

Smart Value Offers в России



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Smart Value Offers

Что, Зачем и Почему?

Что такое SVO?

Фиксированный набор конфигураций СХД с выгодной ценой

Зачем нужны SVO?

Для возможности оперативно участвовать в небольших проектах

Почему сейчас?

Это простое и выгодное решение для партнеров

Smart Value Offers для СХД

Почему выгодно использовать?



Востребованные конфигурации – фиксированная конфигурация и фиксированная цена



Легко заказать – вводите OrderCode и получаете цену



Конкурентная цена – цены ниже, чем в сопоставимых конфигурациях, собранных вручную



Гибкие предложения – в конфигурации можно вносить правки



Промоакции – ежеквартальные дополнительные скидки к текущей цене!



Программа рассчитана на проектный бизнес

Smart Value Offers SKU Q2

BRAND / CATEGORY	Order code	Platform	Specs
PowerVault ME4			
	ME4012ISCSI	PowerVault ME4012	iSCSI, ME4012 Dual controller 2RU w/12x3.5" drive bays, 24TB Raw - 2x12TB 7.2K NL-SAS, 3 year Basic Warranty
	ME4012SAS	PowerVault ME4012	SAS, ME4012 Dual controller 2RU w/12x3.5" drive bays, 24TB Raw - 2x12TB 7.2K NL-SAS, 3 year Basic Warranty
Q2 PROMO \$559	ME4024AFA	PowerVault ME4024	FC&iSCSI, ME4024 Dual controller 2RU w/24x2.5" drive bays, 11.5TB Raw - 6x1.92TB SSD, 3 year Basic Warranty
	ME4024FC_A	PowerVault ME4024	FC, ME4024 Dual controller 2RU w/24x2.5" drive bays, 4.8TB Raw - 2x2.4TB 10K SAS, 3 year Basic Warranty
	ME4024ISCSLA	PowerVault ME4024	iSCSI, ME4024 Dual controller 2RU w/24x2.5" drive bays, 4.8TB Raw - 2x2.4TB 10K SAS, 3 year Basic Warranty
	ME4024SAS_A	PowerVault ME4024	SAS, ME4024 Dual controller 2RU w/24x2.5" drive bays, 4.8TB Raw - 2x2.4TB 10K SAS, 3 year Basic Warranty
PowerVault MD/ME JBOD & NAS			
	PVMD1400b	PowerVault MD1400	12Gb SAS, 12x3.5" Drive Chassis 2RU, 1.2TB RAW Capacity 2x 600GB 10K SAS, 3Yr Basic Warranty NBD
	PVMD1420IT	PowerVault MD1420	12Gb SAS, 24x2.5" Drive Chassis 2RU, 10.8TB RAW Capacity 6x 1.8TB 10K SAS, 3Yr Basic Warranty NBD
	PVME484NLSAS	PowerVault ME484	12Gb SAS, 84x3.5" Drive Chassis 5RU, 11.2TB RAW Capacity 28x 4TB NLSAS, 3Yr Basic Warranty NBD
	ME412_EBOD	PowerVault ME484	12Gb SAS, 12x3.5" Drive Chassis 2RU, 96TB RAW Capacity 12x 8TB NLSAS, 3Yr Basic Warranty NBD
	NX3240_01	PowerVault NX3240	12x3.5" HDD & 2x2.5" Flexi Bay Chassis, 4x2TB NLSAS & 2x600GB 10K SAS, 3Yr PreSupport NBD
SC			
	SCv3000SAS	Dell Storage SCv3000	SAS, 16x3.5" Drive Chassis, 7.2TB RAW Capacity 7x 1.2TB 10K SAS, 3Yr PreSupport Next Business Day
	SCv3000ISCSI	Dell Storage SCv3000	iSCSI, 16x3.5" Drive Chassis, 7.2TB RAW Capacity 7x 1.2TB 10K SAS, 3Yr PreSupport Next Business Day
	SCv3000FC	Dell Storage SCv3000	FC, 16x3.5" Drive Chassis, 7.2TB RAW Capacity 7x 1.2TB 10K SAS, 3Yr PreSupport Next Business Day
	SCv3020SAS	Dell Storage SCv3020	SAS, 30x2.5" Drive Chassis, 3.6TB RAW Capacity 7x 600GB 15K SAS, 3Yr PreSupport Next Business Day
	SCv3020ISCSI	Dell Storage SCv3020	iSCSI, 30x2.5" Drive Chassis, 3.6TB RAW Capacity 7x 600GB 15K SAS, 3Yr PreSupport Next Business Day
	SCv3020FC	Dell Storage SCv3020	FC, 30x2.5" Drive Chassis, 3.6TB RAW Capacity 7x 600GB 15K SAS, 3Yr PreSupport Next Business Day
	SC5020FCHybrid1	Dell Storage SC5020	FC Hybrid, 30x2.5" Drive Chassis, 22.12TB RAW Capacity 6x 1.92TB SSD + 7x 1.8TB 10K SAS, 3Yr PreSupport Next Business Day
	SC5020ISCSHybrid1	Dell Storage SC5020	iSCSI Hybrid, 30x2.5" Drive Chassis, 22.12TB RAW Capacity 6x 1.92TB SSD + 7x 1.8TB 10K SAS, 3Yr PreSupport Next Business Day
	SC7020_A	Dell Storage SC7020	960GB, SAS, 12Gb, RI SSD, 2.5", 3Yr PreSupport Next Business Day
	SC420_A	Dell Storage SC420	Enclosure, 1.8TB, SAS, 12Gb, 10K, 2.5", HD, 3Yr PreSupport Next Business Day
Unity XT Hybrid Array			
	Unity380DPE	UNITY	FC&iSCSI, UNITY 380 2U DPE 25% 2.5 SSD/HDD Chassis, 6 x 1.2TB 10K SAS HDD & 6 x 400GB SSD, 3Yr PreSupport NBD Onsite
	UnityXT380DPE_2	UNITY	FC&iSCSI, UNITY 380 2U DPE 25% 2.5 SSD/HDD Chassis, 6 x 1.8TB 10K SAS HDD & 6 x 1.6TB SSD, 3Yr PreSupport NBD Onsite
	UnityXT480DPE	UNITY	FC&iSCSI, UNITY 480 2U DPE 25% 2.5 SSD/HDD Chassis, 6 x 1.2TB 10K SAS HDD & 6 x 400GB SSD, 3Yr PreSupport NBD Onsite
	UnityXT480DPE_2	UNITY	FC&iSCSI, UNITY 480 2U DPE 25% 2.5 SSD/HDD Chassis, 6 x 1.8TB 10K SAS HDD & 6 x 1.6TB SSD, 3Yr PreSupport NBD Onsite
Unity XT All Flash Array			
	UnityXT380FDPE	UNITY	FC&iSCSI, UNITY 380F 2U DPE 25% 2.5 SSD Chassis, 10 x 1.92TB SSD, 3Yr PreSupport NBD Onsite
	UnityXT380FDPE_2	UNITY	FC&iSCSI, UNITY 380F 2U DPE 25% 2.5 SSD Chassis, 10 x 3.84TB SSD, 3Yr PreSupport NBD Onsite
	UnityXT480FDPE	UNITY	FC&iSCSI, UNITY 480F 2U DPE 25% 2.5 SSD Chassis, 10 x 1.92TB SSD, 3Yr PreSupport NBD Onsite
	UnityXT480FDPE_2	UNITY	FC&iSCSI, UNITY 480F 2U DPE 25% 2.5 SSD Chassis, 10 x 3.84TB SSD, 3Yr PreSupport NBD Onsite
PowerStore			
	PS_1000T	PowerStore 1000	2U 21x 2.5" NVMe, 2x NVRAM Chassis, 10 x 1.92TB NVMe SSD, 3Yr PreSupport NBD Onsite Service, PreDeploy Plus for PowerStore 1000T
	PS_1000X	PowerStore 1000	VMware License Dell Customer Racked, 2U 21x 2.5" NVMe, 2x NVRAM Chassis, 10 x 1.92TB NVMe SSD, 3Yr PreSupport NBD Onsite Service, PreDeploy Plus for PowerStore 1000X
HCI VxRail			
	VxRail Compete 2	VxRail S570	VSAN ADV, 14x3.5" Drive Chassis, 3.2TB Raw - 2 x 1.6TB SSD + 32TB Raw - 8 x 4TB 7.2K Rpm NLSAS, 3Yr PS NBD
	VxRail Compete 3	VxRail P570F	VSAN ADV, 2 x Gold 5218R (20 Core @ 2.1GHz), 768GB RAM, 1.6TB (2x800GB) SSD Cache, 15.4TB (4x3.84TB) SSD SATA Capacity, 3Yr PreSupport and 4Hr mission critical
	VxRail Compete 4	VxRail P570F	VSAN ADV, 1 x Gold 6230R (26 Core @ 2.1GHz), 384GB RAM, 1x800GB SSD Cache, 7.68TB (4x1.92TB) SATA SSD Capacity, 3Yr PreSupport and 4Hr mission critical
NEW	VxRail E665	VxRail E	1U, 1x AMD 7302P (16) Core @ 3.0GHz, 256GB RAM, 1x 800GB SSD Cache, 3x 2.4TB 10K Capacity HDD, 1Yr PreSupport NBD
NEW	VxRail E560d	VxRail E	1U, 1x Intel 4216(16) Core @ 2.1GHz, 384GB RAM, 1x 800GB SSD Cache, 3x 2.4TB 10K Capacity HDD, 1Yr PreSupport NBD
HCI Azure Stack			
NEW	AX640_ENTRY	AzureStack	1U, 2 x Intel Silver 4210R (10C/20T) @ 2.4 GHz, 96GB RAM, 4 x 960GB SAS MU SSD, 1x Intel X710DP + i350 DP, 1x Qlogic FastLinQ 41262, 3Yr PreSupport and 4Hr mission critical
NEW	AX640_VALUE	AzureStack	1U, 2 x Intel Silver 4215R (8C/16T) @ 3.2GHz, 192GB RAM, 2 x 960GB SAS MU SSD, 4x 2.4TB SAS 10K HDD, 1x Intel X710 DP + i350 DP, 1x Qlogic FastLinQ 41262, 3Yr PreSupport and 4Hr mission critical
NEW	AXT40XD_HP	AzureStack	2U, 2 x Intel Silver 6226R (16C/32T) @ 2.9GHz, 384GB RAM, 12 x 3.84TB SAS MU SSD, 1x Intel X710 DP + i350 DP, 2 x QlogicLinQ 41262, 3Yr PreSupport and 4Hr mission critical
NEW	AXT40XD_MP	AzureStack	2U, 2 x Intel Silver 6244R (8C/16T) @ 3.6GHz, 768GB RAM, 8 x 3.2TB MU NVMe, 1x Intel X710 DP i350 DP, 1x Qlogic FastLinQ 41262, 3Yr PreSupport and 4Hr mission critical
Data Protection: PowerVault Tape Drives			



Smart Value Offers для СХД

Как использовать?



Если в проекте есть Unity, SC или PowerVault – найти максимально близкую конфигурацию в списке



Собрать конфигурацию в OSC/Gii и **запросить цену в Dell**



Связаться с нами по контактам в конце презентации с описанием:

- **Заказчика**
- **Проекта**
- **Сроков**
- **Выбранного решения**

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Инструкция для PowerVault, SC, VxRail

Инструкция для PowerVault, SC, VxRail

Search by Solution / Quote / DPID

By Solution Number

1. Нажать кнопку

Create New Solution

Filtered by **Your Solutions**. [Change Filter](#)

[Manage Labels](#) | Filter by | | [Remove Label](#)



Label [Solution Name](#) [Solution ID](#) [Last Edited \(CST\)](#) [List Price](#) ⓘ [Quote Number | Dell Purchase ID](#) [Company Name](#) [Pre-Order Documentation](#)

New Solution ×

Solution Name

Solution Category

[Cancel](#) [Create](#)

2. Задать название

3. Нажать кнопку **Create**

DELL Technologies
PARTNER PROGRAM

Инструкция для PowerVault, SC, VxRail

Название_Вашего_Решения #0.1

Save

Associate with Deal

More Options ▾

Group: [General](#)

Owner:

Last Modified:

Catalog:

Customer Name:

Customer Number:

Omega Customer Number:

Summary

List Price *: 0,00 RUB

Estimated Price*: **0,00 RUB**

Add Product

Configuration

Groups

Description/History

All Categories ▾

ME4012ISCSI

⊗

Search

[Dell Parts](#)

[Customer Kits](#)

[Harmony](#)

Product List

Description

Smart Value Flexi|ME4012ISCSI-I SCSI,ME4012Dualcontr2RUw/12x3.5diskslots,24TBRaw2x12TB7.2KNL-SAS,3yW - [ME4012ISCSI]

Add

1 - 1 of 1

4. Ввести в строку поиска необходимый OrderCode из списка
5. Нажать кнопку Search
6. Нажать кнопку Add

DELLTechnologies
PARTNER PROGRAM

Инструкция для PowerVault, SC, VxRail

Add to Solution

Product Name

Smart Value FlexijME4012ISCSI-iSCSI,ME4012Dualcontr2RUw/12x:

(You can adjust quantities of each configuration under the configuration tab.)

Cancel

Add

7. При необходимости дать название
8. Нажать кнопку **Add**

ME4012ISCSI



Search

[Dell Parts](#) | [Customer Kits](#) | [Harmony](#)

Product List

Description

Smart Value FlexijME4012ISCSI-iSCSI,ME4012Dualcontr2RUw/12x3.5diskslots,24TBRaw2x12TB7.2KNL-SAS,3yW - [ME4012ISCSI]

Add Another

Configure

1 - 1 of 1

*Примечание:

Кнопка **Add Another** – добавить еще одну такую же систему в конфигурацию

Кнопка **Configure** – переместит вас во вкладку Configuration

DELL Technologies
PARTNER PROGRAM

Инструкция для PowerVault, SC, VxRail

Название_Вашего_Решения #0.1

Save

Associate with Deal

More Options ▾

Group: General

Owner:

Last Modified:

Catalog

Customer Name:

Customer Number:

Omega Customer Number:

Summary

Update Price

Add Product

Configuration

Groups

Description/History

Add Product

Add

Validate

Products in this solution



Filter Products...

Remove All

1. Smart Value Flexi|ME4012ISCSI-...
Dell EMC ME4012 Storage Array

- 1 +

...

Smart Value Flexi|ME4012ISCSI-
iSCSI,ME4012Dualcontr2RUw/12x3.5diskslots,24TBRaw2x12TB7.2KNL-SAS,3yW -
[ME4012ISCSI]

> Configure Product By SKU(s)

Keyword Search

Enter Keyword

Categories

All

Expand all | Collapse all

> Base

Dell EMC ME4012 Storage Array

ADD RUB

9. Нажать Update Price

10. Нажать **Save**

DELL Technologies
PARTNER PROGRAM

Инструкция для PowerVault, SC, VxRail

Название_Вашего_Решения
#0.1

Summary

[Update Price](#)

Products in this solution



Filter Products...

Remove All

1. Smart Value
Flexi|ME4012ISCSI-...
Dell EMC ME4012 Storage Array

Smart Value Flexi|ME4012ISCSI-
iSCSI,ME4012Dualcontr2RUw/12x3.5diskslots,24TBRaw2x12TB7.2KNL-SAS,3yW -
[ME4012ISCSI]

[Configure Product By SKU\(s\)](#)

Keyword Search

Enter Keyword

Categories

All

[Expand all](#) | [Collapse all](#)

[Base](#)

Dell EMC ME4012 Storage Array

500 RUB

[Hard Drives](#)

231 004.00 RUB

Filter Options...

Item [Deselect all](#)

Price

- | | | |
|--------------------------|--|----------------|
| <input type="checkbox"/> | 480GB SSD SAS Mixed use 12Gbps 512e 2.5in with 3.5in HYB CARR | 102 882.00 RUB |
| <input type="checkbox"/> | 900GB 15K RPM SAS 12Gbps 512n 2.5in Hot-plug Hard Drive, 3.5in HYB CARR | 56 160.00 RUB |
| <input type="checkbox"/> | 960GB SSD SAS Read Intensive 12Gbps 512 2.5in Hot-plug AG Drive,3.5in HYB CARR | 98 124.00 RUB |

11. Внести правки при необходимости
12. Нажать **Save**

DELL Technologies
PARTNER PROGRAM

Инструкция для PowerVault, SC, VxRail

Название_Вашего_Решения #1234567.1 ☆

Save

Associate with Deal

More Options ▾

Group: General
Owner:
Last Modified.
[Send To Quote](#)

Catalog:
Customer Name:
Customer Number:
Omega Customer Number:

Summary

List Price *:

Estimated Price*:

Add Product

Configuration

Groups

Description/History

Add Product

Add

Validate

Products in this
solution



Smart Value Flexi|ME4012|SCSI-

13. Отправить # номер получившейся квоты в Dell

DELLTechnologies
PARTNER PROGRAM

Инструкция для Unity

Инструкция для Unity

Search by Solution / Quote / DPID

By Solution Number

1. Нажать кнопку

Create New Solution

Filtered by **Your Solutions**. [Change Filter](#)

Manage Labels | Filter by Your Solutions Remove Label



Label Solution Name Solution ID Last Edited (CST) List Price ⓘ Quote Number | Dell Purchase ID Company Name Pre-Order Documentation

New Solution

Solution Name

Solution Category

2. Задать название

3. Нажать кнопку **Create**

DELLTechnologies
PARTNER PROGRAM

Инструкция для Unity

SERVER - CLOUD
SERVER - MX STRUCTURE
SERVER - RACK
SERVER - TOWER
SHARED INFRASTRUCTURE
SOFTWARE
STORAGE - BACK-UP AND ARCHIVE
STORAGE - INTEGRATED OFFER
STORAGE - MID RANGE STORAGE
STORAGE - MID RANGE STORAGE

Save Associate with Deal More Options

Catalog: !
Customer Name:
Customer Number:
Omega Customer Number:

Summary
List Price*: 0,00 RUB
Estimated Price*: **0,00 RUB**

on/History

Unity XT Smart Value Flexi Hybrid Search

Dell Parts | Customer Kits | Harmony

Product List

Description

Unity XT Smart Value Flexi Hybrid New Solution - EMEA - [EMC_SV_UnityXTHybrid_EMEA_2] Add

1 - 1 of 1

4. Выбрать в выпадающем списке – **STORAGE – MID RANGE STORAGE**

5. Для гибридных Unity в поиск вставить

Unity XT Smart Value Flexi Hybrid

6. Нажать кнопку Search

5. Нажать кнопку Add

DELLTechnologies
PARTNER PROGRAM

Инструкция для Unity

SERVER - MX STRUCTURE

SERVER - RACK

SERVER - TOWER

SHARED INFRASTRUCTURE

SOFTWARE

STORAGE - BACK-UP AND ARCHIVE

STORAGE - INTEGRATED OFFER

STORAGE - MID RANGE STORAGE

STORAGE - MID RANGE STORAGE

Unity XT Smart Value Flexi All-Flash

Search

Dell Parts | Customer Kits | Harmony

Product List

Description

Unity XT Smart Value Flexi All-Flash New Solution - EMEA - [EMC_SV_UnityXTAllFlash_EMEA_2]

Add

1 - 1 of 1

Summary

List Price *: 0,00 RUB

Estimated Price*: 0,00 RUB

Save Associate with Deal More Options

4. Выбрать в выпадающем списке – **STORAGE – MID RANGE STORAGE**

5. Для **AFA** Unity в поиск вставить

Unity XT Smart Value Flexi All-Flash

6. Нажать кнопку Search

7. Нажать кнопку Add



Инструкция для Unity

Add to Solution

Product Name

Unity XT Smart Value Flexi All-Flash New Solution – EMEA - [EMC_9

(You can adjust quantities of each configuration under the configuration tab.)

Cancel

Add

7. При необходимости дать название
8. Нажать кнопку **Add**

Unity XT Smart Value Flexi All-Flash



Search

[Dell Parts](#) | [Customer Kits](#) | [Harmony](#)

Product List

Description

Unity XT Smart Value Flexi All-Flash New Solution – EMEA - [EMC_SV_UnityXTAllFlash_EMEA_2]

Add Another

Configure

1 - 1 of 1

*Примечание:

Кнопка **Add Another** – добавить еще одну такую же систему в конфигурацию

Кнопка **Configure** – переместит вас во вкладку Configuration

DELL Technologies
PARTNER PROGRAM

Инструкция для Unity

Add Product Configuration Groups Description/History

Add Product Add Validate

Products in this solution

Filter Products...

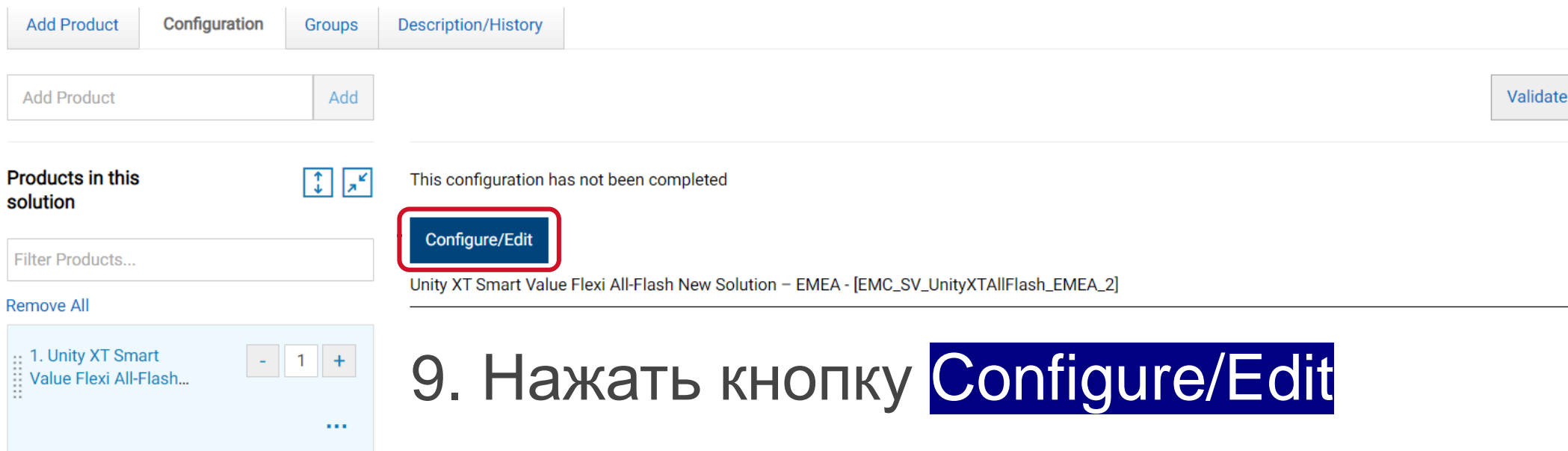
Remove All

1. Unity XT Smart Value Flexi All-Flash... - 1 +

This configuration has not been completed

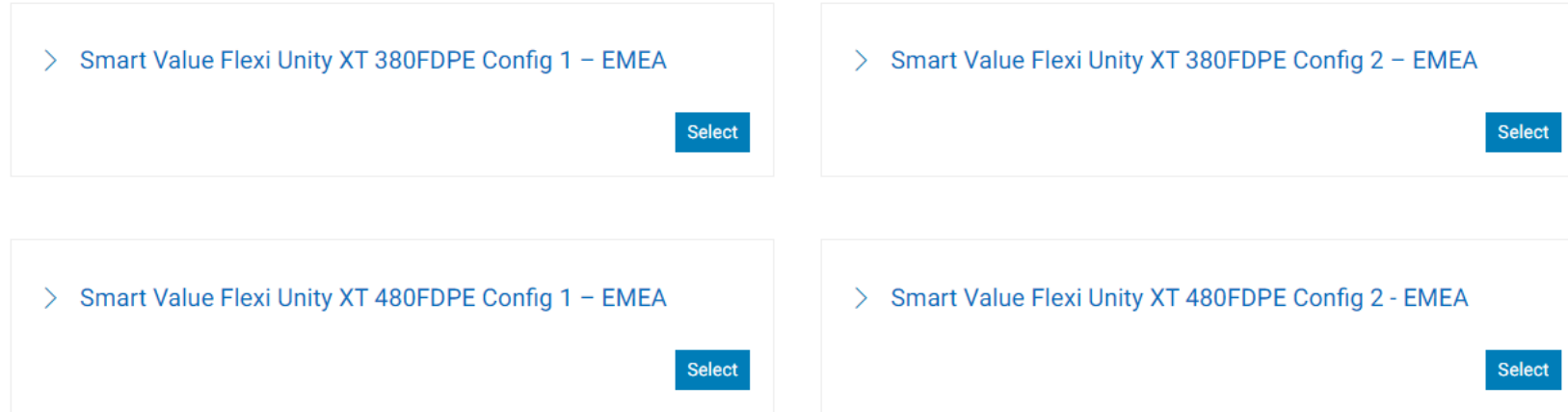
Configure/Edit

Unity XT Smart Value Flexi All-Flash New Solution – EMEA - [EMC_SV_UnityXTAllFlash_EMEA_2]



9. Нажать кнопку **Configure/Edit**

Инструкция для Unity



10. Выбрать нужную конфигурацию кнопкой **Select**
11. Собрать конфигурацию согласно своим требованиям
12. Нажать кнопку **Finish**
13. Отправить # номер получившейся квоты в Dell

Контакты

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BRAND / CATEGORY	Order code	Platform	Specs	Distributor Purchase Price	Recommended Reseller Price	Recommended Enduser Price
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PowerVault ME4

	ME4012ISCSI	PowerVault ME4012	iSCSI, ME4012 Dual controller 2RU w/12x3.5" disk slots, 24TB Raw - 2x12TB 7.2K NL-SAS, 3 year Basic Warranty			
	ME4012SAS	PowerVault ME4012	SAS, ME4012 Dual controller 2RU w/12x3.5" disk slots, 24TB Raw - 2x12TB 7.2K NL-SAS, 3 year Basic Warranty			
Q2 PROMO \$559	ME4024AFA	PowerVault ME4024	FC&iSCSI, ME4024 Dual controller 2RU w/24x2.5" disk slots, 11.5TB Raw - 6x1.92TB SSD,3 year Basic Warranty			
	ME4024FC_A	PowerVault ME4024	FC, ME4024 Dual controller 2RU w/24x2.5" disk slots, 4.8TB Raw - 2x2.4TB 10K SAS, 3 year Basic Warranty			
	ME4024ISCSI_A	PowerVault ME4024	iSCSI, ME4024 Dual controller 2RU w/24x2.5" disk slots, 4.8TB Raw - 2x2.4TB 10K SAS, 3 year Basic Warranty			
	ME4024SAS_A	PowerVault ME4024	SAS, ME4024 Dual controller 2RU w/24x2.5" disk slots, 4.8TB Raw - 2x2.4TB 10K SAS, 3 year Basic Warranty			

PowerVault MD/ME JBOD & NAS

	PVMD1400b	PowerVault MD1400	12Gb SAS, 12x3.5" Drives Chassis 2RU, 1.2TB RAW Capacity 2x 600GB 10K SAS, 3Yr Basic Warranty NBD			
	PVMD142011T	PowerVault MD1420	12Gb SAS, 24x2.5" Drives Chassis 2RU, 10.8TB RAW Capacity 6x 1.8TB 10K SAS, 3Yr Basic Warranty NBD			
	PVME484NLSAS	PowerVault ME484	12Gb SAS, 84x3.5" Drives Chassis 5RU, 112TB RAW Capacity 28x 4TB NLSAS, 3Yr Basic Warranty NBD			
	ME412_EBOD	PowerVault ME484	12Gb SAS, 12x3.5" Drives Chassis 2RU, 96TB RAW Capacity 12x 8TB NLSAS, 3Yr Basic Warranty NBD			
	NX3240_01	PowerVault NX3240	12x3.5" HDD & 2x2.5" Flexi Bay Chassis, 4x2TB NLSAS & 2x600GB 10K SAS, 3Yr ProSupport NBD			

SC

	SCv3000SAS	Dell Storage SCv3000	SAS, 16x3.5" Drives Chassis, 7.2TB RAW Capacity/7 x 1.2 TB 10K SAS, 3Yr ProSupport Next Business Day			
	SCv3000iSCSI	Dell Storage SCv3000	iSCSI, 16x3.5" Drives Chassis, 7.2TB RAW Capacity/7 x 1.2 TB 10K SAS, 3Yr ProSupport Next Business Day			
	SCv3000FC	Dell Storage SCv3000	FC, 16x3.5" Drives Chassis, 7.2TB RAW Capacity/7 x 1.2 TB 10K SAS, 3Yr ProSupport Next Business Day			
	SCv3020SAS	Dell Storage SCv3020	SAS, 30x2.5" Drives Chassis, 3.6TB RAW Capacity/7 x 600GB 15K SAS, 3Yr ProSupport Next Business Day			
	SCv3020iSCSI	Dell Storage SCv3020	iSCSI, 30x2.5" Drives Chassis, 3.6TB RAW Capacity/7 x 600GB 15K SAS, 3Yr ProSupport Next Business Day			
	SCv3020FC	Dell Storage SCv3020	FC, 30x2.5" Drives Chassis, 3.6TB RAW Capacity/7 x 600GB 15K SAS, 3Yr ProSupport Next Business Day			
	SC5020FCHybrid1	Dell Storage SC5020	FC Hybrid, 30x2.5" Drives Chassis, 22.12TB RAW Capacity/6x1.92TB SSD+7x1.8TB 10K SAS, 3Yr ProSupport Next Business Day			
	SC5020ISCSiHybrid1	Dell Storage SC5020	iSCSI Hybrid, 30x2.5" Drives Chassis, 22.12TB RAW Capacity/6x1.92TB SSD+7x1.8TB 10K SAS, 3Yr ProSupport Next Business Day			
	SC7020_A	Dell Storage SC7020	960GB, SAS, 12Gb, RI SSD, 2.5", 3Yr ProSupport Next Business Day			
	SC420_A	Dell Storage SC420	Enclosure, 1.8TB, SAS, 12Gb, 10K,2.5", HD, 3Yr ProSupport Next Business Day			

Unity XT Hybrid Array

	Unity380DPE	UNITY	FC/iSCSI, UNITY 380 2U DPE 25 X 2.5 SSD/HDD Chassis, 6 x 1.2TB 10K SAS HDD & 6 x 400GB SSD, 3Yr ProSupport NBD Onsite			
	UnityXT380DPE_2	UNITY	FC/iSCSI, UNITY 380 2U DPE 25 X 2.5 SSD/HDD Chassis, 6 x 1.8TB 10K SAS HDD & 6 x 1.6TB SSD, 3Yr ProSupport NBD Onsite			
	UnityXT480DPE	UNITY	FC/iSCSI, UNITY 480 2U DPE 25 X 2.5 SSD/HDD Chassis, 6 x 1.2TB 10K SAS HDD & 6 x 400GB SSD, 3Yr ProSupport NBD Onsite			
	UnityXT480DPE_2	UNITY	FC/iSCSI, UNITY 480 2U DPE 25 X 2.5 SSD/HDD Chassis, 6 x 1.8TB 10K SAS HDD & 6 x 1.6TB SSD, 3Yr ProSupport NBD Onsite			

Unity XT All Flash Array

UnityXT380FDPE	UNITY	FC/iSCSI, UNITY 380F 2U DPE 25 X 2.5 SSD Chassis, 10 x 1.92TB SSD, 3Yr ProSupport NBD Onsite
UnityXT380FDPE_2	UNITY	FC/iSCSI, UNITY 380F 2U DPE 25 X 2.5 SSD Chassis, 10 x 3.84TB SSD, 3Yr ProSupport NBD Onsite
UnityXT480FDPE	UNITY	FC/iSCSI, UNITY 480F 2U DPE 25 X 2.5 SSD Chassis, 10 x 1.92TB SSD, 3Yr ProSupport NBD Onsite
UnityXT480FDPE_2	UNITY	FC/iSCSI, UNITY 480F 2U DPE 25 X 2.5 SSD Chassis, 10 x 3.84TB SSD, 3Yr ProSupport NBD Onsite

PowerStore

PS_1000T	PowerStore 1000	2U 21 x 2.5" NVMe, 2 x NVRAM Chassis, 10 x 1.92TB NVMe SSD, 3Yr ProSupport NBD Onsite Service, ProDeploy Plus for PowerStore 1xxx T
PS_1000X	PowerStore 1000	VMware License Dell Customer Racked, 2U 21 x 2.5" NVMe, 2 x NVRAM Chassis, 10 x 1.92TB NVMe SSD, 3Yr ProSupport NBD Onsite Service, ProDeploy Plus for PowerStore 1xxx X

HCI VxRail

VxRail Compete 2	VxRailS570	VSAN ADV, 14x3.5" Drives Chassis, 3.2TB Raw – 2 x 1.6TB SSD + 32TB Raw – 8 x 4TB 7.2K Rpm NLSAS, 3YR PS NBD
VxRail Compete 3	VxRail P570F	VSAN ADV, 2 x Gold 5218R (20 Cores @ 2.1GHz), 768GB RAM, 1.6TB (2x800GB) SSD Cache 15.4TB (4x3.84TB) SSD SATA Capacity , 3Yr ProSupport and 4Hr mission critical
VxRail Compete 4	VxRail P570F	VSAN ADV, 1 x Gold 6230R (26 Cores @ 2.1GHz), 384GB RAM, 1x800GB SSD Cache 7.68TB (4 x 1.92 TB) SATA SSD Capacity , 3Yr ProSupport and 4Hr mission critical
NEW	VxRail E665	VxRail E 1U, 1 x AMD 7302P (16) Cores @, 3.0Ghz, 256GB RAM, 1 x 800GB SSD Cache, 3 x 2.4 TB 10K Capacity HDD, 1Yr ProSupport NBD
NEW	VxRail E560d	VxRail E 1 U, 1 x Intel 4216(16) Cores @ 2.1GHz, 384GB RAM, 1 X 800GB SSD Cache 3 x 2.4TB 10K Capacity HDD, 1Yr ProSupport NBD

HCI Azure Stack

NEW	AX640_ENTRY	AzureStack	1U, 2 x Intel Silver 4210R (10C/20T) @ 2.4 GHz, 96GB RAM, 4 x 960GB SAS MU SSD, 1 x Intel X710DP + i350 DP, 1 x Qlogic FastLinQ 41262, 3Yr ProSupport and 4Hr mission critical
NEW	AX640_VALUE	AzureStack	1U, 2 x Intel Silver 4215R (8C/16T) @ 3.2Ghz, 192GB RAM, 2 x 960GB SAS MU SSD, 4 x 2.4TB SAS 10K HDD, 1 x Intel X710 DP + i350 DP, 1 x Qlogic FastLinQ 41262, 3Yr ProSupport and 4Hr mission critical
NEW	AX740XD_HP	AzureStack	2U, 2 x Intel Silver 6226R (16C/32T) @ 2.9Ghz, 384GB RAM, 12 x 3.84TB SAS MU SSD, 1 x Intel X710 DP + i350 DP, 2 x QlogicLinQ 41262, 3Yr ProSupport and 4Hr mission critical
NEW	AX740XD_MP	AzureStack	2U, 2 x Intel Silver 6244R (8C/16T) @ 3.6Hz, 768GB RAM, 8 x 3.2TB MU NVMe, 1 x Inte X710 DP i350 DP, 1 x Qlogic FastLinQ 41262, 3Yr ProSupport and 4Hr mission critical

Data Protection: PowerVault Tape Drives

PVLTO-7	PowerVault LTO7	LTO7 External Tape Backup, LTO Cleaning Tape 1 Pack, 3Yr Basic Warranty NBD
PVTL100001	PowerVault TL1000	1U LTO6 SAS Tape Library, 3Yr Basic Warranty NBD