

Agenda

- Introduction
- Dell Technologies
- The digital, the society and the market transformation
- Data Infrastructure
- Data Protection
- Analytics architectures
- Cyber-Security

Dell Customer Communication - Confidential

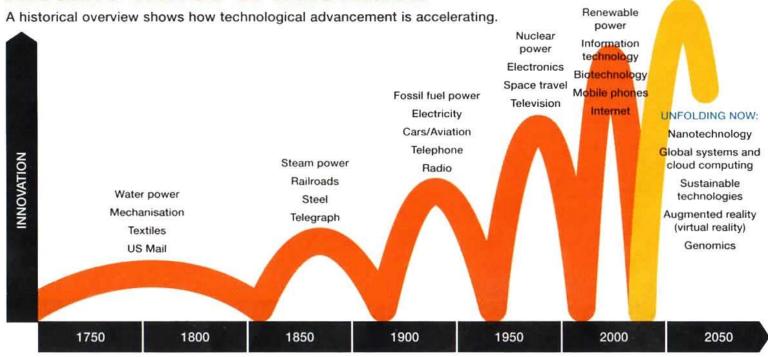
Some History facts





Technology waves

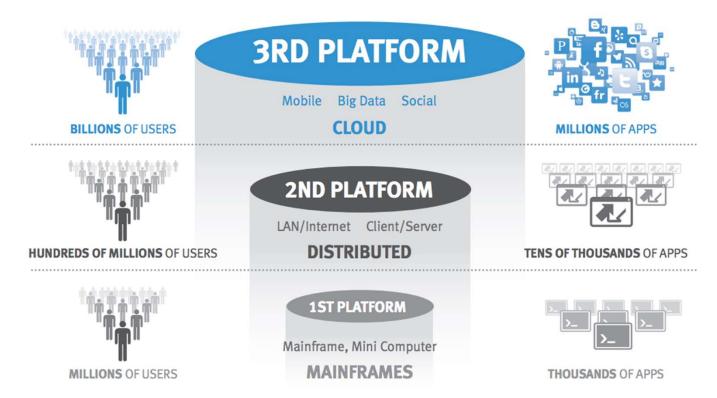
Historic waves of innovation



ADAPTED FROM WAVES OF INNOVATION MODEL, THE NATURAL ADVANTAGE OF NATIONS, K. HARGROVES AND M. SMITH. (2005)



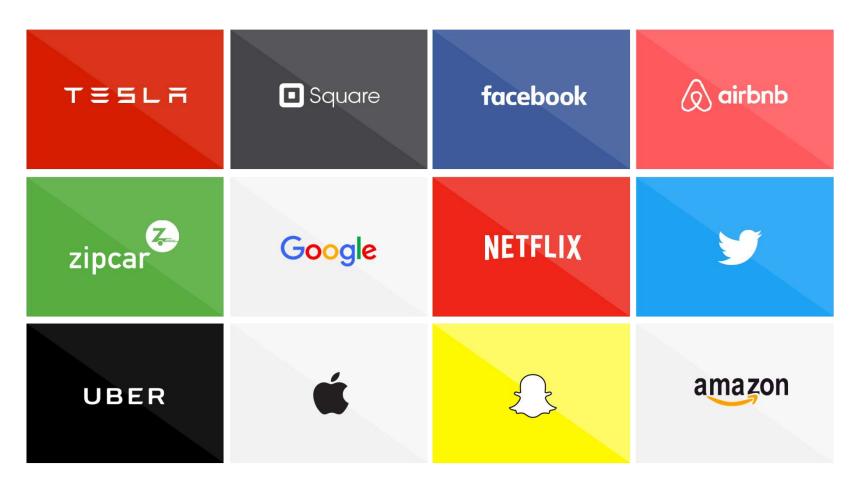
The Third Platform is described by IDC as the nextgeneration compute platform that is accessed from mobile devices, utilizes Big Data, and is cloud based.



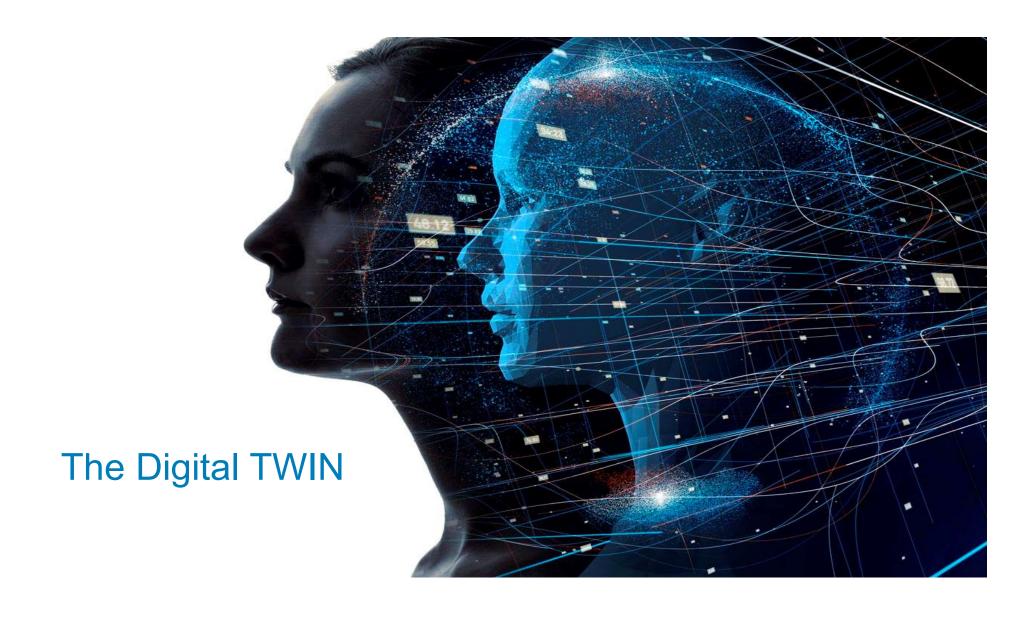
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The Digital Disruptors









WHAT CHANGED?

Society



- Differences between generations
- Consumption models
- The desires and priorities
- The way we live

Environment



- Sustainability
- Drive power efficiency
- Reduce environmental footprint
- The way we live

Digital



- Digital Everywhere
- The Apps
- Interaction between individual and companies

Communications



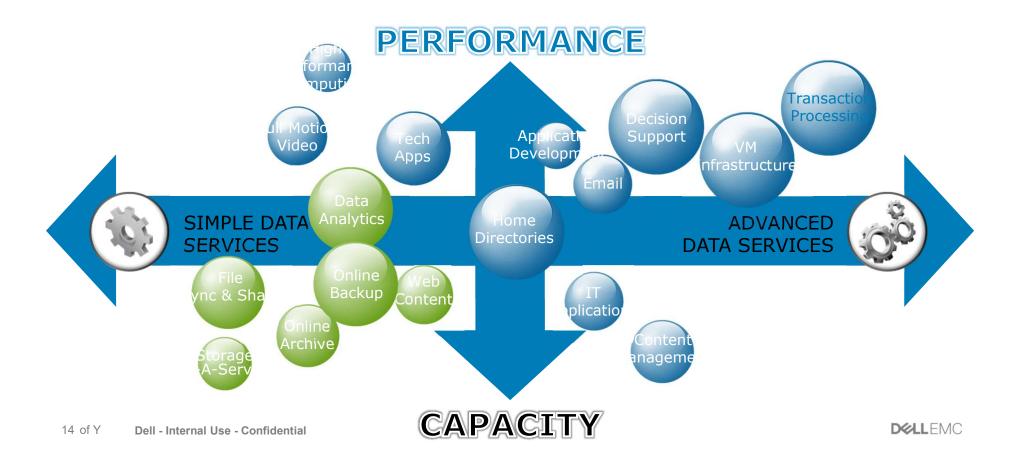
- Communication capabilities
- Choice
- Always ON
- Raise of the "Edge"

Characteristics	Maturists (pre-1945)	Baby Boomers (1945-1960)	Generation X (1961-1980)	Generation Y (1981-1995)	Generation Z (Born after 1995)
Formative experiences	Second World War Rationing Fixed-gender roles Rock 'n' Roll Nuclear families Defined gender roles — particularly for women	Cold War Post-War boom "Swinging Sixties" Apollo Moon landings Youth culture Woodstock Family-orientated Rise of the teenager	End of Cold War Fall of Berlin Wall Reagan / Corbachev Thatcherism Live Aid Introduction of first PC Early mobile technology Latch-key kids: rising levels of divorce	9/11 terrorist attacks PlayStation Social media Invasion of Iraq Reality TV Coogle Earth Clastonbury	Economic downturn Clobal warming Clobal focus Mobile devices Energy crisis Arab Spring Produce own media Cloud computing Wiki-leaks
Percentage in U.K. workforce*	3%	33%	35%	29%	Currently employed in either part-time jobs or new apprenticeships
Aspiration	Home ownership	Job security	Work-life balance	Freedom and flexibility	Security and stability
Attitude toward technology	Largely disengaged	Early information technology (IT) adaptors	Digital Immigrants	Digital Natives	"Technoholics" – entirely dependent on IT: limited grasp of alternatives
Attitude toward career	Jobs are for life	Organisational — careers are defined by employers	Early "portfolio" careers — loyal to profession, not necessarily to employer	Digital entrepreneurs — work "with" organisations not "for"	Career multitaskers — will move seamlessly between organisations and "pop-up" businesses
Signature product	Automobile	Television	Personal Computer	Tablet/Smart Phone	Coogle glass, graphene, nano-computing, 3-D printing, driverless cars
Communication media	Formal letter	Telephone	E-mail and text message	SMS Care Text or social media	Hand-held (or integrated into clothing) communication devices
Communication preference	Face-to-face	Face-to-face ideally, but telephone or e-mail if required	Text messaging or e-mail	Online and mobile (text messaging)	Facetime
Preference when making financial decisions	Face-to-face meetings	Face-to-face ideally, but increasingly will go online	Online — would prefer face-to-face if time permitting	Face-to-face	Solutions will be digitally crowd-sourced



Technology Session - Storage Tech

WORKLOADS HAVE DIFFERENT REQUIREMENTS







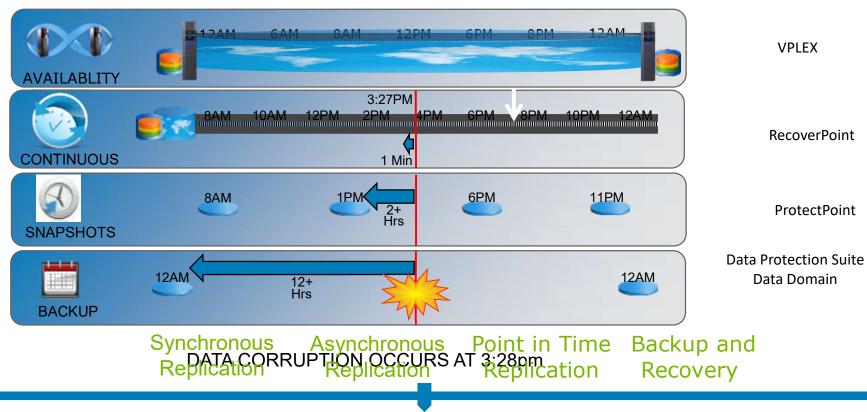
Technology Session - Data Protection

Henrique Lopes

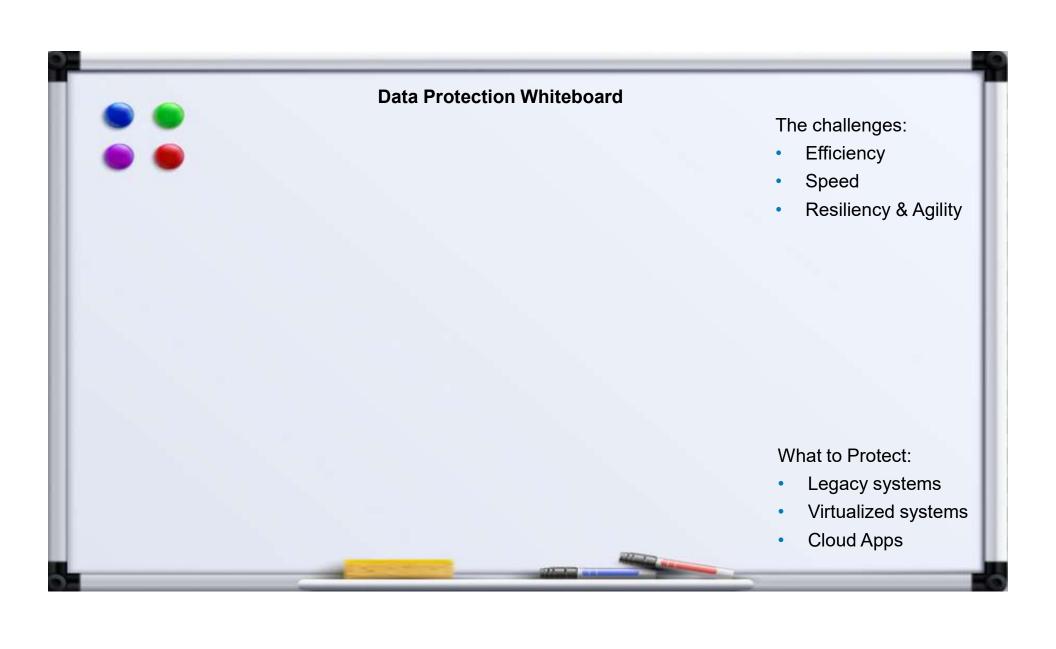
16 of Y **Dell - Internal Use - Confidential**

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DATA PROTECTION FOR EVERY SLA



Zero Seconds Minutes



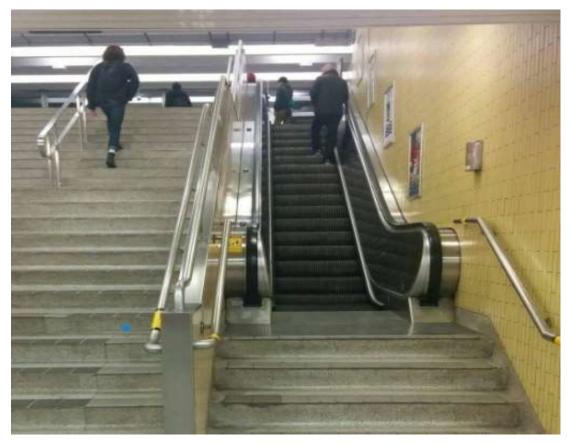


Technology Session – Analytics Architectures

19 of Y **Dell - Internal Use - Confidential**

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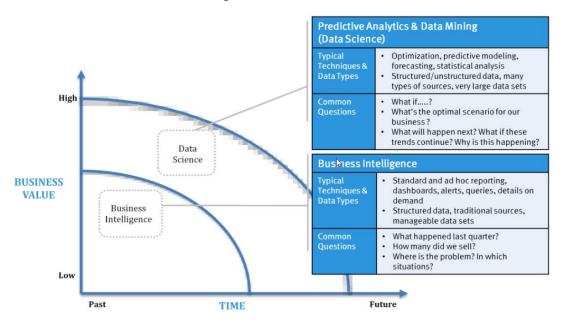
GOOD SIZED INFRASTRUCTURE MATTERS

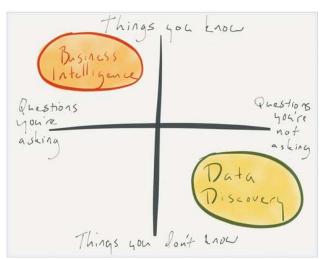


Data Science vs Business Intelligence

Business Intelligence (BI) focuses on using a consistent set of metrics to measure past performance and inform business planning.

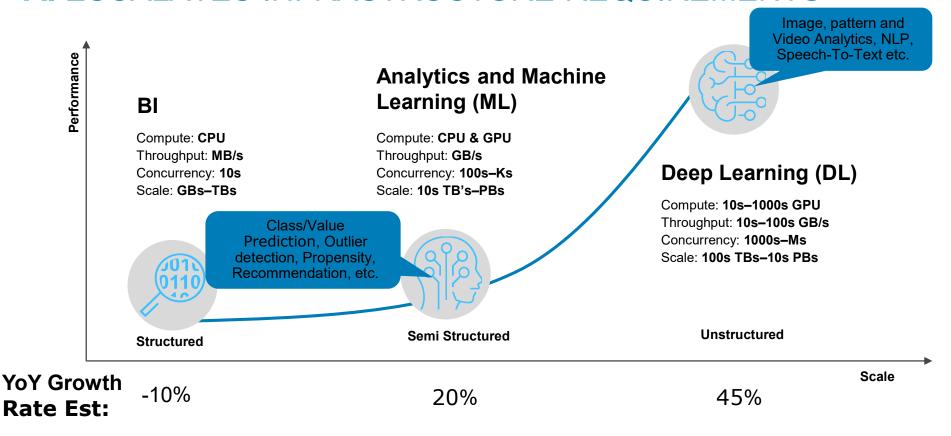
Data Science refers to a combination of analytical and machine learning techniques used for drawing inferences and insight out of data.





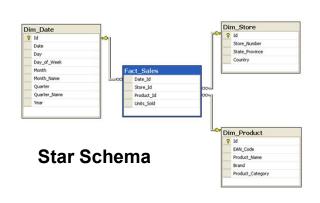


AI ESCALATES INFRASTRUCTURE REQUIREMENTS



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The architecture will depend on the data...



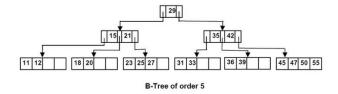






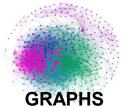






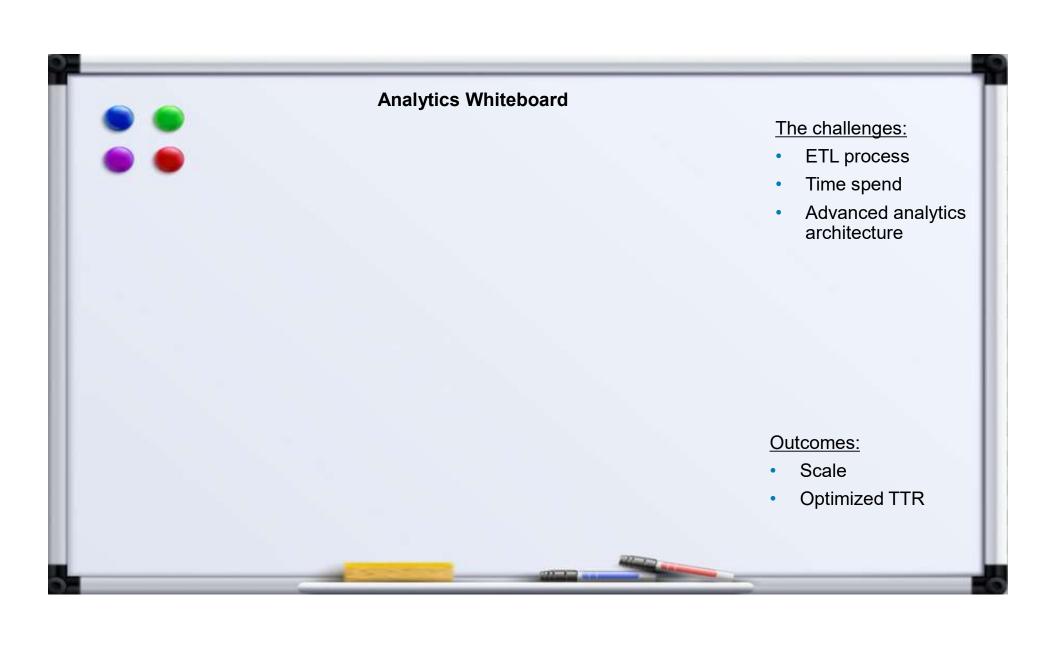






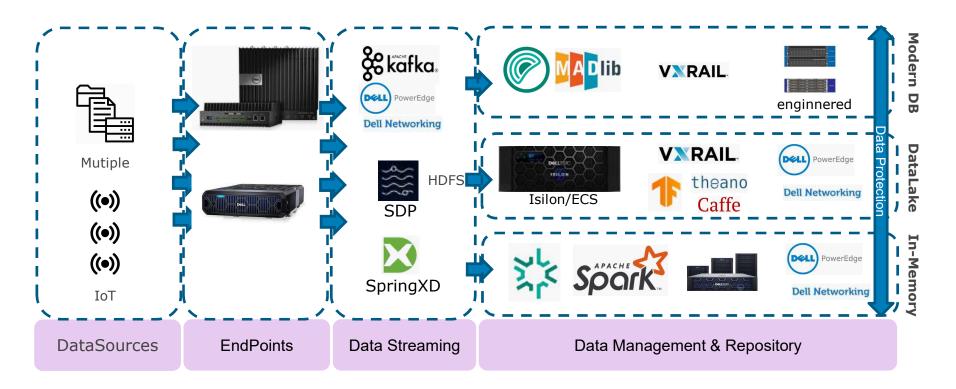






WHERE DOES DELL TECHNOLOGIES FIT IN DA SPACE?

• Edge Core

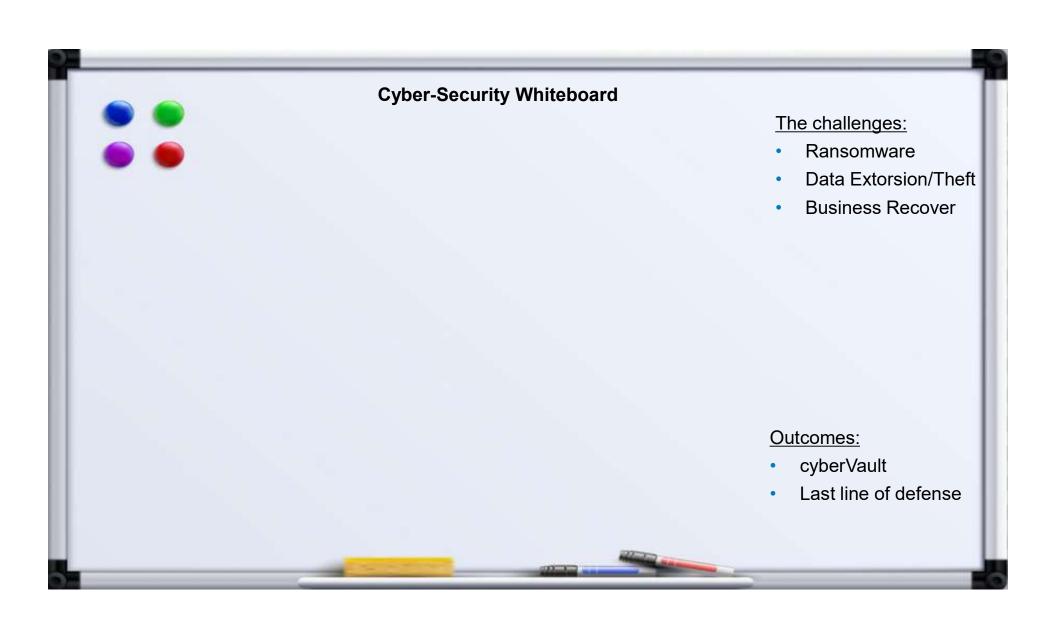


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Technology Session – Cyber Security



OPEN SOURCE AND COMMUNITY EDITION SOLUTIONS

- Greenplum Database -> https://greenplum.org/
- ECS (Object Store) -> https://portal.ecstestdrive.com/
- RabbitMQ (message broker) -> https://www.rabbitmq.com/
- Application modernization -> https://tanzucommunityedition.io/
- Dell OMNIA (Infrastructure Automation) -> https://github.com/dellhpc/omnia

