



Preparing Your Enterprise For An Era Of Big Data

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Instrumented



Interconnected



Intelligent





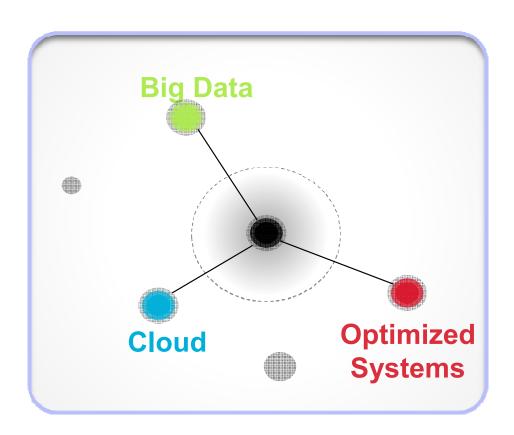


The World's Digital Data Starts Here - 1956





We Are Entering The Next Era of Computing



Smarter Computing

The Era of Insight for Discovery

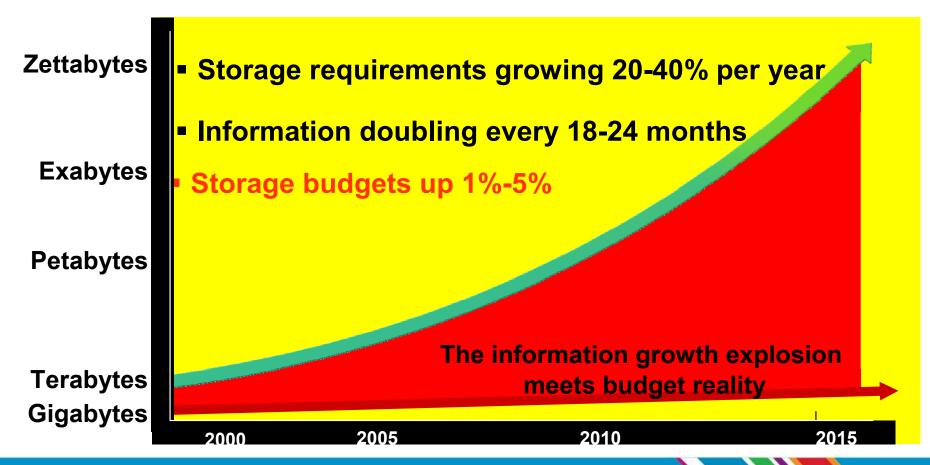
- Created by the integration of Big data in Optimized systems, managed as a Cloud
- Applied to deliver new insights and drive innovation
- Twice the capacity for service on a flat budget







Something You Will Have Seen Before

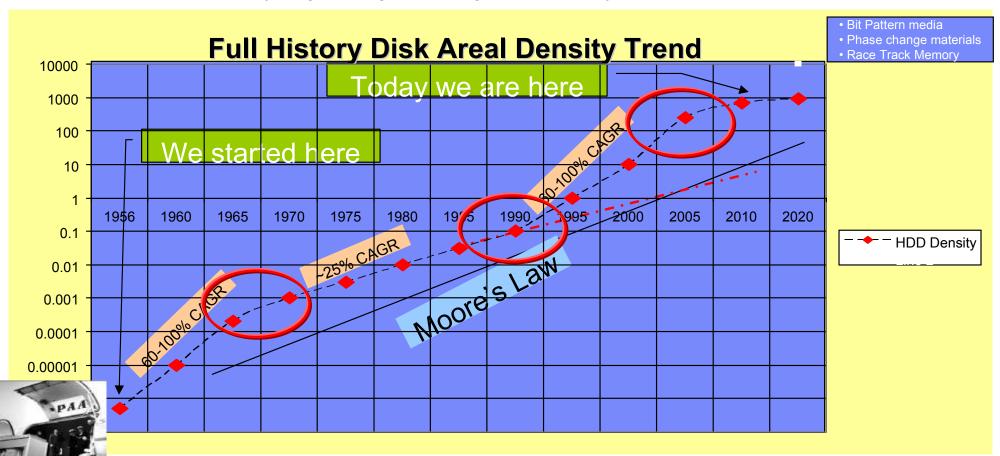






Something You May Not Have Seen Before

"It's not how fast you go along the straights, It's how you handle the curves"







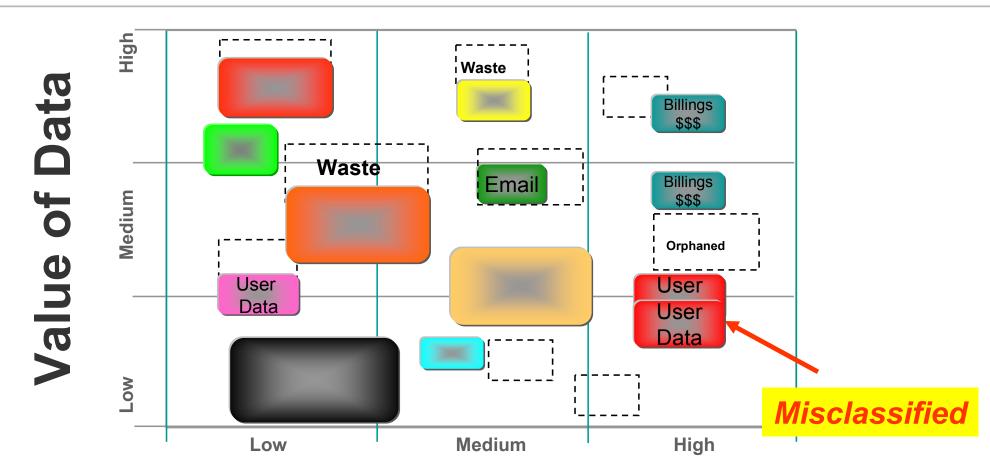
Trends in Disk Design vs Big Data

- Mix drive types in Enterprise (Big Data has Variety)
- Slow DOWN to get Capacity UP (Big Data has Volume)
- But...Speed UP to keep up access data (Big Data has Velocity)
 - Stroke Drives (waste) OR Solid State Devices (cost)
- And keep it incorruptible (Big Data has to have Veracity)
 - Use RAID (waste) and keep it forever! (waste never stops!)
- Plus: Get Bigger to Save money
 - Power, Cooling, Real Estate
 -and just to keep up with data growth





A Typical Storage Estate

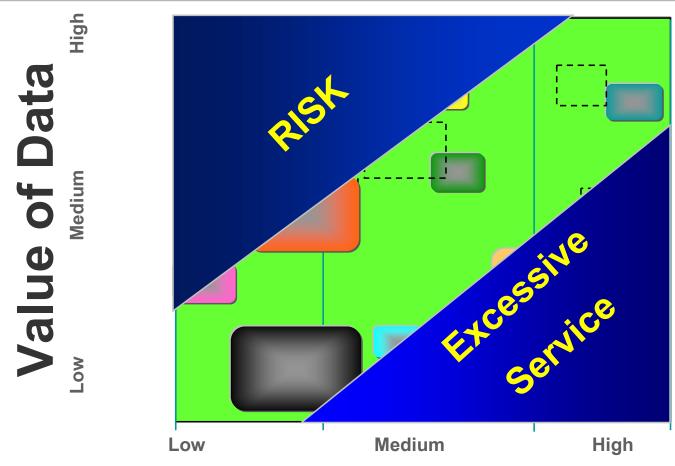


Complexity of Infrastructure



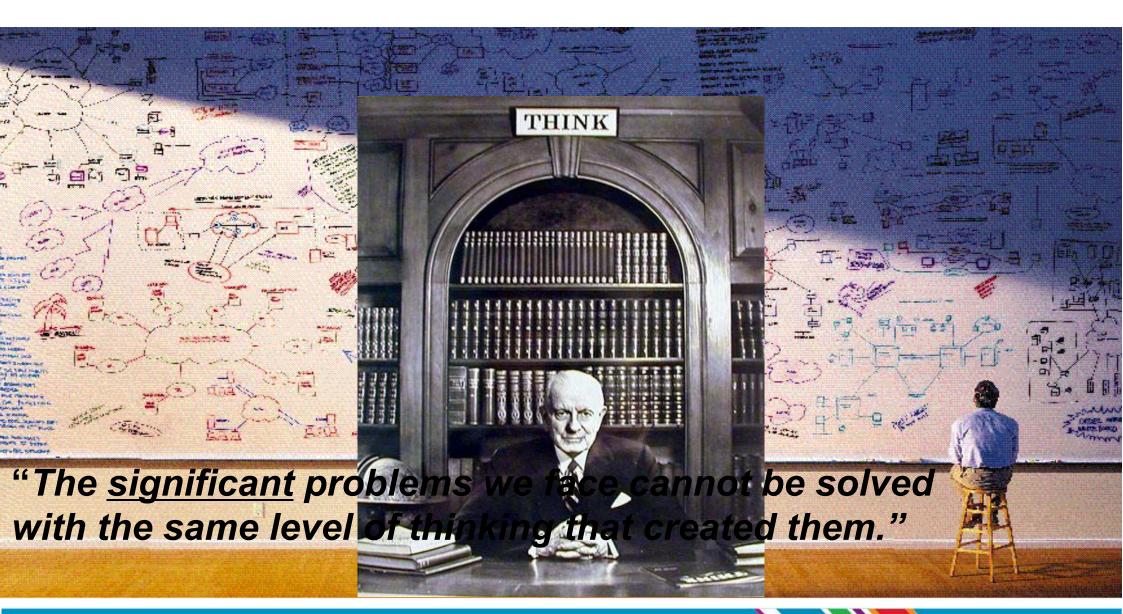


Optimized Storage Estate



Complexity of Infrastructure









Aligned and Optimized Cost

1Stownge Cost

Infrastructure

COUNTIGATE RICE

Study

3 Full loonsy taneyvice

- Lite Butterfly Engagement

Storage Backup/Restore Archive / Retention / Compliance Reclaim, Rationalize **Process** Virtualize Qo Qo **Disaster Recovery Governance Model** Qo Qο Plan **Reduce Storage Growth**



A Final Thought: Are We Solving Symptoms Or Addressing Problems?





