Solution Brief

Why Insight for Dell

Achieve new efficiencies and realize cost savings every step of the way.

The IT landscape is layered and complex, with many vendors and service groups to navigate. When you choose Insight and Dell, you're opting for a duo that can provide best-in-class data center infrastructure and workplace devices, and the knowledge and resources to help you acquire, integrate, and maintain assets in the most cost-effective and valuable ways.

A proven partner

Expect more from your Dell™ partner. As a storage industry leader for more than 25 years with deep expertise of the entire data center, we deliver beyond what our credentials and awards demonstrate.

- Dell Technologies Titanium Black Partner
- 2019 Dell Technologies North America Transformational Partner of the Year
- 2018 Dell EMC Server Partner of the Year
- Partner Technical Advisory Board
- 340+ Dell Technologies™ certifications and accreditations
- Only Dell Technologies partner offering a solution like Insight OneCall™ Support

Insight OneCall Support Services for Dell Technologies

Ensure high uptimes, quality customer experiences, and reliable internal services. We work as an agile extension of your team to provide flexible support services for Dell Technologies infrastructure.

- Real-time support and accelerated issue resolution
- Access to experienced engineers, with no triage
- Defined and published service levels
- Full visibility through web-based tools for issue tracking
- Single-source accountability and dedicated escalation channels

Why Insight for storage?

A storage industry leader for **more than 25 years**	**Deep expertise** of the entire data center	**Strong relationships** with Dell and other leading technology partners	**Manage 3,300+ arrays** via Insight OneCall	**>10PB of storage/backup** supported through Managed Services

DELLTechnologies
TITANIUM BLACK PARTNER

We service the spectrum of Dell Technologies products:

- Isilon™
- VxRail™
- XtremIO™
- PowerONE
- Pivotal
- Carbon Black
- Virtustream
- PCaaS
- Large format signage
- Workplace solutions
- Unity XT
- SC Series
- PowerEdge™

The state of storage

New server workloads are demanding not just faster processor performance but also massive memory and faster storage.

IDC predicts that "the Global Datasphere will grow from 33 Zettabytes (ZB) in 2018 to 175 ZB by 2025."[1]

A renewed focus on data strategy is fueling significant increases in spending on data storage and management.

Businesses plan to increase their IT budgets in 2020, spending approximately 10% on data storage and backup.[2]

Artificial Intelligence (AI) workloads impact storage; the growth of AI has far-reaching implications for storage and other IT systems.

There will be an estimated 5 ZB of IP traffic per year by 2022.[3]