All-Flash Arrays Meet Tier1 Storage Demands
Ritu Jyoti, Chief Product Officer
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Company Overview

- **Flash storage has revolutionized everything**
  - Backed by leading venture capitalists (Sequoia, Pitango, Globespan, Tenaya, Mitsui)

- **Industry Leadership**
  - Pedigree of executive and engineering storage excellence
  - 34 Patents in process
  - Over 250 engineering years invested
  - World record SPC-1 and SPC-2 price/performance

- **Proven**
  - Deployed in mission-critical production environments since 2010
  - Customers span industries and use cases
  - 100% customer satisfaction, 80% repeat business

CRN 2013 EMERGING VENDOR AWARD

GARTNER STARTUP COOL VENDOR AWARD — 1ST FLASH VENDOR AWARDED 2010

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Tier1 Storage Needs

Scales Dynamically

Self Manages

Self Optimizes

Resilient/ High Availability

24 x 7

Cost Effective
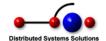
Sample Customers enjoying the benefits..

Use Cases – SaaS Private Cloud

ABOUT

- **Mercury Gate** (MG) develops a SaaS solution called TMS for transportation companies.
- **MG TMS** is an information system dedicated to capturing and monitoring the activities and events related to transportation and logistics.
- From this logistics "nervous system", real-time information flows between MG customers to their end customers

MercuryGate
TMS that delivers.

CHALLENGE

- Required a Private Cloud with low latency
- Storage must be highly available with the ability to scale dynamically

THE WIN

- Met all the customer requirements for a Tier1 storage
- Bought a 24TB K2

High Load Data Compilation

ABOUT

Check Point Software Technologies is the worldwide leader in securing customer data and the Internet. Their solutions span security appliances, security software and monitoring systems etc.

CHALLENGE

- Hybrid Storage failed to deliver completion of compilation on time
- Capacity growth must be efficient
- Required an efficient All-Flash Array

THE WIN

- Met all the customer requirements for Tier1 storage with all the storage efficiency features
- Bought a 30TB K2

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MySQL OLTP and OLAP

ABOUT

Taboola is the provider of the world's first Personalized Video Discovery Platform for publishers, marketers and users. The company's breakthrough technology seamlessly analyzes professional and user-generated video content, and anonymously studies the viewing patterns and behavior of viewers. Taboola is then able to predict the best subsequent videos for the viewer to watch on the publisher's website.

CHALLENGE

- Needed a solution that enabled growth and scalability
- Local SSD solutions did not deliver

THE WIN

- Met all the Tier1 storage needs
- Ability to scale right
- Data reduction due to compression
- Lower TCO
- Bought a 45TB K2

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IT-as-as-Service – Virtual IT

ABOUT

Intigua virtualizes the management layer, bringing cloud-grade scalability and agility to infrastructure monitoring and management for the first time. Winner of the "Best of VMWorld 2012 Gold Award" for New Technology, Intigua enables enterprises to ensure the performance, availability and security of business-critical applications running on large-scale physical, virtual, private and public cloud, and hybrid infrastructures

intigua

CHALLENGE

Testing environments of up to 50,000 VMs (simulating G500 customers deployments) using a single storage array

THE WIN

- Met all the Tier1 storage needs
- Superior scalability in a single array
- Inline deduplication and compression showed a 20:1 data reduction ratio
- Superior TCO
- Bought a 75TB K2

K2 - Tier1 Optimized All-Flash array

Scale

Start small & grow
Scale up & out
Mix and match
Adaptive block size

Average $2/GB Price

Manageability

Rich CLI + GUI
RESTFul APIs
vCenter Plugin
HealthShield

Optimization

Adaptive block size
Compression
Global selective
Deduplication
87.5% K-RAID

Resiliency

5 9's of HA
Full NDU
Snapshots
Replication

SCALE RIGHT

24 x 7

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BUSINESS AGILITY

Drive 10X more productivity
Faster business, Smarter decisions

MACRO EFFICIENCY

Reduce CAPEX and OPEX
by more than 50%

ENTERPRISE RELIABILITY

Guarantee 24/7/365 demand

Stop the Compromise!

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SAN FRANCISCO, CA

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- Deploying Large Scale Server Consolidation with vSphere with Operations Management & Kaminario K2
  Presenter - Ritu Jyoti, chief product officer at Kaminario
  When: Monday, August 25, 5:30 PM – 6:30 PM

- Ground-Breaking VDI Solution with VMware View and Kaminario K2, an All-Flash Primary Storage Array
  Presenter: Shai Maskit, product manager at Kaminario
  When: Tuesday, August 26, 4:20 PM – 4:40 PM

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Thank You!