

HPE Nimble Storage All Flash Arrays

Predictive. Radically Simple. Cloud Ready

Elevator pitch

HPE Nimble Storage All Flash Arrays are the industry's only predictive all-flash arrays¹. Experience radical simplicity and flash performance within a scalable, cloud-ready platform. The arrays combine a flash-optimized architecture with HPE InfoSight to provide fast, reliable access to data and guaranteed 99.9999 percent availability². 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, all software is included, the arrays are future-proofed for NVMe and Storage Class Memory (SCM), and forklift upgrades are a thing of the past.

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

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

Target customers

Segments

- SMB to Enterprise

Workloads

- VMWare vSphere, VDI
- Collaboration applications such as Microsoft Office 365
- All flash performance needed for back office applications, SQL Server and Oracle

Verticals

- All

Cloud

- Requires transparent access to application data across the data center and the cloud
- Needs seamless and easy future migration to the cloud

Buying triggers:

- Upgrading from traditional and legacy SAN storage to flash
- Seeking a new, simple, support approach
- Needs greater performance for latency-sensitive apps, or faster performance for VM intensive workloads
- Current infrastructure doesn't meet performance requirements
- Customer is concerned that on-premises purchases today may not fit with cloud strategy for tomorrow
- Looking for cost-effective all-flash storage modular building block for scale-out applications
- Needing a storage solution with powerful investment protection and the business grows
- Wanting a highly-available all flash solution where they can start small and grow without disruption

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?
- Do you have a cloud strategy? How does it harmonize with your on-premises strategy?
- 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 an all flash storage solution?
- Do you have performance demands with new workloads such as OLTP, VDI, and analytics?

HPE Nimble Storage AF-Series arrays

- The **AF20** Series is the perfect entry point for all IT organizations that require speed and economy for performance-sensitive workloads
- The **AF40** and **AF60** offer high performance and attractive economics for performance-sensitive workloads that need the best blend of price, performance and scalability.
- The **AF80** is designed for consolidating multiple large-scale performance-sensitive applications with aggressive performance and high scalability demands.
- All Nimble Storage All Flash arrays support iSCSI and FC storage protocols

Reliably Fast

- All-flash 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

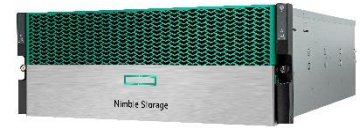
Seamless Scalability

- Non-disruptively and independently scale-out to over 16PB effective capacity³ across four arrays managed as one

³Assumes capacity savings from data deduplication and compression on 4X – AF80

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 AF-Series

Simple, predictive storage with analytics-driven support, Nimble All Flash arrays are built for speed, availability and scalability. Customers needing dedicated flash performance and public cloud hooks.

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.



*"HPE's \$1+ billion acquisition of Nimble Storage, a midrange vendor of both hybrid flash arrays and all-flash arrays, will make HPE's ability to sell highly flash-optimized enterprise storage to midmarket and small and medium-sized business (SMB) customer much stronger. **This is a bold, strategic move on HPE's part that will benefit HPE and Nimble's customers alike.**" – IDC*

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. Also, the [HPE Store More Guarantee](#) is your assurance that you will be able to pack more application data per terabyte of raw flash storage than other all-flash competitors.

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 All Flash Arrays



Performance – Built for speed, HPE Nimble Storage All Flash arrays deliver the performance and low latency needed to power the flash data center. The Multicloud Flash Fabric allows seamless application mobility between all flash, hybrid and the cloud.



Lower TCO – All flash performance at less than the cost of legacy performance disk solutions and one to two thirds lower TCO than other all flash arrays.



Data Protection – No data worries. 99.9999% (six-nines) guaranteed availability. 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.



Scale Out – Scale-to-Fit, grow capacity and performance of an array independently and non-disruptively and managed as a single entity.

Key Resources

- [HPE Nimble Storage on hpe.com](#)
- [HPE Nimble Storage Sales Briefcase](#)
- [Customer Presentation](#)
- [All Flash data sheet](#)
- [All Flash QuickSpecs](#)