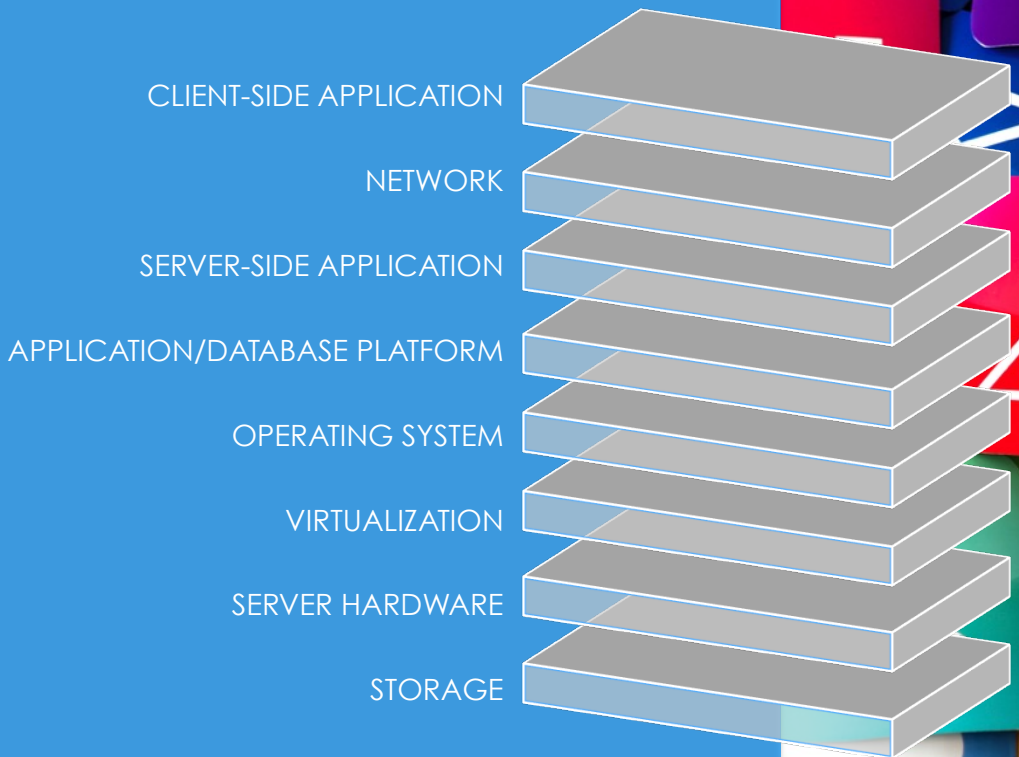




kaminario.

All-flash Powered Applications

August 2016 | Josh Epstein, VP Global Marketing @joshmepstein



CLIENT-SIDE APPLICATION

NETWORK

SERVER-SIDE APPLICATION

APPLICATION/DATABASE PLATFORM

OPERATING SYSTEM

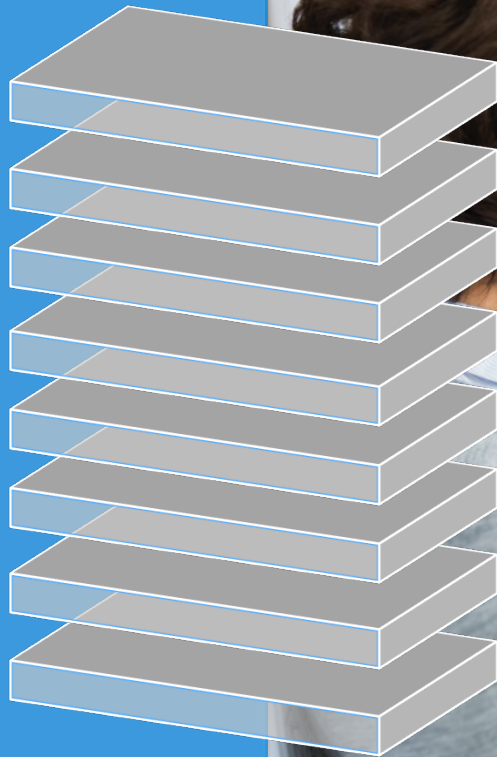
VIRTUALIZATION

SERVER HARDWARE

STORAGE

The modern application stack is under pressure

CLIENT-SIDE APPLICATION
NETWORK
SERVER-SIDE APPLICATION
APPLICATION/DATABASE PLATFORM
OPERATING SYSTEM
VIRTUALIZATION
SERVER HARDWARE
STORAGE



**Completely new
level of user
expectations**

CLIENT-SIDE APPLICATION

NETWORK

SERVER-SIDE APPLICATION

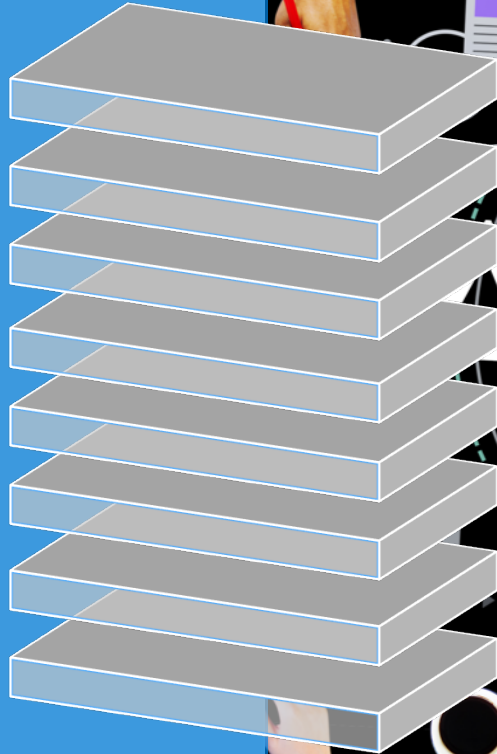
APPLICATION/DATABASE PLATFORM

OPERATING SYSTEM

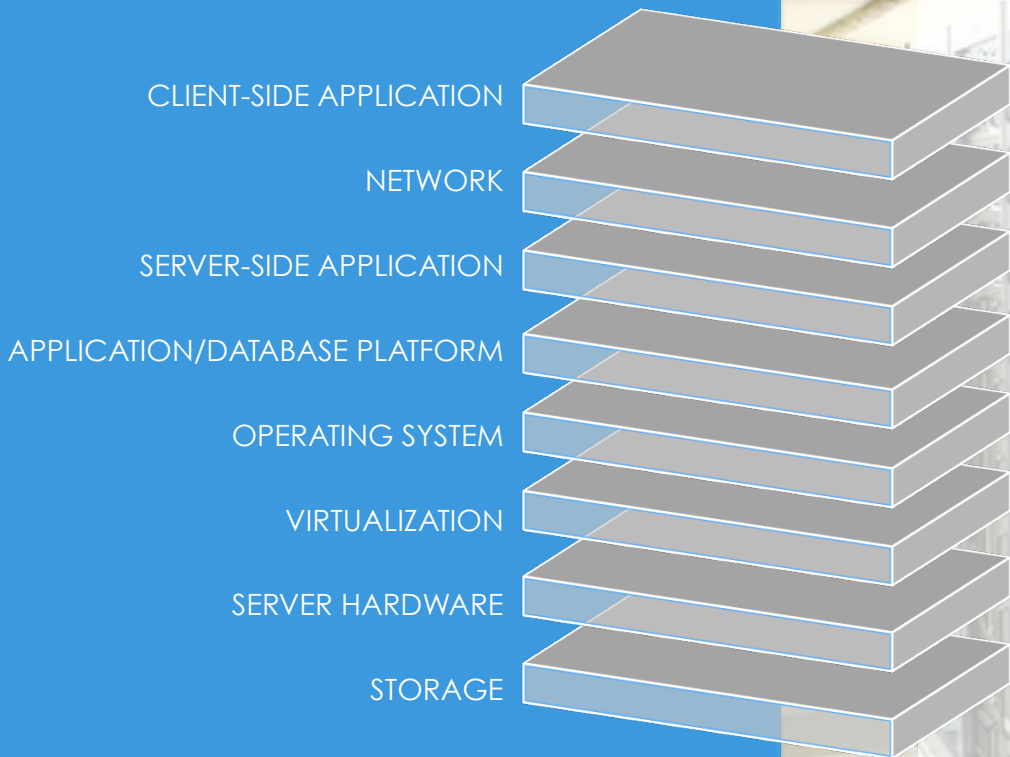
VIRTUALIZATION

SERVER HARDWARE

STORAGE



New models for rapid app development and deployment



**Enterprise storage
has not evolved
in response**

Kaminario K2 All-flash Array

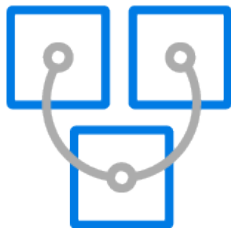
Built from
ground up to
be the
backbone of
modern, highly
scalable
applications



What does Kaminario do differently?



Software defined architecture; committed to commodity hardware



Capacity decoupled from compute => scale up and out



Consistently high performance in mixed workloads



Best in class capacity and cost efficiency

What storage needs to deliver for modern applications

Predictability

Predictable Cost
Predictable Performance
Predictable Scale



Agility

Agile management of growth
Agile support of new apps
Agile adoption of new hardware

Defining a storage strategy that supports on-demand business models

Key Success Factors



Business success means reaching scale. Infrastructure needs to follow.



Differentiation is based on user experience. Storage needs to perform.



Online database applications are inherently mixed workloads



Infrastructure is the COGS for the product. Cost efficiency is paramount now and in the future.



Online business is about simplicity. Infrastructure providers and their offering needs to mirror.

Kaminario At A Glance

TEAM

Storage veterans from EMC, IBM, 3PAR, Compellent, Pure Storage, HP, Oracle

LOCATION

Headquartered in Boston; Offices in London, Paris, Seoul and Israel

PRODUCT

K2 All Flash Array – fully integrated hardware/software platform. 5th Generation product launched 2H2014.

SUPPORT

Support Centers in US and EMEA with global support reach

CUSTOMERS

Global 2K Enterprise and SaaS/Online Businesses

PARTNERS

150+ Channel Partners

INVESTORS

Sequoia, Pitango, Globespan, Mitsui, Lazarus



We enable our customers to scale their business easily and cost-efficiently

—
Q&A

