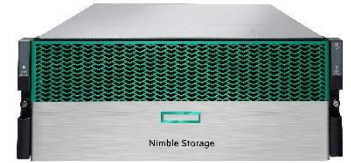


HPE Nimble Storage Adaptive Flash Arrays

Predictive. Radically Simple. Cloud Ready



Elevator pitch

HPE Nimble Storage Adaptive Flash Arrays are the industry's only predictive hybrid-flash arrays¹. Experience radical simplicity and all-flash like performance within a scalable, cloud-ready platform. The array is designed for cost-effective primary storage as well as secondary storage, such as backup and DR. The arrays combine a flash-optimized architecture with HPE InfoSight to provide fast, reliable access to data and guaranteed 99.9999 percent availability². Adaptive arrays automatically optimize for capacity and performance while allowing you to change the service level of any volume at the click of a button. Save space with always-on, inline deduplication and compression and simplify data management through integration with leading availability software for virtualized environments from Veeam. All HPE Nimble flash arrays are Cloud Ready – providing an easy on-ramp to the cloud through HPE Cloud Volumes. Backed by the Timeless Storage guarantee, there is no need to pay for optional software, and forklift upgrades can become a thing of the past.

¹<https://h20195.www2.hpe.com/v2/Getdocument.aspx?docname=a00026086enw>

²Based on actual customer data collected by the Nimble Storage Support organization as of March 2017

HPE Nimble Storage HF-Series arrays

- The **HF20 and HF20H** arrays provides value and capacity for small to medium-sized IT organizations or remote offices. The **HF20C** is ideal for deep-scale storage and archiving of large volumes of compressed data.
- The **HF40** is ideal for midsize IT organizations or distributed sites of larger organizations. These arrays offer the best capacity per dollar for mixed mainstream workloads, virtual server consolidation, and backup and DR.
- The **HF60** provides higher performance for larger deployments or IO-intensive mixed mainstream workloads or backup and DR uses. It provides the best performance and IOPS per dollar. It is designed for consolidating multiple larger-scale critical applications with more aggressive performance demands. Also, for large backup and DR requirements.
- All Nimble Storage Adaptive Flash arrays support iSCSI and FC storage protocols

Target customers

Segments

- SMB
- Enterprises remote or branch office (ROBO)
- Entry to Enterprise

Workloads

- Ideal for mixed and mainstream workloads requiring high performance and sub-millisecond response times
- VMWare vSphere, VDI
- Collaboration applications such as Microsoft Exchange, Office 365
- Performance of a flash array for back office applications, SQL Server and Oracle
- Backup, DR, and Veeam
- Test and development
- Patch testing, QA

Verticals

- All

Cloud

- Needs seamless and easy future migration to the cloud

Buying triggers:

- Upgrading from traditional and legacy SAN storage to flash while seeking a new, simple, support approach
- Desires all flash performance, yet very price sensitive
- Looking for a cost effective modular storage solution, that includes flash, for scale-out applications.
- Needing a storage solution that protects their investment and grows as the business grows
- Wanting a highly-available hybrid flash solution where they can start small and grow without disruption
- Customer is concerned that on-premises purchases today may not fit with flash or cloud strategy for tomorrow
- Needing a backup solution that works with Veeam backup software
- Customer wants to be able to run real workloads on their secondary storage, putting their backup data 'to work'

Conversation starters

- When considering a storage purchase, what are your key drivers/priorities – budget/price, performance, features/function?
- Are you looking to consolidate, have budget constraints, at the same time performance is a driving factor?
- Is availability a major purchasing criteria – have you experienced unplanned downtime that has had a negative impact on SLAs and/or your business?
- Are you looking to simplify IT management and your environment. Do you understand the benefits of predictive analytics?
- Is your environment heavily virtualized, does your current storage support your strategy? What are the limitations of your installed storage?
- Are you thinking about flash acceleration and optimization, but don't think your budget can get you there? Are there other issues or reasons that might be holding you back from moving to a hybrid flash storage solution?
- Do you have performance demands with new workloads or applications?
- When considering a backup and recovery solution, what are your key drivers/priorities – budget/price, performance, features/function?
- Are you maintaining separate storage for dev/test, QA, patch testing, analytics or reporting?

Reliably Fast

- All-flash like performance with guaranteed 99.9999% availability

Radically Simple

- Seamlessly deliver flash across primary, secondary and cloud environments
- Support you actually like, driven by predictive analytics

Cloud Ready

- Cloud-ready when you're ready: easy on-ramp to cloud storage with enterprise-grade capabilities

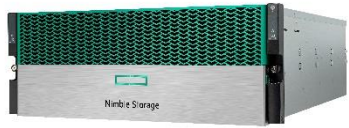
Seamless Scalability

- Non-disruptively and independently scale-out to over 20PB effective capacity³ across four arrays managed as one

³Assumes capacity savings from data compression and 4X – HF60

Play card

For HPE and Channel Partner internal use only.



Positioning within the HPE Nimble Storage Array Family

HPE InfoSight

HPE Nimble HF-Series Adaptive Flash Arrays combine high-performance flash with cost optimized disk drives to achieve optimal price/performance for mixed and/or mainstream primary workloads. Also, for secondary storage applications, fast backup and recovery, DR, and the ability to run applications (such as test/dev) from the backup array. Deep integration with Veeam, so it's ideal for Veeam customers.

HPE Nimble AF-Series All Flash Arrays are built for speed and targeted at high performance or latency sensitive workloads where all-flash performance is critical.

HPE Nimble Storage Adaptive Flash Array

HPE Nimble Storage All Flash Array

Positioning within the HPE Storage Portfolio

HPE MSA Storage

Most affordable storage arrays for the performance needs of small sites, remote office/branch office, consolidation and taking first steps into flash on a budget.

HPE Nimble Storage HF-Series

Simple, predictive storage with analytics-driven support, Nimble Adaptive Flash arrays combine high-performance flash with cost-optimized disk drives to achieve optimal price-performance.

HPE 3PAR StoreServ Storage

Most flexible, unified storage for larger scale deployments and the most demanding applications in an all-flash datacenter, with the ability to expand to multi PB's of usable capacity.



Why HPE?

By bringing together the existing HPE flash storage portfolio, HPE Nimble Storage arrays, and HPE InfoSight Predictive Analytics, HPE is positioned to offer customers the broadest and deepest storage portfolio for hybrid IT.

Simple, predictive flash storage with cloud hooks, HPE Nimble Storage is ideal for customers of any size needing robust, always on data services with the Multicloud Flash Fabric making it easy to deploy flash everywhere. Designed as flash storage from the ground up, customers can use any combination of all-flash and hybrid flash across private and public clouds. Transparently migrate data from anywhere to anywhere, future-proofing your data center for the cloud with HPE Nimble Storage cloud-ready flash arrays.

HPE Nimble Storage Adaptive Flash Arrays



Speed and Efficiency – Purpose-built flash architecture delivers sub-millisecond performance with unparalleled efficiency. And it's five times faster than other hybrid solutions. Always-on data reduction delivers up to 5X or more space savings without performance penalty.



Adaptive – Assign, or change, the service level on an application with the click of a button

- **Auto Flash:** High performance for mainstream applications
- **All Flash:** Guaranteed flash performance for the most performance sensitive applications
- **Minimal Flash:** Optimized for lowest cost of capacity



Data Protection – No data worries. 99.9999% (six-nines) guaranteed availability¹. Triple+ Parity RAID tolerates 3 simultaneous drive failures plus additional protection through intra-drive parity. Cost-optimized Adaptive Flash arrays are ideal as Secondary storage for backup, DR, test/dev, and archival, even when primary copies are stored on All Flash.



Simple to manage – Storage is pre-configured and optimized for applications out-of-the-box.

- Manage storage at VM-level granularity using VMware vVols or through a vCenter plugin.
- Integration and certification with major hypervisors, applications, and infrastructure components.

Key Resources

- [HPE Nimble Storage on hpe.com](#)
- [HPE Nimble Storage Sales Briefcase](#)
- [Customer Presentation](#)
- [Adaptive Flash datasheet](#)
- [Adaptive Flash QuickSpecs](#)