

Virtual SSD Software Elevator Pitch

Server based software, for Dell EMC PowerEdge Servers, that blends your high performance flash storage with cost effective capacity storage (SSD or HDD) – Looks like 1 volume/disk to the OS. Machine intelligence insures active data resides on the fast storage and inactive data on the capacity storage. User realizes the performance of the fast storage and the combined capacity of both with a price point around 5X+ less than the pure fast storage.

The results – Ultimate all flash performance optimized for your application needs.

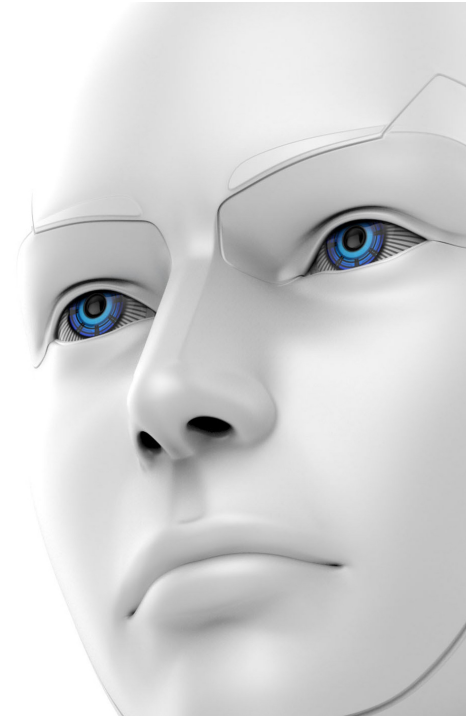
Key Value Prop: Storage That Meets the Needs of the Application

Typically, only a small portion of data is mission-critical enough to be stored on the highest-performing Tier 0 storage. Many organizations store a much higher percentage of their data on Tier 0 than necessary, resulting in overpaying for their storage media, or worse, purchasing storage that does not meet the needs of their application.

- Flash Performance
- Affordable – 5X less than the cost of an all flash solution with equal capacity
- The capacity you need. No need to sacrifice capacity for flash performance.
- WIN/WIN for you and the customer

Qualifying Questions

- Would you like all flash performance but feel it is too expensive
- Would you like to be able to optimize your storage to satisfy both your performance and capacity requirements?
- How do you balance performance with cost?
- Would you like the performance of NVMe but are concerned that your capacity requirements make the solution too expensive?
- Would you like to be able to incorporate the latest storage technology such as Storage Class Memory (NVDIMM) and/or NVMe?
- Is automation important?
- Would you like to know the actual capacity of your working data set?



Key Benefits

SSD class performance optimized to meet the needs of your application and your budget

- Applications run faster because your active (hot data) is stored on your fastest storage media. Reads and writes are accelerated
- Best in class cost of ownership because your inactive data is automatically stored on your cost effective storage
- Hands free management because the solution is fully automated and continuously optimizes in *real-time*
- Customizable to your applications requirements because you can mix the optimal storage media to satisfy the needs of your application

Dell EMC Virtual SSD Specifications

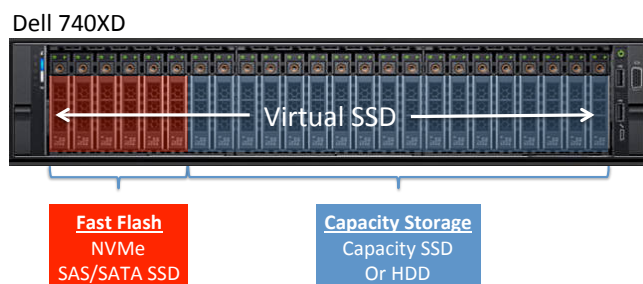
Supports 32 TB of fast tier	Up to 256 TB/Tier for 1PB total capacity
4 virtual volumes per server	Integrated File Pinning
NVDIMM, NVMe, Optane, SAS/SATA SSD, HDD and RAID support	Java based live volume monitoring, Configuration mgmt. UI, Scriptable CLI
Intel and AMD X86 processors with minimum of 4GB DRAM	HyperV, KVM, XEN hypervisors. VMware supported in guest only
Windows and Linux Operating System	Advanced tiering technology (Not a Cache)

Dell EMC Internal SnP SKU: A9611238

Target Applications: Performance sensitive workloads including Database, MS Exchange, MS Share Point, VDI, Content delivery, Video Production

Target Hardware

VSSD is targeted for Dell EMC PowerEdge servers with internal storage or attached JBOD (DAS). In clustered environments, each server requires an individual license. Combine any 2 classes of block storage devices to meet the needs of the application. Supports all flash and flash/HDD hybrid configurations.



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