Kaminario At A Glance

TEAM

250+ employees led by experienced management team drawn from EMC, IBM, Compellent, Pure, HP, Oracle

LOCATION

Headquartered in Boston, MA; R&D in Israel, Offices in London, Paris, Seoul; Support Centers in US and EMEA with global support reach

PRODUCT

K2 All Flash Array – fully integrated hardware/software platform

TECHNOLOGY

Focused on software-defined architecture innovation and open collaborations with best of breed hardware providers

CUSTOMERS

Global 2K Enterprise and larger SaaS/Online Businesses

PARTNERS

Channel focused business with 200+ partners signed on to Kaminario ACCELERATE Partner program

INVESTORS

\$218M from Sequoia, Pitango, Globespan, Mitsui, Lazarus, Seagate, Waterwood











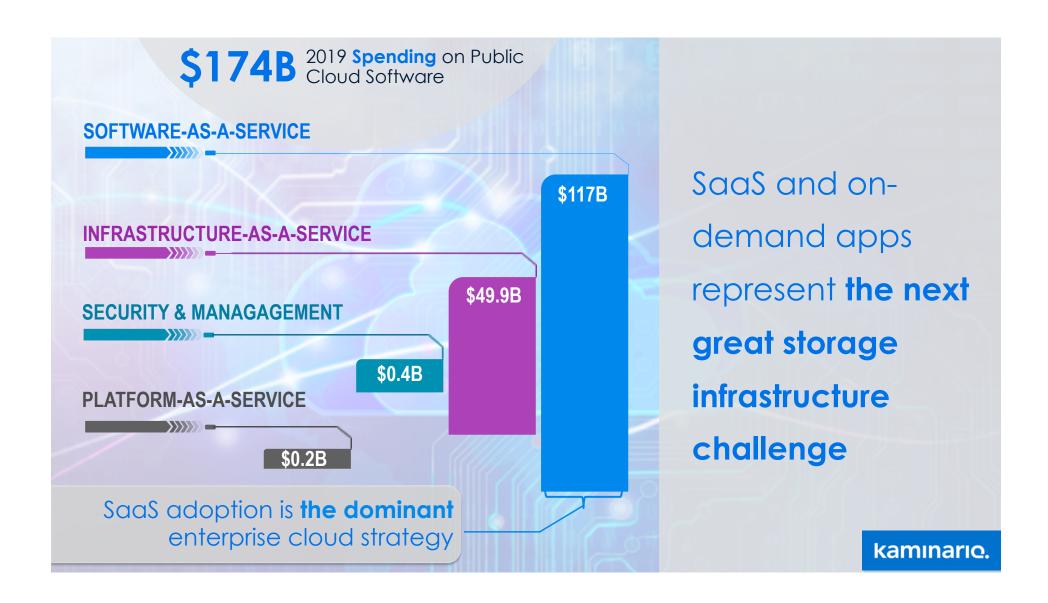








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Spectrum of as-a-service and on-demand use cases



Enterprise Apps-as-a-Service

CRM, ERP, HR, travel & expense, financials, marketing, collaboration, ...

FinTech

Online banking, trading, brokerage, payments, data, analysis...

Hosted Private Cloud

Dedicated private cloud resources hosted by service provider

eCommerce

Online retail portals from pure-play ecommerce or extension of traditional retail

HealthTech

EHR, practice management, claims processing, mobile health

HPC/Big Data

Speech recognition, bioinformatics, genomic research

IT-as-a-Service

On-prem private cloud supporting enterprise applications

IoT

Next gen as-a-service businesses for smart city, smart industry, connected health, smart grid

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Characterizing the as-a-service infrastructure...

Real Time Analytics are cornerstone





Minimum latency is table stakes

Mixed workloads are the norm



Scalability is fundamental



Agility of infrastructures must match agility of apps

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Modern Datacenter Tech Marketing

Focus, Focus, Focus.

- Focus on SaaS/Ondemand
- Manage CAC and LTV
- Account Based Marketing
- Channel-first go-to-market

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