



# Inspiring IT Innovation with SSD Solutions

**Rob Crooke**

Vice President

General Manager

NVM Solutions Group





## Technology and SSDs Advancements



## How Solid-State Drives Deliver Business Value



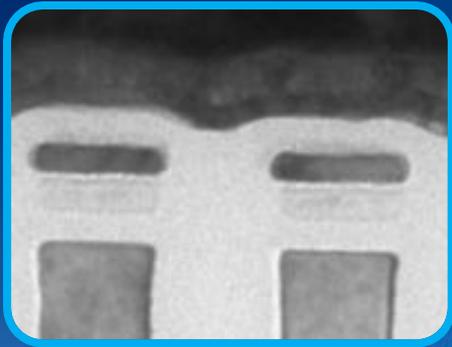
## Solid-State Drives - The Possibilities Ahead

# Solid-State Drives Technology Advancements

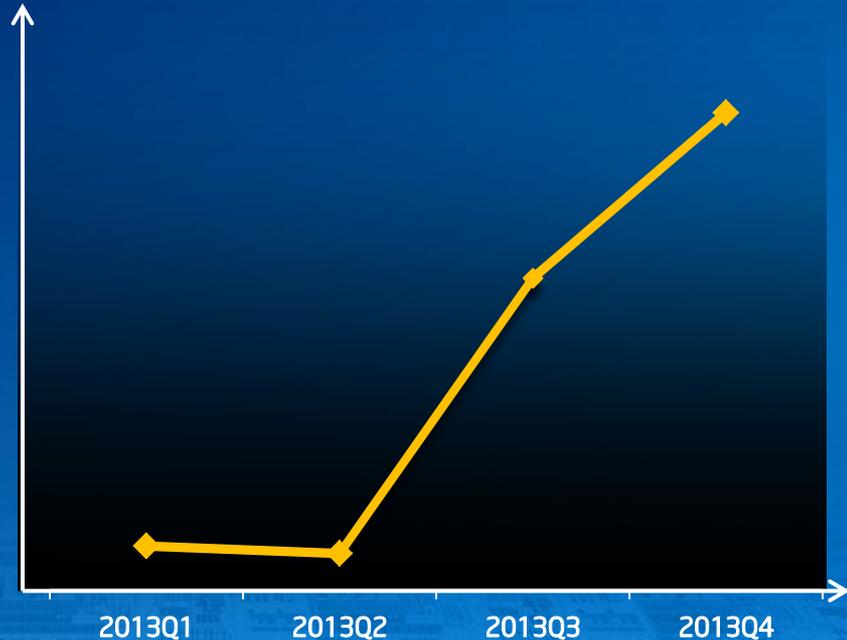


# Rapid Technology Advancements

2012



20nm  
Hi-K Dielectric Metal Gate  
Planar Cell



Planar Cell  
Products ramping quickly

# Client Platform Trends

2008

2013



HDD

SATA

m.2

# Client Platform Trends

2008



2013



# Enterprise Platform Trends

2008

2013



# Enterprise Platform Trends

2008



HDD

SATA

2013



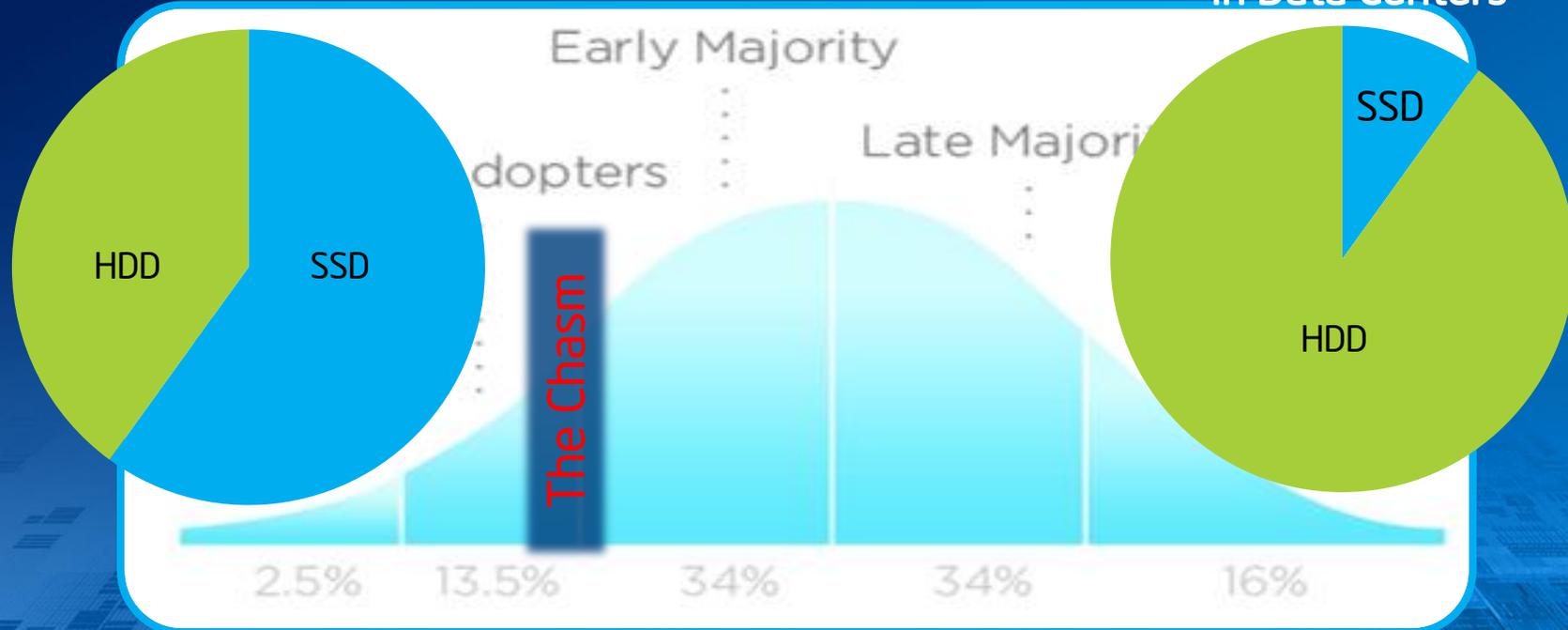
IBM



# Time to Target the Majority

Early Adopters using  
SSDs in Data Centers

Intenders using SSDs  
In Data Centers



# Solid-State Drives Delivering Business Value



# Key IT Challenges

Scaling Performance / TCO

Energy Efficiency

Delivering New Workloads

Securing the Environment

# Business Solution Cloud Virtualization with Intel® SSDs



*Improved performance while saving space, power and cost*



# Cloud Virtualization Solutions



Cloud Solution  
with HDDs<sup>1</sup>

VMs Supported

**500**

Storage Cost (\$)

**~\$145K**

Storage Rackspace (U)

**42**

Storage Power (kW)

**7.5**

Storage Cooling  
Power (kW)

**9.4**



**Server with HDDs**



# Intel® SSDs Accelerate Cloud Virtualization



Cloud Solution  
with HDDs



Cloud Solution  
with Intel® SSDs

VMs Supported

500

500

Storage Cost<sup>1</sup> (\$)

~\$145K

>12X ↓

~\$12K

Storage Rackspace<sup>2</sup> (U)

42

>20X ↓

2

Storage Power (kW)

7.5

>125X ↓

.06

Storage Cooling  
Power (kW)

9.4

>125X ↓

.075

Software and workloads used in performance tests may have been optimized for performance only on Intel microprocessors and SSDs. You should consult other information and performance tests to assist you in fully evaluating your contemplated purchases. New Configuration : Intel® SSD DC S3500 SW SAN Solution (12 x 800G) Internal Intel testing July 2013. Results have been estimated based on internal Intel analysis and are provided for informational purposes only. Any difference in system hardware or software design or configuration may affect actual performance. 1 Capital cost of server and SSDs only divided by number of active users. Additional savings of rack space, power and cooling not included 2. From 42u to 2u rackspace. Performance based on VM latency per equal number of VMs.



# Business Solution Email Server Design with Intel® SSDs

*More Users with Improved User Experience*



# Email Proof of Concept with Intel® SSDs



40 HDDs



16 Intel® SSDs

Active Users<sup>1</sup>

6000

2X ↑

12000

Size<sup>1</sup>

6U

3X ↓

2U

Mail Submission  
Time<sup>1</sup>

600ms

6X ↓

100ms

Total Power +  
Cooling<sup>1</sup>

1.8 kW

4X ↓

0.4 kW

Software and workloads used in performance tests may have been optimized for performance only on Intel microprocessors and SSDs. You should consult other information and performance tests to assist you in fully evaluating your contemplated purchases. Results have been estimated based on internal Intel analysis and are provided for informational purposes only. Any difference in system hardware or software design or configuration may affect actual performance. 1.Configuration information: <http://www.intel.com/content/dam/www/public/us/en/documents/product-briefs/improving-email-application-server-performance-with-intel-solid-state-drives.pdf> (June 2013)



# Business Solution Accelerating Existing Storage with Intel® CAS



Cache  
Acceleration  
Software

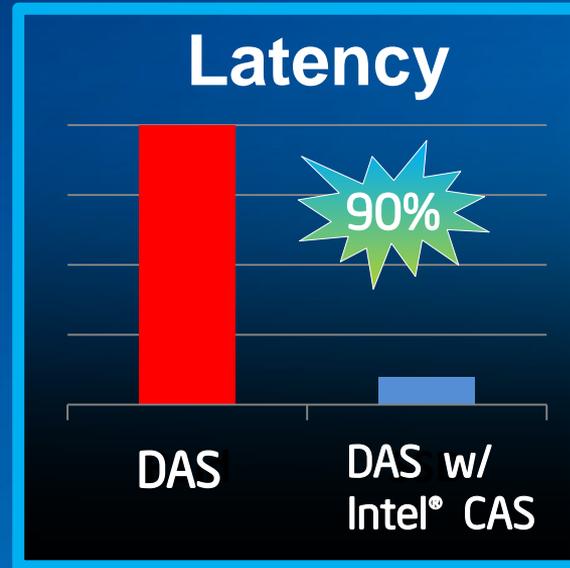
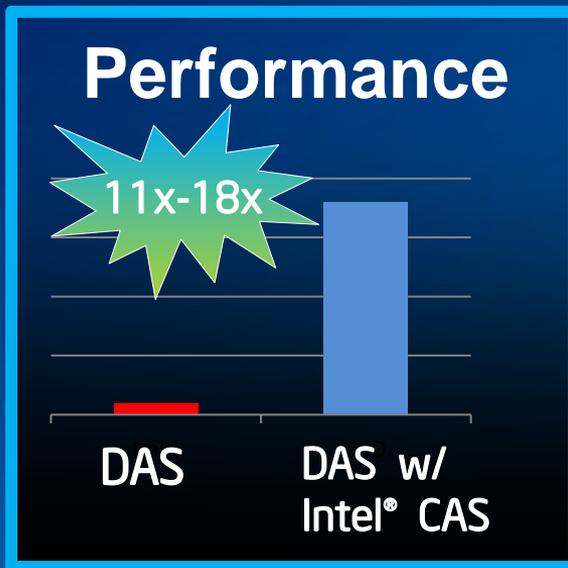


*Maximizing limited hardware and storage resources*



# Accelerating Existing ERP Applications Storage

## Operating System & Applications



“Intel® CAS and Intel® SSDs provides an immediate return on investment while delivering a significant increase on system performance.”  
- Dan Oughton, CTO, IndustryBuilt

Software and workloads used in performance tests may have been optimized for performance only on Intel microprocessors and SSDs. You should consult other information and performance tests to assist you in fully evaluating your contemplated purchases. Results have been estimated based on internal Intel analysis and are provided for informational purposes only. Any difference in system hardware or software design or configuration may affect actual performance. 1.Configuration information: <http://www.intel.com/content/dam/www/public/us/en/documents/case-studies/cas-ssd-industrybuilt-study.pdf> (June 2013)

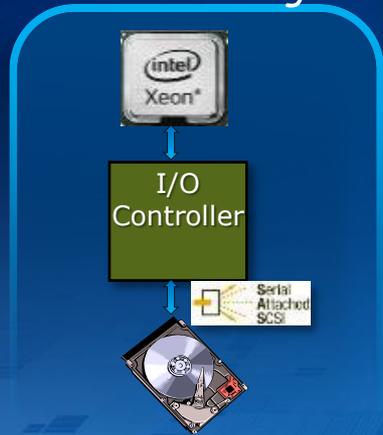


# Solid-State Drives The Possibilities Ahead

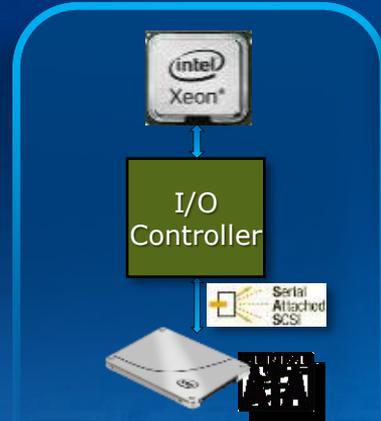


# Storage Moves Closer to the Processor

*Yesterday*



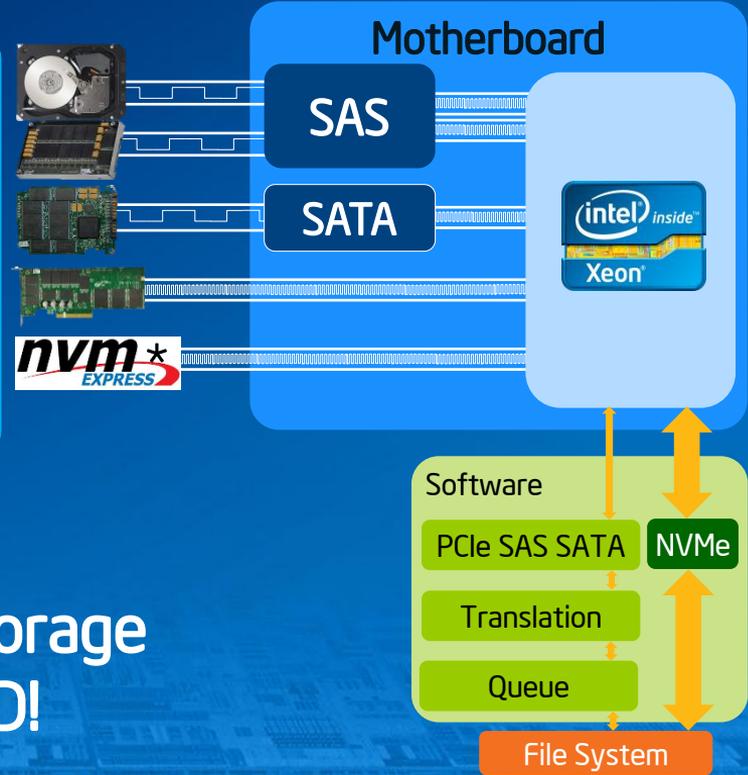
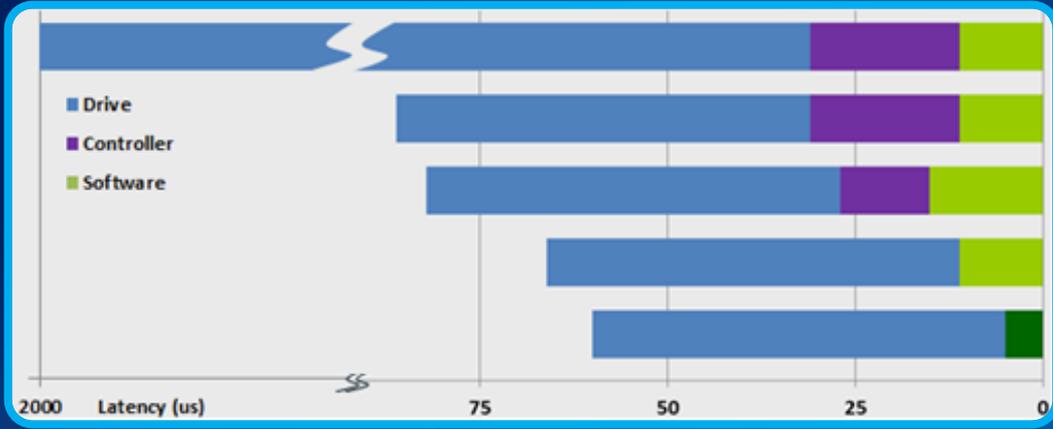
*Today*



*Tomorrow*



# Storage Performance Transition



NVMe is the largest percentage storage latency reduction since the SSD!

# Potential for Adoption Rates

Adoption Rate



Thank You



# Risk Factors

The above statements and any others in this document that refer to plans and expectations for the fourth quarter, the year and the future are forward-looking statements that involve a number of risks and uncertainties. Words such as “anticipates,” “expects,” “intends,” “plans,” “believes,” “seeks,” “estimates,” “may,” “will,” “should” and their variations identify forward-looking statements. Statements that refer to or are based on projections, uncertain events or assumptions also identify forward-looking statements. Many factors could affect Intel’s actual results, and variances from Intel’s current expectations regarding such factors could cause actual results to differ materially from those expressed in these forward-looking statements. Intel presently considers the following to be the important factors that could cause actual results to differ materially from the company’s expectations. Demand could be different from Intel’s expectations due to factors including changes in business and economic conditions, including supply constraints and other disruptions affecting customers; customer acceptance of Intel’s and competitors’ products; changes in customer order patterns including order cancellations; and changes in the level of inventory at customers. Uncertainty in global economic and financial conditions poses a risk that consumers and businesses may defer purchases in response to negative financial events, which could negatively affect product demand and other related matters. Intel operates in intensely competitive industries that are characterized by a high percentage of costs that are fixed or difficult to reduce in the short term and product demand that is highly variable and difficult to forecast. Revenue and the gross margin percentage are affected by the timing of Intel product introductions and the demand for and market acceptance of Intel’s products; actions taken by Intel’s competitors, including product offerings and introductions, marketing programs and pricing pressures and Intel’s response to such actions; and Intel’s ability to respond quickly to technological developments and to incorporate new features into its products. The gross margin percentage could vary significantly from expectations based on capacity utilization; variations in inventory valuation, including variations related to the timing of qualifying products for sale; changes in revenue levels; segment product mix; the timing and execution of the manufacturing ramp and associated costs; start-up costs; excess or obsolete inventory; changes in unit costs; defects or disruptions in the supply of materials or resources; product manufacturing quality/yields; and impairments of long-lived assets, including manufacturing, assembly/test and intangible assets. Intel’s results could be affected by adverse economic, social, political and physical/infrastructure conditions in countries where Intel, its customers or its suppliers operate, including military conflict and other security risks, natural disasters, infrastructure disruptions, health concerns and fluctuations in currency exchange rates. Expenses, particularly certain marketing and compensation expenses, as well as restructuring and asset impairment charges, vary depending on the level of demand for Intel’s products and the level of revenue and profits. Intel’s results could be affected by the timing of closing of acquisitions and divestitures. Intel’s results could be affected by adverse effects associated with product defects and errata (deviations from published specifications), and by litigation or regulatory matters involving intellectual property, stockholder, consumer, antitrust, disclosure and other issues, such as the litigation and regulatory matters described in Intel’s SEC reports. An unfavorable ruling could include monetary damages or an injunction prohibiting Intel from manufacturing or selling one or more products, precluding particular business practices, impacting Intel’s ability to design its products, or requiring other remedies such as compulsory licensing of intellectual property. A detailed discussion of these and other factors that could affect Intel’s results is included in Intel’s SEC filings, including the company’s most recent Form 10-Q, Form 10-K and earnings release.



# Legal Notices and Disclaimers

INFORMATION IN THIS DOCUMENT IS PROVIDED IN CONNECTION WITH INTEL PRODUCTS. NO LICENSE, EXPRESS OR IMPLIED, BY ESTOPPEL OR OTHERWISE, TO ANY INTELLECTUAL PROPERTY RIGHTS IS GRANTED BY THIS DOCUMENT. EXCEPT AS PROVIDED IN INTEL'S TERMS AND CONDITIONS OF SALE FOR SUCH PRODUCTS, INTEL ASSUMES NO LIABILITY WHATSOEVER AND INTEL DISCLAIMS ANY EXPRESS OR IMPLIED WARRANTY, RELATING TO SALE AND/OR USE OF INTEL PRODUCTS INCLUDING LIABILITY OR WARRANTIES RELATING TO FITNESS FOR A PARTICULAR PURPOSE, MERCHANTABILITY, OR INFRINGEMENT OF ANY PATENT, COPYRIGHT OR OTHER INTELLECTUAL PROPERTY RIGHT.

A "Mission Critical Application" is any application in which failure of the Intel Product could result, directly or indirectly, in personal injury or death. SHOULD YOU PURCHASE OR USE INTEL'S PRODUCTS FOR ANY SUCH MISSION CRITICAL APPLICATION, YOU SHALL INDEMNIFY AND HOLD INTEL AND ITS SUBSIDIARIES, SUBCONTRACTORS AND AFFILIATES, AND THE DIRECTORS, OFFICERS, AND EMPLOYEES OF EACH, HARMLESS AGAINST ALL CLAIMS COSTS, DAMAGES, AND EXPENSES AND REASONABLE ATTORNEYS' FEES ARISING OUT OF, DIRECTLY OR INDIRECTLY, ANY CLAIM OF PRODUCT LIABILITY, PERSONAL INJURY, OR DEATH ARISING IN ANY WAY OUT OF SUCH MISSION CRITICAL APPLICATION, WHETHER OR NOT INTEL OR ITS SUBCONTRACTOR WAS NEGLIGENT IN THE DESIGN, MANUFACTURE, OR WARNING OF THE INTEL PRODUCT OR ANY OF ITS PARTS.

Intel may make changes to specifications and product descriptions at any time, without notice. Designers must not rely on the absence or characteristics of any features or instructions marked "reserved" or "undefined". Intel reserves these for future definition and shall have no responsibility whatsoever for conflicts or incompatibilities arising from future changes to them. The information here is subject to change without notice. Do not finalize a design with this information.

The products described in this document may contain design defects or errors known as errata which may cause the product to deviate from published specifications. Current characterized errata are available on request.

Contact your local Intel sales office or your distributor to obtain the latest specifications and before placing your product order.

Copies of documents which have an order number and are referenced in this document, or other Intel literature, may be obtained by calling 1-800-548-4725, or go to:

<http://www.intel.com/design/literature.htm%20>

This document contains information on products in the design phase of development.

Software and workloads used in performance tests may have been optimized for performance only on Intel microprocessors. Performance tests, such as SYSmark and MobileMark, are measured using specific computer systems, components, software, operations and functions. Any change to any of those factors may cause the results to vary. You should consult other information and performance tests to assist you in fully evaluating your contemplated purchases, including the performance of that product when combined with other products.

Results have been estimated based on internal Intel analysis and are provided for informational purposes only. Any difference in system hardware or software design or configuration may affect actual performance.

Results have been simulated and are provided for informational purposes only. Results were derived using simulations run on an architecture simulator or model. Any difference in system hardware or software design or configuration may affect actual performance.

Intel does not control or audit the design or implementation of third party benchmark data or Web sites referenced in this document. Intel encourages all of its customers to visit the referenced Web sites or others where similar performance benchmark data are reported and confirm whether the referenced benchmark data are accurate and reflect performance of systems available for purchase.

\*Other names and brands may be claimed as the property of others.

Ultrabook™ products are offered in multiple models. Some models may not be available in your market. Consult your Ultrabook™ manufacturer. For more information and details, visit

<http://www.intel.com/ultrabook>



