Western Digital

Top Ten Things to Know About Flash

Adam Roberts *Engineering Fellow*

August 10, 2017





SAFE HARBOR | DISCLAIMERS Forward-Looking Statements

This presentation contains forward-looking statements that involve risks and uncertainties, including, but not limited to, statements regarding our addressable market, our product and technology positioning and compute platforms, the anticipated benefits of our new technologies, executing on our integrated strategic plans, realizing our strategic imperatives, including our solid-state drives and storage technologies. Forward-looking statements should not be read as a guarantee of future performance or results, and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved, if at all. Forward-looking statements are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in or suggested by the forward-looking statements.

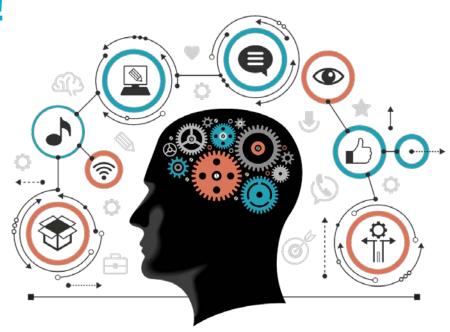
Additional key risks and uncertainties include the impact of continued uncertainty and volatility in global economic conditions; actions by competitors; difficulties associated with go-to-market capabilities; business conditions; growth in our markets; and pricing trends and fluctuations in average selling prices. More information about the other risks and uncertainties that could affect our business are listed in our filings with the Securities and Exchange Commission (the "SEC") and available on the SEC's website at www.sec.gov, including our most recently filed periodic report, to which your attention is directed. We do not undertake any obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise, except as otherwise required by law.

Top 10 Things to Know About Flash

Last year's top ten list is still valid!

Some items on the list have become more common knowledge and will phase out here, with lesser known but equally important pieces of information being shared

Let's quickly review last years list and then jump to newer material..



Top 10 Things to Know About Flash 2016 Summary

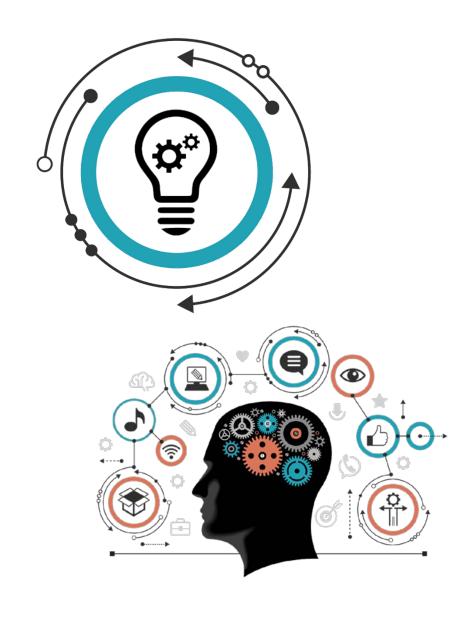
- 1 Cost of acquisition for an SSD solution can be lower than an HDD solution cost
- 2 Great potential for power reduction vs. HDD solution
- Better UBER allows for removing or simplifying RAID
- 4 Growing SSD capacity points allow for denser solutions
- 5 Lower solution cost per GB results from RAID and tiering simplification
- 6 HW consolidation possible with SSDs can reduce SW license cost
- 7 SSDs allow for lower cost options in mid range performance solutions
- 8 Flash endurance isn't an issue for most datacenter solutions
- 9 NVM Express® allows for a standards based approach
- NAND devices being used for reasons other than performance



1

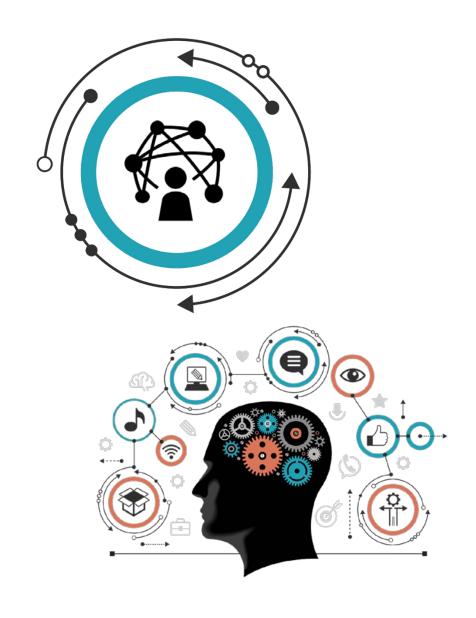
We face continuing challenges to increase HDD performance access density for high-end capacity points for mechanical reasons.

This creates next generation highdensity solution opportunities for flash. *HDDS will continue to have lots of use cases.*



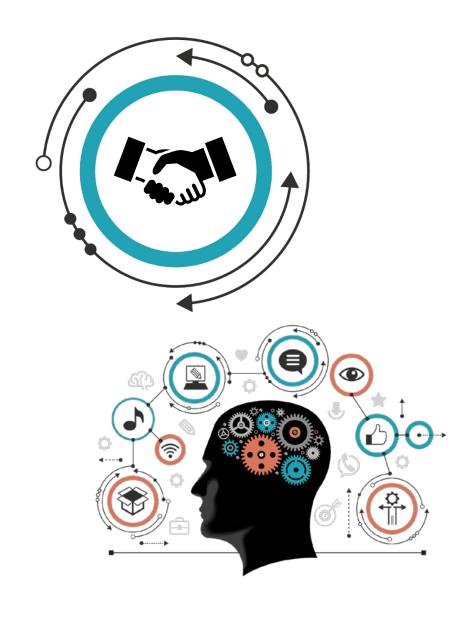
2

New "designed for flash" form factors fill this gap and provide both capacity and performance density improvements, including a more efficient way to build with 1u enclosures (8 drives replace (2) 2.5 inch drives)



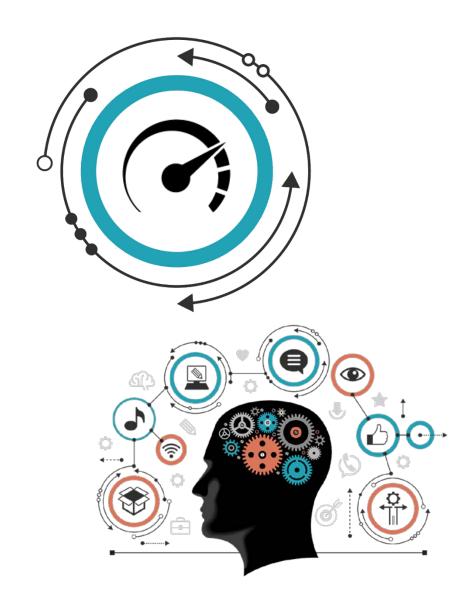
3

Resource pooled solutions allow for simplified server and storage design points. Less complex multi-node "Heavy Iron" systems and more 1u enclosures (leveraging off new small form factors and 2 socket non-multinode HW)



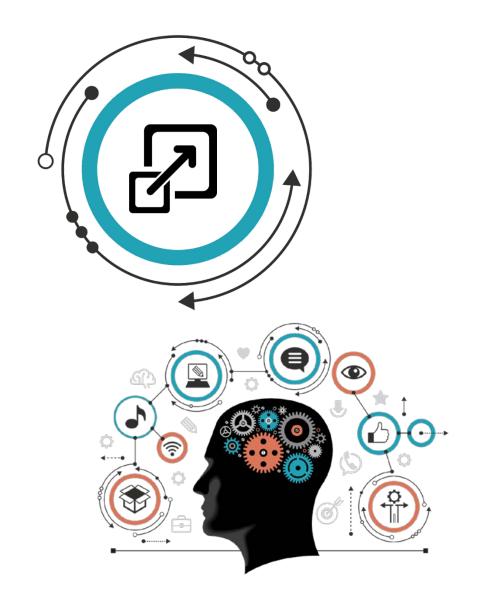
4

Efforts such as Open19 will accelerate the resource pooled design footprint in the industry while still allowing for "in the box" differentiation (resource pooled implementation is best designed for flash use)



5

NVM Express® over fabric allows for this simplified HW to be utilized to build large scale fabric based designs



Western Digital®