# Nominee: Tegile Systems

## Nomination title: Tegile continues to storm the storage industry

Tegile is a pioneering provider of flash-driven storage arrays aimed at the virtualised server and virtual desktop environments. From hybrid to all flash solutions, Tegile offers businesses significantly more options than the average storage vendor, by not forcing square pegs into round holes, but carefully crafting and tailoring storage solutions to meet individual business needs.

In 2014, just two years after launching its flagship IntelliFlash product, the company continues to reach new heights. With sales skyrocketing thanks to customer wins and increased market penetration, Tegile experienced a 350 percent increase in year-on-year revenue for 2013. This can be attributed to the strength of Tegile's product portfolio which recently saw the 1000th shipment of its IntelliFlash array.

Tegile's products are dedicated purpose built arrays with the ability to carry out in-line deduplication as well as compression. These distinctive features allow business to centralise operations, mitigate the disruptive effects of boot storms and protect data at lower cost in comparison to those companies who simply offer hard-disk based or solid-state disk arrays. Unlike other vendors, Tegile is the only company with the ability to offer these unique features across its product range.

As a direct result of Tegile's recent business success and response to market demands, Tegile added two new third generation storage systems to its portfolio, including the company's first all flash solution, the T3800. This product features high-density enterprise flash solid state drives designed to support mission critical application, data reduction technology and an industry-best seven year warranty. Looking forward, Tegile continues to invest in developing products to adapt and address the challenges faced by 21st century organisations.

Tegile responds to Aer Lingus' networking Mayday

Aer Lingus is the national carrier of Ireland, which services more than 11 million passengers each year and has a fleet of 58 aircrafts. This year Aer Lingus chose Tegile as its storage

company of choice, beating out other vendors such as EMC and Dell. Tegile provided Aer Lingus with a bespoke storage solution designed to revamp its internal infrastructure and better support its business needs.

Aer Lingus' legacy system was unable to cope with the growing volume of data as a result of its expanding business. It selected Tegile's IntelliFlash HA2800 hybrid arrays based on industry renowned high performance, reliability and scalability, as well as the support offered by the Tegile team and their ability to get the implementation completed efficiently and to very high standards.

The arrays were deployed alongside Aer Lingus' legacy EMC solution to guarantee its large server remained active and continuous file share kept functioning. The Tegile arrays are responsible for housing Aer Lingus' critical data, including its corporate file share. Additionally, Tegile's distinctive de-duplication and compression features ensure that Aer Lingus is able to update its company critical files in real-time between its data centres.

Saudi Petroleum strikes oil with Tegile

Most recently, Saudi Petroleum, the world's largest producer of crude oil, implemented Tegile's HA2100 arrays in its London office to consolidate its storage solution, and ensure the safekeeping of its business critical email and intranet data.  Once again, Tegile beat other vendors such as Nimble and Pure Storage to the punch, with its solution prevailing as the most suited to Saudi Petroleum's business needs.

Saudi Petroleum, confronted with the need to overhaul its old laborious storage technology, end-of-life contracts, unresponsive and inefficient functionality, needed a storage solution that would tackle these issues head-on whilst future proofing business critical data. Facing increasing time pressure to migrate the data before its support contracts run out and the servers shut down, Tegile took a mere 72 hours to transfer and secure all data sets, resulting in minimal downtime for staff and allowing Saudi Petroleum to comfortably meet its deadline.

By leveraging Tegile's deduplication and compression functionality, Saudi Petroleum has already experienced significant storage functionality across the board, resulting in:

• Faster and more responsive virtual machines

• Improved user interface and user experience

• Flexible connectivity options

• Significant cost savings

Impressed with the success, capabilities and benefits of Tegile's storage solutions, Saudi Petroleum plans to migrate additional environments to Tegile.

What began as a start-up company two years ago, Tegile's business has rapidly expanded around the globe. With its strong product portfolio and range of customers across different verticals, the company shows no signs of slowing down and will continue to grow and develop as the years go on.

## Why nominee should win

• Tegile is an innovative provider of hybrid and flash storage. It's deduplication and compression functionalities provide unrivalled storage solutions

• The company recorded a 350 percent increase in year-on-year revenue since its launch

• Tegile's strong product portfolio has seen the 1000th shipment of its hybrid IntelliFlash in just two years and the launch of its first all-flash array

• Tegile was chosen by Aer Lingus, beating storage vendors such as EMC and Dell, to provide a solution to revamp the airlines internal infrastructure and better support its needs

• Saudi Petroleum selected Tegile's HA2100 arrays as it was the best technical solution available