

Nominee: Nexsan

Nomination title: Nexsan's Unity Delivers Innovative Enterprise Storage PLUS

Nexsan's Unity™ is the first unified storage platform that combines enterprise NAS and high performance block storage, PLUS a fully integrated private cloud with intelligent, patented software that enhances our enterprise-class unified storage with Enterprise File Sync & Share (EFSS), Mobile Access, Multi-site Sync, and a Secure Active Archive client in a simple to manage and cost-efficient system that is fully compliant with security protocols. This unique solution combines all this functionality into a single product, at a single price, allowing organisations to have less to manage and lower overall costs.

Enterprise Storage

The second generation Unity supports Fibre Channel and iSCSI connectivity in addition to NAS protocols. HDD and SSD support can be tailored for the best mixed application deployment environment or all-flash configurations with advanced data reduction of up to 3X for high performance needs. The latest Intel® Xeon® Processor E5 v4 Family processors and increased memory allow for more IOPS, lower latency, and power to expand and deliver performance up to 40% over previous similarly configured systems. Additional ports, connectivity options, and the support of SMB 3.0 provides greater configuration flexibility. For organisations facing extreme data growth or needing greater application performance, Unity scales from 6TB up to nearly 5PB.

Hybrid Configurations

Unity delivers the performance you need in unified storage by blending solid-state memory including DRAM and SSD to optimise block and file operations into a fault-tolerant architecture. To make the most of your IT investment, Nexsan realigns the trade-off between performance, capacity, and costs with FASTier™ caching that accelerates I/O and provides high performance where it's needed.

All-Flash Configurations

The Nexsan Unity all-flash, high performance arrays make it easy and affordable to meet the needs of critical business applications. All-flash configurations are supported on every Unity model with up to nine enclosures in the largest configurations so you can start small and scale as your requirements grow. With the advanced data reduction technologies, organisations can see an effective usable capacity of up to 3X the raw capacity. Configurations are optimised to get the most out of the flash SSDs while providing the performance to meet the most demanding applications.

Mobile Access

Unity's patented technology is designed to support all devices – from mobile devices to tablets, laptops and desktops running Android, iOS, Mac and Windows. Mobile workforces have the freedom and flexibility to access and share files securely across all of their devices, regardless of location - for enhanced business productivity and data security.

Using the Unity mobile and web apps, users can quickly create and send secure links via email to files stored on Unity. This eliminates the need to send large email files and provides access to information from anywhere. Using a private cloud infrastructure, the apps insure both privacy and security, using Active Directory permissions and credentials, while delivering seamless access without a VPN.

Key features of the Unity mobile and web apps:

- **Browse files from user folders stored on the organisation's Unity system(s)**
- **Upload, download and share files between iOS and Android devices and computers**
- **Access shared folders as read only or read-write, depending on user permissions**
- **Easily find needed files with an easy search function**
- **Quickly create and send secure links via email to files stored on Unity, even to people outside the organisation**

FTP and shared NAS folders are established, managed, and controlled by a central IT management authority. While there are clear benefits to this approach, the advent of public cloud sharing services such as Box, Dropbox, and Google Drive have enabled millions of users to bypass the IT department and create a "serve yourself" system for file sharing and collaboration. Users like these services because they think they're more flexible and responsive than their company's in-house system. They don't see why that could be a big problem, but when data leaves the

organisation and is not updated or tracked, organisations are at risk. There's a long list of good reasons why "shadow IT" is restricted or prohibited by organisations.

Unity safeguards the data under the control of IT and eliminates the risks of Shadow IT putting the organisation at risk. Users can access the data remotely with no need for VPN, managed file transfer software, or monthly costs for public cloud services. Unity delivers the best of both worlds, where human-centered EFSS applications adhere to the ACLs set on data. For the first time, IT professionals can employ their proven security model within apps that are a delight for their users.

Multi-Site Sync

The first and only unified storage solution with n-Way, multi-site sync, Unity lets users keep any or all folders' content synchronized among any number of Unity systems. The systems may be connected over a LAN—in which case changed files are synced at extremely high speeds—or they may be connected over a WAN, where sync speeds depend upon available bandwidth. To make the most of available WAN performance, Unity uses caching, compression, and a reliable transfer protocol that delivers data over UDP instead of the more common TCP (the optimizations employed by most WAN-accelerator appliances).

To ensure privacy and security, the Unity systems perform a peer-to-peer key exchange and then use AES-256 encryption to protect WAN traffic. This encryption is fully automatic, without any need for key management activities by your administrator. What's more, at no time does Nexsan have the keys or any access into data stored on Unity. Your data is transferred directly between Unity sites and never traverses any third party store-and-forward devices. And you can even encrypt your data at rest for additional protection.

Security and Compliance

Too often employees neglect corporate policies and use public cloud services or email to share sensitive or regulatory information, putting the company at risk. Nexsan Unity with the additional Unity Active Archive, addresses these critical needs. With Unity Active Archive you get tamper-proof storage to meet corporate and government regulatory requirements including HIPAA, SOX and SEC-17 as well as the additional protection you need from ransomware attacks.

Why nominee should win

- 1) **Innovation –Unified Storage PLUS a fully integrated private cloud with EFSS, Mobile Access, Multi-site Sync, and a Secure Active Archive client.**
- 2) **Value –Nexsan does not charge for the additional functionality including apps for mobile devices and desktops. In addition, other systems in the data center may be replaced such as VPN, MFT, and public cloud services such as Dropbox or Box.**
- 3) **Performance – 500K IOPS for less than \$75K**
- 4) **Enterprise functionality – Hybrid and All-Flash applications scaling up to 5PB**
- 5) **Ease of use and manageability – Easily manage in even the toughest of environments**