

**ZONES**  
First Choice for IT™

**DELL**Technologies  
TITANIUM PARTNER

*IMPLEMENTING*  
**MODERN STORAGE  
STRATEGIES FOR  
MODERN  
WORKLOADS**





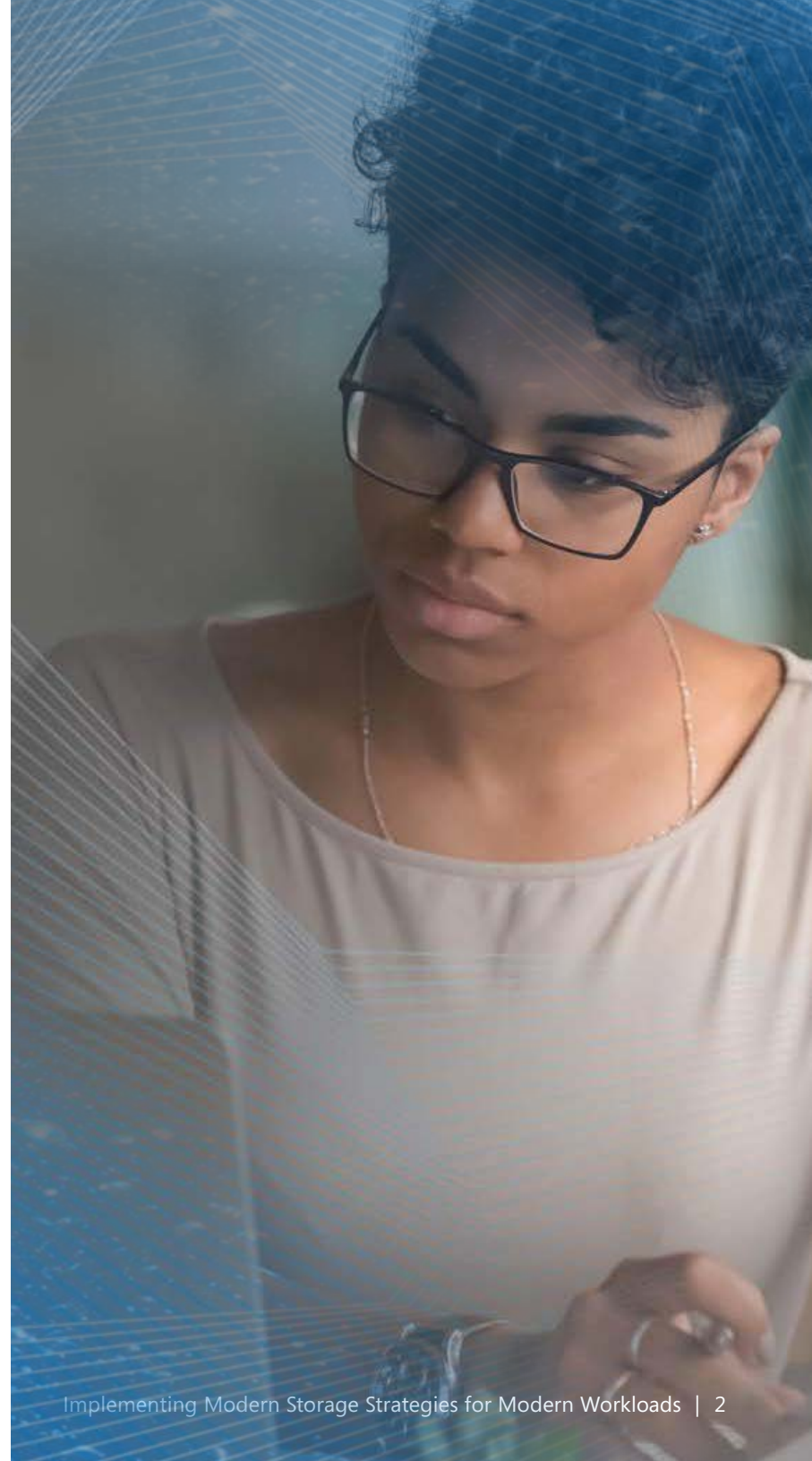
## The challenge of data storage today

Over the last two years, organizations everywhere have come to understand that remote and hybrid work are the new normal. We may never return to the old way of doing business, with employees tackling their job responsibilities in a shared office setting.

This adjustment has been challenging for everyone – perhaps especially those in IT.

How do you store and manage people's data in this new reality? At any given moment, you may have employees trying to access their files from literally anywhere in the world. And often, you're trying to accommodate these users despite limited resources. Many organizations these days have smaller budgets, increased workloads, and reduced teams of IT professionals from where they stood at the beginning of the pandemic.

Meanwhile, threats to your data are out there, and they're growing more sophisticated every day. So, needless to say, you need a way to manage your organization's data that's smart, cost-effective, and highly secure as well. It's a lot to ask.



# Reach a new level of performance with Dell Technologies

For a high-performing platform for managing your organization's data, it's hard to imagine a better option than PowerStore, from Dell Technologies.

PowerStore delivers significant performance, architectural, and program advantages compared to competing options on the market. You'll notice the differences across the board:

- **Any scale.** PowerStore makes it easy to scale up and scale out your IT infrastructure, adapting to meet the ever-changing needs of your workforce.
- **Any workload.** Whether it's block, file, VVol, container, or anything else, your employees will always be covered.

- **Any future.** As your business plans for further modifications to your IT strategy down the road, PowerStore promises maximum flexibility – no painstaking migration process required.
- **Any topology.** Regardless of your IT terrain, PowerStore offers storage array and on-array application hosting with AppsON, making everyone's life easier.

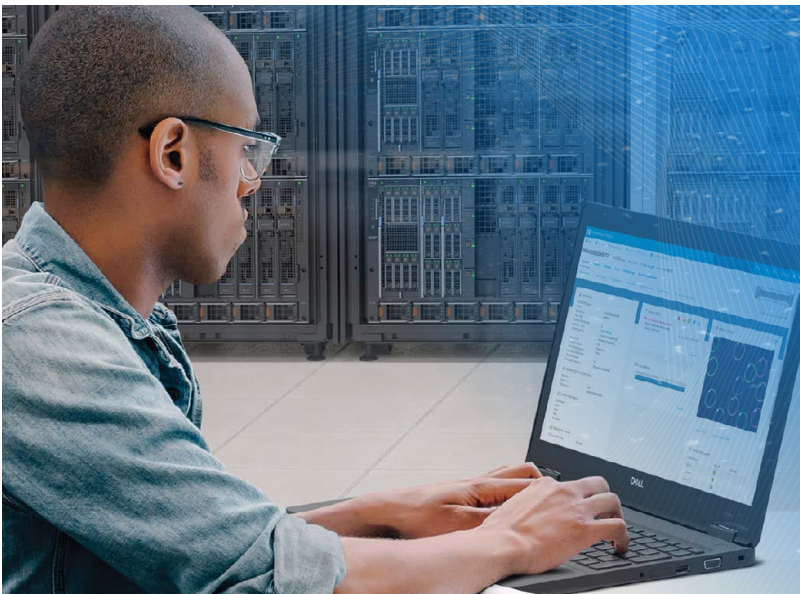
Add it all up, and the result is clear: What you get is more productivity for your people and greater efficiency for your business. It's a win-win proposition.





# Breaking down the benefits

So if your business adopts Dell Technologies PowerStore for data management tomorrow, what will be the impact?



A lot, actually. When you opt for an on-premises data infrastructure, you'll immediately unlock value for your business financially. Many cloud providers tout their low costs as a differentiator, but there are a lot of ways in which on-prem can actually save you more in the long run. For example: Because your on-prem infrastructure lives in one simple, centralized location, it's easier to manage, which means you don't have to invest as many resources in IT. This is a clear source of cost savings.

Aside from cost, there's also the fact that on-prem is great for reliable data protection. Because all your files are housed on site, you never have to let them out of your sight, and you don't have to entrust a third party with the management process. You can keep a close watchful eye on your infrastructure all by yourself, and you'll always have visibility if there are any issues.

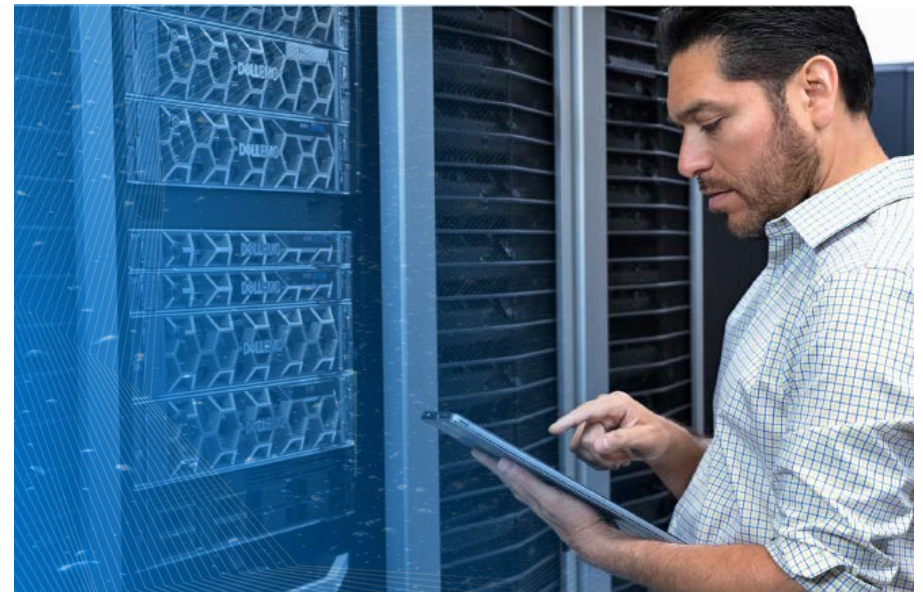
# Explore your environment with Live Optics

## Interested in sizing up your environment and finding ways to strengthen your storage architecture?

At Zones, we can help with that. Ask us about setting you up with a Live Optics assessment, which will give you clear visibility into everything you need to know.

Live Optics is a cloud-based infrastructure planning and collaboration solution that can generate in-depth reports on the state of your IT. You can view an aggregation of your resource needs across disparate servers, as well as a simulation of how your workloads would look if they were consolidated in a new IT framework.

Because Live Optics is designed as a lightweight assessment, it's easy to get results quickly and act upon them right away. The assessment is generally concluded in 24 hours or less, with no installation necessary or anything. To get started, all you have to do is reach out and ask.





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### About Dell Technologies and Zones

The larger your organization, the larger the challenge you face when it comes to securing your distributed workforce.

To equip your organization with an on-prem data storage infrastructure that really works, look no further than Zones and Dell Technologies. Together, we're working to drive innovation for our clients through real IT modernization.

We understand that in today's ever-changing environment, an innovative mindset is critical to success. We'll work with you to build a stronger infrastructure so that you can have it all – performance, cost-effectiveness, low costs, and a bright, sustainable future.

**To learn more, connect with your Zones Account Manager.**



Visit our website below to learn more ways Zones,  
and Dell Technologies can benefit your business.

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