



PowerVault MD3 Dense Enclosures and Feature Release

Storage that nurtures ideas

What's new?

Dell extends the PowerVault MD3 family with a series of MD3 dense enclosures that offer up to 60 drives in a 4U chassis. These products also include new software capabilities that improve data protection and performance.

Why should customers buy?

- Affordability – PV MD offers a rich feature set while controlling cost/GB
- Efficiency – non-disruptive scale up to 180 drives in 12U
- Reliability – comes with Dynamic Disk Pools (DDP), a feature that simplifies storage administration and extends data protection

Who are the prospects?

- Entry level to medium sized organizations
- Customers seeking density improvements and/or power/cooling reductions
- Entry-level VMware™ server virtualization projects
- High-bandwidth requirements, including Exchange, database applications, or high performance computing environments

When is it available?

EMEA / APJ RTS is August 24, 2012

Worldwide RTS is August 28, 2012

Product Description

Dell has engineered a series of dense arrays as part of the PowerVault MD3 family. Each dense enclosure scales up to 60 drives and can house SSD, SAS, SED and NL-SAS drives in the same chassis.

By adding up to two expansion enclosures, this product can expand up to 180 drives in 12U, delivering game-changing density advantages.

The MD3 is worry-free storage with new features such as enhanced VMware integration and data protection with Dynamic Disk Pooling (DDP) to deliver a simplified environment.

Models

The product series consists of four array models offering a full range of storage network protocols;

- MD3260 – Eight x 6Gb SAS ports
- MD3260i – Eight x 1Gb iSCSI ports
- MD3660i – Four x 10Gb iSCSI ports
- MD3660f – Eight x 8Gb Fibre Channel ports

In addition, this family includes the MD3060e, an expansion chassis supported with any dense enclosure array.

Why buy from Dell?

- Dell's MD3 family has a strong track record, starting in 2007 with the MD3000 storage array.
- Dell has continued to expand the capabilities of the MD3 family, adding capacity, performance, and connectivity options over time.

- With the established MD3 products, customers can feel comfortable knowing they've chosen tested, reliable, effective storage from Dell.
- Same proven, industry leading MD controllers and interfaces now available in an innovative 60 drive 4U chassis. The most dense array that fits in an industry standard rack.

Features and Benefits

Dell believes that explosive data growth is undermining business productivity and innovation today. The MD3 dense arrays offer an effective solution for data growth.

HARDWARE FEATURES

- 4U, 60 drive high density enclosure. Consists of five horizontal drawers with 12 drives per drawer
- 6Gb/s SAS-based storage system
- Supports Fibre Channel, iSCSI (1Gb and 10Gb), and SAS connectivity.
- Supports up to 180 high performance SAS drives, NL-SAS drives, SEDs and SSDs intermixed in the same chassis.

SOFTWARE FEATURES

- Non-disruptive, online firmware upgrades
- Integrated high performance tiering software for better disk utilization and optimized performance
- VMware VAAI support — allows an increased number of VMs per storage pool

Features and Benefits continued

- Dynamic Disk Pools (DDP) – DDP's primary advantage is ease of use in setup and administration. Simplified administration lowers management costs by optimally configuring storage with minimal effort, shared capacity for easy volume creation and expansion and eliminates hot spare administration.

DDP's second advantage is in the treatment of data loss. The time to complete a critical rebuild is much shorter than Volume Group RAID (hours vs. days) and exposure to data loss during drive failures is significantly reduced when compared to Volume Group RAID.

DDP is an included software feature. The decision to use DDP vs. RAID protection should depend on:

- 1) Ease of use – use DDP when this is a primary consideration
- 2) Size of drive pool – larger than 11 drives, consider DDP – 10 drives or less, consider RAID
- 3) Applications best for DDP
 - Mixed workloads
 - Virtualization
 - Traditional databases
- 4) Highly sequential, single threaded workload applications best for RAID
 - Backup applications
 - Dedicated downlink datastream
 - HPC applications with large data sets where performance is key factor

BENEFITS

- Up to 540TB using 3TB drives in 12U delivers significant density, power, and cooling improvements, while reducing costs
- Designed to easily expand, aligning with business growth
- DDP improves reliability and performance
- Non-disruptive upgrades allow scale without downtime
- Faster integration and simplified management in VMware environments

Dell Internal Only.

Qualification questions

- Are you struggling to support emerging business requirements?
- Are you struggling with the rate of data growth?
- Are you beginning to deploy VMware for workgroups or remote office?
- Do you require high bandwidth for streaming, data that changes rapidly, or high performance computing?
- Are you looking for improved data protection?
- Are you running out of space in your datacenter?

Objection handling

Dell sells client products, not storage solutions.

- Dell has extensive experience providing datacenter capabilities, from small businesses to the Fortune 500. Dell is listed as a 'Leader' on many analyst assessments of storage providers.

I'm locked-in to legacy storage.

- Dell migrates customers out of legacy storage every day. With straightforward migration and simplified PowerVault management, you can experience immediate gains.

How to get started

On SalesEdge, review the following link:

salesedge.dell.com/dboard?id=116877322



Simplify your storage at Dell.com/Storage

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