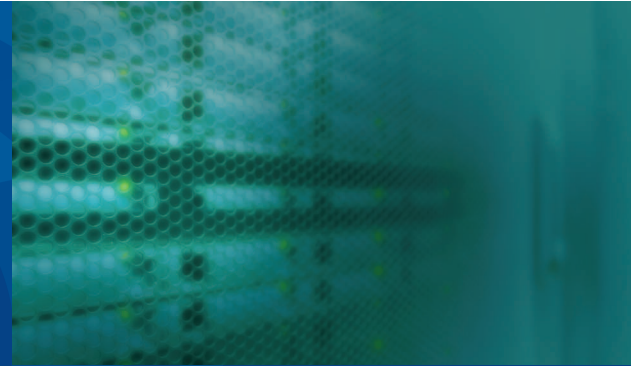


Long-term Data Storage for Private Clouds with Public Cloud Economics



Storiant is a new kind of storage management software that lets you keep massive amounts of data online indefinitely. Modeled on the web-scale, ultra-low-cost storage architectures proven at Amazon, Google, and Facebook, Storiant brings these same efficiencies to you for the first time.

Storiant makes it affordable enough for you to store an almost infinite amount of data, long-term. And in doing so we put you in the driver's seat for emerging opportunities in big data analytics, business continuity, financial regulatory compliance, data cold storage, and infrastructure-as-a-service.

Built for secure private clouds. Scalable to exabytes. More affordable than the public cloud. And accessible in seconds.

It's a new kind of storage. And one that will have you viewing exponential data growth less as an expensive challenge, and more as a new competitive advantage.

“With Storiant, data center professionals can reap the benefits of storage on disk at the price points of storage on tape.”

— Ashish Nadkarni, Research Director, Storage Systems, IDC

With Storiant you can:

KEEP ANY AMOUNT OF DATA INDEFINITELY

- Retain structured and unstructured data at exabyte scale

MANAGE THE RISING COST OF DATA GROWTH

- Reduce storage costs to less than \$.01/GB/month (TCO)

ENABLE BIG DATA SOLUTIONS

- Analyze a larger volume of data. And with long-term retention, identify time-related trends
- Unify data previously stored in separate, often offline archive solutions

ENSURE BUSINESS CONTINUITY

- Ensure that your business will continue to operate within seconds of data loss due to disaster, user error, or the failure of your primary data storage system

MEET LEGAL AND REGULATORY REQUIREMENTS

- Immutability (optional)
- SEC 17a-4(f) compliant

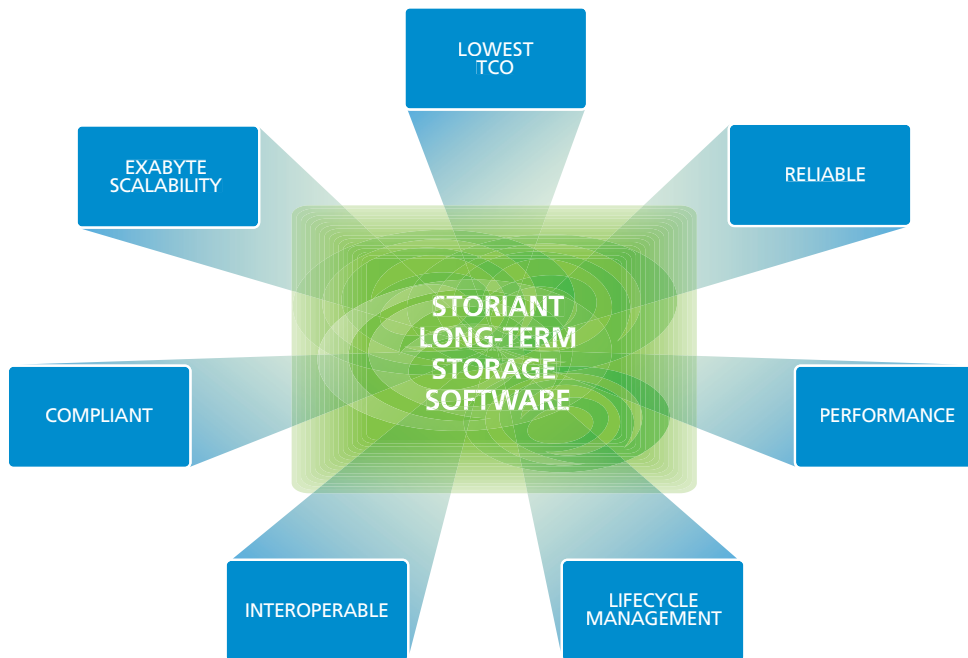
REPLACE TAPE-BASED ARCHIVES

- Storiant is an equally cost-efficient “cold storage” tier that is faster to access, and more reliable than tape

DELIVER PRIVATE CLOUDS AS A SERVICE

- Compete with public cloud pricing and scalability
- Retain customers (long-term data is “sticky”)
- Add a new revenue stream

Introducing the first economically viable way to store exabytes of data long-term.



KEY FEATURES

- Object storage software for private clouds — ideal for unstructured data including images, video, and audio; and for industry-specific geospatial, seismic, scientific, medical, and machine data
- Exabyte scalability
- Lowest total cost of ownership
 - Less than \$.01/GB/month (TCO)
 - Power-down capability uses 80% less power, doubles disk life
 - Runs on low-cost, cloud drives
 - Runs on open-standards hardware
 - Reduced support costs via automatic drive replacement
- Highly reliable
 - Eighteen nines of reliability with two copies
 - Continuous data checking
- Meets SEC & regulatory requirements
 - Immutable / WORM
 - SEC 17a-4(f) compliant
- High throughput for fast migration and big data analytics
 - Wire speed on 10 Gb Ethernet
 - Dynamic striping
- Choice of application interfaces
 - REST interfaces
 - Swift
 - S3
 - Client library — Java / Python / .Net
 - Hadoop — MapReduce / via file system class
 - NFS / CIFS via Storiant gateway
- Multi-tenant (for infrastructure-as-a-service providers)

HOW WE DO IT

We follow four guiding principles in our design:

It has to be scalable, to exabytes if needed.

It has to be the lowest cost to own (TCO). You'll find cost control at every turn – in our software features; in energy efficiencies; in the open-standards hardware on which it runs; and in the low-margin way that you buy it.

It has to be adaptable to your existing IT infrastructure, and in the way that you can configure software and hardware to a desired performance level.

It has to support open-standards, because we dislike the idea of “vendor lock-in” too.

WHY WE DO IT



Our inspiration originated at Carbonite, an online backup service for consumers where Storiant CEO Jeff Flowers was then co-founder and CTO, and responsible for the storage of more than 130 million gigabytes (130 petabytes) of consumer data.

Protecting this much data in the real-world meant learning what it takes for a storage architecture to be scalable and reliable. And because this was then a consumer business, it meant doing so at a low cost that many considered unachievable.

So if Carbonite needed a reliable, ultra-low-cost way to store data on a massive scale, Jeff knew that others would too. And with that vision, Storiant was born to forever improve how data storage is designed, priced, and purchased.

A single solution for all needs.

Many organizations are challenged with finding ways to store large amounts of data economically, yet still have access to it when needed. Historically these challenges were served by specialized solutions from different vendors — an expensive approach that creates “silos” of information that interfere with big data analysis. Storiant offers a multi-purpose solution that reduces costs while unifying data into a common storage pool for analysis.

Private cloud infrastructure

CHALLENGES

- Legacy storage solutions
 - Too costly at scale
 - Too separate (islands of data)
 - Too many proprietary storage management applications (vendor lock-in)

SOLUTION

Storiant long-term storage software

- Simplifies addition of private cloud infrastructure
- Infinitely scalable – keep all data forever
- Single solution for multiple needs, with data sharing across applications & business units
- Open solution without vendor lock-in, enabling integration of future technologies

Big data analysis / Hadoop

CHALLENGES

- NAS too expensive at petabyte scale
- Tape archives too slow

SOLUTION

Storiant long-term storage software

- Enables retention of all data in a multi-purpose “data lake”
- Unifies previously separate archive solutions
- Fast throughput for MapReduce
- More reliable (HDFS not loss-less)
- 30% faster than HDFS

Financial data repository

CHALLENGES

- Storing data for 7+ years
- Controlling costs (NAS & tape too expensive at petabyte scale)
- Legacy systems proprietary and expensive
- Complying with legal and regulatory requirements
- Making archive data accessible for analysis
- Backing up legacy data stores

SOLUTION

Storiant long-term storage software

- Single solution for analytics, backup, archive
- As cost efficient as tape, but an “active archive” with 30-second access
- Compliant with e-discovery, SEC 17a-4(f), and Dodd-Frank requirements

Business continuity

CHALLENGES

- Protecting data from loss due to natural disaster or human error
- Protecting unstructured data not served by legacy backup systems
- Ensuring data is stored by more than one vendor technology (redundancy)
- Requires tradeoffs between cost and recovery time

SOLUTION

Storiant long-term storage software

- Active second copy of data
- Immutability (optional)
- No downtime like tape-based systems
- No tradeoffs between cost and recovery (have it all)

Tape replacement

CHALLENGES

- Tape systems too slow for data analysis
- Not sufficiently reliable
- Alternatives to tape historically more costly

SOLUTION

Storiant long-term storage software

- As cost efficient as tape, but an “active archive” with 30-second access
- More reliable with continuous data checking and multi-site replication
- Low cost, rapid migration

Long-term storage-as-a-service

CHALLENGES

- Competing with public cloud pricing
- Retaining customers
- Reducing costs while increasing revenue

SOLUTION

Storiant long-term storage software

- Multi-tenant, with an end-user portal allowing customers to configure and run reports
- Low cost increases margins
- Reduces power use by 80%

STORIAN STORAGE MANAGEMENT SOFTWARE

TYPICAL SYSTEM CONFIGURATION

- Storiant long-term storage software
- Hardware (provided by customer or integration partner):
 - PRIMARY RACK
 - Storage, database, and management servers
 - Six 60-disk enclosures (1 petabyte useable) or six 96-drive enclosures (1.6 petabytes useable)
 - SECONDARY EXPANSION RACK(s)
 - Database server, plus additional storage servers as needed
 - Eight 60-disk enclosures (1.35 petabytes useable) or eight 96-drive enclosures (2.2 petabytes useable)

HOW TO PURCHASE

Storiant software is perpetually licensed, with two ways to buy:

- **License the software directly from Storiant**
 - Source your own hardware (certified/tested hardware list available)
 - Manage integration internally or with a Storiant partner
- **Purchase a fully integrated solution from a Storiant authorized partner** (software, hardware and services)

Please visit the “Partners” section of our website for available solution partners, distribution partners, and resellers.

FOR MORE INFORMATION

Visit www.storiant.com or contact us by telephone at +1.617.431.8000.

**Markley Group,
New England’s largest multi-tenant telecommunications and data center service provider, chose Storiant for its 11 petabyte, long-term data storage solution.**

“Markley Cloud Services sees the explosion in data storage needs firsthand. Our enterprise customers need a more economical way to retain data, including features like SEC 17a-4(f) compliance, without giving up the high-availability cloud storage that we provide today. That’s what makes Storiant unique.”

— Patrick Gilmore, Chief Technology Officer
Markley Group



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