SOLIDFIRE Customer Use Cases

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TERADATA
(NYSE:TDC)

- Storage Infrastructure behind Digital Messaging Center (DMC)
  - Integrated messaging suite has delivered over 100 billion emails to date

- Required flash performance combined with:
  - Unencumbered scalability
  - In-line efficiency / Low $/GB
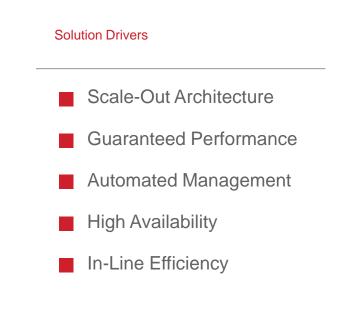 - Ability to withstand multiple concurrent failures

Solution Drivers

- Scale-Out Architecture
- ☐ Guaranteed Performance
- ☐ Automated Management
- High Availability
- In-Line Efficiency
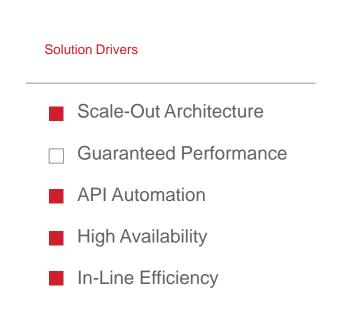
colt
(LON:COL)

- Offering five tiers of storage service to Enterprise customers
  - Tiers 0 – 3 delivered from a single SolidFire platform
  - QoS performance guarantees on Tier 0 and 1

- Required flash performance combined with:
  - Cloud scale – support and monitor deployments across 20 data centers
  - Ability to guarantee storage performance, move between performance tiers
  - API functionality to enable automation / customer self service

Solution Drivers

- Scale-Out Architecture

- Guaranteed Performance

- Automated Management

- High Availability

- In-Line Efficiency

mercado
libre

(NASDAQ: MELI)

- OpenStack cloud for internal and externally facing applications

- Why they chose SolidFire;
  - Performance and efficiency of MongoDB on SolidFire
  - HA was key functional requirement
  - Replication capability
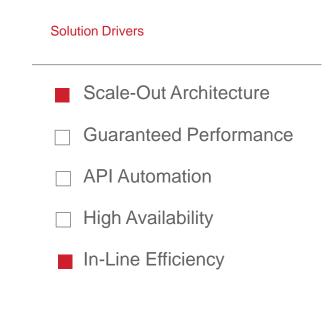 - Leveraging APIs to plug into internal monitoring tools

■ Scale-Out Architecture

□ Guaranteed Performance

■ API Automation

■ High Availability

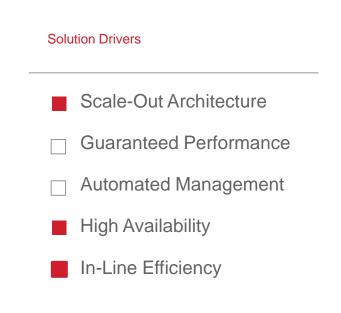■ In-Line Efficiency

(Privately Held)

Solution Drivers

■ Storage for VMware environment with mix of VDI, SQL, web servers and production applications

■ Why they chose SolidFire;

- Wanted next generation storage that worked within existing Cisco UCS environment

- Reduced colo costs from footprint & power savings

- Needed flexibility and scale to easily incorporate newly acquired businesses/assets in the future

■ Scale-Out Architecture

☐ Guaranteed Performance

☐ API Automation

☐ High Availability

■ In-Line Efficiency

ezVERIFY (Privately Held)

Solution Drivers

- Provide hosted service that drives physician dispensing and inventory management, automated claims management and CRM
- Why they chose SolidFire;
  - Ability to scale easily and non disruptively without increasing management burden
  - Inline data efficiencies significantly reduce their dataset
  - To avoid traditional storage provisioning & management headaches

■ Scale-Out Architecture

□ Guaranteed Performance

□ Automated Management

■ High Availability

■ In-Line Efficiency

The All Flash Array for the Next Generation Data Center