



Beyond the Features: Flash Storage Best Practices

Eric Herzog, CMO, SVP Alliances

Flash: Revolutionizing Data Center Economics

Status Quo

Violin All-Flash

Storage



Over-Provisioned

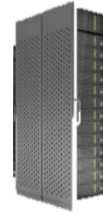


Up to 90% Reduction in Storage Costs

Servers



Under Utilized



Up to 80% Reduction in Cores/Servers

Apps



Licensed By Core



Up to 70% Reduction in Software Licensing

Data Center



Limited Real Estate



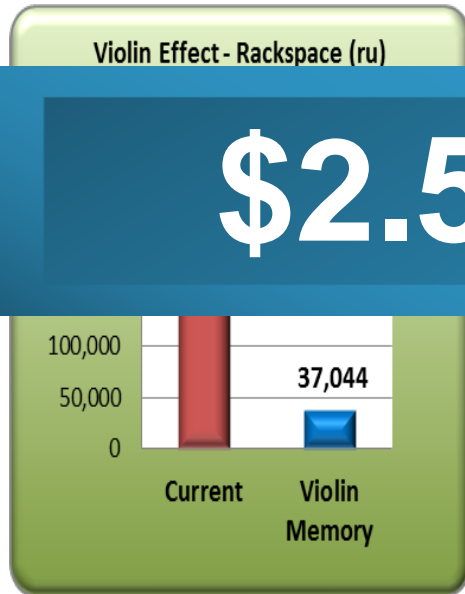
Up to 90% Reduction in Power/Space/Cooling



Global Fortune 500 Company

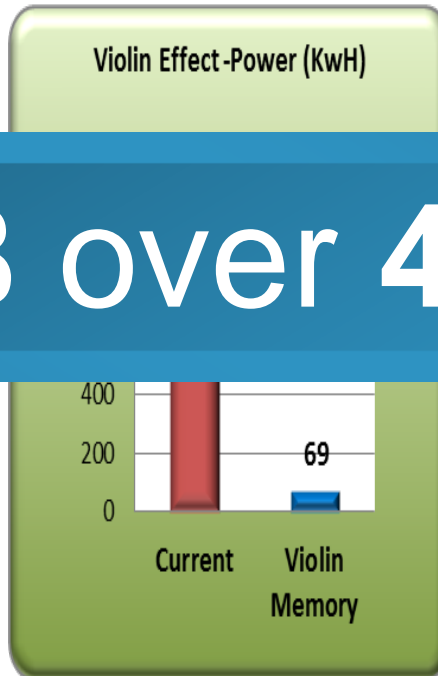
Total Annual Savings

Space Savings



85% Reduction

Power Savings



93% Reduction



71% Reduction

\$2.5B over 4 years



Violin Memory: Revolutionizing Data Center Economics



Delivered a latency of 120 microseconds 8 milliseconds with legacy storage.



"Batch reports that took five hours now run in 90 minutes."



"We increased the query capacity of our eDiscovery system by 6x"



Over \$1.2 million savings in OPEX/CAPEX.



*Video streaming application runs **10X** faster on Violin flash storage.*



*ERP system is running **4X** faster on the Violin platform.*



"With Violin technology the data is ready, waiting for us whenever we need it"

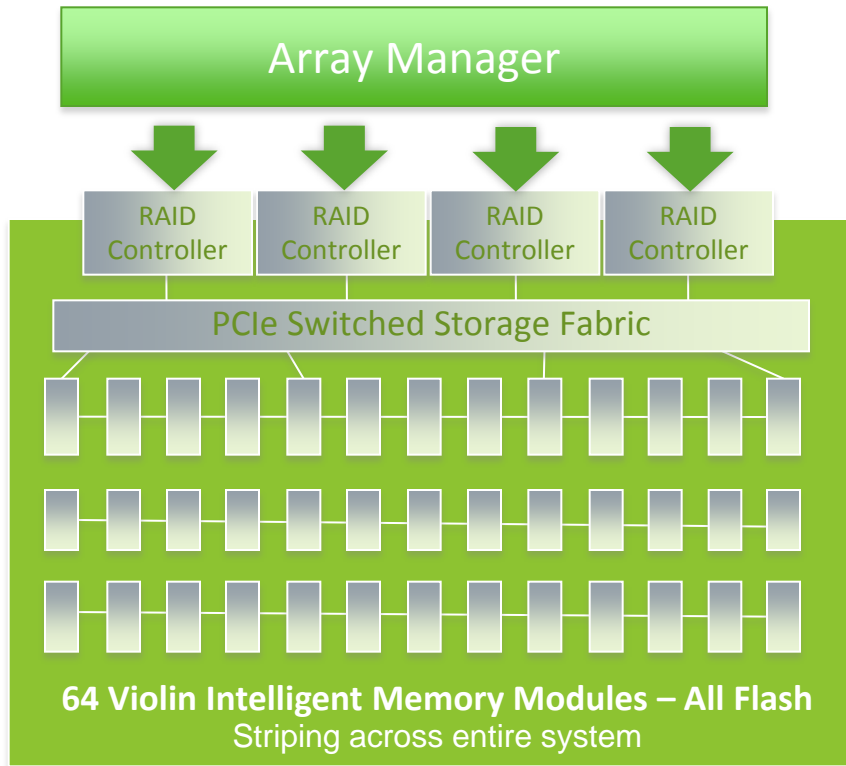


"Achieving up to 800% improvement in VM creation time."



*Nightly reports reduced by over **7X**, down to **50 minutes** from 6 hours.*

Flash Fabric Architecture™



***Built for Concurrent
Mixed & Multiple Workloads***

Performance

- Over 500K sustained IOPS at sub .5ms latency with mixed, heavy workloads using MLC Flash
- Automatic Quality of Service

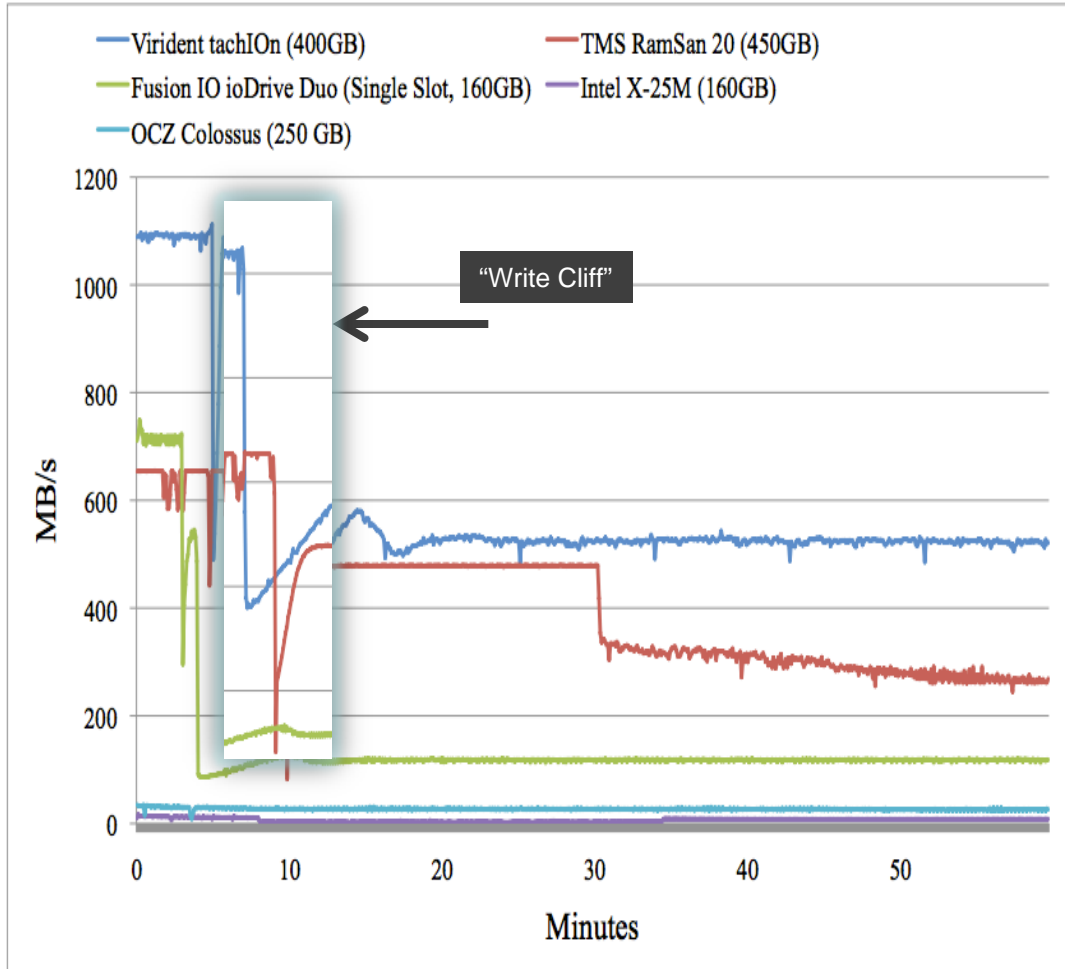
Density

- 70TB raw in 3RUs and low power (500W/RU)

Resiliency

- Automated, transparent GBC in the background without application performance impact
- Designed for long flash life with array-wide flash management, wear leveling and vRAID

Write Cliff Affects All Flash Solutions To Some Degree

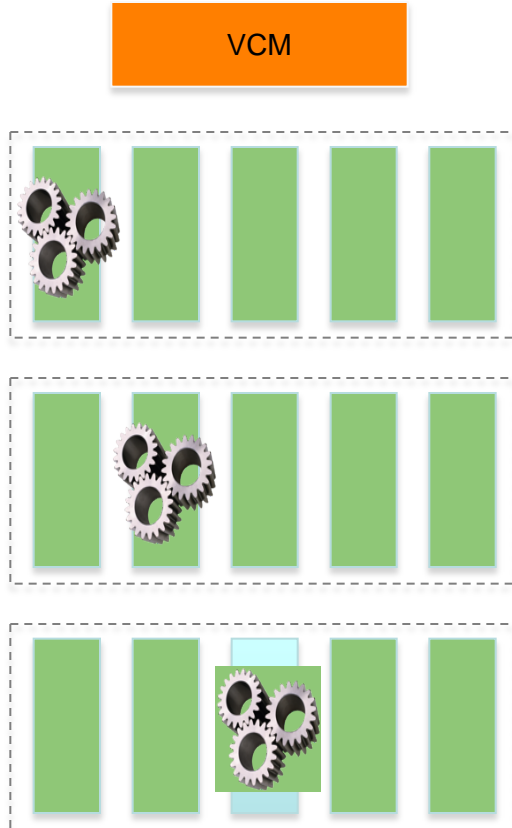


- New Write operations get queued behind Erase operations
- Up to 60% performance drop
- Real issue is that Erase operations also get in the way of Read operations
- Mitigating or eliminating the Write Cliff requires special flash management logic

Transient Random Write Bandwidth Degradation



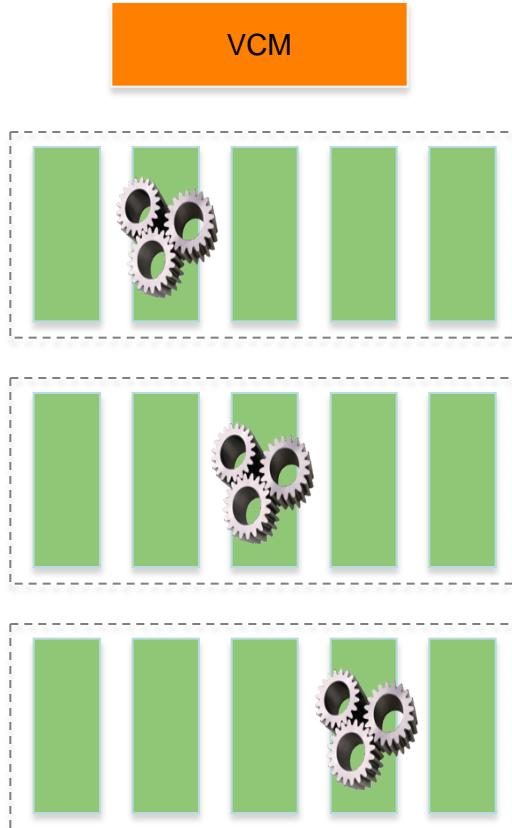
Patented Algorithms Deliver Spike-Free Low Latency



- Background garbage collection ensures free pages for all incoming writes
- Garbage collection implemented in hardware within each VIMM for line rate performance
- Garbage collection tightly scheduled & orchestrated at the system level to not affect system performance
- Garbage collection allowed one VIMM per Protection Group at a time

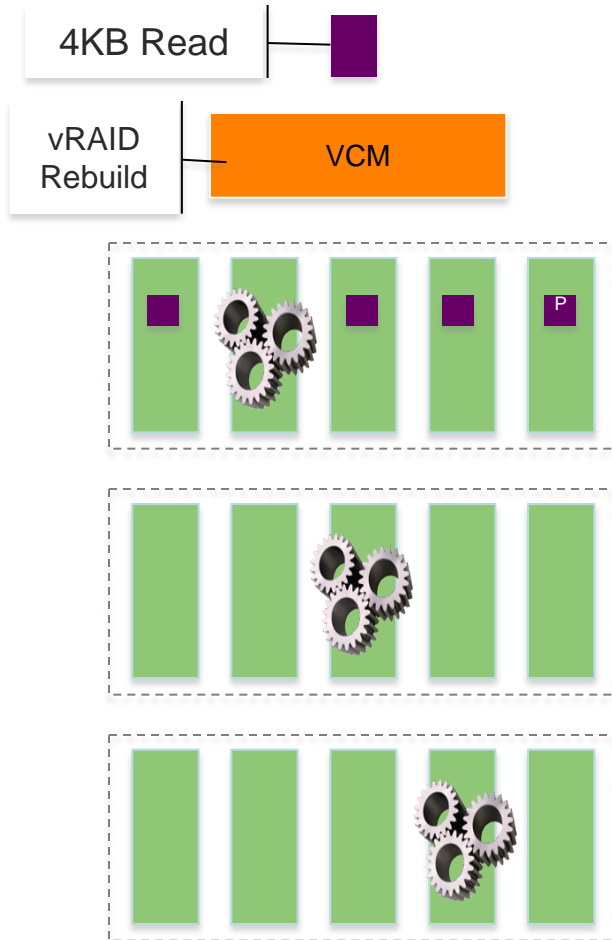


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vRaid Erase Hiding in Action



- Reads never blocked by garbage collection (vRAID rebuild on remaining 4 VIMMs)
- System level orchestration enables sustained low latency for mixed workloads



Comprehensive Data Services Software



“Forward-thinking CIOs use flash to lower their costs, but there are still many who hesitate to try the technology. Many argue that they can't afford the huge gap between flash and HDD price per gigabyte, but they lose sight of the fact that the system's capital and operating costs both dramatically drop once flash is applied.”

Jim Handy, Director Objective Analysis

Data Protection

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Thank you