

Nominee: Atlantis Computing

Nomination title: Hyper-convergence Solution of the Year - Atlantis Computing

1. What are your product's / solution's key distinguishing features and/or USP?

The Atlantis solutions effectively reduce costs by lowering data centre infrastructure requirements, simplifying management and helping customers avoid buying shared storage hardware again.

Atlantis HyperScale is a turnkey hyper-converged appliance that delivers all-flash performance for all applications at 50 to 90% lower cost than traditional storage or other hyper-converged appliances.

By simplifying virtualised workspaces with an integrated solution, Atlantis Computing delivers high performance, dynamic user experience, fast time-to-value and low costs, all of which are missing from traditional infrastructures. Atlantis HyperScale provides organisations with the ability to optimise and extend the existing capacity of any mix of hardware, local and shared storage or to transition to more efficient hyper-converged and public cloud storage. The largest challenge when deploying virtual desktop infrastructure (VDI) or hosted shared applications is providing the user a great experience in a simple and cost effective manner. Storage infrastructures make up to 60% of the total cost to deploy these technologies while also being one of the primary reasons user experience can suffer. Atlantis not only provides users with a faster experience than what they are familiar with now, but also significantly reduces the cost of storage for VDI and hosted shared application deployments.

2. What tangible impact has your product/solution had on the market and your customers?

Virtual Desktop Infrastructures (VDI) and hosted shared applications are the leading technologies in the industry to solve the increasing demand for access to data and applications anytime, any location and on any device. This provides the balance IT organisations need for greater user flexibility and security.

Poor experiences typically cause users to reject these solutions, leading to insecure and undesirable behaviours to get access to the applications and data they need. Atlantis has solved these challenges through the following:

All-flash performance:

Atlantis HyperScale delivers the performance of an all-flash array in every appliance. This enables IT organisations to boot VDI machines in 5 seconds, enjoy sub -1 second application launch time, increase IOPS by 875 percent and reduce login times by 99%. Atlantis SDS technology performs in-memory in-line de-duplication before data is written to storage, which ultimately leads to increased effective capacity for all-flash storage, extremely low latencies, high IOPS and lower storage network traffic.

Disruptive cost

Atlantis HyperScale appliances cut data centre infrastructure costs by 50 to 90%, while delivering all-flash performance. Atlantis achieves this 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, thereby lowering VDI CAPEX and OPEX by up to 80%.

Business continuity

Atlantis customers can replicate real time data efficiently between sites to extend and protect the IT environment. They can perform backup, snapshots using virtually no space and restore in less time with less required storage. This includes sending data from Atlantis HyperScale appliances at remote sites to Atlantis USX SDS solutions at a central location to further increase application availability, operational efficiency and cost savings. Atlantis HyperScale also provides customers with the ability to scale in seconds with fast cloning.

Modular scalability

Enterprises have the ability to scale storage in small modular units as they grow their compute resources with Atlantis HyperScale. This avoids them having to purchase large and expensive storage arrays with limited performance. Atlantis HyperScale delivers the performance of an all-flash array in every appliance with 4, 12 or 24 TB of effective flash capacity, enabling customers to scale out performance and capacity to meet any application requirement. As HyperScale is available on six server platforms and hypervisors, it can integrate seamlessly into existing infrastructures, allowing customers to enjoy faster time-to-value and time-to-market.

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.

3. What are the major differentiators between your product/solution and those of your primary competitors?

To cope with the increasing demand for access to data and applications at anytime, any location and any device, Atlantis Computing provides organisations with Virtual Desktop Infrastructure (VDI) and Hosted Shared Applications. Atlantis solutions effectively reduce costs by lowering data centre infrastructure requirements, simplifying management and never needing to buy shared storage hardware again.

By enabling virtual desktops and applications to be both faster and more cost effective than physical PCs, Atlantis provides customers with a greater user experience.

Additionally, Atlantis Computing's HyperScale is the only appliance that allows organisations to manage their hyper-converged infrastructure together with software-defined storage using REST APIs and Atlantis management and monitoring tools. This means that enterprise customers can span Atlantis storage across existing hardware, lowering costs and simplifying management. It also enables customers to choose from multiple hypervisors including Citrix and VMware and six different hardware platforms including Dell, Cisco, Fujitsu, HP, Lenovo and SuperMicro.

Why nominee should win

- 1. First turnkey hyper-converged appliance delivering all-flash performance that replicates real time data efficiently between SDS and HCIS-based sites to extend and protect the IT environment.**
- 2. Delivers performance at 50-90% lower hardware cost eliminating the need for expensive external arrays.**

- 3. Only hyper-converged appliance available on six leading server platforms (Dell, Fujitsu, HP, Cisco, Lenovo or SuperMicro) and multiple hypervisors (VMware or Citrix), allowing customers to avoid vendor lock-in.**
- 4. Allows enterprises to scale storage in small modular units as they grow their compute resources.**
- 5. Provides cost effective, efficient VDI by reducing login times by up to 99% and increasing IOPS by up to 875%.**