Tape enables long-term data retention across modern infrastructure environments

As retention grows, so does the need for a purpose-built cold data tier

SPECTRA
DELL Technologies

Production Storage

Backup Infrastructure

Cyber Recovery Vault

Archive & Long-Term Retention
Spectra Tape Libraries for Archive & Long-Term Retention

Low cost | Air-gapped | Long-term retention | Zero power at rest

Signals That a Cold Data Tier Is Needed

- Backup storage is filling too quickly
- Long-term retention requirements are increasing
- Confidence in ransomware recovery is declining
- Power, space, and cost pressures on disk storage

ADD A COLD DATA TIER.

Expand Dell backup & cyber resilience solutions.

Engage Spectra early to accelerate the close and defend your account from **IBM, HPE & Quantum.**

What to Listen For

If you hear any of these, tape belongs in the conversation

Cost Pressure

- Cold data sitting on expensive disk
- Unpredictable cloud or egress fees
- Archive retrieval charges growing

How much data hasn't been accessed in the last year?

Capacity Constraints

- Running out of power, cooling, floor space
- Rapidly increasing storage acquisition costs
- Data growth outrunning the ability to add capacity

Where is your cold data stored today?

Cyber Resilience

- Always-online copies no longer feel safe
- Ransomware changing recovery strategy
- Declining confidence in recovery

Do you have an offline or air-gapped copy?

Compliance & Governance

- Longer retention requirements
- Compliance and audit mandates
- Cloud data residency and control concerns

How are you managing long-term retention?

How Dell Reps Win with Spectra

Spot the Signal

Engage Spectra Early

Register the Opportunity

Need Help With an Opportunity?

- Contact your Third-Party Hardware Specialist
- Engage Your Dell ETC Partner
- Leverage the Spectra Team
- Use **SalesChat** for content