 3x density

Keep pace with change

- Evolves without disruption

Simplify your operations

- AI-driven | Up to 95% less effort¹

¹ Based on internal Dell analysis of PowerStore Manager intelligent automation features versus traditional array management. Actual results may vary.

