Nominee: Atlantis Computing

Nomination title: Atlantis HyperScale

A leading provider of software-defined storage, Atlantis Computing has deployed software to manage and optimise tens of Petabytes of software-defined storage for more than 600,000 VMs globally across hundreds of mission critical deployments, including some of the largest successful virtualisation deployments in the world.

Released in May 2015, Atlantis HyperScale is the first turn-key hyper-converged appliance to deliver all-flash performance for all applications at 50 to 90 percent lower cost than traditional storage or other hyper-converged appliances.

Atlantis HyperScale delivers a number of significant benefits and USPs to customers and to the market including:

All-Flash performance

Atlantis HyperScale delivers the performance of an all-flash array in every appliance, enabling IT organisations to meet the performance requirements of any workload. Software-defined storage technology performs in-memory in-line de-duplication before data is written to storage, leading to extremely low latencies, high IOPS and lower storage network traffic.

Disruptive cost

Atlantis HyperScale hyper-converged appliances cut data centre infrastructure costs by 50 to 90 percent, while delivering all-flash performance. Atlantis reduces costs by using its patented data reduction and IO acceleration technology to reduce the amount of physical memory and local flash required per TB of storage capacity.

Freedom of Choice

Atlantis HyperScale gives enterprises the freedom to use their preferred server and hypervisor platforms, eliminating complexity and additional investments in training, time and tools. Atlantis HyperScale is the only hyper-converged appliance available on four leading server platforms (HP, Cisco, Lenovo or SuperMicro) and multiple hypervisors (VMware or Citrix). Because HyperScale is available on a range of platforms it can integrate seamlessly into existing infrastructures, allowing customers to enjoy faster time-to-value and time-to-market.

Modular scalability

Atlantis HyperScale allows enterprises to scale storage in small modular units as they grow their compute resources, instead of forcing them to buy large and expensive storage arrays with limited performance. Atlantis HyperScale delivers the performance of an all-flash array in every appliance with 12 or 24 TB of capacity, enabling customers to scale-out performance and capacity to meet any application requirement.

End-to-end service and support

Atlantis provides a single point of contact for premium around-the-clock maintenance and support for customers, including 4-hour parts replacement. Every Atlantis HyperScale purchase includes a three-year global end-to-end service and support programme, covering the entire appliance, including the Atlantis software, hypervisor, solid-state drives (SSDs) and server hardware components.

• Please supply any supportive quotes and/or case study materials to demonstrate the value of this product/solution to your customers/partners.

Chris Murray, Director of Information Technology, Arizona Tile

"We received an Atlantis HyperScale (SuperMicro) appliance from Atlantis and within hours were up and running with a fully functional storage, network and compute infrastructure. The whole process is incredibly streamlined compared to the traditional approach of building up dedicated storage, computer and hypervisor environments and connecting the separate pieces together. With HyperScale we simply had to power on each node, answer a few questions and before our eyes the whole environment was built. The end result was a fully integrated infrastructure with stellar all-flash performance."

Murray adds that the in-memory data reduction and IO acceleration technology from Atlantis "yields incredible I/O speeds and actually reduces the amount of data saved down to the flash. We calculated that we could replace all of our racks of gear with just a few of these systems. It is mind-blowing to be able to bring up such a leading edge environment so quickly and so easily. The IT department is excited about the performance, form factor and ease of use; while the business is intrigued with the possibility of lowering the cost of co-location and IT services while improving the end-user and customer experience."

Bill Kleyman, Vice President of Strategy and Innovation, MTM Technologies

"Several customers have already jumped onboard to completely change the way they think about and control data. The biggest benefits are ease of use, amazingly seamless integration and the capability to run on the hardware and hypervisor of choice. Atlantis is creating a bimodal IT architecture capable of supporting an influx of new applications, users and cloud."

Dr. Ryan Schwiebert, Vice President for Information Technology Services and CIO, Wake Technical Community College

"We are excited to put the Atlantis HyperScale appliances to work in our environment. Their cost-effective flash storage solution will enable us to offer more services with better performance than we would otherwise be able to implement. Our partnership with Atlantis will enable us to improve the services we currently provide for our students, faculty and staff."

Why nominee should win

1.   First turn-key hyper-converged appliance to deliver all-flash performance for all applications.

2.   Delivers all-flash performance at 50 to 90 percent lower cost than traditional storage or other hyper-converged appliances.

3.   Only hyper-converged appliance available on four leading server platforms (HP, Cisco, Lenovo or SuperMicro) and multiple hypervisors (VMware or Citrix).

4.   Three-year global end-to-end service and support programme covers the entire appliance, including Atlantis software, hypervisor, solid-state drives (SSDs) and server hardware components.

5.   Allows enterprises to scale storage in small modular units as they grow their compute resources.