



ENABLING A FASTER ROAD TO THE ALL-FLASH DATACENTER

Sushant Rao

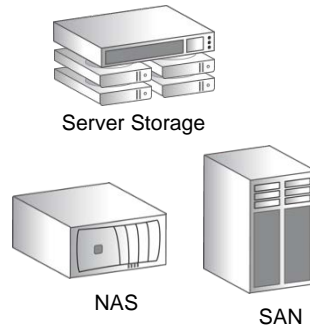
Sr. Director of Product & Solutions Marketing
DataCore Software

Storage Market in Midst of Disruption

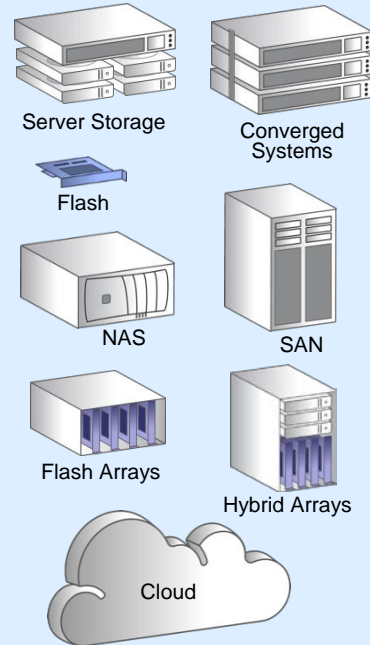
1985



2000



Today

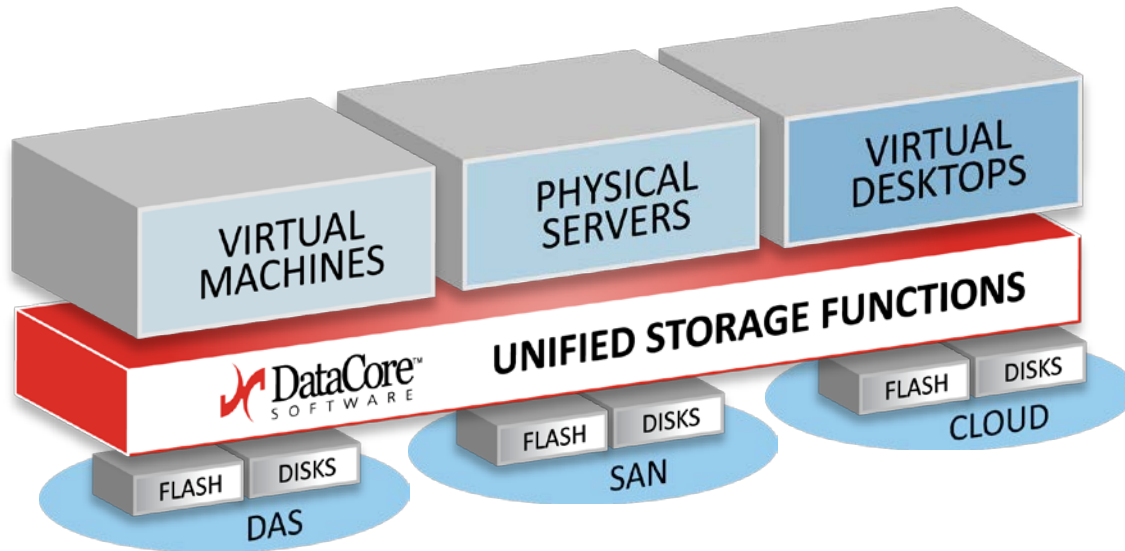


CHALLENGES

- Too many incompatible devices
- Management silos
- Innovation Speed

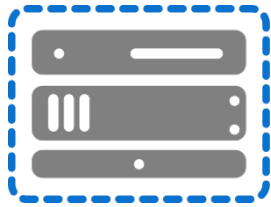
One Software Platform for any Storage Hardware

Software Defined Storage

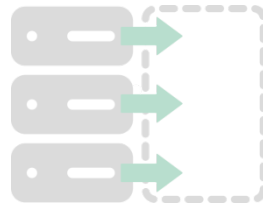


- ◀ Accelerate
- ◀ Centralize & Automate
- ◀ Pool & Protect
- ◀ Flash Enabler

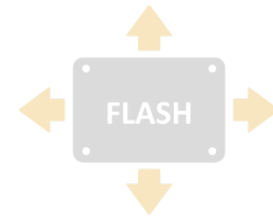
Making Flash Integration Seamless



Enabling Migration

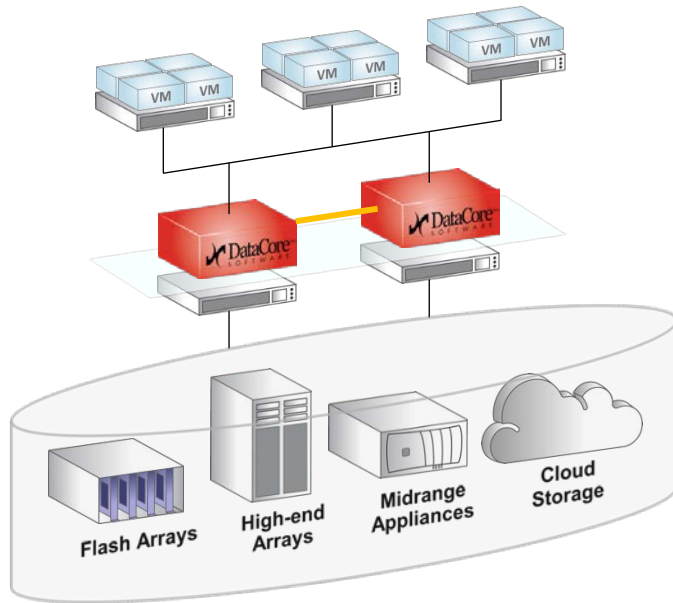


Flash and Virtual SAN



**All-Flash
Scenarios**

Virtualize External Storage Hardware

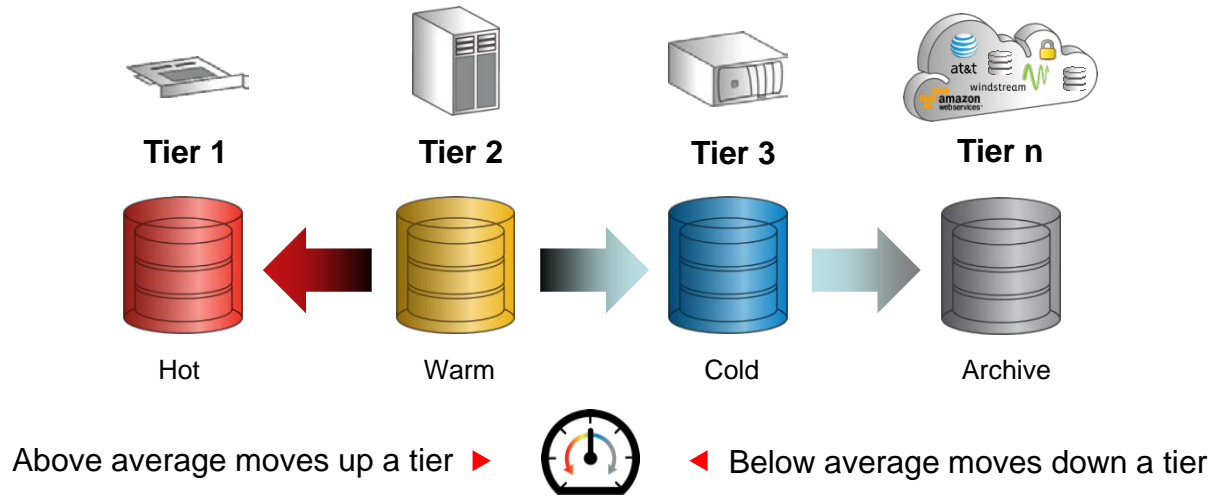


FUNDAMENTALS OF DATACORE STORAGE VIRTUALIZATION

- Runs on standard x86 servers
- Common storage services
- Eliminating wasted capacity
- Reducing complexity
- No single point of failure
- Freeing data – enabling migration

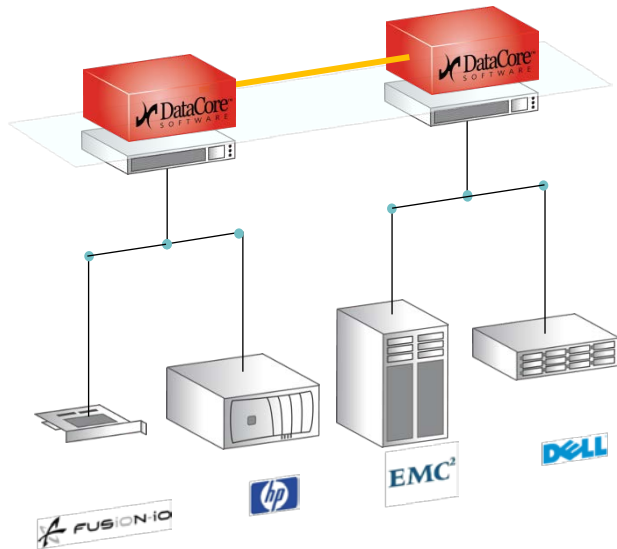
Auto-tiering Dynamically Optimizes Resources

Create up to 15 tiers of storage



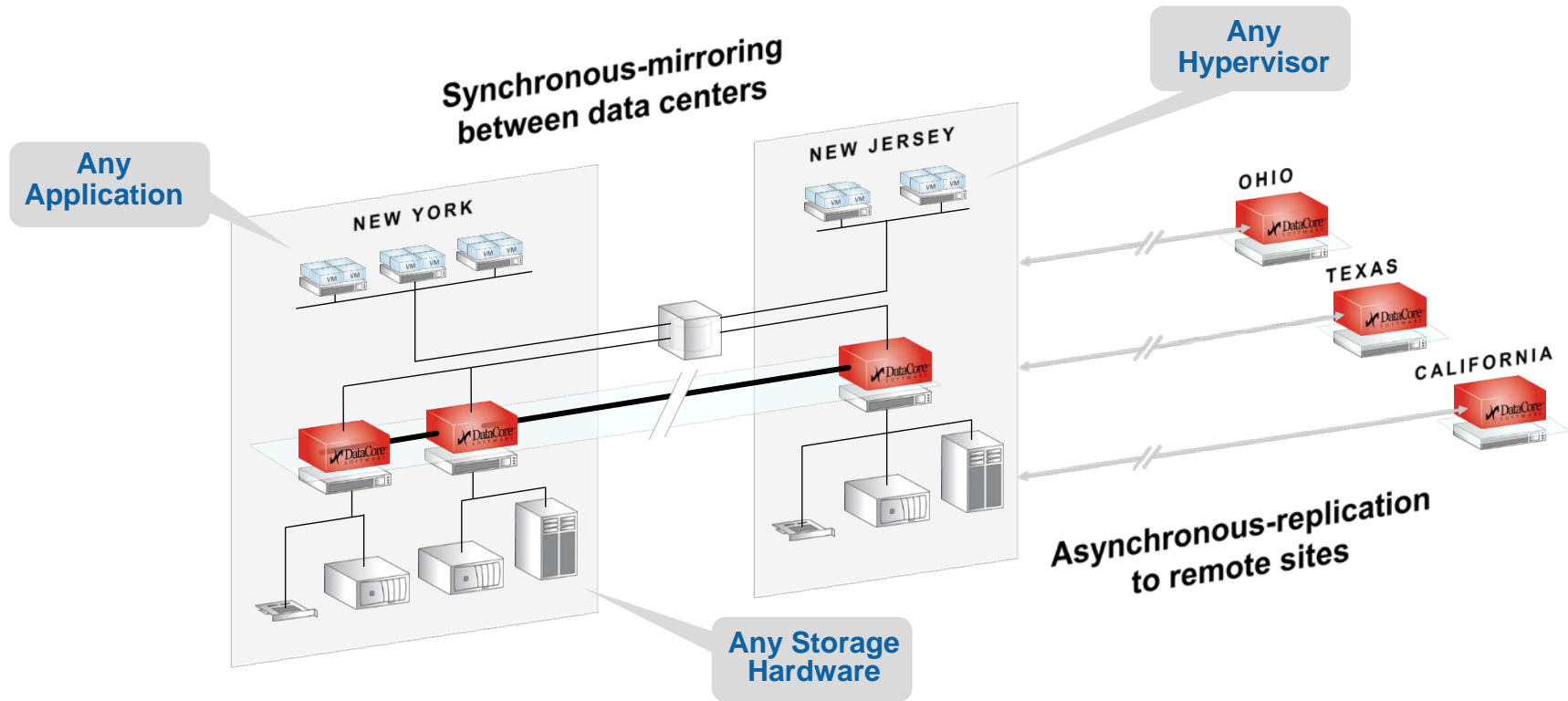
Evaluates data at the block level so data from a single application can reside on multiple storage tiers

Cross-Device Synchronous Mirroring

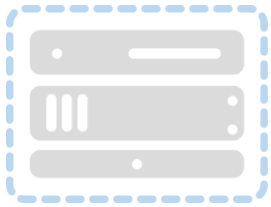


- Data is synchronously mirrored between unlike storage systems
- Replicate, failover and failback between unlike devices
- Seamlessly move data from one device to another

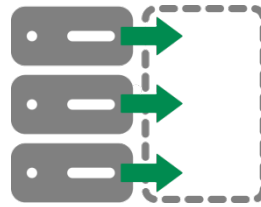
Easily Connect Between Sites



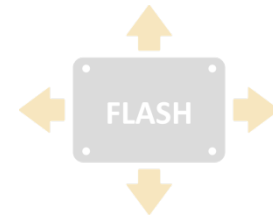
Solution Overview



Enable Migration

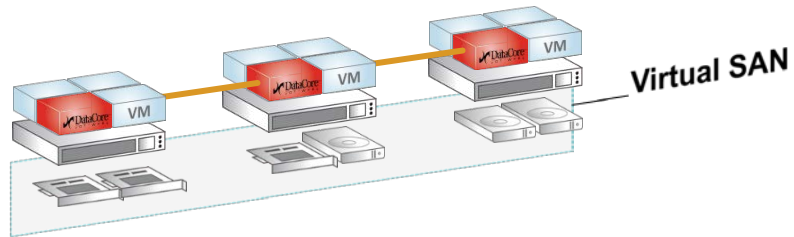


Flash and Virtual SAN



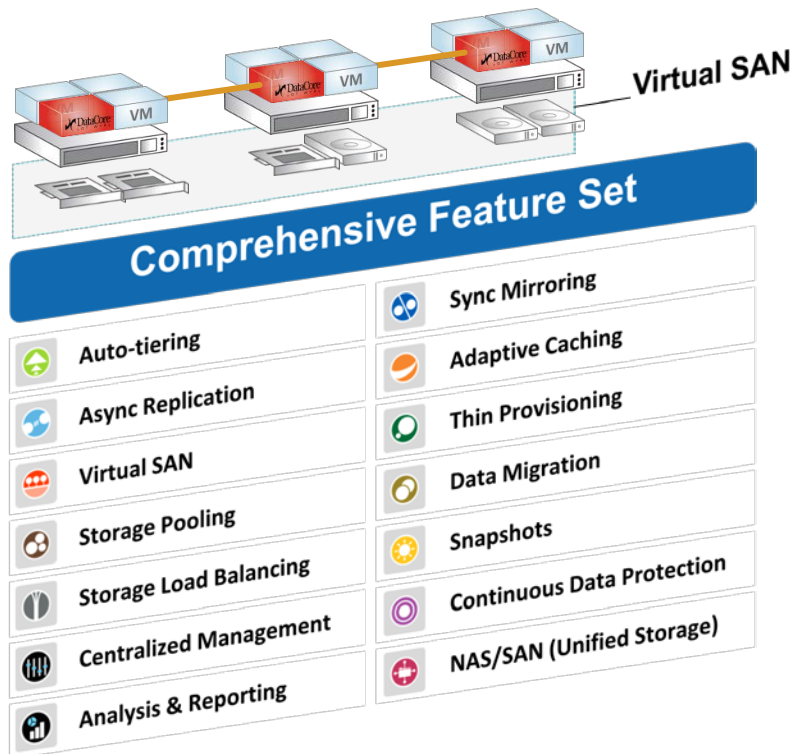
**All-Flash
Scenarios**

Transform DAS, Flash & SSDs into a Virtual SAN



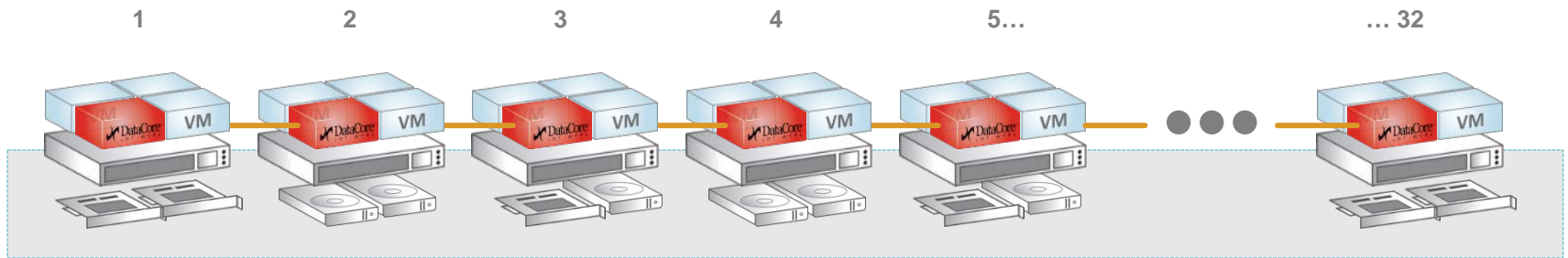
- Runs as a virtual machine on any application server
- Pools local storage resources for all to share

Full feature functionality with Virtual SAN



- Dramatically increase performance
- Share Flash cards between application servers
- Auto-tier between DRAM, flash and disk
- Share capacity across cluster of servers
- Speed up apps with DRAM caching

Massive Scale for Tier 1 Apps and VDI



Scale out to
32 nodes

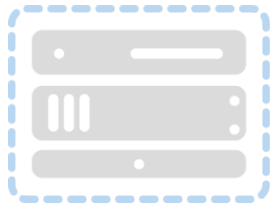


Scale up to
32 PB

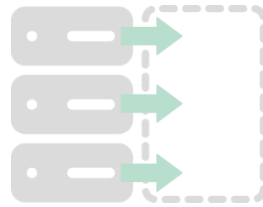


Accelerate up to
50 million IOPS

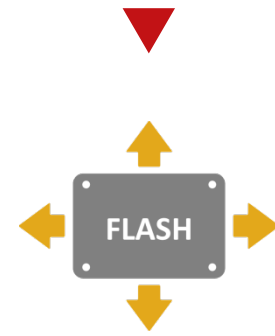
Solution Overview



Enable Migration



Flash and Virtual SAN



**All-Flash
Scenarios**



The Premier Software Stack for Flash



One Software Platform
for any Storage Hardware

Flash - SSD and Arrays



Flash/HDD Hybrid

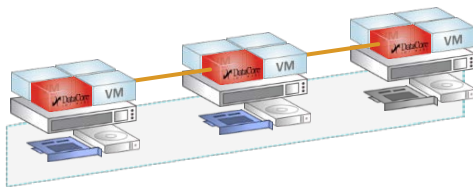


Cross-device Storage Services

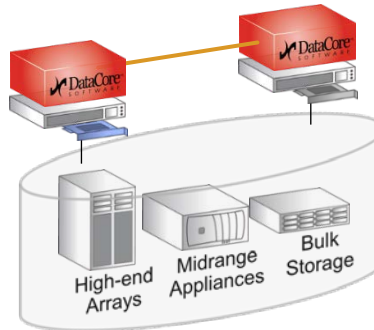
	Auto-tiering		Sync Mirroring
	Async Replication		Adaptive Caching
	Virtual SAN		Thin Provisioning
	Storage Pooling		Data Migration
	Storage Load Balancing		Snapshots
	Centralized Management		Continuous Data Protection
	Analysis & Reporting		NAS/SAN (Unified Storage)

Easy Integration and Sharing of Flash Storage

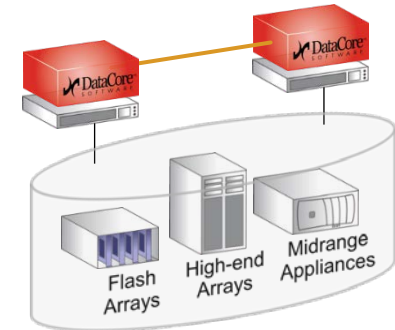
Flash Cards in Virtual SAN



Flash Cards in DataCore nodes

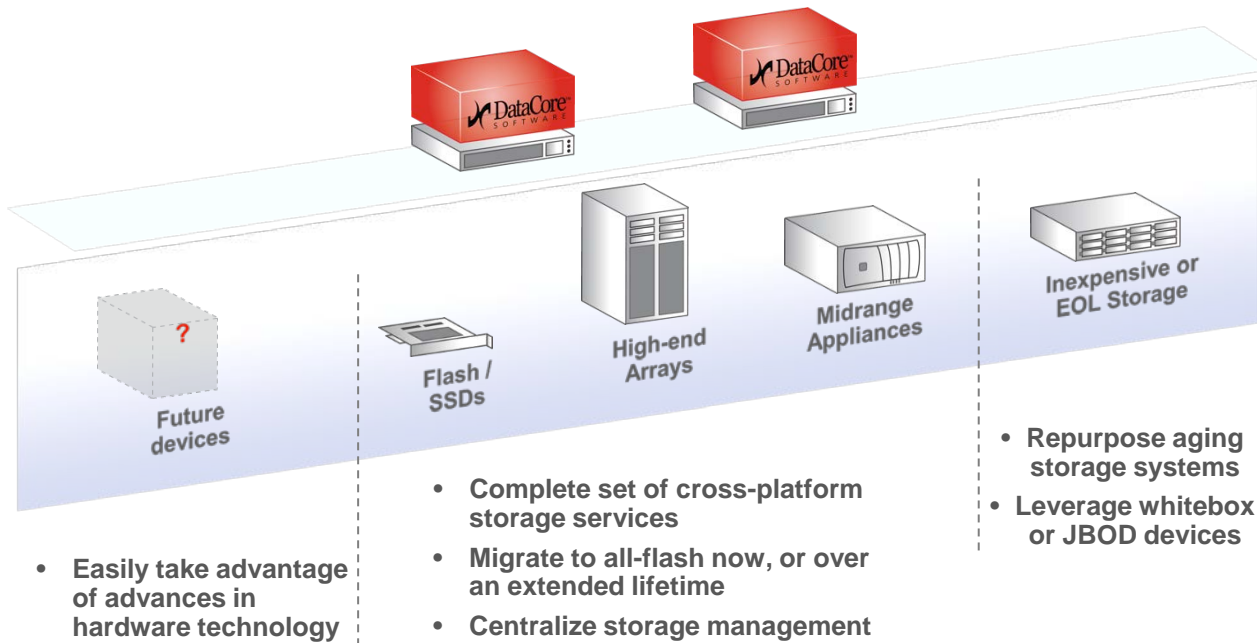


Flash Arrays in storage pool



- Share Flash between servers and applications
- Minimize downtime and risk of integration
- Complete set of storage services
- Block level auto-tiering
- Easily add Flash anytime
- Realistic path to all Flash environments

Long-term Investment Protection





- **Founded 1998**
- **Privately owned**
- **Investors**
 - Flagship Ventures
 - Udata Partners
 - Insight Venture Partners

Personnel

- ~250 people across the globe

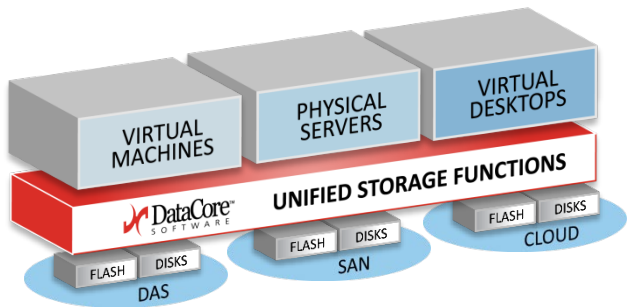
Market Segment

- Software-Defined Storage

Major Locations













- Ft. Lauderdale, Florida (Headquarters)
- Munich, Germany
- Paris, France
- Reading, UK (European Support Center)
- Sophia, Bulgaria
- Tokyo, Japan (APAC Support Center)

One Storage Services Platform enabling flash across the entire infrastructure



- Enables the all-flash datacenter
- On the customer's timeframe
- Cost efficient, seamless and flexible
- Proven 25,000+ deployments worldwide
- Most comprehensive hardware-agnostic storage stack in the industry

Cross-device Storage Services

	Auto-tiering		Sync Mirroring
	Async Replication		Adaptive Caching
	Virtual SAN		Thin Provisioning
	Storage Pooling		Data Migration
	Storage Load Balancing		Snapshots
	Centralized Management		Continuous Data Protection
	Analysis & Reporting		NAS/SAN (Unified Storage)