

## Nominee: SolidFire

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### Nomination title: SolidFire offers more for less with SF9605

The SF9605, is SolidFire's latest addition to its SF Series all-flash array product line. This new node continues SolidFire's track record of driving down the cost of all-flash arrays by providing the highest density and lowest cost in the SolidFire portfolio.

The SF9605 delivers 34.5TB effective capacity and 50,000 predictable IOPS, as well as the full SolidFire feature set. This includes guaranteed Quality of Service (QoS), in-line data reduction, and complete system automation, all in a format that meets the needs of customers where scale out capacity is a primary requirement.

This solution is purpose-built for enterprises that require scale-out capacity and predictable performance to meet business demands. It balances capacity, cost and performance better than any previous all-flash array, which is crucial to meet the most challenging use cases at scale. With the scale-out infrastructure, SF9605 gives enterprises the freedom to incrementally increase both performance and capacity - independently of each other - as they grow their business, safeguarding against any data loss, migration downtime or impact to performance. This is simply not possible with a more common scale-up model in which capacity and performance are codependent. SolidFire's all-flash architecture is the only solution with volume-level Quality-of-Service (QoS) control that delivers enterprises predictable, guaranteed performance by setting minimum, maximum and burst IOPS levels. This means customers can sleep more easily knowing they can deliver exact levels of performance and bandwidth to thousands of applications independent of capacity

For SolidFire customers, the idea of repurchasing, re-configuring and/or upgrading storage infrastructure and controllers every three years is an antiquated concept. SolidFire customers expect their storage infrastructure to have the ability to keep pace not only with their changing business, but with changing flash technology as well as providing long-term investment protection. The idea of installing a rigid storage system only to watch it age and become obsolete faster than you expect is not something we, or our customers believe in. This is why our nodes work like building blocks, so you can easily add them on when you actually need capacity not 'just in case'.

SolidFire's customers have realised a number of concrete business benefits. This has been proven through a recent hands-on lab testing done by Enterprise Strategy Group (ESG) Labs. After evaluating more than a dozen emerging flash-based storage solutions, the group concluded that

**“If your organisation is frustrated with the limitations of traditional storage for scale-out workloads and you’re striving to deliver IT-as-a-Service from a next-generation data centre, ESG Labs strongly recommends that you consider SolidFire for the enterprise.”**

**Some of the specific measurable business benefits ESG Labs determined SolidFire:**

- **Eliminated 93 percent of the issues associated with traditional storage**
- **Lowered operating expenses through automation by 67 percent**
- **Reduced time at risk in deployment by 97 percent**
- **Minimised administrative time by up to 67 percent**
- **Increased response time 28x**

**SolidFire is built on the philosophy that storage should not be the boat anchor holding back enterprise-wide cloud deployment, but rather an enabler that accelerates the delivery of IT and brings real value to the business.**

**SolidFire gets cloud computing better than any storage company - whether customers are building public, hybrid or private clouds. Unlike any other company, SolidFire is purpose-built for the Next Generation Data Centre and is advancing the way the world uses the cloud by transforming global service provider and enterprise data centres from siloed to shared, scale-out, all-flash storage infrastructures that guarantee performance and are completely automated, enabling its customers to take their infrastructure where it’s never been before - accelerating the delivery of IT and value to the business.**

**What sets SolidFire apart is its software-based approach to storage and its ability to provide the most complete range of enterprise-class features:**

- **Scale-out: While many storage vendors deliver a scale-up model, SolidFire systems leverage a unique scale-out storage architecture. This enables its customers to achieve linear scalability of both capacity and performance, purchasing what they need now and growing their data centre over time as business demands dictate, without downtime or performance impact.**
- **Guaranteed performance: SolidFire’s all-flash architecture is the only solution with volume-level Quality-of-Service (QoS) control that makes guaranteed storage performance a reality. This allows SolidFire customers to allocate and manage all-flash storage performance**

independent of capacity. As a result, its customers can deliver exact levels of performance and bandwidth to thousands of applications within a shared infrastructure.

- **Automated management:** Users can easily manage and automate their entire storage infrastructure, including storage provisioning, management, monitoring and reporting. SolidFire storage management integrates with OpenStack, CloudStack, Flexiant, OnApp and VMware orchestration layers, enabling native performance management. This level of automation results in substantial capital and operating cost savings relative to traditional disk and basic all-flash storage systems.
- **Data assurance:** SolidFire offers superior data and performance availability with a shared-nothing architecture that delivers fault tolerance superior to traditional disk and all-flash array systems. SolidFire truly has no single point of failure and completely eliminates common failure scenarios where loss of availability or data may occur. Within a SolidFire system, recovering from failures takes only minutes - versus hours or days for RAID-based storage systems - and is fully automatic.
- **Global efficiencies:** SolidFire's scale-out architecture natively supports in-line data reduction without impacting performance. While other storage architectures lack data reduction entirely or require it be turned off for maximum performance, SolidFire's always-on deduplication, compression and thin provisioning are built into the core architecture - providing full capacity utilisation with none of the performance tradeoffs.

### Why nominee should win

- SolidFire is the clear leader in all-flash arrays for Next Generation Data Centers with highly differentiated capabilities, including simple shared-nothing scale-out design, guaranteed Quality of Service (QoS), self-healing high availability, and complete automation.
- SolidFire received the highest score for overall use case in Gartner's 2015 Critical Capabilities for Solid-State Arrays for the second consecutive year and was again recognised as a Visionary in Gartner's 2015 Magic Quadrant for Solid-State Arrays.
- We combine our unique architecture with delivery via a wide range of consumption models, including Appliances, Converged Infrastructure, As-A-Service, and Software-only.