

Dell PowerStore on Equinix Metal vs. Managed by Customer

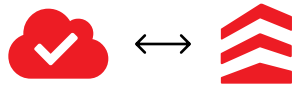
Dell PowerStore on Equinix Metal

Dell PowerStore Managed by Customer

Ideal for customers looking to



Cloud-like consumption model for bare metal compute, storage and networking



Migrate from Cloud to DC or DC to Cloud













Expand Globally











Build large scale compute infrastructure inside their own data center

Dell PowerStore on Equinix Metal vs. Managed by Customer

	Dell PowerStore on Equinix Metal	Dell PowerStore in Equinix Colo
Satisfies the following customer requirements	<ul style="list-style-type: none">  Quick time to market  Cloud-like consumption model, but with lower TCO than cloud  Hosted storage as a service operated by Equinix 	<ul style="list-style-type: none">  Storage for specialized, custom-made compute and networking hardware deployed in customer's data center  Full control remains with the in-house IT staff  Direct relationship with the hardware vendor
DIY Willingness and Ability	<p>LOW</p> <ul style="list-style-type: none">  Limited or no staff to manage physical infrastructure  OpEx preferred 	<p>HIGH</p> <ul style="list-style-type: none">  Experienced staff to manage physical infrastructure  CapEx preferred

Dell PowerStore on Equinix Metal vs. Managed by Customer

	Dell PowerStore on Equinix Metal	Dell PowerStore in Equinix Colo
Responsibility for space, power, networking	 EQUINIX	 Customer
Deployment responsibility	 EQUINIX	 Customer
Time to market	 4-6 weeks	 4-6 months
Market availability	 Global—All Equinix Metal markets	 Global

Dell PowerStore on Platform Equinix (Summary)

	Dell PowerStore on Equinix Metal	Dell PowerStore in Equinix Colo
What's the product?	Dell PowerStore as a Service fully hosted and managed by Equinix Metal as part of its bare metal platform	Dell PowerStore physical hardware
Ideal for customers looking to	<ul style="list-style-type: none"> Subscribe to bare-metal compute, storage and networking as a cloud-like managed service Manage digital transformation—DC to cloud, cloud to DC, multi-cloud, hybrid cloud Global expansion with no dedicated IT staff at all locations 	<ul style="list-style-type: none"> All flash storage for on-premises compute Build large scale compute infrastructure inside their own data center
Satisfies the following customer requirements	<ul style="list-style-type: none"> Quick time to market Need cloud-like experience and consumption model for physical compute infrastructure, but with lower TCO Compliance and security with single-tenant hardware 	<ul style="list-style-type: none"> Storage for specialized, custom-made compute and networking hardware Direct relationship with the hardware suppliers
DIY Willingness and Ability	<p>LOW</p> <ul style="list-style-type: none"> Limited or no staff to manage physical infrastructure OpEx preferred 	<p>HIGH</p> <ul style="list-style-type: none"> Heavy data center presence, experienced staff to manage physical infrastructure Can afford CapEx
Space, power, networking	Equinix takes the responsibility for space, power and networking	Customer is responsible for space, power and networking
Time to market	4-6 weeks	4-6 months
Market availability	Globally. All 22 markets where Equinix Metal is available	Global