

# Interconnected Dell APEX Data Storage Services<sup>1</sup>

The partnership of Dell Technologies and Equinix accelerates your digital transformation and enables simple deployment of as-a-Service resources where they deliver the most value

The scale and complexity of enterprise infrastructure environments continues to rise as digital business drives an explosion of new applications. While corporations recognize the value of public cloud deployment models, they may struggle to maintain control of an increasingly distributed set of resources across datacenters, public clouds and edge locations. The multicloud operating environment has become the norm for many organizations and will continue to proliferate. A recent IDC survey indicates that 66% of respondents intend to rely on hybrid cloud architecture<sup>2</sup>.

As organizations seek to further improve their competitiveness, they are focusing more on tasks that add value to the overall mission and seeking to offload non-aligned functions such as facilities and infrastructure management.

Two strategies are becoming key in accelerating digital transformation:

- **Cloud deployment models**, which increase agility in the delivery of new applications, for private cloud deployments. Gartner predicts that by 2024 over 50% of newly deployed storage capacity will be sold as-a-Service or on a subscription basis, up from less than 15% in 2020<sup>3</sup>.
- **Managed data center services** that bridge public and private cloud environments while providing private, secure as-a-Service access to ecosystems of software and networking offerings. IDC notes that 51% of surveyed corporations are using hosting and colocation services in 2022, with 95% of responders indicating they plan to use by 2024<sup>4</sup>.

## Optimize your IT resources and enable your digital acceleration with Dell Technologies and Equinix

Dell Technologies and Equinix have partnered to deliver the best of both worlds: the agility of public cloud with the security and control of private cloud, delivered as-a-Service. Dell and Equinix collaborate to maintain the underlying infrastructure and ensure all service levels are met, so you don't have to allocate your own IT resources to non-optimal activities. Dell APEX Data Storage Services at Equinix consolidates the as-a-Service experience with a single offer, utilizing Dell-owned and maintained infrastructure. The result? You can dramatically reduce the burden associated with administrative tasks and focus more on innovation. A consistent multicloud operating model is the future of IT, and more than ever, interconnected colocation is central to this strategy.



IT leaders want technology solutions that simplify operations and relieve the burden of data center management. Dell APEX Data Storage Services offers the simplicity, agility and control needed to stay competitive amid unpredictable circumstances. Dell APEX Data Storage Services is a portfolio of scalable and elastic storage resources designed for OpEx treatment<sup>5</sup>. It empowers customers to remove complexity and risk by providing access to flexible storage services that enable a true multicloud strategy. Dell APEX Data Storage Services is backed by trusted storage infrastructure that is owned and maintained by Dell, reducing the challenges associated with data center and infrastructure management. This enables you to focus on outcomes, not infrastructure.

- Designed for 99.9999% availability<sup>6</sup>
- Up to 86% reduction in planning and provisioning costs<sup>7</sup>
- Reduces costs of over-provisioning storage by as much as 45%<sup>7</sup>

As the digital world becomes more distributed, centralized infrastructures limit the ability of businesses to leverage new capabilities and compete in an ever-changing digital world. To overcome these challenges, organizations are re-architecting IT, placing infrastructure in strategic locations where users, clouds, networks and other critical environments physically meet. Equinix, a leading interconnection and data center provider, with over 220 locations around the world, has become a single platform where businesses can reach everywhere, interconnect everyone and integrate everything. Equinix is the world's digital infrastructure company, enabling digital leaders to harness a trusted platform to bring together and interconnect the foundational infrastructure that powers their success.

- Global Data Center Reach<sup>8</sup>
- A leader<sup>9</sup> in the IDC MarketScape: Worldwide Datacenter Colocation and Interconnection Services 2021 Vendor Assessment
- Global access to low latency, concurrent multicloud connectivity
- Enables access to as many as 3,000 cloud / IT and 2,000 network service providers<sup>10</sup>
- Delivers up to 60% reduction in network traffic costs with a minimum 30% reduction in latency<sup>11</sup>
- Equinix data centers use clean and renewable energy with a commitment to becoming climate neutral by 2030<sup>12</sup>

### Consistent, predictable and fully maintained – Dell APEX Data Storage Services at Equinix Interconnected Data Centers

- **Grow your business and quickly expand into new regions:** Deploy storage resources where you need them, enabling new opportunities for efficient growth and geographic expansion.
- **Secure multicloud capabilities:** Leverage low latency access to multiple public cloud services, concurrently - via Equinix Fabric, with no vendor lock-in or excessive egress fees.
- **Connect digital ecosystems and to B2B partners:** Simple, high speed, secure accessibility to digital services for financial services, manufacturing, healthcare and many other vertical markets.
- **Simplified experience:** Predictable pricing, designed for OpEx treatment<sup>5</sup>, with no overage fees for on-demand usage and a single invoice from a single vendor.
- **A dependable partnership:** Global scale, leading technologies, IT expertise and risk avoidance in infrastructure lifecycle management.
- **Data center operations best practices:** 20+ years of proven expertise at Equinix to support mission critical business resiliency



Learn more about **Dell APEX Data Storage Services** and Equinix



Contact a  
Dell Technologies Expert  
Contact an Equinix Expert



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<sup>1</sup> For regional availability of Dell-managed colocation deployment, visit [Dell.com/Access-APEX](https://Dell.com/Access-APEX).

<sup>2</sup> IDC Spotlight, sponsored by Dell Technologies, Moving from Datacenters to Centers of Data, doc #US49731822, October 2022.

<sup>3</sup> Gartner®, 'Market Guide for Consumption-Based Pricing for Data Center Infrastructure', Daniel Bowers, et al., 1 March 2021.

<sup>4</sup> U.S. Enterprise Communications Survey, IDC, August 2022.

<sup>5</sup> OpEx treatment is subject to customer internal accounting review and policies

<sup>6</sup> Based on hardware availability on common underlying block and file platform configurations. Actual hardware availability may vary.

<sup>7</sup> A Forrester New Technology Projected Total Economic Impact Study, commissioned by Dell Technologies, June 2021. Estimates projected over 3 years, based on interviews with four organizations using Dell APEX Data Storage Services, aggregated, and combined into a composite organization, and survey responses from an additional 121 IT decision makers. Actual results may vary. [Full report.](#)

<sup>8</sup> <https://www.equinix.com/data-centers>

<sup>9</sup> IDC MarketScape: Worldwide Datacenter Colocation and Interconnection Services 2021 Vendor Assessment, authored by Courtney Munroe, Doc #US46746121, June 2021. [Full report.](#)

<sup>10</sup> [https://www.equinix.com/content/dam/eqxcorp/en\\_us/documents/resources/infopapers/tp\\_equinix\\_company\\_fact\\_sheet\\_en.pdf](https://www.equinix.com/content/dam/eqxcorp/en_us/documents/resources/infopapers/tp_equinix_company_fact_sheet_en.pdf)

<sup>11</sup> "The Total Economic Impact of Equinix," a commissioned study conducted by Forrester Consulting on behalf of Equinix, April 2019.

<sup>12</sup> For more details, see: <https://www.equinix.com/newsroom/press-releases/2021/06/equinix-sets-2030-global-climate-neutral-target>

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