Nominee: Pivot3

Nomination title: Pivot3 Acuity Hyperconverged Software Platform

In April 2017, Pivot3 launched its newest product Acuity Hyperconverged Software Platform. Acuity's advanced Quality of Service (QoS) enables businesses to meet application SLAs with easy-to-manage policies that provision performance, prioritize workloads and manage data protection. With the ability to automate and schedule granular QoS settings, organizations can confidently consolidate multiple, mixed application workloads, ensuring the most critical ones get guaranteed, predictable performance.

Pivot3 QoS was designed to provision and prioritize performance to each application with pre-defined policies that are assigned at volume creation. Each policy defines the minimum IOPS, throughput and response time for each workload, eliminating the need to configure the entire solution for peak performance of one workload. No matter what's happening in the system, each application gets its assigned level of performance. Further, policies can be changed on-the-fly for immediate results. While other HCI systems might have QoS, they have no way to prioritize performance based application importance and business value of the data.

Until now, organizations have deployed HCI for single, standalone use cases — like virtual desktop infrastructure (VDI) — due to the unpredictable performance of multiple applications on the system; lack of automation; and inefficient scale and capacity that restrict datacenter consolidation. Acuity's innovative design delivers six-times the performance and three-times the VM density, with 25 percent less hardware, compared to other HCI solutions. This means IT can improve response times for databases, enterprise applications, business analytics and VDI, and do more with less for a smaller datacenter footprint and significant reductions in OPEX and CAPEX.

Acuity turbocharges HCI and redefines the next generation of the datacenter as businesses are demanding solutions that effectively manage multiple mission-critical applications. By bringing together breakthrough performance and sophisticated intelligence, Acuity supports the transition to the private cloud and software-defined datacenter in a way that's never been seen before.

Acuity is important to channel partners because it is designed to support a broader range of workloads on a single platform, which means our partners can sell deeper into their customer base and do so with a very compelling, industry-first value proposition. The maturity of the policy-based QoS engine, the multi-tiered architecture and NVMe datapath means faster, guaranteed performance, higher densities, and greater efficiencies, all with less hardware. This translates to impressive economic advantages for both channel partners and end users.

Compared to other vendors:

Conventional HCI solutions are limited to basic data protection schemes that impact capacity utilization and system performance which keeps customers from realizing all the benefits of hyperconvergence and extending them across more of the enterprise datacenter.

Pivot3's smarter infrastructure for the software-defined data center offers patented erasure coding, distributed scale-out architecture, and an advanced Quality of Service (QoS) engine to consolidate multiple mixed workloads on single infrastructure while prioritizing performance and data protection to the applications that matter most to your business. No other hyperconverged solution can offer this combination of performance, scale and efficiency.

Customer feedback/quotes:

"We're bullish on Acuity because it responds to our clients' growing demand for hyperconverged systems that can support broader ranges of workloads on a single platform," said Steward Sonneland, Principle and CEO, Strategic Integrators. "The combination of Pivot3's mature, policy-based QoS engine with the accelerated performance of ultra-low latency NVMe PCIe flash is really attractive to our clients who require multiple, mixed application workloads with higher VM densities. This means they're achieving solid economic advantages, benefiting from a far easier environment to manage with higher end-user satisfaction. Finally, we love the fact that Pivot3's configuration and pricing model is designed to support a wide range of customer requirements, allowing clients to start small and grow as their business warrants. Pivot3's performance advantage often allows us to price a deal lower than the competition, since it requires less hardware to do the same job. It's a pretty incredible solution."

Why nominee should win

•   **Pivot3 is a pioneer and innovator of hyperconverged infrastructure, founded on the idea that the traditional data center could be radically simplified.**

•   **Pivot3 has developed a unique architecture that uses a patented form of erasure coding, delivering maximum performance, high availability and optimal storage efficiency.**

•   **The company developed an industry first priority-aware HCI solution, enabling IT to confidently consolidate multiple mixed application workloads.**

•   **Pivot3 competes against one of the top HCI vendors and legacy IT companies such as HPE, Dell EMC, VMware, Nutanix and Cisco.**

•   **Pivot3 was listed as an industry leader and visionary by key industry analyst reports.**