

Nominee: Pivot3

Nomination title: Pivot3

Pivot3 was founded on the idea that the traditional data centre could be radically simplified by unifying storage, compute, networking and virtualization resources into a powerful, easy-to-deploy solution that reduces costs, IT complexity, and organizational risk. As a pioneer and innovator of hyperconverged infrastructure (HCI), Pivot3 continues to redefine IT infrastructure solutions through the combination of software-defined storage, flexible scale-out and flash architectures, and a Dynamic Quality of Service (QoS) engine so organizations of all sizes can realize the potential of the software-defined data centre.

Pivot3 provides an architecture that is fundamentally different than other HCI solutions. It is the only hyperconverged solution that provides storage efficiency, data protection and guaranteed performance to mission-critical applications with VM-level Quality of Service. In the first half of 2016, Pivot3 increased revenue by 103% and added over 400 customers to its install base. Additionally, Pivot3 was named a Leader in the 2016 Forrester Wave for Hyperconverged Infrastructure. As a Wave Leader Pivot3 received the highest scores possible for high availability and data protection, manageability and ease of operations, and client feedback on support quality. The report also noted our “efficient and very scalable data protection technology,” and “space-efficient data protection [that] may reduce costs.”

Following the acquisition of NexGen Storage, Pivot3 wasted no time in release a joint product in June and has plans to launch a more robust software integration before year-end. The acquisition and new product delivery have dramatically changed adoption rates with customers purchasing Pivot3 solutions for multiple applications rather than just one, which is common among other hyperconverged vendors.

With 30 issued patents and more than 16,000 systems deployed for over 2,000 customers in 53 countries around the world, Pivot3 delivers increased storage and compute power to users, savings on hardware, and reduced management by IT resources resulting in a return on investment of 103 percent, with a payback period of just seven months.

Pivot3 was founded on the idea that the traditional data centre could be radically simplified by unifying storage, compute, networking and virtualization resources into a powerful, easy-to-deploy solution that reduces costs, IT complexity, and organizational risk. As a pioneer and innovator of hyperconverged infrastructure (HCI), Pivot3 continues to redefine IT infrastructure solutions through the combination of software-defined storage, flexible scale-out and flash architectures, and a Dynamic Quality of Service (QoS) engine so organizations of all sizes can realize the potential of the software-defined data centre.

Pivot3 provides an architecture that is fundamentally different than other HCI solutions. It is the only hyperconverged solution that provides storage efficiency, data protection and guaranteed

performance to mission-critical applications with VM-level Quality of Service. In the first half of 2016, Pivot3 increased revenue by 103% and added over 400 customers to its install base. Additionally, Pivot3 was named a Leader in the 2016 Forrester Wave for Hyperconverged Infrastructure. As a Wave Leader Pivot3 received the highest scores possible for high availability and data protection, manageability and ease of operations, and client feedback on support quality. The report also noted our “efficient and very scalable data protection technology,” and “space-efficient data protection [that] may reduce costs.”

Following the acquisition of NexGen Storage, Pivot3 wasted no time in release a joint product in June and has plans to launch a more robust software integration before year-end. The acquisition and new product delivery have dramatically changed adoption rates with customers purchasing Pivot3 solutions for multiple applications rather than just one, which is common among other hyperconverged vendors.

With 30 issued patents and more than 16,000 systems deployed for over 2,000 customers in 53 countries around the world, Pivot3 delivers increased storage and compute power to users, savings on hardware, and reduced management by IT resources resulting in a return on investment of 103 percent, with a payback period of just seven months.

How long has this organisation or individual been involved in the IT services and solutions market in EMEA?

- o Pivot3 has been doing business in the region since 2009.

Are there any key projects delivered in the last year that demonstrate this candidate’s suitability for the award?

- o 2016 Storage Awards (the Storries XIII) – Hyperconverged Product of the Year (based on over 50,000 votes cast by the magazine’s readers).
- o Buildings Magazine – 2016 Money Saving Product (for Edge Protect’s ability to enhance building management and surveillance operations through cost reduction, conservation, space optimization and lower labour costs).
- o Northeast Systems Contractors Expo – 2016 Best in Show Award for New and Innovative Product for its HCI solutions for video surveillance and security operations (The NEACC board recognized Pivot3 HCI technology for its ability to deliver enterprise functionality, high-performance and resiliency that reaches far beyond the capabilities of traditional NVR/DVR platforms).
- o ICT Integrator Awards – 2016 Converged Infrastructure Vendor of the Year (The NEACC board recognized Pivot3 HCI technology for its ability to deliver enterprise functionality, high-performance and resiliency that reaches far beyond the capabilities of traditional NVR/DVR platforms).

- o CIO Review Magazine – 2016 Most Promising Citrix Solutions Providers
- o CIO Review Magazine – 2016 Most Promising Video Surveillance Solutions
- o 2016 CRN Channel Chief Award
- o 2016 CRN 5-Star Rating Partner Program
- o 2016 IT World Awards: Most Innovative IT Software – Small Business Category
- o ChannelPro named Edge Protect one of the Top 5 Surveillance Products to Watch in 2016

What key vendor and industry accreditations does the nominee hold?

- o Named a LEADER in the Forrester Wave™: Hyperconverged Infrastructure (HCI), Q3 2016
- o Named a VISIONARY in the 2016 Gartner Magic Quadrant for Integrated Systems

What endorsements does that nominee have from their customers and/or their technology partners?

- o As a VMware Technology Alliance Partner, Pivot3 is VMware-Ready for End-User Computing and is ready out of the box with full support for VMware vSphere. Our VMware integration also includes VAAI (ATS, Extended Copy, Zero), VASA, Adaptive Queue Depth Throttling, and VADP.
- o As a member of the Cisco® Solution Partner Program, Pivot3's vSTAC OS software is fully certified and compatible on Cisco's Unified Computing System and UCS Mini computing platforms.
- o As a Lenovo partner, Pivot3 launched vSTAC OS on Lenovo System X Broadwell platforms to deliver strong price performance and multi-petabyte storage solutions via unified flash, hybrid and data storage platforms.

Customer and Industry Analyst Quotes:

“We rely on Pivot3’s hyperconverged platform to support the virtual desktop infrastructure used 24/7 in our two emergency rooms. Doctors, nurses and staff must move quickly between patients, and Pivot3 saves them time when minutes and seconds matter most,” said Scot Tymowicz, desktop configuration engineer at Southern New Hampshire Health System. “Pivot3’s product is the best in the industry, with the stability and reliability crucial for our organization to provide the highest level of patient care.”

“We started out using Pivot3’s hyperconverged platform for capturing enormous volumes of surveillance video. Because of Pivot3’s excellent performance, we are now expanding our involvement with them by adding virtual desktops that include integrated management of HCI and PCIe flash storage,” said Philip Lisk, director of information technology for the Bergen County Sheriff’s Office. “The new combined solution is exactly what we are looking for, and is another step in our journey with Pivot3 to reduce silos in data within our infrastructure. With the new solution, we hope to reduce overall data centre costs while ensuring that performance and availability expectations will be met.”

“While the HCI market has been growing rapidly for years, HCI is only just beginning to penetrate the enterprise data centre,” said Kevin M. Permenter, senior research analyst, IDC. “More and more, HCI vendors are being asked to provide technology that enables enterprises to deploy more applications and workloads on the HCI infrastructure while ensuring performance. Equipped with this capability, Pivot3’s latest solution is well-positioned to be a provocative offering for today’s modern data centre.”

Why nominee should win

- **Pivot3 architecture is fundamentally different than other HCI solutions. It is the only hyperconverged solution that provides storage efficiency, data protection and guaranteed performance to mission-critical applications with VM-level Quality of Service.**
- **Increased revenue by 103% in the first half of 2016 and added over 400 customers to install base.**
- **30 issued patents, more than 16,000 systems deployed, for over 2,000 customers.**
- **Pivot3 delivers increased storage and compute power to users, savings on hardware, and reduced management by IT resources resulting in a return on investment of 103 percent, with a payback period of just seven months.**