

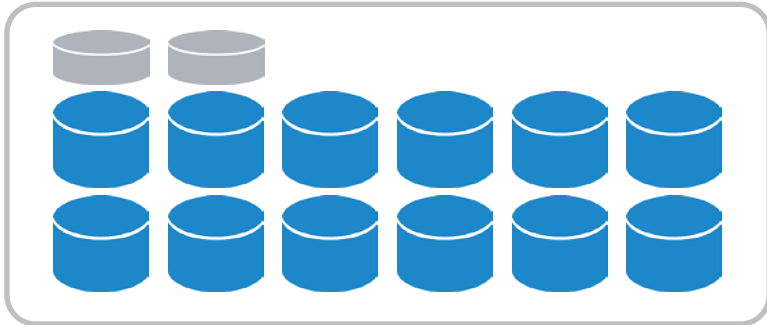


Building Low-Latency SANs with Large-Scale Flash Deployments

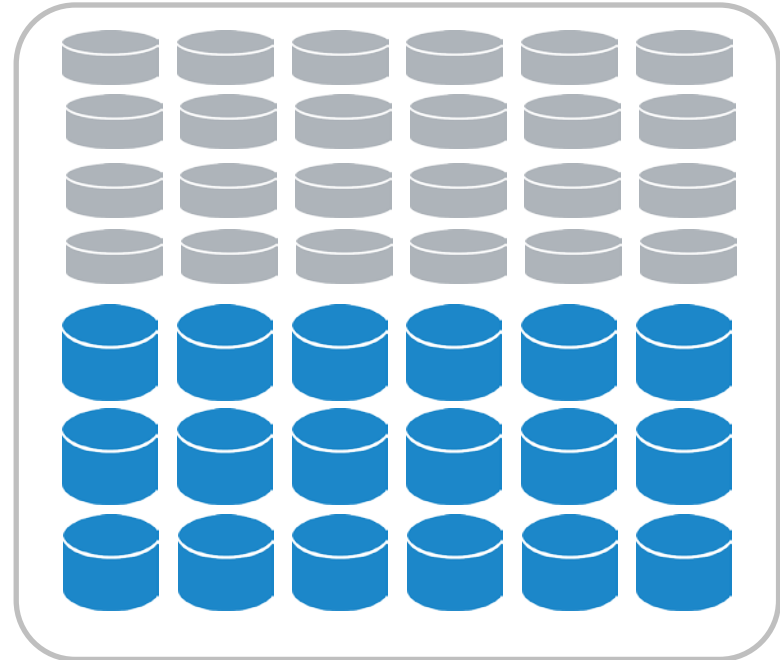
John Shirley
Sr Product Strategist
Dell Storage

Evolution of Flash deployments in SANs

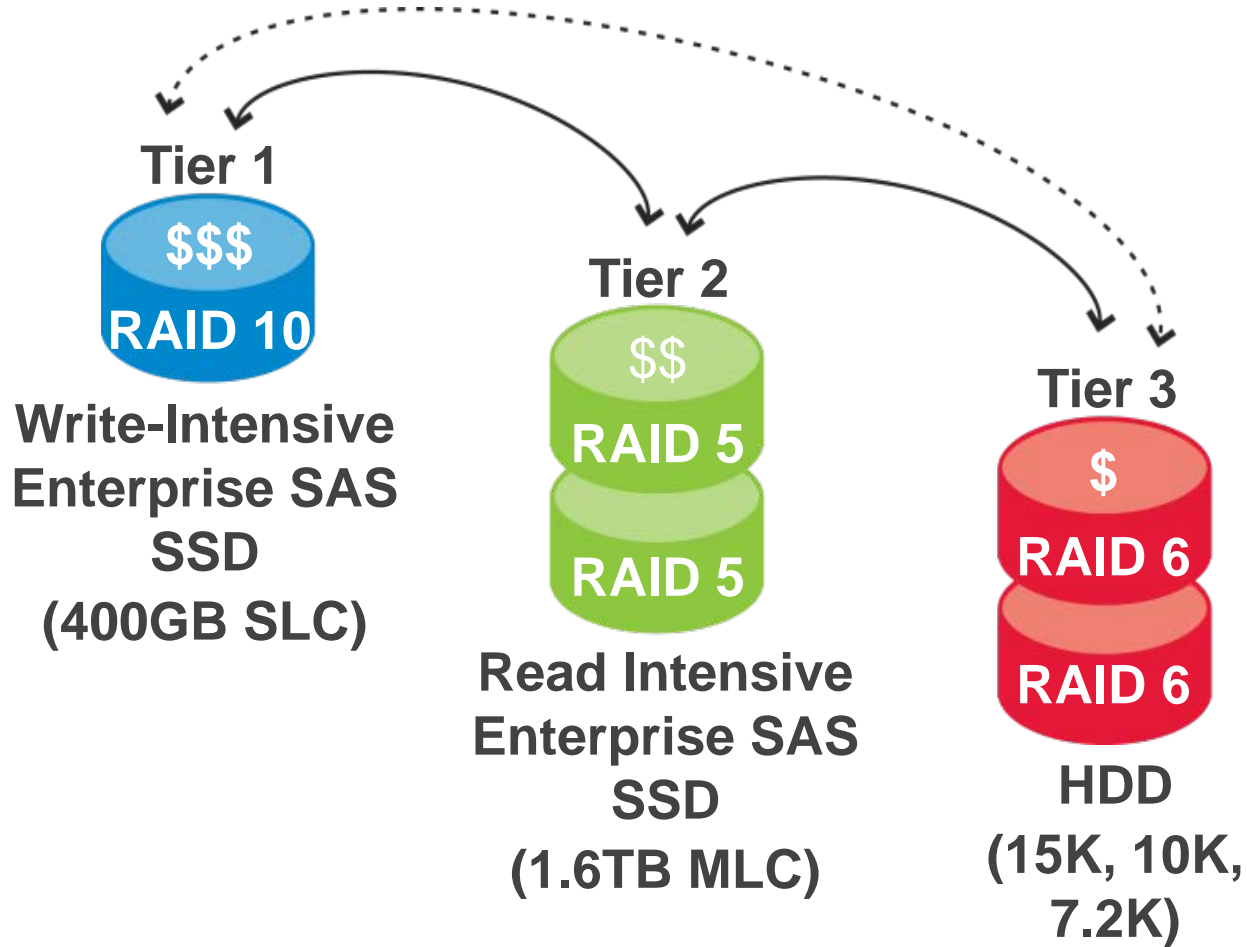
Flash as a Cache



Flash as a Tier

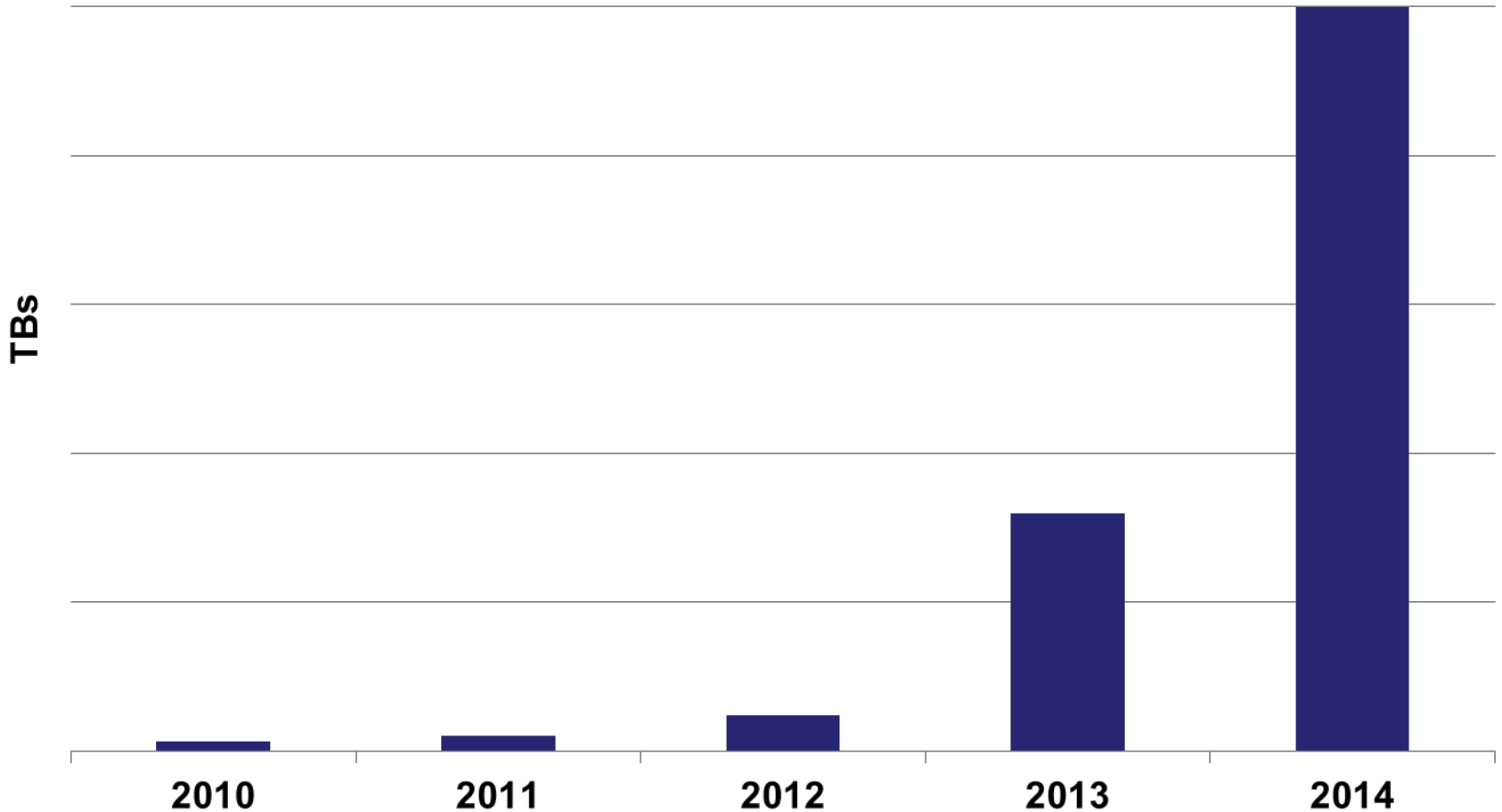


SSD Tiering

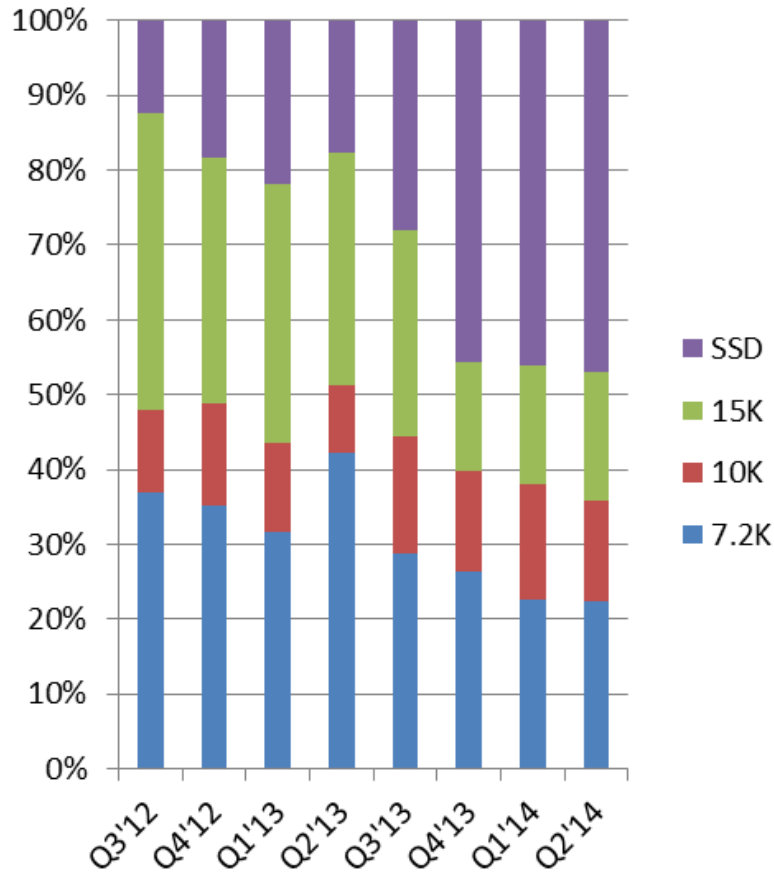


Flash Capacity Growth in SANs

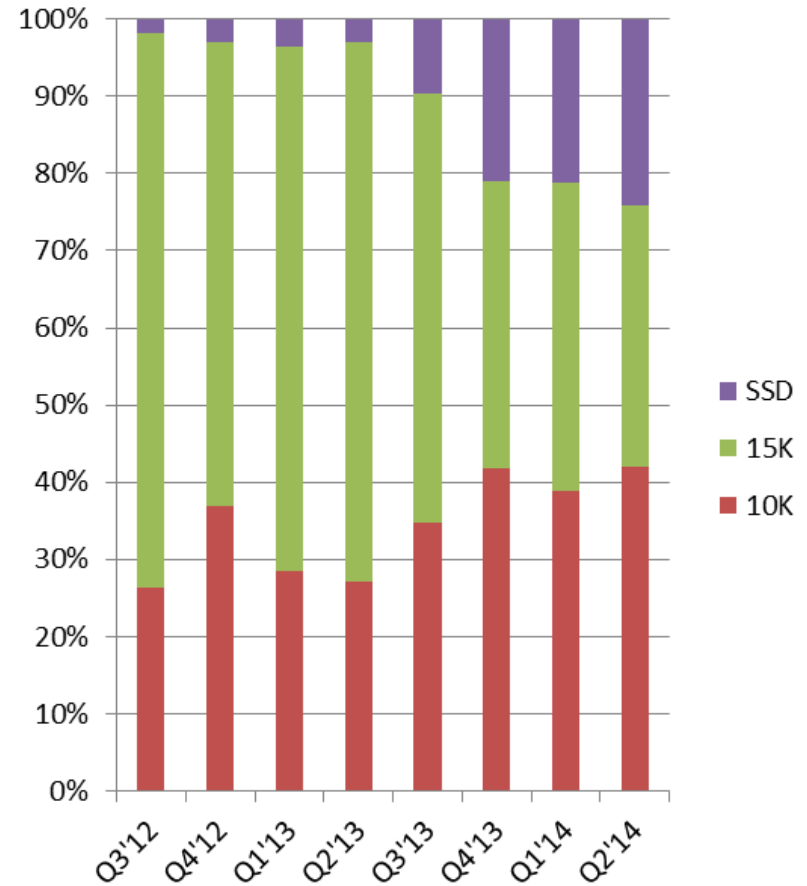
Average Flash Capacity Shipped per Array



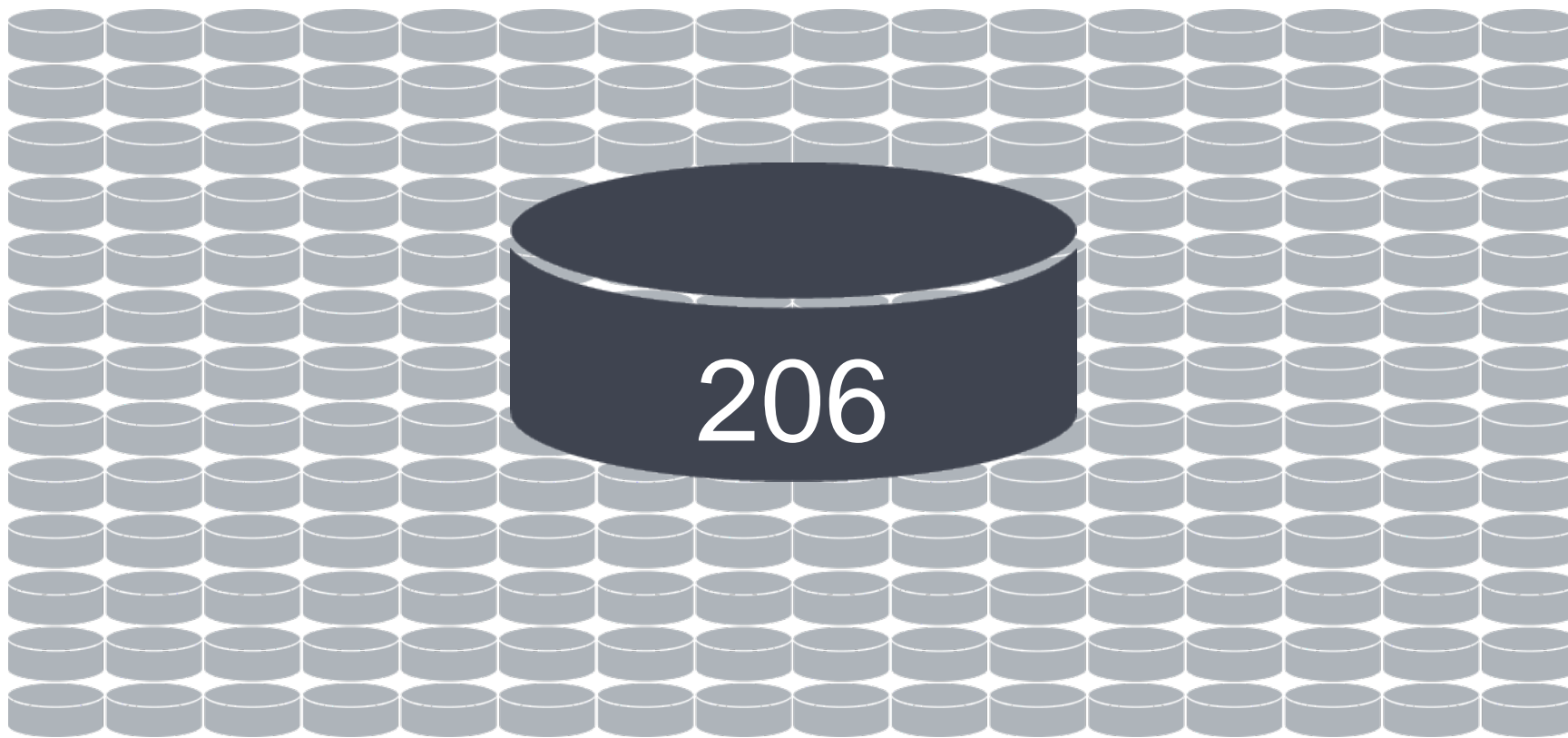
Revenue By Drive Type



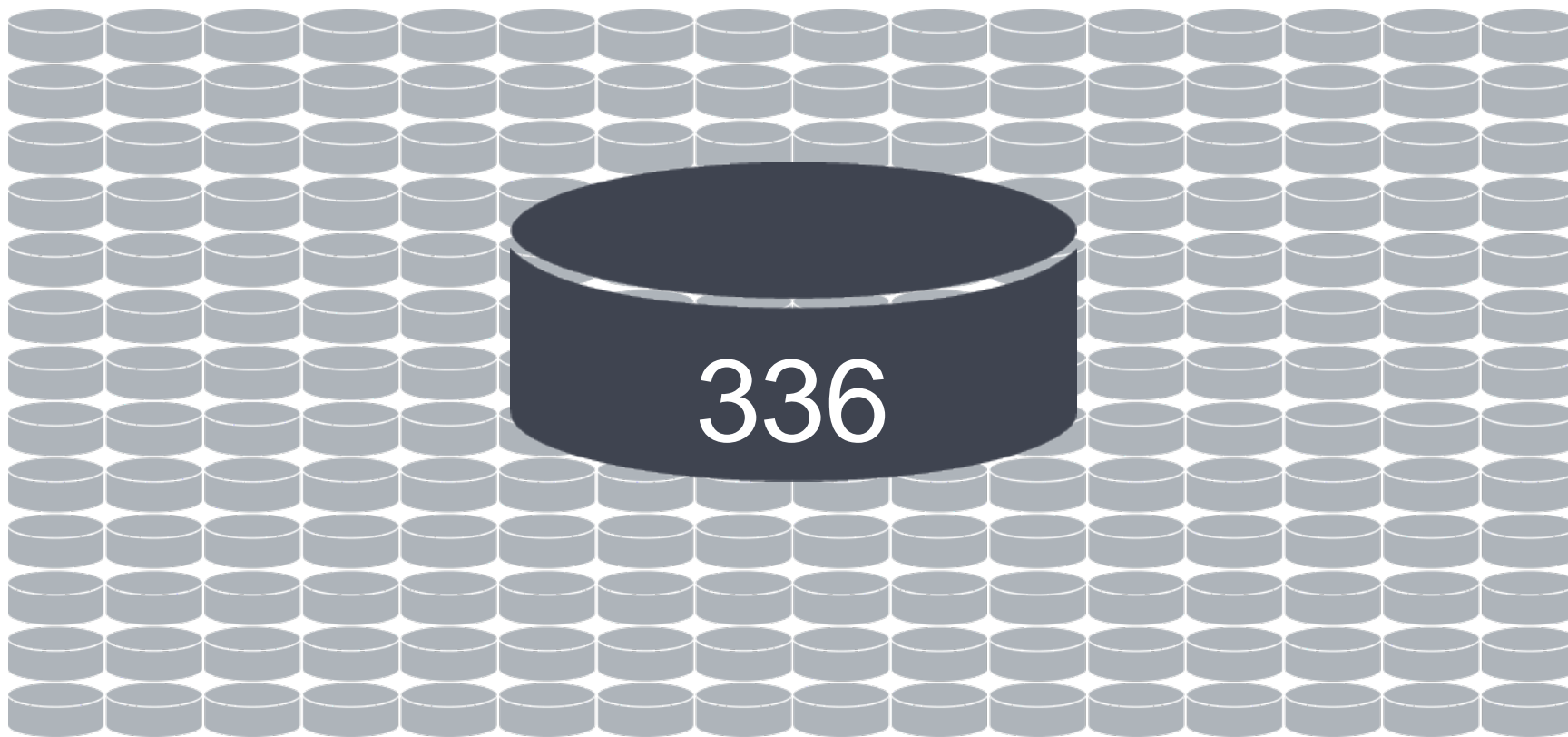
Capacity By Drive Type



2013



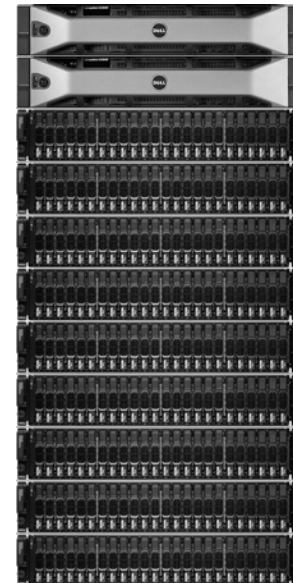
2014



Customer Flash Deployment

- Dell M1000e Chassis
 - M620 Blade Servers

- Compellent Storage Arrays
 - 168x SLC SSDs 400GB
 - 168x MLC SSDs 1.6TB
 - 100x 7.2K HDDs 1TB





Application

- Domino Application; Windows 2008; Wmware
- Multiple levels of service offerings for customers
- Company was purchased and sales exploded
- Threw Hardware at the solution
- Now the fastest and more stable product in the datacenter