

PARTNERSHIP BRIEF: Faction and Dell Technologies — evolving enterprises to a multi-cloud strategy

Future-proof your business by placing data in the center of multi-cloud

Enterprises today see the value in leveraging the myriad of applications available in various clouds — however, this means they often end up in multi-cloud by happenstance instead of intention. They find themselves with numerous disjointed applications that do not communicate or interact, preventing enterprises from capitalizing on the benefits multi-cloud can bring.

In this application deployment model, enterprises must copy their data into each cloud, limiting data access to that single cloud. This results in large volumes of duplicate data and no communication between clouds, leading to complex management, data syncing issues, egress charges and inflated costs — not to mention the challenge of bringing on-premises data and cloud data together. Now, Faction and Dell Technologies have transformed this business model into a hybrid multi-cloud approach that gives you the full power of the cloud in one place.

Our “data-first” strategy puts your most vital asset — your data — front and center with a single copy of your data that’s accessible by all clouds simultaneously. Our Faction and Dell alliance delivers multi-cloud data services to help you grow your business in the cloud easily, securely and efficiently. Our offerings include powerful, enterprise-grade solutions for multi-cloud data storage, data protection and more. With multi-cloud data services from Faction and Dell, your business can mature into a data-driven enterprise, leveraging your data wherever it is to:

- Run the applications you need based on functionality, not cloud affinity or data location
- Innovate faster by avoiding long data movement or synchronization processes
- Unlock data efficacy through universal improved metadata and catalog management
- Integrate cloud services across clouds and in your data center to get more done in less time

A trusted alliance that unlocks the value of your data

This Faction and Dell alliance combines Faction’s proprietary networking technology with Dell’s robust storage portfolio and longstanding reputation as a trusted solution provider to custom-create solutions that work specifically for your business.

Together, we have a unique ability to holistically review your entire infrastructure to ensure the right solution is put in place, right where it needs to be. We help you meet the challenges of a multi-cloud world by going beyond point solutions for the cloud or hardware to co-create complete, long-term solutions that lead to the outcomes you envision.

We take a customer-centric approach to understanding your unique needs, developing a customized solution that fully unlocks the value of your data and grows your business in a multi-cloud world.



“Every day, we are tasked with finding the simplest, fastest way to help clients integrate their data into the multi-cloud. Faction complements Dell’s on-premises data management solutions by operationalizing multi-cloud. Together, we take a holistic approach to customer cloud strategies.”

John Drake,
SVP of Strategic Alliances,
Faction



“Dell Technologies and Faction offer a multi-cloud experience that ensures you have the flexibility, ease of use and enhanced performance you need to run your business — today and in the future.”

Denise Millard,
SVP, Global Alliances,
Dell Technologies

FACTION AND DELL TECHNOLOGIES AT A GLANCE



6-year partnership

Faction's proprietary solution is built on Dell's robust storage solutions.



89% lower costs¹

when using Dell PowerScale for Multi-Cloud vs. native file storage on multiple clouds.



A path for innovation

The Faction and Dell partnership smooths the way with optimized data management.



Jointly engineered for maximum security

Integrated solutions provide superior cyber resilience.

DELL Technologies
PLATINUM PARTNER

¹ Alex Arcilla, "Solving Big Data Challenges with Multi-Cloud Data Services for Dell EMC PowerScale," Enterprise Strategy Group, April 2021.

Build your cloud strategy with multi-cloud data services

Make data silos a thing of the past. With Faction's proprietary multi-cloud solution, you can make one copy of your data available simultaneously across all your cloud environments. Faction's multi-cloud solution is built on Dell's powerful storage platform so that your business can scale quickly and securely to meet your evolving needs. Together, Faction and Dell help you eliminate the challenges of a traditional multi-cloud approach with unique and customized multi-cloud data services that allow you to:

- Develop a resilient multi-cloud strategy for the future
- Unlock capabilities of all clouds on a single data set
- Improve operational efficiency across multiple clouds
- Reduce costs by avoiding data/vendor lock-in
- Enhance data security and governance

Faction's multi-cloud data services solution, enabled by Dell, features:

Faction Internetwork eXchange (FIX). FIX is a software-defined networking (SDN) fabric for interconnecting a single data set to a multi-cloud environment, allowing you to connect to multiple data centers and cloud providers, all in one place. The proprietary FIX connectivity solution transforms your cloud strategy with a secure and high-performing platform, efficiently transferring your data.

Simplified multi-cloud storage from a leading storage provider. Easily connect your data storage to the cloud. FIX connects your cloud environments directly to a Dell storage platform, providing low-latency, high-throughput access to your data and applications. The solution provides you with durable, persistent, cloud-attached storage that delivers multi-cloud agility and ultra-high performance.

Data protection in the cloud. Protect on-premises and cloud workloads and data while reducing storage costs with superior deduplication and centralized data protection. Our multi-cloud data protection service allows you to replicate from your on-premises storage appliance enabled by Dell directly to a Faction cloud

node with high-performance FIX connectivity to any of the major hyperscale cloud providers.

Cyber resiliency. Safeguard your critical data from cyberattacks, including ransomware, with Dell PowerProtect Cyber Recovery, a secure data vaulting service built on a multi-cloud-enabled infrastructure. When data recovery is required, you can choose to restore your data from your vault directly to your cloud provider or to your on-premises environment.

A proven partnership

As the leading multi-cloud data services provider, Faction is dedicated to equipping enterprises with solutions that enable them to take advantage of the best capabilities of all clouds. Dell Technologies brings its vast portfolio and strong brand recognition to the partnership. This alliance combines Faction's superior, fully managed multi-cloud and Dell's powerful technology platform to deliver solutions that enable our joint clients to get more from the multi-cloud. Our deep collaboration is key to the broader solutions the partnership is able to provide that uniquely meet customer needs. The Faction and Dell partnership is a powerful force that takes a holistic approach to helping you achieve the best outcomes from your technology investments.

About Dell Technologies

Dell Technologies (NYSE:DELL) helps organizations and individuals build their digital future and transform how they work, live and play. The company provides customers with the industry's broadest and most innovative technology and services portfolio for the data era.

About Faction

Driving business innovation and growth requires a data-first approach to managing and leveraging business data. Faction is the pioneer of multi-cloud data services. Our patent-protected services make a single data set accessible by any public or private cloud at once, delivering the agility, scalability, security and data sovereignty needed to realize the promise of a data-first cloud architecture. Faction was named Partner of the Year for Excellence in Innovation by Dell Technologies in 2021. To learn more about Faction's portfolio of multi-cloud data services, visit www.factioninc.com.