

## Nominee: Nexenta

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### **Nomination title: Storage Company of the Year**

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

Nexenta is the global-leader in Software-Defined Storage (SDS) and a supplier of open source solutions for enterprise and community users. It has strategically impacted the storage industry to lower TCO with business and technology benefits exceeding basic economics. It's flagship product, NexentaStor, provides all of the functionality of the big legacy systems at a fraction of the price, making it ideal for storing petabytes of data. Customers experience the significant benefits of a high performance enterprise grade solution without the vendor lock-in and high TCO associated with legacy vendors.

NexentaStor 4.0 is the leading commercial-grade SDS platform and the key component of the mounting shift towards the Software-Defined Data Centre (SDDC). It delivers high performance, ultra-scalable cloud and virtualisation optimised solutions for data centre environments. The solution runs on industry standard hardware providing open, unified storage management at a fraction of the cost of legacy systems, eliminating the vendor lock-in and aging technologies of legacy storage.

NexentaStor provides customers with a scaleable, reliable and secure storage environment with unbeatable price and performance. With demand for flexible storage capabilities growing, Nexenta's solutions provide the scalable infrastructure needed to extend storage capacities. Software Defined Storage offers the ability to keep up with the innovation in both hardware and software that is necessary given today's IT challenges.

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

Using NexentaStor as a storage foundation provides customers with a high-performance, cost effective data storage solution reducing IT complexity and delivering compelling economics.

The University of Sussex chose Nexenta's Software Defined Storage solution to improve network performance and prepare for the future development of its diverse, flexible IT infrastructure. Nexenta was selected because of its flexibility, scalability and attractive economics.

James Goodlet, head of infrastructure services, IT services, University of Sussex, explains: "Nexenta was actually the most cost effective but that wasn't why we chose it. We got a really good feel from the company, talked with them extensively and did a thorough evaluation with their support. They even sent developers onto the campus to talk through some of the issues we saw. We were very impressed with that level of support and feedback. It's unusual to have such an open relationship with a vendor."

Award-winning visual effects firm, BlueBolt selected Nexenta's Software-Defined Solution to centralise and manage its storage infrastructure and replace the various storage platforms it had in place. Collaborating with its technology partner, Dell, to provide the hardware, and utilising the open-source ZFS-based operating system, BlueBolt implemented a two node HA Cluster with 144TB of raw NexentaStor capacity, which provides 68TB useable capacity.

"The amount of critical data we are creating at BlueBolt is always growing. Data loss or system failure would be unacceptable. We needed to implement a secure, reliable, scalable storage solution and chose Nexenta because of its growing reputation in the visual effects community," said George Siddiqui, CTO, BlueBolt. "We now have peace of mind that our storage can cope with our workloads. Nexenta has all of the features we would expect from an enterprise storage platform while remaining one of the most cost-effective solutions on the market."

Nexenta's customers can also benefit from:

- 50% reduction in HA failover times
- Up to 4x faster performance
- Up to 512GB dynamic read cache per head

- Scaleability to petabyte system capabilities
- Guided wizards for system setup and configuration
- Embedded intelligence in the Fault Management Architecture (FMA) which detects and resolves issues around failing hardware to reduce performance impacts
- Improved problem isolation that provides better reliability and visibility
- Simplified administration with the new wizard-driven storage pool with configuration and deployment tools
- Dramatic improvements in performance with support for 512GB memory
- Significant replication improvements with AutoSync service
- Numerous additional SNMP MIBs and Traps for increased observability and monitoring
- Code base migration to Illumos open-source operating system, for improvements in security, management and monitoring
- Stability and supportability

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

Nexenta Customers can save 70-80% over proprietary solutions while also enjoying superior functionality and flexibility, along with the support of an OpenStorage community that collectively progresses far greater resources than any single vendor.

NexentaStor is a fully featured, unified solution that scales to meet growing storage requirements on any platform. It offers enterprise capabilities for data integrity and workload performance, providing customers the flexibility to select their storage operating system independently from the hardware on which it runs, while commodity storage hardware tends to lack defense against silent data corruption, is difficult to manage, and suffers in performance as storage needs grow.

Nexenta leverages the revolutionary ZFS file system and offers enterprise-class features including deduplication and compression. The software also enables users to protect their data through a range of backup and synchronous/asynchronous replication capabilities including unlimited incremental snapshot and cloning capabilities. Its industry-leading asynchronous replication capabilities allow up to 10 replication streams to be aggregated into what is believed to be the highest asynchronous replication throughput in the industry. Remote back-ups and disaster recovery at offsite locations can also be set up with site-to-site replications across disparate destinations.

### **Why nominee should win**

- Nexenta is the market-leader in commercial grade SDS and is the key component of the Software-Defined Data Centre
- Nexenta offers customers low TCO and low initial capital expenditure
- Nexenta's solutions are reliable, low cost and can be scaled to suit any enterprise's needs
- Nexenta runs on industry standard hardware eliminating vendor lock-in and providing open, unified storage
- Nexenta reduces IT complexity while delivering compelling economics