

Nominee: Tegile Systems

Nomination title: Tegile Eyes Global Domination

Tegile's mission is to accelerate the transformation of enterprise IT by changing the performance and economics of enterprise storage. Its Flash Arrays, with patented IntelliFlash™ architecture, deliver high I/O and low latency for business applications such as databases, server virtualisation and virtual desktops. Through the use of Tegile's All-Flash and Hybrid storage arrays customers achieve business acceleration and unmatched storage capacity reduction.

Following Tegile's entrance to the European market in 2012, the team has grown 400 percent, mirroring the success of its global customer base which has increased to more than 1400 in the past year across the education, healthcare and government sectors. This builds on the success of 2013, where Tegile experienced a 350 percent increase in year-on-year revenue. As a result of this success, over the past year Tegile has extended its presence in Europe to meet increased customer demands and now operates in the UK, Germany, Austria, Switzerland and the Benelux. The company also recently closed a \$70 million funding round to further support its rapid global expansion.

Tegile's Intelligent Flash Arrays enable customers to dial up or down the amount of flash storage to meet the specific performance needs of their applications. Tegile enables customers to get the high performance of flash with the economics of disk storage which in turn allows businesses to better address the requirements of virtualisation, virtual desktop integration and database integration, at a lower cost. This is in stark contrast to vendors who offer either a solid state array or hard-disk array but not both.

Building on Tegile's recent business success, the company introduced a new IntelliFlash HD flash platform to its already strong portfolio of products. Designed to address the unmet big data challenges faced by data centres and powered by the IntelliFlash operating system, it can perform up to five million input/output operations per second. Additionally it has 10PB of capacity in a single rack, the equivalent of 10,000TB or €0.50 per gigabyte of storage. Looking ahead, Tegile will ensure it continuously invests in producing new products to overcome the unmet storage challenges of the modern world.

Boyes Turner wins the case with Tegile's IntelliFlash hybrid storage array

With some of the world's largest multinational corporations as well as some of the most successful UK and European businesses on the books, leading UK law firm Boyes Turner, required a storage solution that could keep pace with the demands of its growing business.

Boyes Turner's document management system was under extreme pressure, with demands almost doubling every six months. With 95 percent of its business already virtualised on private cloud, and its existing Dell solution suffering from performance limitations, a new advanced storage solution was crucial to the success of the company moving forward.

In addition to this, Boyes Turner needed a solution which would maintain its business critical Microsoft SQL applications and be able to support its Network File System (NFS), to avoid a complete rip and replacement of the existing infrastructure.

Following a competitive tender, which included NetApp and Cisco, Boyes Turner selected Tegile's IntelliFlash hybrid storage solution to replace its existing Dell EqualLogic iSCSI SAN storage solution. One of the key differentiators for Tegile against the competition was its inline compression and deduplication software, which drastically reduced the company's storage footprint.

As a result of the deployment, Boyes Turner exceeded the throughput performance of its SQL application and attained data compression rates of up to 75 percent.

Tegile's hybrid solution ensured that Boyes Turner got the best of both worlds – the speed of SSD alongside the low cost and high capacity of HDD.

Tegile passes the Barnsley College test

Recently, Barnsley College, an education institution in the UK that employs more than 800 teachers and almost 10,000 students deployed Tegile's HA2100, a hybrid flash array designed to future proof campus networking and increase the performance of its virtual desktop environment. Once again, Tegile came out ahead of other vendors such as NetApp, with its solution deemed the most attractive due to the all-inclusive pricing model which meant the college received two Tegile solutions compared to the one offered by NetApp, as well Tegile's 100 percent customer support service response.

Barnsley College, challenged by the increasing demand from students and staff, coupled with the failure of the existing IBM infrastructure to support the heavy traffic on its network, needed to provide a more efficient service to users. Looking for superior performance, robust data protection and flexibility, at a lower cost, Tegile was the standout choice.

Following a 24 hour installation process, all Barnsley College's data was seamlessly transferred to the Tegile solution without any disruption and the benefits were immediately experienced. Tegile's solution decreased log-on time for staff and students from 3.5 minutes to 30 seconds, it provided unmatched de-duplication and compression by reducing document size by 70 percent and VMware infrastructure increased to 92 percent utilisation.

Most importantly, the performance of the Tegile solution has reduced the need for Barnsley College to purchase more storage space in future, saving it tens of thousands of pounds which can now be reallocated to benefit the students in other areas.

Despite only being three years old, Tegile's business has globally expanded and continues to go from strength to strength. With its comprehensive and flexible product portfolio, the company has a strong platform for future success.

Why nominee should win

- **Tegile is a pioneering provider of All Flash and Hybrid storage with a simple message—One Flash Platform for Any Workload**
- **The company's deduplication and compression functionalities are unmatched and provide unparalleled storage savings**
- **Tegile customer base has increased to over 1,400 in the past year**
- **Tegile raised \$70 million to further fund its rapid global expansion**
- **Tegile was chosen by Boyes Turner, ahead of NetApp and Cisco, to provide a solution that could keep pace with the demands of its growing legal business**
- **Barnsley College chose Tegile's HA2100 ahead of NetApp's offering as it was the most cost effective**