DELLTechnologies

ThinkOn™
Where Data Thrives

Leveraging cloud technology to optimize compute, network and storage resources

The ThinkOn and Dell Technologies partnership combines critical data management and information asset protection solutions with best-of-breed IT services, consulting and business solutions. We have joined forces to help shared clients around the globe simplify migration to the cloud by providing a suite of resources for infrastructure as a service (IaaS), backup as a service (BaaS) and disaster recovery as a service (DRaaS).

ThinkOn's cloud services help companies optimize their IT infrastructure investments and leverage cloud technology to maximize compute, network and storage resources. Our joint solutions are powered by Dell Technologies' industry-leading compute infrastructure, data security, and backup and storage platforms. Together, ThinkOn and Dell Technologies deliver secure, cost-effective and scalable solutions to help enterprises meet some of their biggest IT challenges.

A partnership designed to drive cloud adoption forward

All companies are challenged to do more with less. But as organizations have adopted various cloud technologies over the last decade, many end up with an uneven distribution of data, which makes that data difficult to protect. Working together, ThinkOn and Dell Technologies help organizations consolidate data under one protection and storage plan. This not only reduces costs, but it also helps organizations gain better control of their data.

Today's organizations also often struggle to migrate their infrastructures while ensuring the highest levels of data protection and upholding compliance. ThinkOn is a longtime industry leader in data protection and offsite archival, with one of the largest offsite data storage environments in the U.S. ThinkOn is now expanding from data-protection solutions to provide a broader portfolio of cloud and managed services powered by Dell Technologies. ThinkOn solutions paired with Dell Technologies' compute infrastructure and backup and storage platforms help enterprises migrate to multitenant cloud and managed services environments. Organizations of all sizes can move their workloads with confidence, quickly and affordably, with our turnkey solutions. Our unified solutions bring together one protection plan and one storage plan to ensure compatibility. The result is a simple yet powerful way to consume our combined services.

Finally, all organizations are challenged to keep up with increasing demand. Working together, ThinkOn and Dell Technologies help companies upgrade quickly to keep pace with a constantly evolving business environment. This applies to enterprises and to ThinkOn's extensive network of channel partners. By combining forces, ThinkOn and Dell Technologies help channel partners stay competitive by allowing them to go to market fast with simplified, turnkey cloud solutions. With a solution built on Dell technology with ThinkOn managing the back end, channel partners get a cloud delivery offering they can take to market without the large investment typically required.

"Customers care about outcomes, not about the technology in the solution. That is our specialty. We enable Dell-powered solutions to satisfy the needs of organizations of all sizes."

"In demonstrating commitment to data and long-term retention of data, no one comes close to what we offer."

Craig McLellan,
Founder and CEO, ThinkOn

THINKON AND DELL TECHNOLOGIES AT A GLANCE

99.99%
ThinkOn's 4-year availability average

22+
ThinkOn locations around the world, including 19 in North America

Global IT Leader
Dell Technologies is a leader in storage, servers, virtualization, hyperconverged infrastructure, and backup and recovery

99.7%
ThinkOn's customer-retention rate

Simple solutions for ever-growing data volume

Today's enterprises need a comprehensive solution stack with cloud compute and data services that address a wide variety of business and workload-specific needs.

Here's how ThinkOn and Dell Technologies help:

Disaster recovery as a service (DRaaS). We offer three different software options based around your preferred technology or your desired recovery time objective/recovery point objective (RTO/RPO). Our DRaaS uses Dell EMC PowerEdge servers and Dell EMC Unity storage.

Object storage. S3-compatible object-storage options give you the ability to store or archive unstructured data across a wide range of secure global facilities. Experience the flexibility and simplicity of the cloud by incorporating enterprise-ready object storage in your data center. Simplify your management costs, reduce total cost of ownership, and address cloud capacity challenges anywhere with complete cloud connectivity — on premises or in a private, hybrid or multicloud environment.

Turnkey data protection. ThinkOn's turnkey data protection allows customers to acquire backup and archive as a service, completely provisioned on the Dell stack using a utility model. With our "write once, read many" (WORM) functionality, you gain an immutable copy of your data and can demonstrate for security, compliance or regulatory reasons that the data is stored in its original format. Our data protection offers the ability to add data encryption if your policies require it, and it includes a shredding function to ensure that no trace of a record is recoverable from a disk after deletion. There is no additional charge for egress or ingress data. With ThinkOn and Dell Technologies, organizations of all sizes can rest assured that their data is secure, their experience is prioritized, and their cost savings is material and consistent.

A proven partnership

The ThinkOn and Dell Technologies partnership brings together ThinkOn's leadership in data protection and offsite archival, along with its extensive network of channel partners, and Dell Technologies' global leadership in storage, servers, virtualization, and backup and recovery. The partnership leverages compute, storage, and data protection services so enterprises and channel partners can begin using Dell-powered services fast, reducing common access and consumption barriers.

For more information, please email sales@thinkon.com.

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 ThinkOn

ThinkOn Inc. is a cloud service provider dedicated to solving complex data problems with its portfolio of turnkey infrastructure-as-a-service solutions. ThinkOn's channel-only distribution empowers more than 150 value-add resellers and managed service providers to service the data needs of more than 1,150 businesses in commercial enterprise and public sectors across North America, the United Kingdom, and Australia. ThinkOn Cloud Services are engineered for high availability and scalability to securely host, manage, and store all types of data workloads with industry-leading technology platforms.

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