Power to the Program: Anytime Upgrade

By Kyle Leciejewski | March 2021

The [University of Pisa](#) supports research in fields like genomics, biology and chemistry with applications that demand high performance. Their new storage infrastructure needed to solve today's demands and prepare them for rapid change in performance requirements as new projects come online. Enter Dell EMC PowerStore's Anytime Upgrade[1] program. It eases the transition across hardware generations when unexpected changes require quick adaptation. Other programs and architectures are rife with compromise and fell short of the flexibility they needed. PowerStore combines a scale-out architecture with Anytime Upgrade's flexibility and multiple upgrade paths to deliver more than any competitive program in the industry.
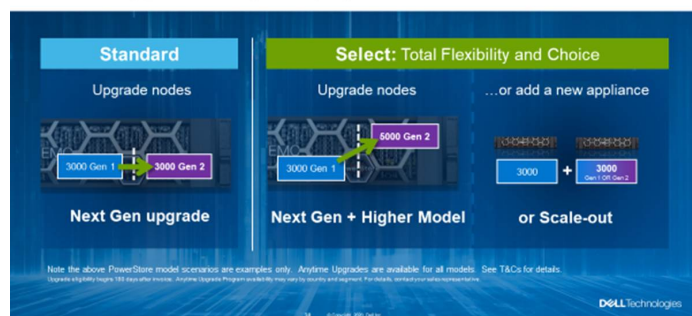
A Destination for Any Future

Your workloads are unpredictable. In the months and years ahead, will they demand more performance, more capacity or just a tune-up to keep things optimal? The Anytime Upgrade paths are perfectly aligned to support ANY future need. [This blog](#) goes into detail but a quick recap is in order before we compare:

- **Anytime Upgrade – Standard** maintains the curve of technology with a path to modernize your controllers to the next generation
- **Anytime Upgrade – Select** provides two options to grow your platform:
  - An option to upgrade your controllers to the next generation or to a higher model boosting performance on your current appliance for busier workloads
  - A discount on a second appliance to scale-out cluster capacity *and* performance with a similar model to your current appliance

Others may require an expensive maintenance renewal (and prepayment) to redeem your upgrade, essentially locking you into the program. Anytime Upgrade is more flexible. You can redeem your upgrade any time after the first 180 days of your invoice, and no renewal is required. That is cloud-like flexibility on-prem. Others may have similarities, but they don't enable rapid adaptability. Let's go head-to-head and see what makes Anytime Upgrade the most flexible program in the industry for controller upgrades.[2]

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[1] Anytime Upgrade is available for purchase with PowerStore at POS only, and requires a ProSupport or ProSupport Plus contract with a 3, 4 or 5-year term. Upgrades available 180 days after invoice

[2] Based on Dell analysis, April 2020 using publicly available data to compare the highest available program/subscription offers for controller upgrades

Pure Evergreen Storage

Pure touts its Evergreen program as a "subscription to innovation" but what innovation are they bringing to you? You can modernize your controllers to keep pace with technology but if your workloads expand beyond your model's capabilities, you can't scale out and Evergreen does not provide a prepaid path to the next higher controller model. Worse yet, if you take advantage of Evergreen's controller Upgrade Flex trade-in credit, it resets the three-year clock on your 'free every three' controller refresh! Evergreen sounds less like a subscription to innovation and more like a lock-in when, after almost a decade on the market, they still haven't evolved FlashArray from a 1990s, single-active-controller-to-disk, no scale-out architecture.

PowerStore's next-generation architecture and Anytime Upgrade program give you flexibility to meet your future business demand. Modernize, upgrade or scale-out on your terms as part of your Anytime Upgrade contract, without requiring a maintenance renewal. PowerStore's advantages over FlashArray//X extend beyond Anytime Upgrade with an architecture to propel you into the future through flexible storage deployments via AppsON and persistent SCM storage to improve performance for your high value workloads.

HPE Timeless Storage

The HPE Timeless Storage program offers an optional technology refresh service for both Nimble and Primera but differ in what they mean to you. Nimble promises an approximate 25% performance increase that you can redeem after a year in the program when upgrading to a next-generation controller. Despite supporting a cluster of four appliances, there is no option in the refresh program for scale-out. Primera's non-disruptive storage refresh is only to a latest-generation equivalent controller available after three years. How does it support your business if you need it quicker?

HPE's Timeless program can keep your storage controllers current but won't move you forward. PowerStore's fully persistent storage for both SCM and NVMe enables up to 209% more IOPs and 72% less latency than Primera A670. Beyond performance, PowerStore's advantages over Nimble and Primera consolidate workloads without complex file gateways and the 4:1 storage data reduction guarantee[3] through the Future-Proof program is provided without a workload assessment.

What About NetApp?

NetApp's discontinuation of its HCI platform indicates they are doubling down on their ONTAP for everything approach. With an ONTAP focused portfolio one would think that NetApp's NextCredit would be front and center, but it appears they have either discontinued the program or at the very least stopped promoting it.

NetApp's archaic approach to capacity licensing can burden organizations with expensive software that can result in higher, less predictable costs to scale. How do NetApp customers plan for growth and modernize their investments?

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[3] 4:1 average rate guaranteed across customer applications. Rates for individual applications may vary. See Future-Proof Program terms and conditions for details.

PowerStore aligns your growth and financial planning goals through Anytime Upgrade's pre-paid paths. PowerStore's inclusive licensing approach results in no additional software costs with the addition of capacity to the array. Additional benefits PowerStore customers enjoy over [NetApp](#) AFF include our 4:1 data reduction guarantee through Future-Proof and support for persistent SCM to accelerate modern, performance hungry workloads.

Future Proof Your Investment

PowerStore's Anytime Upgrade capability creates the cloud-like foundation on-prem that you need to succeed but is only scratching the surface of what it can do for your organization. In the next blog, I'll review how it simplifies your multi-cloud strategy without the expensive virtual arrays associated with competitors. In the meantime, you can learn more about how Dell Technologies storage stacks up against the competition [here](#), get more details on PowerStore [here,](#) or reach out to your local Dell Technologies or partner representative.

About the Author: Kyle Leciejewski is senior vice president of storage, platforms and solutions sales and leads a large team that helps customers navigate their journey to a modernized and automated cloud infrastructure future. He focuses his time with customers and partners to better understand how Dell Technologies can serve them as they transform their approach to cloud & data center operations. With years of experience in enterprise cloud infrastructure and hundreds of conversations every year with customers, he brings a deep understanding of the industry, market trends and customer outcomes. His goal is to help customers take advantage of Dell's cutting-edge technology in a way that drives their business.

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