



Flash Memory Summit Beyond the Features: Flash Storage Best Practices

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2010

Performance

Introducing Tier-0 Storage

<1ms latency
100Ks of IOPS
Consistent performance

2012

Economic Innovation

Flash for the Price of Disk

\$5/GB
MLC flash
Deduplication
Compression

2014

Mass Adoption

Flash is the New Tier-1

100% performance, 100% of the time
Non-disruptive operations
Scale performance & capacity
Adaptive I/O
Snapshots
Replication
Data Encryption
All-inclusive software
Deep ecosystem integration

2016

Future Innovation

The All-Flash Cloud

Simplicity at PB-scale
Tier 2 economics
Consolidation platform
100% virtualization
Cloud automation

What Matters Today...and What Doesn't

Key Customer Focus Areas

Resiliency: still real differences

Simplicity: a day in the life of...

Native integration: how many extra things do I need to put in front of my AFA?

Data reduction: not all built the same

Multi-app consolidation: one area where architecture matters

Scale-down: start small and grow...

Test don't trust!

Sideshow Discussions

4K Benchmarks: let's stop discussing unicorn IO!

Scale-up vs. scale-out: do you trust PBs of flash in one cluster?

GC strategies: there is no free lunch in GC – focus on the results

1M IOPS: focus on consistency