

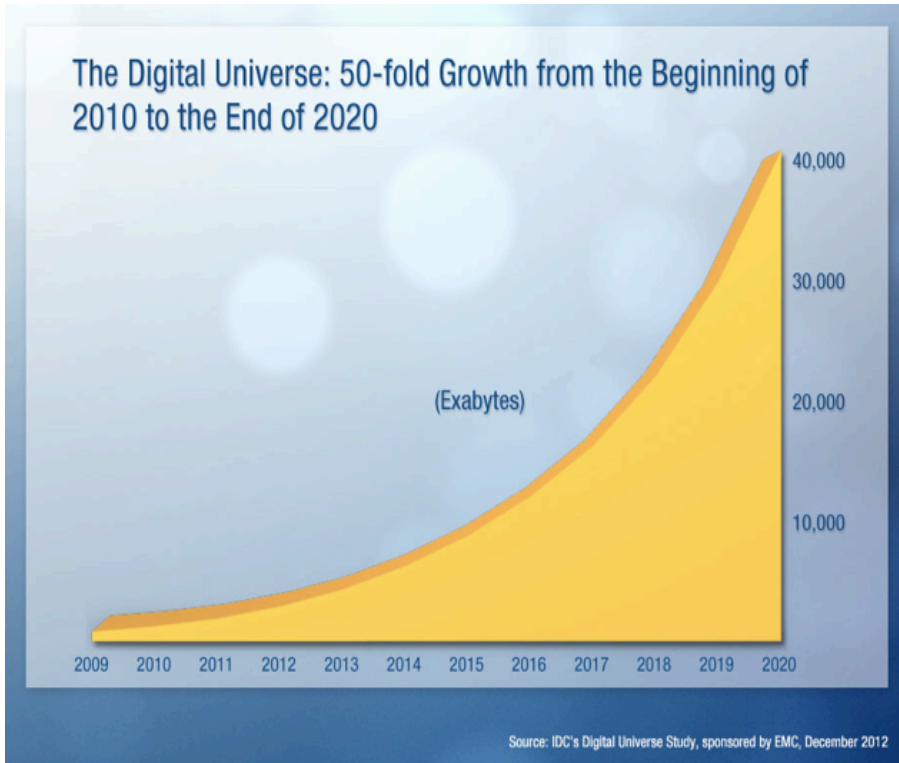


# Higher Performance - Lower Cost

How higher storage performance can enable  
drastically lower data center TCO

Cameron Crandall – Kingston Technology  
Sumit Puri – Liquid Inc.

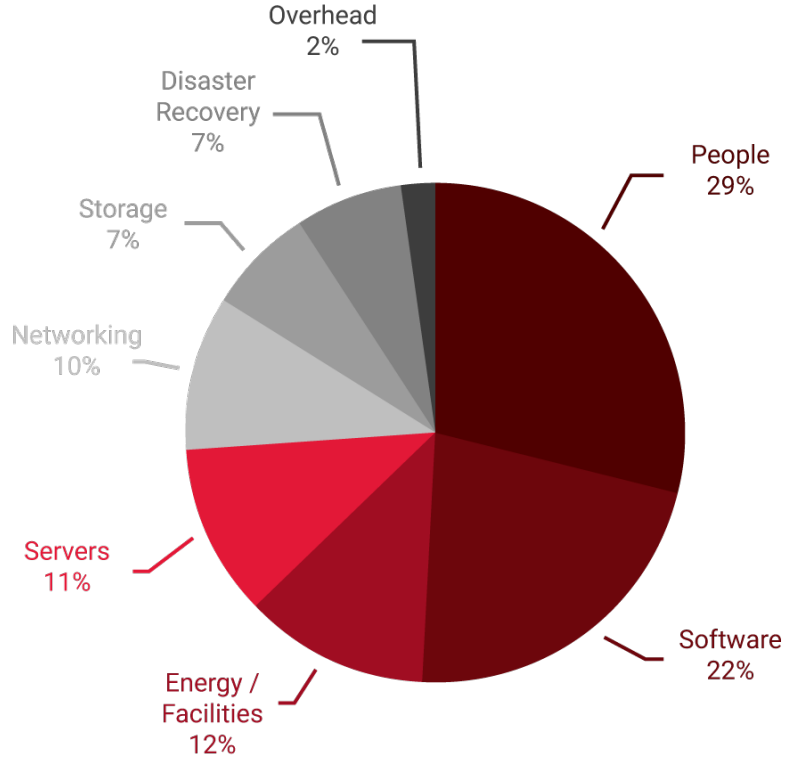
# HYPERSCALE GROWTH



## Next 60 Seconds on the Internet:

- ✧ 2,000,000 Google searches
- ✧ 27,800 Pictures uploaded to Instagram
- ✧ 514,000 Likes on Instagram
- ✧ 278,000 Tweets on Twitter
- ✧ 1,750,000 Likes on Facebook
- ✧ 208,700 Pictures uploaded to Facebook
- ✧ 204,000,000 Emails sent WW
- ✧ \$83,000 Worth of product sold on Amazon
- ✧ 100 Hours of video uploaded to YouTube

# EXPLODING INFRASTRUCTURE COST



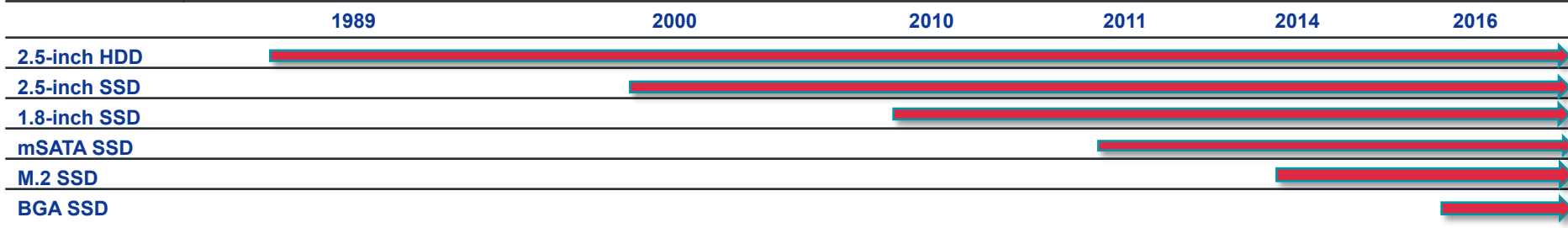
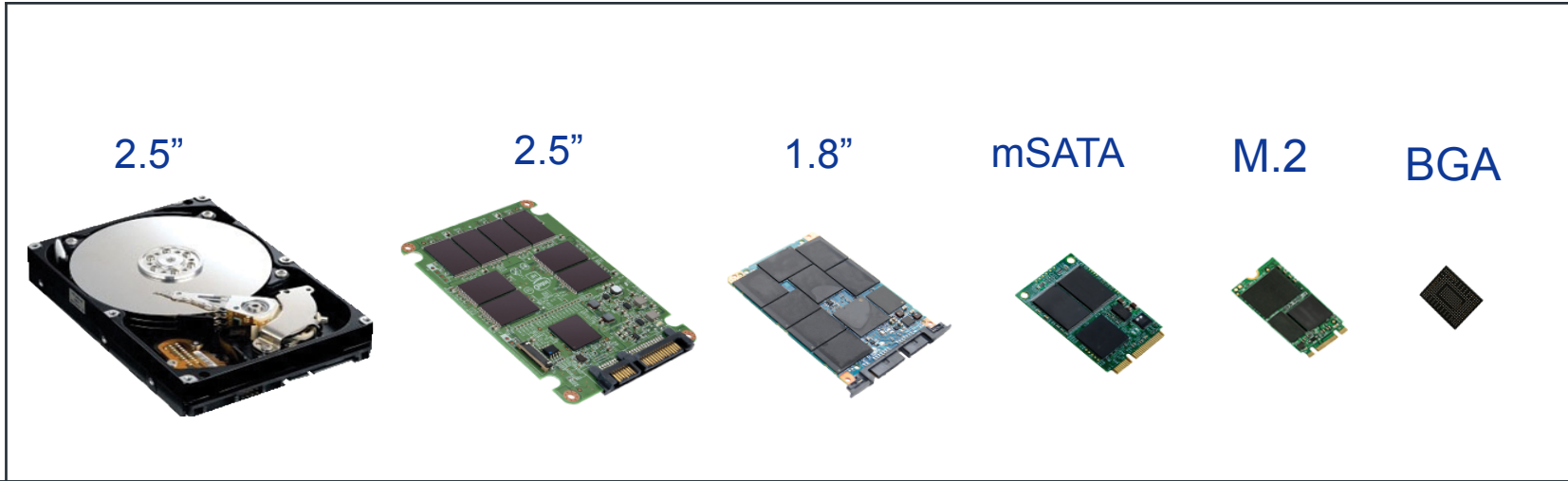
~75% of Data Center Spending is OpEx

Power, Cooling, Floor Space, People and Overhead consume majority of the IT budget

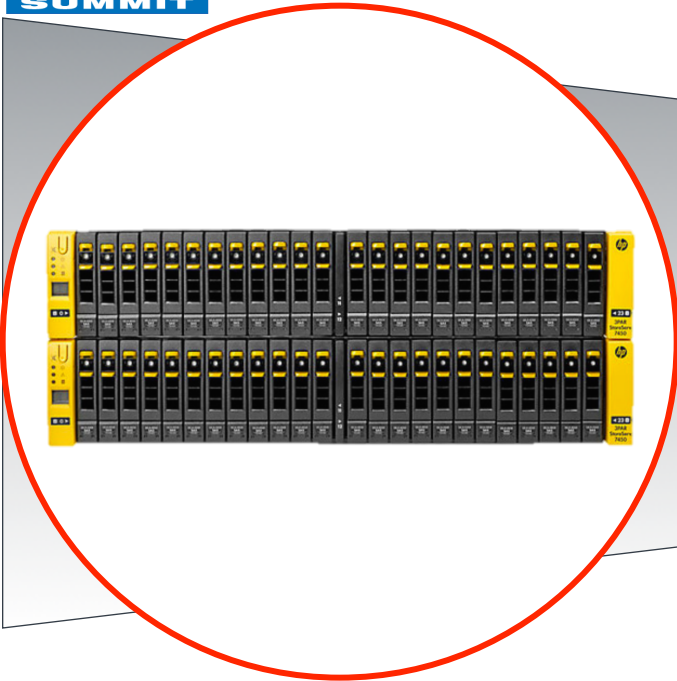
“Do More – With Less”

# STORAGE EVOLUTION

150MB/s  4000MB/s

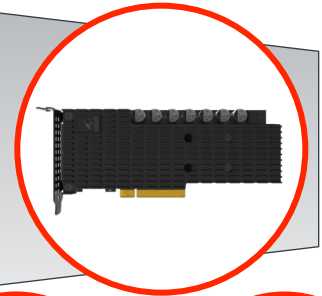


# PERFORMANCE CONVERGENCE



Flash Storage Array

Convergence of  
Storage Performance  
to a PCIe Slot



**10X**  
IMPROVE  
D TCO

**10X**  
LOWER  
LATENCY

High  
Performance  
PCIe SSD

High performance PCIe storage enables FSA performance from single device

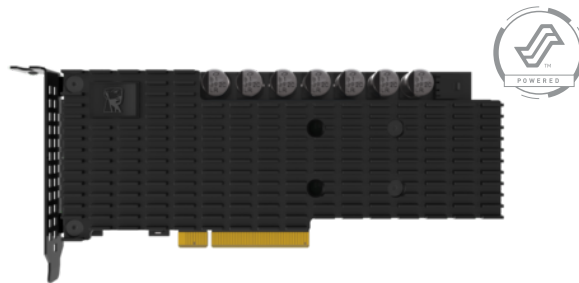
# ACHIEVING 1M IOPS AND 5GBS



Storage Performance: 1 Million IOPS  
and 5GB/s

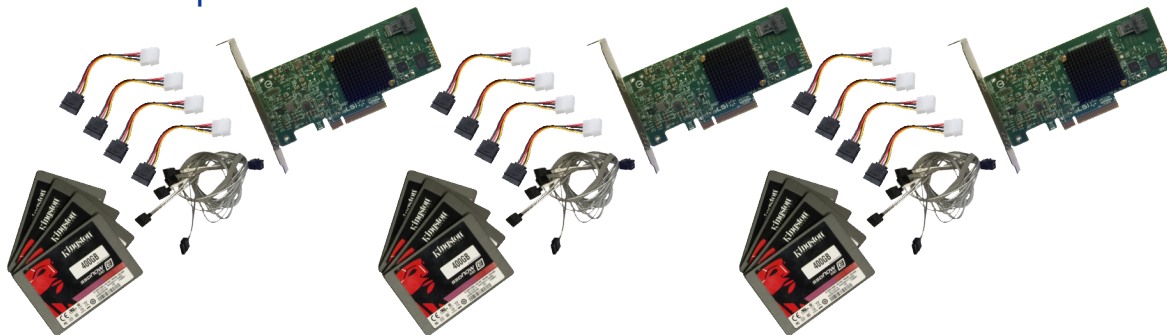
The primary goal of this white paper is to study different methods of achieving 1M IOPS and 5GB/s of storage performance with SATA vs. NVMe SSDs.

NVMe Setup:



\* NVMe setup based on direct connect Kingston EP1000 Gen3x8 PCIe NVMe SSD

SATA Setup:



\* SATA setup based on Kingston SATA SSD and LSI HBA

Best Method to Achieve 1M IOPS and 5GB/s – SATA vs. PCIe



# TCO BENEFIT IN HIGHER PERFORMANCE

|                  | SATA SSD   | NVMe SSD   |
|------------------|------------|------------|
| # of SSD         | 12         | 1          |
| # of HBA         | 3          | -          |
| IOPS             | ~850K IOPS | ~1.1M IOPS |
| Seq. Read        | ~6.7 GB/s  | ~6.4 GB/s  |
| Latency          | ~175 us    | ~60 us     |
| Total Power      | ~90W       | ~27W       |
| Total Part Count | 39         | 1          |

90%  
Smaller  
Foot  
Print

80%  
Reduced  
Part  
Count

70%  
Lower  
Power

60%  
Lower  
Latency

Lower cost and complexity enabled by higher performance PCIe

## *Use Case Examples:*

- *Virtualization*
- *Video Streaming*
- *QoS Software Layer*







# HIGH PERFORMANCE VIRTUALIZATION

Vendor A = 450k IOPS  
= 8 VMs



Vendor B = 1.25M IOPS  
= 25 VMs



\* Assumption: High-performance VM requires 50K IOPS

**3x more infrastructure required to address same number of VMs**

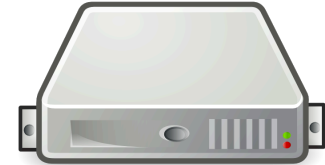
# VIDEO STREAMING ENVIRONMENTS



Vendor A = 2.8 GB/s  
= ~9 HD Stream

**2x more infrastructure required**  
to address same number of streams

HD Stream 24-bit @ 1080p @ 60 fps:  
 $24 \times 1920 \times 1080 \times 60 = 2.99 \text{ Gbit/s}$



Vendor B = 7.2 GB/s  
= ~20 HD Stream

# QUALITY OF SERVICE

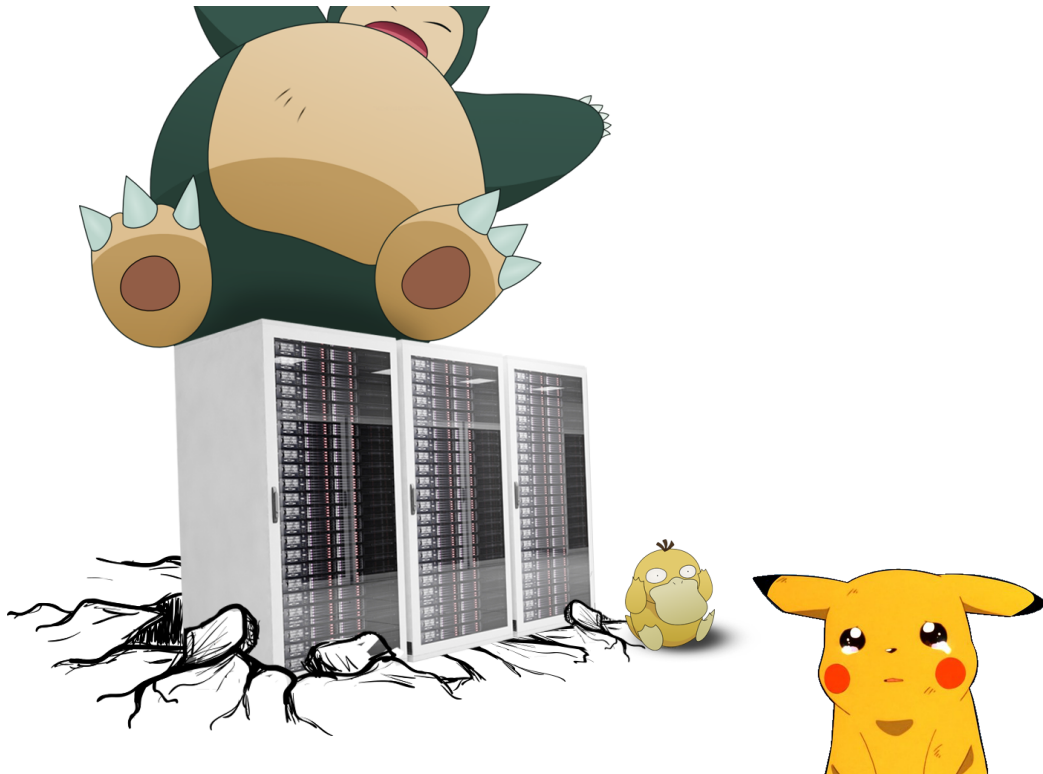
## QoS = Performance Rationing



- QoS methods are required when not enough performance is available from underlined HW
- With sufficient performance from underline hardware – QoS can be removed/bypassed from architecture
- QoS adds significant cost & complexity – Software Cost, Deployment/Management Cost, Premium Product

Higher performance can eliminate/reduce cost of QoS

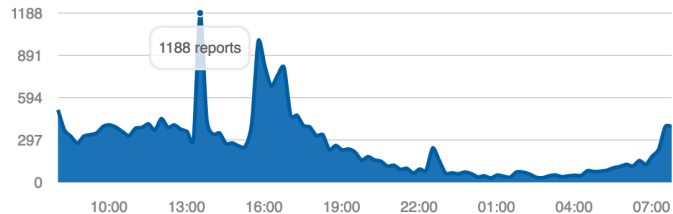
# POKEMON DEMANDS PERFORMANCE



*Pokémon Go's server issues have been driving people wild all day  
- "Please come back later"*

## Problems at Pokémon Go

Pokémon Go problems last 24 hours

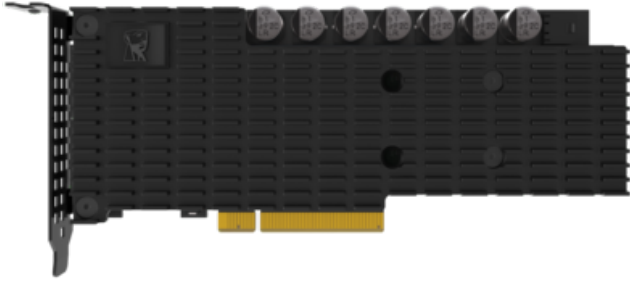


**Infrastructure Unable  
to Meet Demand**



# KINGSTON'S NVME SSD

PCIe SSD  
HHHL Card



PCIe SSD  
2.5" U.2



ULTRA PERFORMANCE SSD



# ENTERPRISE HHHL NVME

|                                | Vendor A   | Vendor B   | Vendor C   | Kingston   |
|--------------------------------|------------|------------|------------|------------|
| <b>Model</b>                   | xxx        | xxx        | xxx        | EP1000     |
| <b>Max Capacity</b>            | 700 GB     | 2,000 GB   | 3,200 GB   | 7,800 GB   |
| <b>Interface</b>               | Gen 2.0 x8 | Gen 3.0 x4 | Gen 3.0 x4 | Gen 3.0 x8 |
| <b>Sequential Read 128KB</b>   | 3,300      | 2,800      | 3,000      | 7,000      |
| <b>Sequential Write 128KB</b>  | 630        | 2,000      | 1,600      | 6,200      |
| <b>Random Read 4KB</b>         | 750,000    | 450,000    | 740,000    | 1,250,000  |
| <b>Random Write 4KB</b>        | 95,000     | 90,000     | 140,000    | 275,000    |
| <b>Random Write 4KB (Peak)</b> | 150,000    | 400,000    | 450,000    | 900,000    |
| <b>P-fail</b>                  | Yes        | Yes        | Yes        | Yes        |





# ENTERPRISE 2.5" NVME

|                               | Vendor A | Vendor B | Vendor C | Kingston |
|-------------------------------|----------|----------|----------|----------|
| <b>Model</b>                  | xxx      | xxx      | xxx      | EP1000   |
| <b>Max Capacity</b>           | 700 GB   | 2,000 GB | 3,200 GB | 3,920 GB |
| <b>Sequential Read 128KB</b>  | 1,800    | 2,800    | 3,000    | 3,600    |
| <b>Sequential Write 128KB</b> | 500      | 2,000    | 1,600    | 3,600    |
| <b>Random Read 4KB</b>        | 430,000  | 450,000  | 740,000  | 900,000  |
| <b>Random Write 4KB</b>       | 50,000   | 90,000   | 140,000  | 275,000  |
| <b>P-fail</b>                 | Yes      | Yes      | Yes      | Yes      |
| <b>Dual Port</b>              | No       | No       | No       | Yes      |
| <b>SRIS</b>                   | No       | No       | No       | Yes      |





## SUMMARY

Performance DOES matter

High Performance DOES drive lower TCO

Performance is fundamental to “do more – with less”

How can higher performance impact your business?