



Flash, Any Time Everywhere

WatchStor CUI HAO



About WatchStor

- Watchstor.com is a China leading IT Media, founded in 2008.
- Today, Watchstor.com has more than 4.1 million daily average page views and 900,000 registered users.



Overview of the Chinese market

- Country Strategy
 - HECA, Chinese High-end Integrated Circuit Chip Alliance by 27 high-end chips, basic software, the whole application of key enterprises, famous universities and research institutes.
 - Focusing on creating architecture – chips – Software – Hardware – System – Information services industry ecosystem, promote the rapid development of integrated circuits industry



Look forward to the future

- Fabs
 - Institutions predict that by 2016-2017, China will build 10 fabs, with a total investment of one hundred billion level.
- New Player
 - Yangtze River Storage Technology Co.
 - Merge by Wuhan Xinxin Semiconductor Manufacturing Corporation (XMC) and TSINGHUA UNIGROUP



Overview of the Chinese market

- Consumer Market
 - Choose to use the SSD laptop has become a trend
 - Many buyers even begin to care M.2 formfactor
- Enterprise Market
 - All-flash arrays prices continue to decline
 - SMEs have started to use all-flash array
 - NVMe, M.2, TLC, etc., have been accepted by customers



Enterprise market Opportunities

- Upgrading of traditional industries
 - Industry 4.0, Smart City, Smart Medical etc..
 - The financial industry is the fastest growing areas
- Internet and video
 - Internet industry merger tide, composed of large enterprises
 - Over 50 video or live video Internet company



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Video and Live Show

- Video : Internet and Mobile Internet
 - Tencent/Baidu/LeTV/Youku Video etc..
 - WeChat Video/Bilibili/AcFun etc..
- Live Show
 - More than 20 Live Show Platform
 - 30,000 Live Show By Smartphone
 - Monthly active users more than 83 Million
 - Panda TV/Inke/Douyu etc..



Who care about flash in China ?

- CIO and IT Manager in Data Center
- DBA, Database Administrator
- Public Cloud Provider
- Storage & File System Architecture



Which technology has been concern ?

- All-flash Array,no Hybrid Array
- NVMe and NVMe on Fabric
- M.2 and SATA SSD
- Encryption and Security Technology

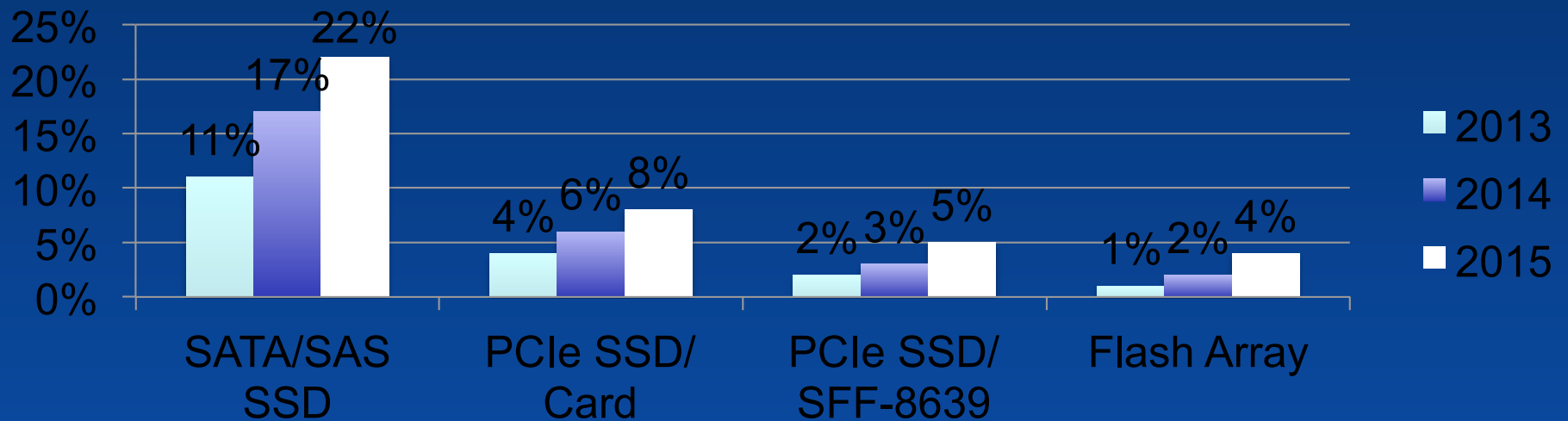


What make Flash technology popularization ?

- Price competition : Flash prices getting lower and lower, even lower than the disk array
- Domestic server vendors competition : Inspur,Lenovo,Huawei, Free 1-2 SSD !
- Hyper-Converged Infrastructure and distributed storage

Use flash in the server or storage ?

2013-2015, Different types of flash used in a proportion in the enterprise.





China Flash Forum

- Since 2013, 1100+ /year, Beijing
- 50 Speakers past three years
- <http://cff.watchstor.com>
- Partner with China Government, Ministry of industry and information technology
- Nov 2016, 30 Speakers include BAT



Thank you