

NetApp vs. Dell

NOT TOP FIVE

Dell likes to say they have a clear path to the cloud...but here are the top 5 things Dell isn't telling you.

Dell Not Top 5	NetApp Top 5	Breakdown
<p>5</p> <p>Dell talks about the cloud, but not the ones you're using. Dell's "cloud data strategy" relies heavily on Dell storage appliances in your data center or in colocation data centers. It lacks true integration with the key public cloud providers, such as AWS, Microsoft Azure, and Google Cloud.</p>	<p>NetApp has integrated our software-defined and storage as-a-service (SaaS) options with the major public cloud providers. We enable you to build a data fabric that gives you the choice of where to run your applications and the flexibility to move those applications in the future.</p>	<p>Dell has their head— not their storage—in the clouds</p> <p>NetApp is native in every cloud you need.</p> <p>AWS. Azure. Google Cloud. We're the cloud storage specialists.</p>
<p>4</p> <p>Dell doesn't prove their uptime claims. Protecting your data and keeping it available is the number one role of any storage platform. Dell makes vague claims that their products are "designed for" six nines of availability.</p>	<p>NetApp commissioned IDC, a third-party organization, to audit our customer data from tens of thousands of systems. What they validated is that NetApp customers truly get better than six nines of availability. That equates to less than 30 seconds of downtime in a year.</p>	<p>Which Dell is up?</p> <p>NetApp is down with IDC. (Better than six nines.)</p>
<p>3</p> <p>Dell doesn't prove their performance claims. Dell says their new products are fast, but they no longer participate in audited industry benchmarking. It's been over 6 years (July 2015) since Dell submitted any benchmarks to the Storage Performance Council (SPC).</p>	<p>NetApp regularly submits new hardware systems to SPC for benchmark validation. When we say we're fast, you'll know we're fast.</p>	<p>What's in Dell's pudding?</p> <p>NetApp measures up with SPC. Regularly.</p>

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<p>2</p> <p>Dell's storage portfolio is too complex. Your workloads are likely to require multiple storage platforms from Dell. Each one of them requires training, expertise, and compatibility. This increases your costs and results in a mess of incompatible storage silos that don't talk to each other.</p>	<p>NetApp provides an elegant and simple storage environment that efficiently runs all your workloads whether you host them in your data center or in the cloud.</p>	<p>Which way did they Dell?</p> <p>NetApp® ONTAP® = NetApp ONTAP wherever it lives</p>
<p>1</p> <p>Dell has a history of selling you something, then walking away. When Dell launched PowerStore to replace XtremeIO, SC Series, and Unity, they didn't provide a path by which you could leverage past Dell purchases.</p> <p>None of their previous hardware and flash drives are compatible with the new systems, forcing you to repurchase controllers, capacity software, and support agreements.</p>	<p>NetApp customers have long enjoyed the ability to move their storage media across many generations of systems. Our software development team is constantly adding new features and capabilities that benefit the latest generation of hardware for sale, as well as your previous technology investments.</p>	<p>Dell leaves you hanging</p> <p>NetApp sticks with you</p>

Why box yourself in with Dell when you can build your future with data that's managed, secure, and everywhere it needs to be?

You need a partner who can help you build a data fabric that offers you the freedom and flexibility to choose among the full range of cloud services, all connected to your data center.



Think twice, migrate once.