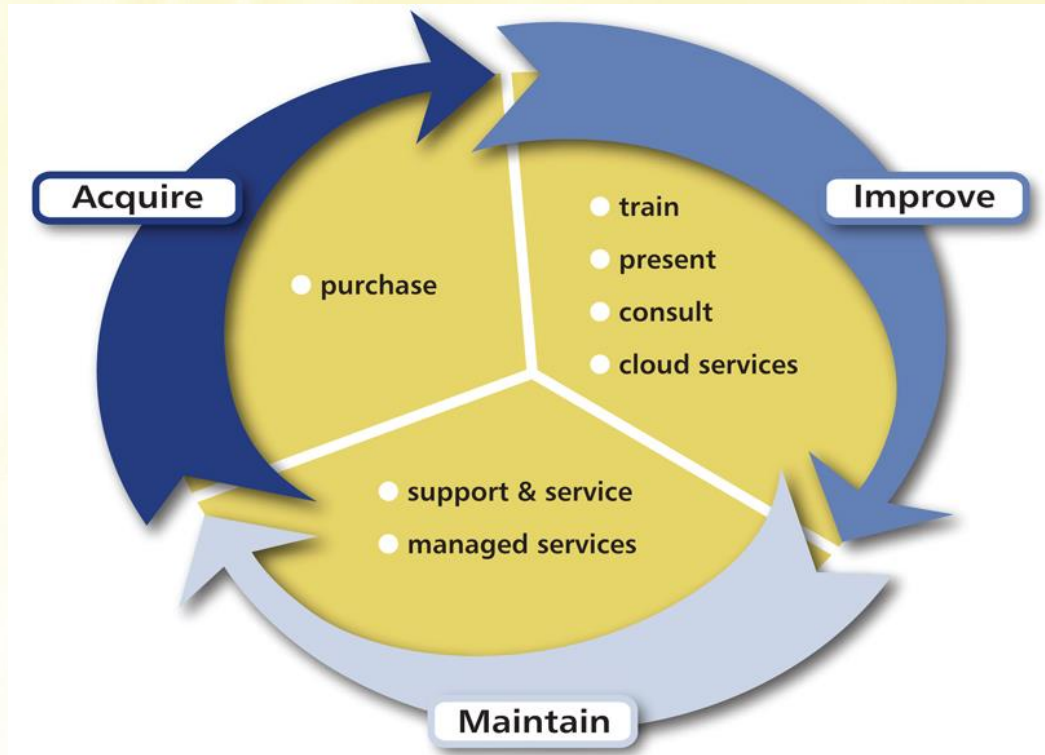


Welcome!

Veeam Backup &
Replication with
Nimble Storage



System Source & Nimble Storage:

- Nimble Storage Partner since 2011
- 100+ Nimble SAN installations
- Nimble Storage beneficial for:
 - Server Virtualization
 - VDI - Virtual Desktop Infrastructure
 - Microsoft Applications: Exchange, SQL Server & SharePoint
 - Applications requiring high IOPS at lower price point
 - Offsite Backup / Replication
 - Keep storage and applications up and running with frequent snapshots and consistent backups, fast restores, and efficient replication for disaster recovery



Nimble Storage Predictive Flash Platform

System Source – Crab Feast

Presenter
Eric Hood – AE
Timothy Thormann - SE

- ✓ Nimble Profile
- ✓ Timeless Storage - Ease of Use & Consumption
- ✓ Proactive Wellness & Support
- ✓ Predictive Flash Platform - Unified Flash Fabric

The Leader in Predictive Flash Storage



Highest Net Promoter Score in storage industry



Publicly traded since December 2013



Leader Gartner Magic Quadrant



82% CAGR FY13-FY16



9,000+ customers
20,000+ Deployments



50+ countries

Technology Alliances





Unwavering
Customer
Commitment

Trust & Transparency

Legendary support

Satisfaction Guarantee - 30
Day



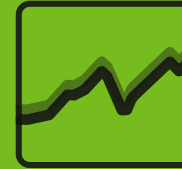
Timeless
Guarantee

All inclusive
software licensing

Flat support prices
years 1 - 6

Option for new controller
after 3 years AFA & HFA

Controller upgrade guaranteed to be
at least 25% faster



Capex.
or Storage-
on-demand

Only pay for the storage
you use

Scale up or down to meet
demand

1

Experience **Nimble Storage** for 30 days at no risk and see why we have more than 9,000 delighted customers.

2

We stand behind what we sell. If you are not completely satisfied with the *awesome benefits and capabilities as outlined on our website* please let us know.

3

We are committed to delivering an outstanding experience and will work to make you happy, for example:

- Provide expertise to ensure optimal operation
- Resolve any issues experienced
- Deliver additional storage if any promised data reduction/effective capacity is not met

4

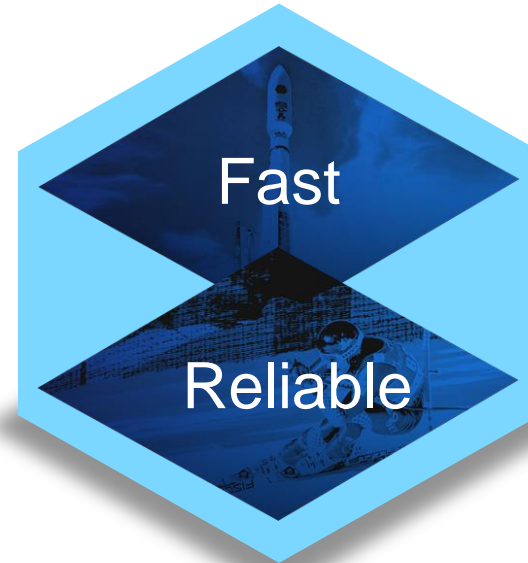
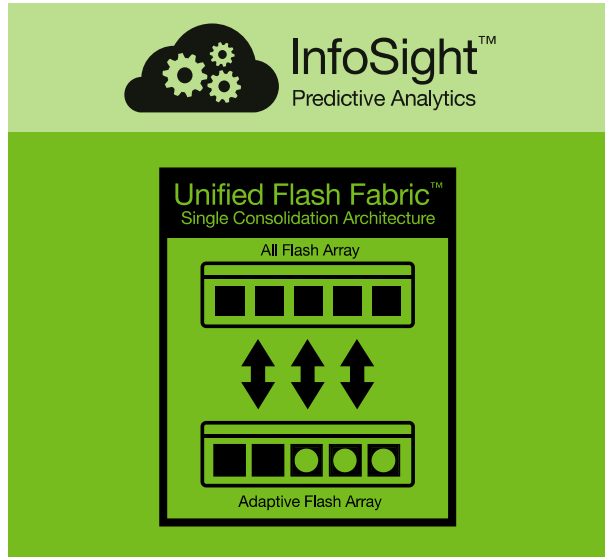
If we still haven't resolved your concern, return the array for a **full refund**.



1. This guarantee applies only to new Nimble All Flash and Adaptive Flash Arrays purchases
2. Guarantee runs for 30 days from the time of arrival at customer site
3. Customer must perform a good-faith installation with InfoSight Autosupport enabled

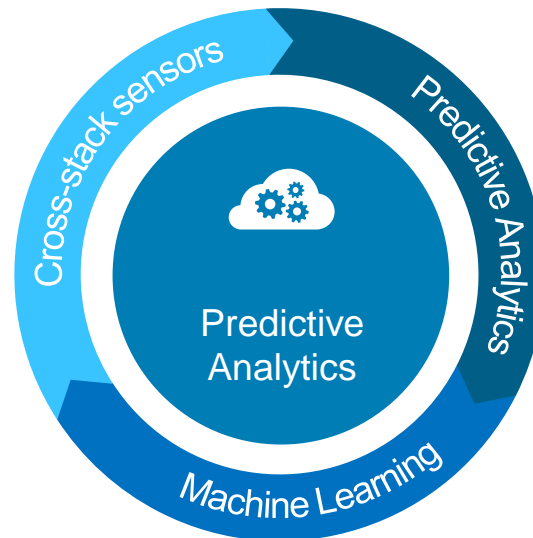
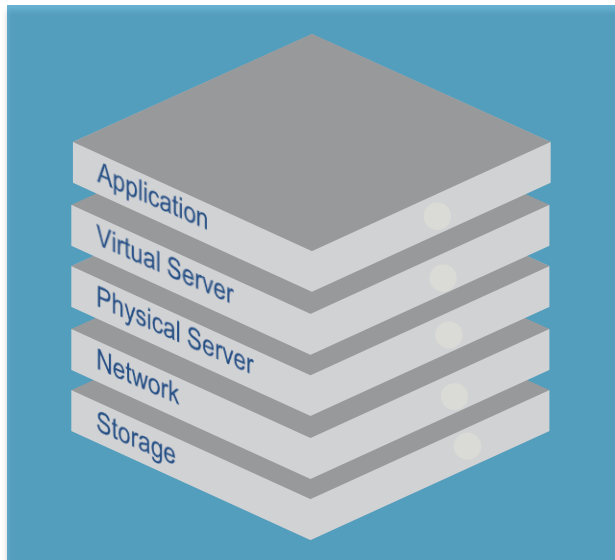
4. Array must be returned in like-new condition, else customer pays reconditioning costs
5. Remedies other than full refund are at the sole discretion of Nimble Storage

Predictive Flash Platform



At 33%
to 66%
lower
TCO

InfoSight Analyzes more than a Trillion Data Points a Week



**Proactively informs and guides
without alarm fatigue**

**Predicts future needs and
simplifies planning**

**Delivers transformed support
experience from level 3 experts
< 1 minute hold time**



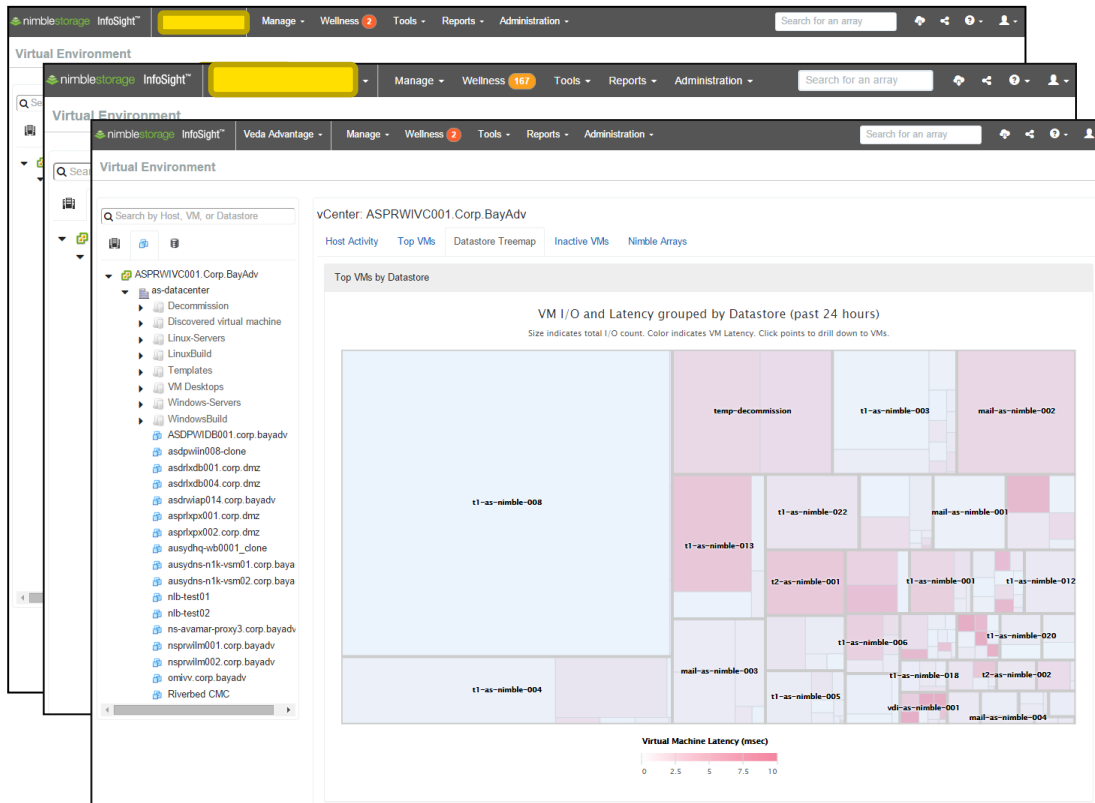
Measured uptime



Issues detected
before you do



Not related to storage

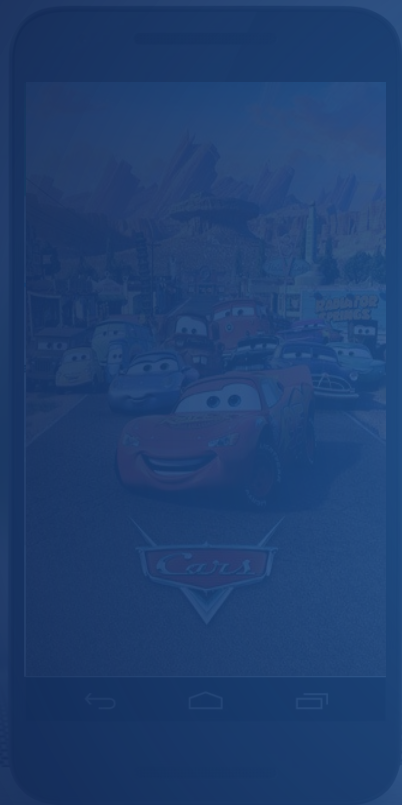


InfoSight VMVision gives visibility up to the VM layer

- Determine VM latency factors: storage, host or network
- Take corrective action on noisy neighbor VMs
- Reclaim space from underutilized VMs

InfoSight VMVision pinpoints VM-related issues

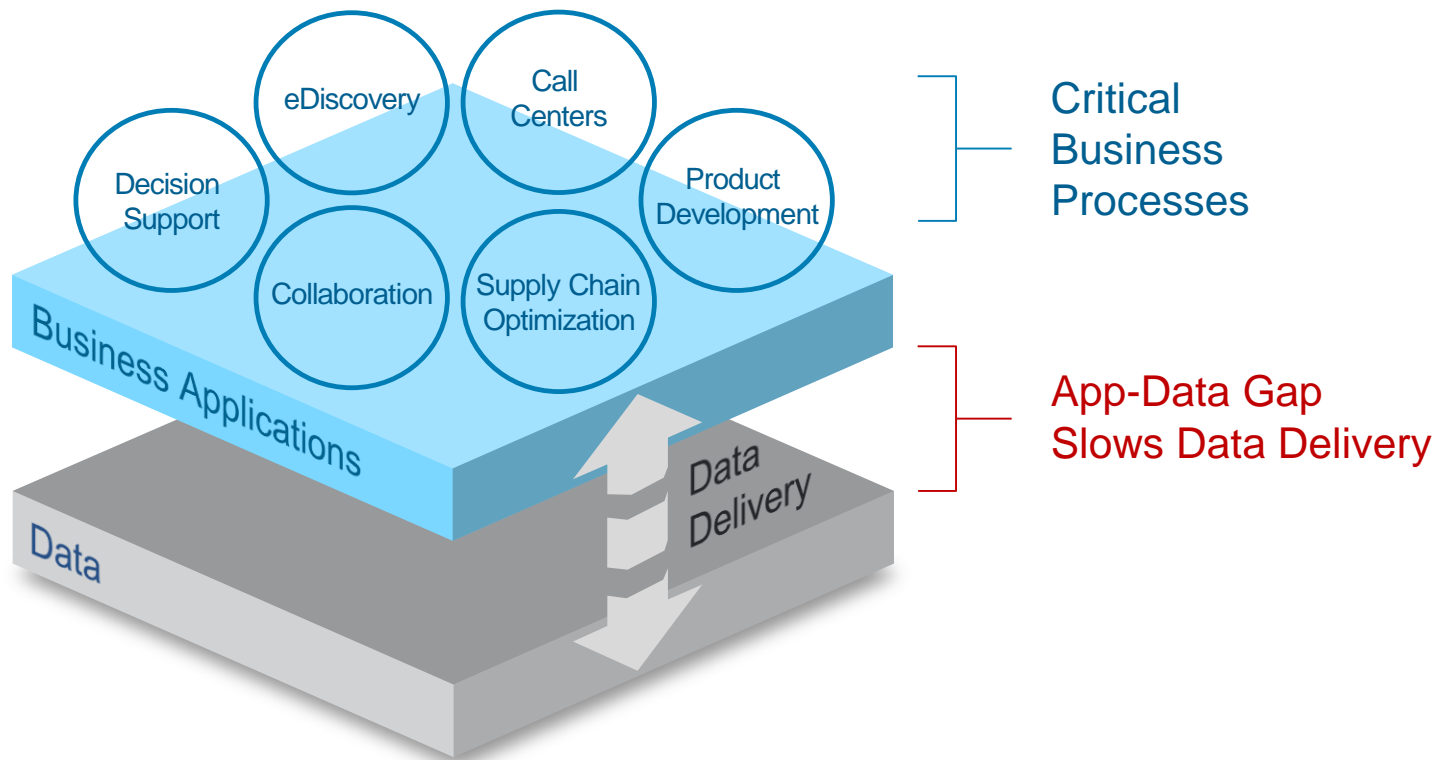
Data Disruption Slows Down Progress



LOADING...

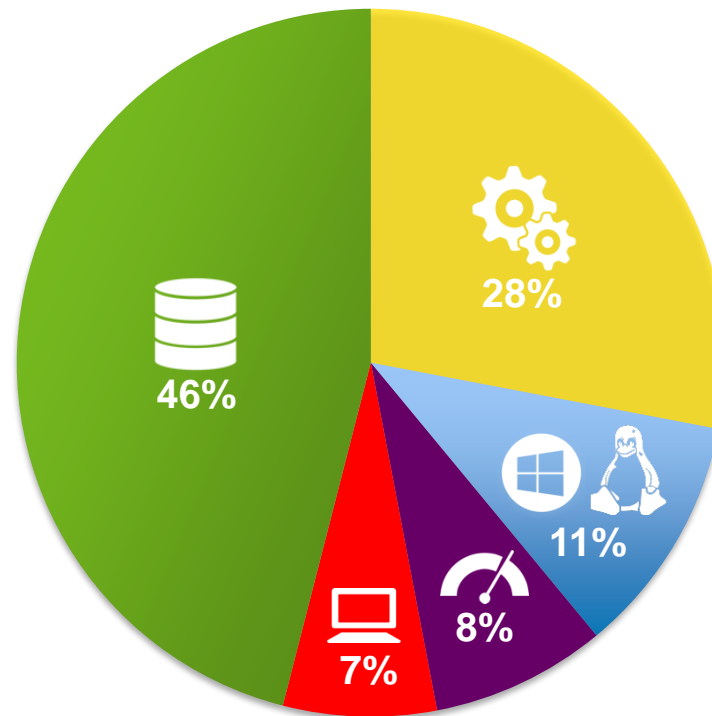


App-Data Gap Slows Critical Business Processes

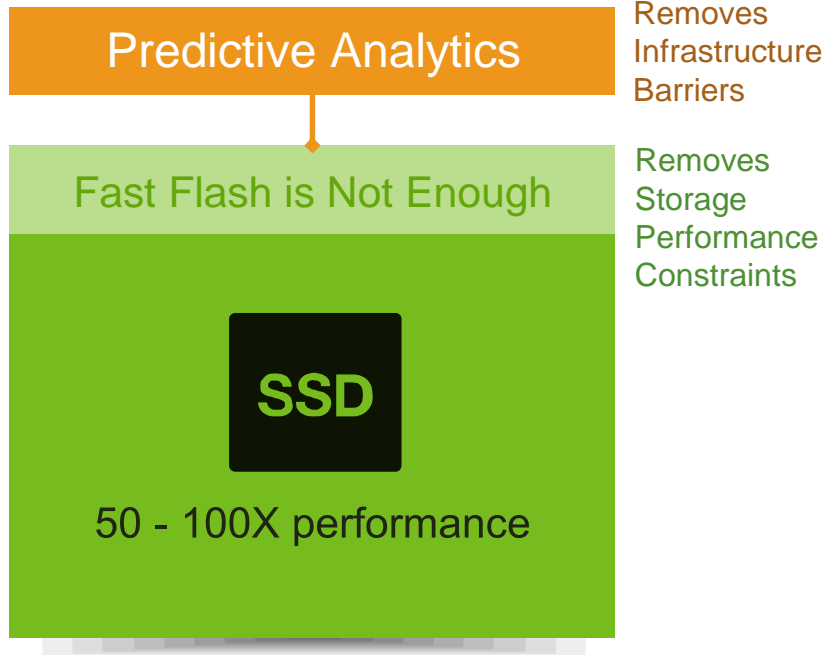


Top problems contributing to the App-Data Gap

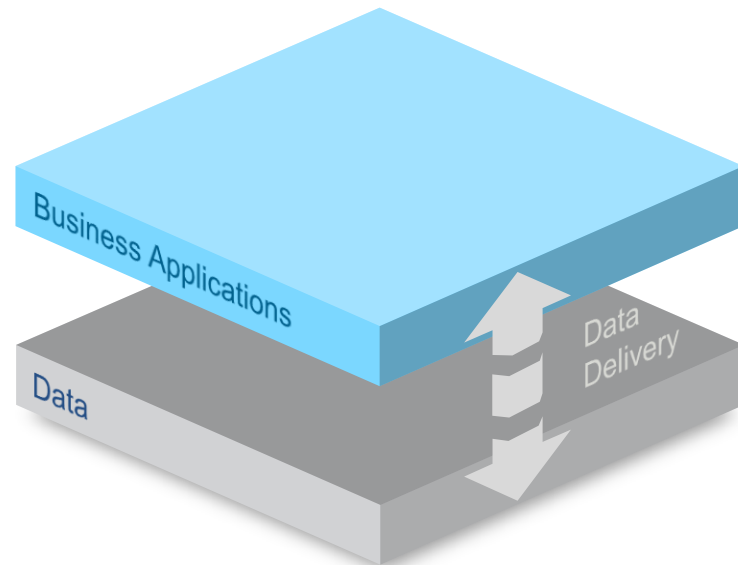
- 1 Storage Related
- 2 Configuration Issues
- 3 Interoperability Issues
- 4 Non-storage best practices impacting performance
- 5 Host, compute, VM



*Source: InfoSight analysis across more than 8,300 customers

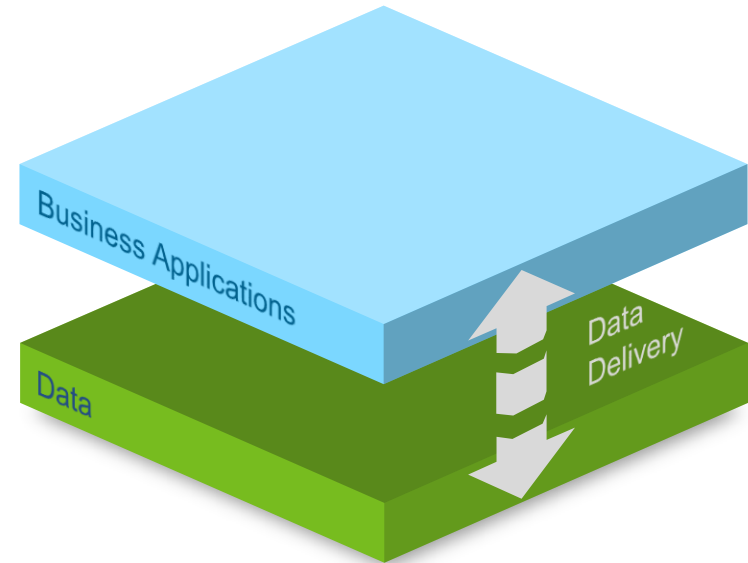


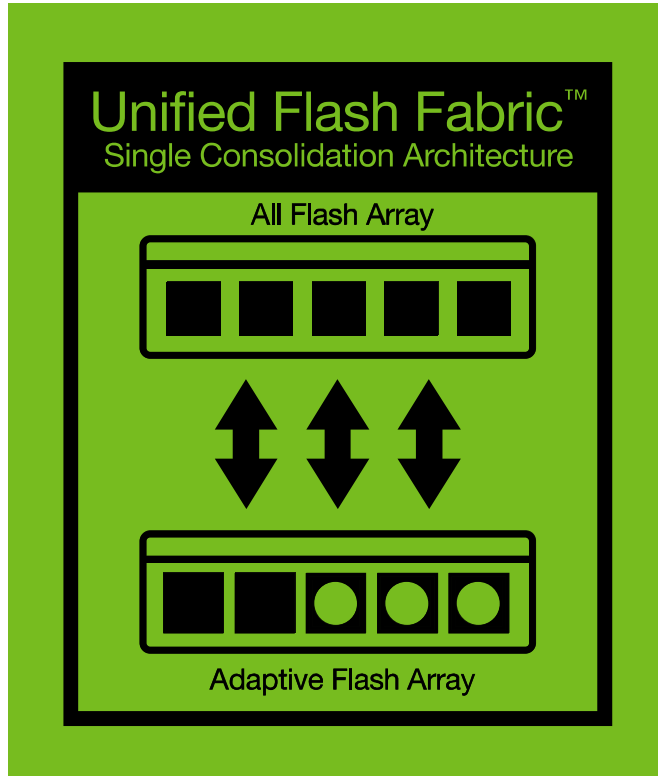
Closing the App-Data Gap





Closing the App-Data Gap





All Flash: 100% Flash

Absolute speed for performance sensitive apps



Adaptive Flash: Up to 100% Flash

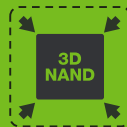
Optimized price and performance for mixed mainstream apps

Common
Data
Services

33%-66% Less TCO Than Other Flash Arrays



Requires 10-30X Less
Memory



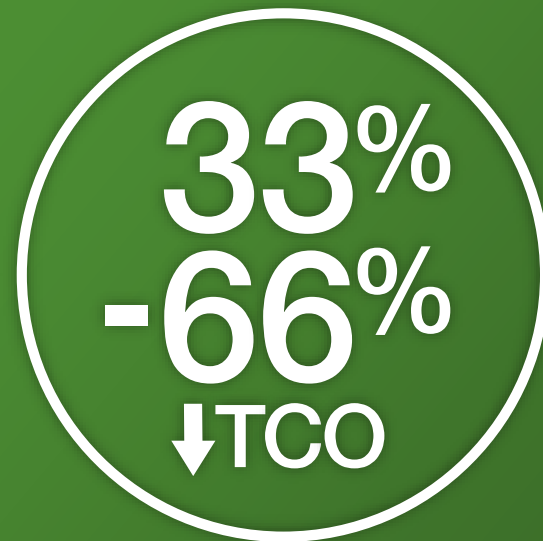
Cost and Performance
Optimized for 3D-NAND

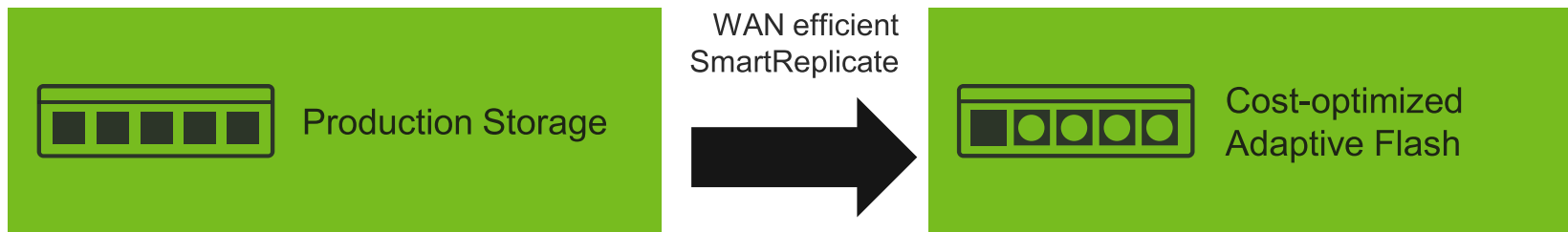


5X or More Data Reduction

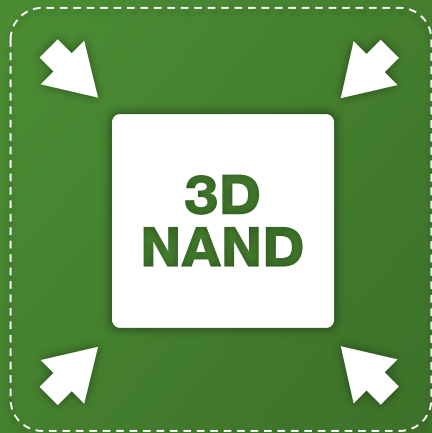


Backup, DR and Archival at a
Third of the Cost





Designed for cost-
optimized 3D-NAND



Advanced flash
endurance management

Seven year
SSD lifespan

Large-scale coalescing

Increased
performance

Integrated hot-sparing

20% more
usable capacity

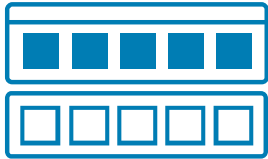
Usable:Raw	Raw Capacity	Effective Useable w/ no Data Reduction	Data Reduction Ratio	Effective Capacity	Effective Capacity Ratio
35% Competitor A	100TB	35TB	5:1	175TB	1.75
60% Competitor B	100TB	60TB	5.1	300TB	3.00
73% Nimble	100TB	73TB	5.1	365TB	3.65



- 5:1 on 35% or 60% clearly isn't nearly as impressive as 5:1 on 73%!
- Effective Capacity Ratio is a better metric that shows true efficiency and takes into account Usable:Raw
- **Effective Capacity Ratio = Effective Capacity/Raw Capacity**
- Assuming the same \$/raw capacity...
- Customers should focus on the final \$/Effective number
- Data reduction ratio is not all that matters

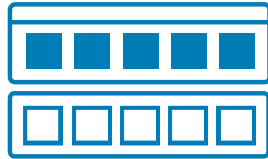
Entry Level

AF1000



- Up to 35K IOPS
- 6TB – 46TB raw
- Up to 165TB eff.
- 4U – 8U

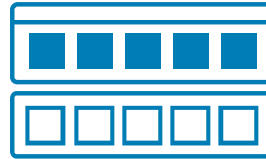
AF3000



- Up to 50K IOPS
- 6TB – 92TB raw
- Up to 335TB eff.
- 4U – 8U

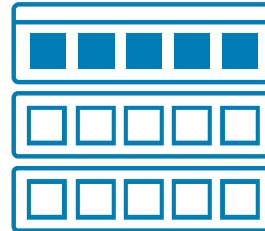
Price / Performance

AF5000



- Up to 120K IOPS
- 11TB – 184TB raw
- Up to 680TB eff.
- 4U – 8U

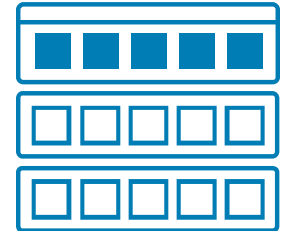
AF7000



- Up to 230K IOPS
- 11TB – 323TB raw
- Up to 1.2PB eff.
- 4U – 12U

High End

AF9000



- Up to 300K IOPS
- 23TB – 553TB raw
- Up to 2PB eff.
- 4U – 12U

IOPS at 70% read / 30% write. Effective capacity assumes 5:1 data reduction.

Entry Level

CS1000/1000H



↑↓ Up to 6 Exp. ↑↓
Shelves ↓↑



- Up to 35K IOPS
- 11TB– 882TB raw
- Up to 1.4PB eff.
- 4U-32U

Best Capacity / \$

CS3000



↑↓ Up to 6 Exp. ↑↓
Shelves ↓↑



- Up to 50K IOPS
- 21TB–882TB raw
- Up to 1.4PB eff.
- 4U-32U

Best Performance/\$

CS5000



↑↓ Up to 6 Exp. ↑↓
Shelves ↓↑



- Up to 120K IOPS
- 21TB–882TB raw
- Up to 1.4PB eff.
- 4U-32U

Best Performance

CS7000



↑↓ Up to 6 Exp. ↑↓
Shelves ↓↑



- Up to 230K IOPS
- 21TB–882TB raw
- Up to 1.4PB eff.
- 4U-32U

*Specs are for CS235. CS210 Max 1 Exp. CS215 140TB, CS215 302TB Max Up to effective capacities.

- Timeless Storage - Modernize your array vs replacing it every 3 years
 - New Controller after 3 Years - 25% performance increase *cross generational
 - Buy storage once
 - Fair & Flat Support
 - 30 Day Satisfaction Guarantee
 - 20% more useable storage
 - Guaranteed future upgrade costs - Storage/Shelves & Controllers
 - Free NTSP Trainings - Monthly
- InfoSight - Predictive Analytics - Uptime
- Predictive Flash - Unified Flash Fabric

Predictive Flash Platform Validated by Ecosystem Partners



SmartStack™
Integrated Infrastructure



vmware®

CITRIX®

Exchange

SharePoint

SAP S/4 HANA

ORACLE
JD EDWARDS ENTERPRISEONE

SAP HANA

ORACLE
DATABASE

Microsoft
SQL Server

Microsoft

COMMVault™

veeam

System Source & Veeam:

- Veeam Silver Partner since 2009
- **50+** Veeam implementations
 - Small Business to Enterprise
 - Non-profit
 - Education
- Expertise:
 - Experience with all editions (Essentials through Enterprise Plus)
 - Replication / DR
 - Backup to a variety of targets and locations
 - Internal VM Backup-of-choice at System Source
 - Partnership with Veeam for Cloud Connect



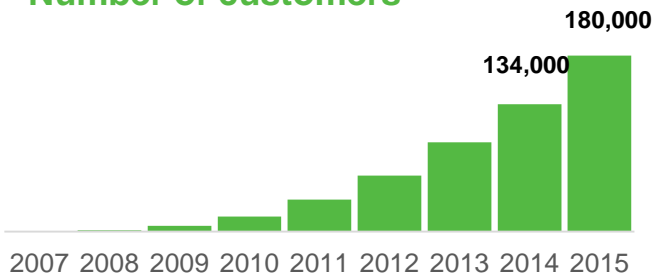
Availability for the Modern Data Center

Veeam Availability Suite

Dan Marohl
Territory Manager, Veeam Software
Dan.marohl@veeam.com

Welcome to Veeam

Number of customers



210,000

Customers worldwide

10.2M

+ VMs

protected in 200
countries

48%

of Global 2000

70%

of Fortune 500

are Veeam customers

+62

Veeam's Industry Leading
Customer satisfaction score

3x the industry average

Veeam Customers Voted:

Satisfaction level – 8.5\10

Likelihood to renew – 8.8\10

Products features – 8.4\10

Sales effectiveness – 8.8\10

24/7
operations



No patience for
downtime and data loss



Growing amount
of Data



Enable the Always-On Business™

AVAILABILITY™

for the Modern Data Center



**High-Speed
Recovery**



**Data Loss
Avoidance**



**Verified
Protection**



**Leveraged
Data**



**Complete
Visibility**

Modern Data Center

Virtualization

VM

Modern storage



Cloud



**Veeam
Backup & Replication** 



The graphic features a green background with white icons. On the left, there are two stacks of data disks. A line graph with circular nodes connects these disks to a central cube, which is further connected to another line graph. To the right, there are two more stacks of data disks. A dotted line curves from the central cube towards the right-hand disks.

**Veeam
ONE** 



The graphic features a blue background with white icons. On the left, there is a clipboard with a checkmark. A cloud icon is positioned above a horizontal line with circular nodes. Below the line, there are two cube icons. In the top right corner, there is a small icon of a line graph with a peak.

**Veeam
MP for SCOM**



The graphic features a dark blue background with white icons. On the left, there is a gear icon with a checkmark. A network diagram with circular nodes is positioned above a horizontal line with circular nodes. Below the line, there is a cloud icon and a stack of data disks. A dotted line curves from the cloud icon towards the disks.

Nimble Storage Integration



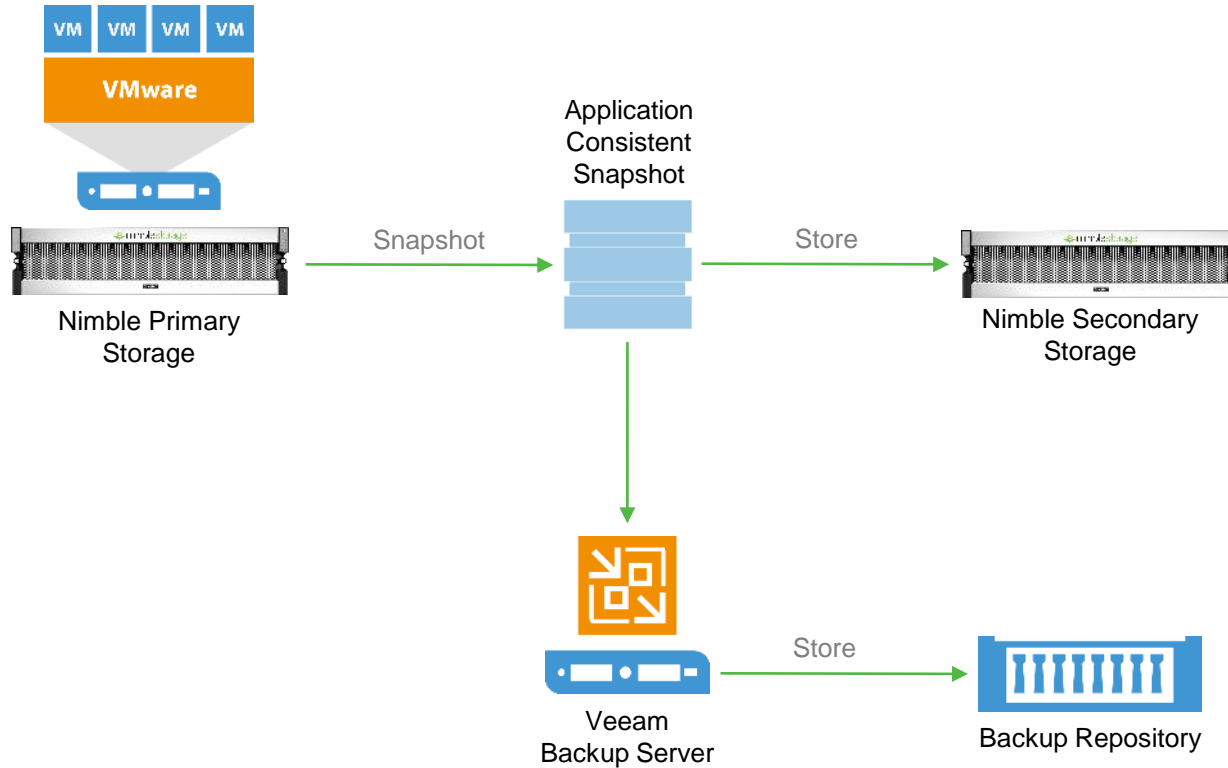
Meet enterprise SLAs with improved backup windows
and more efficient recoveries

NEW Veeam expands storage snapshot integration
to Nimble storage

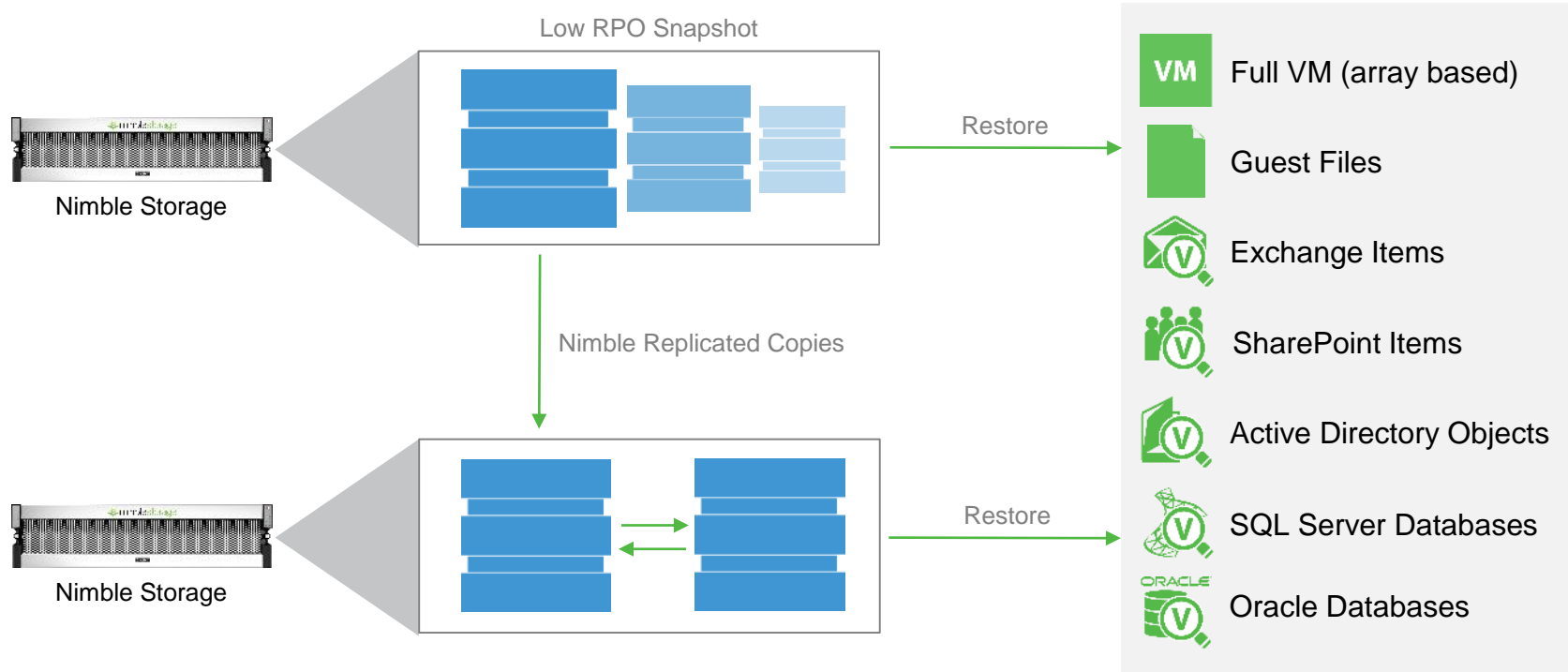
- Minimize service and application downtime with RTPO™
under 15 minutes
- Accelerate performance with Adaptive Flash and non-
disruptive VM backup from snapshots
- Consistent protection with application-aware backups

Backup from Storage Snapshots

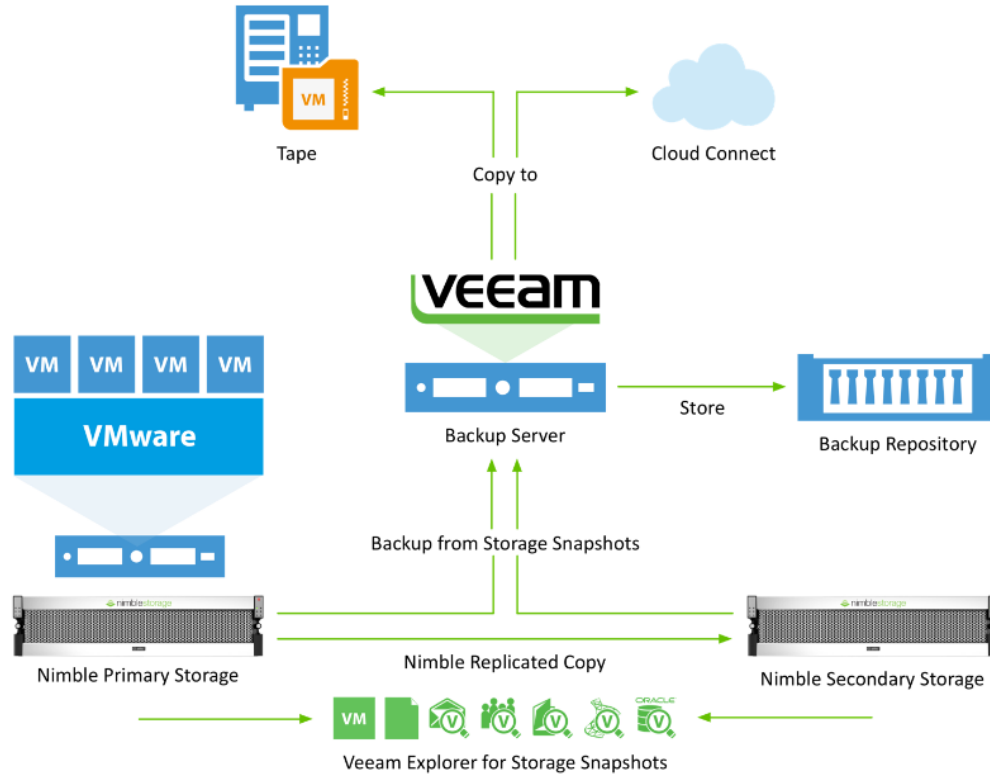
Primary



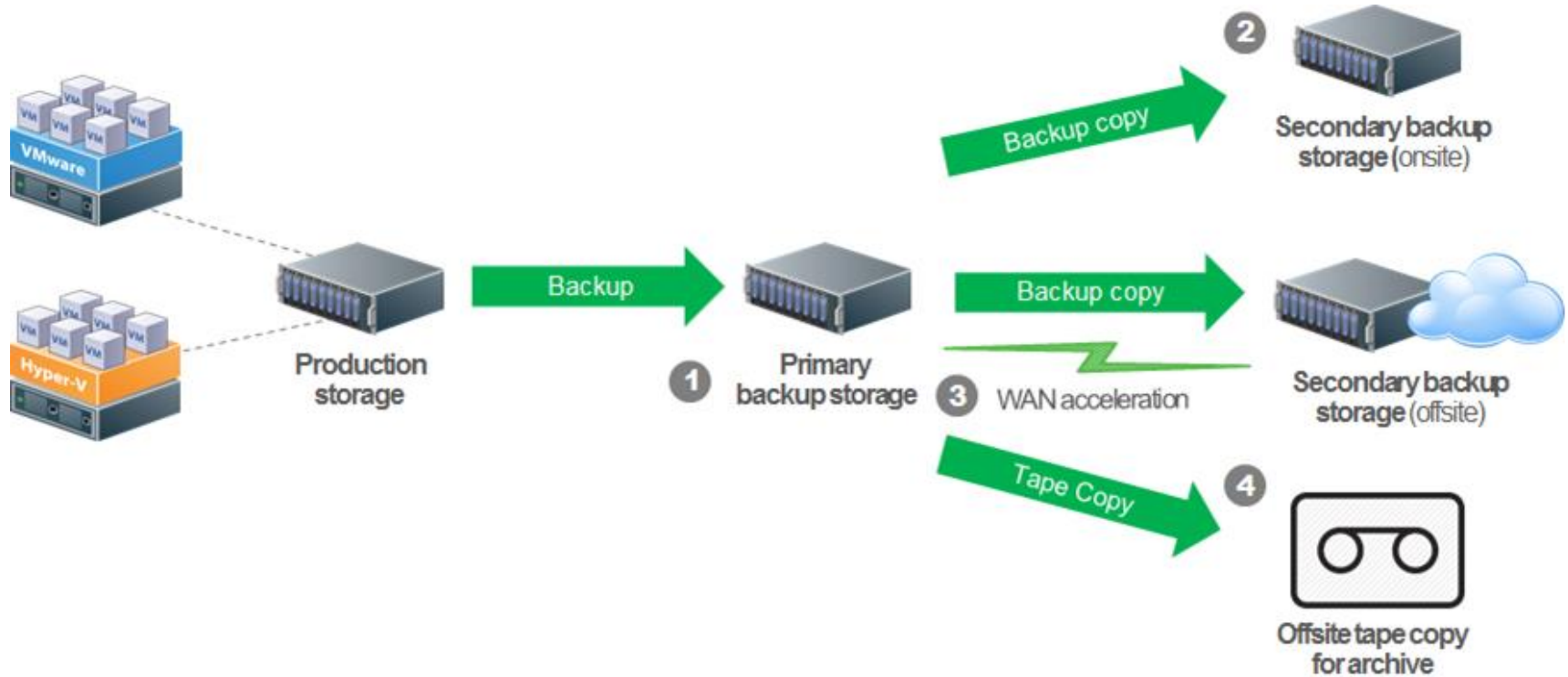
Veeam Explorer™ for Storage Snapshots



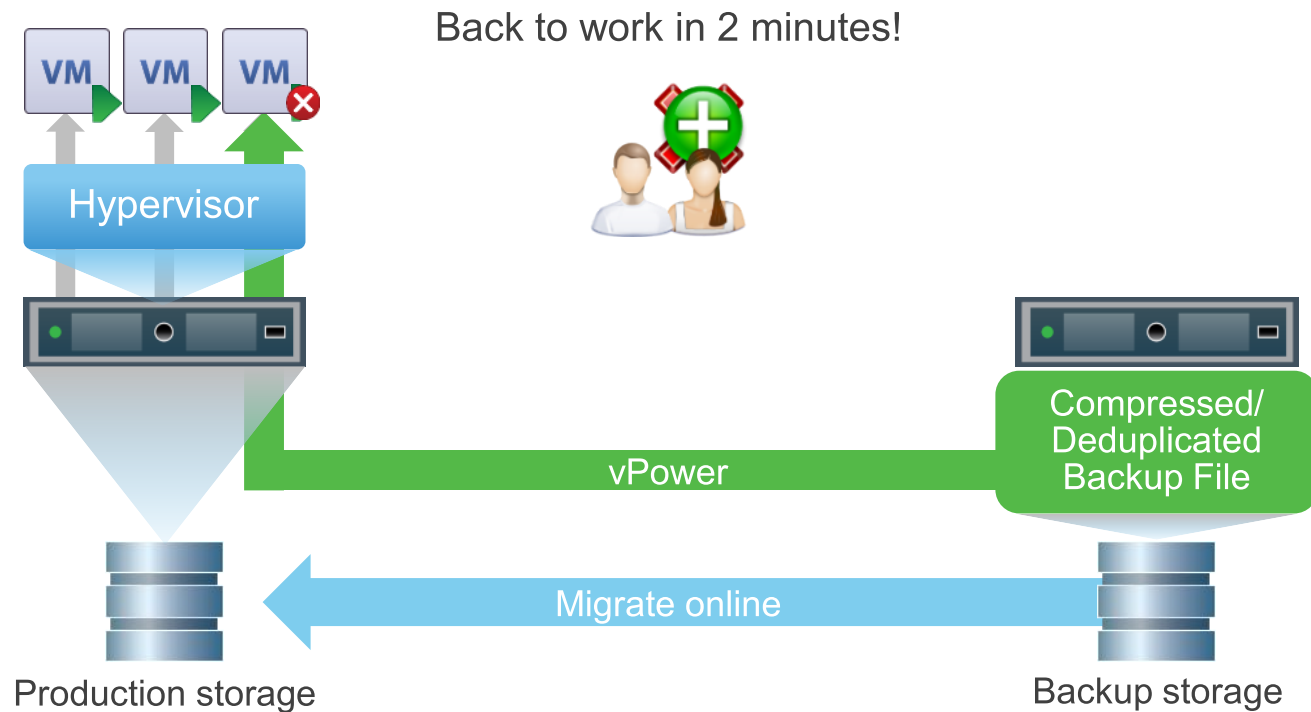
A Complete Solution



3-2-1 Backup Rule

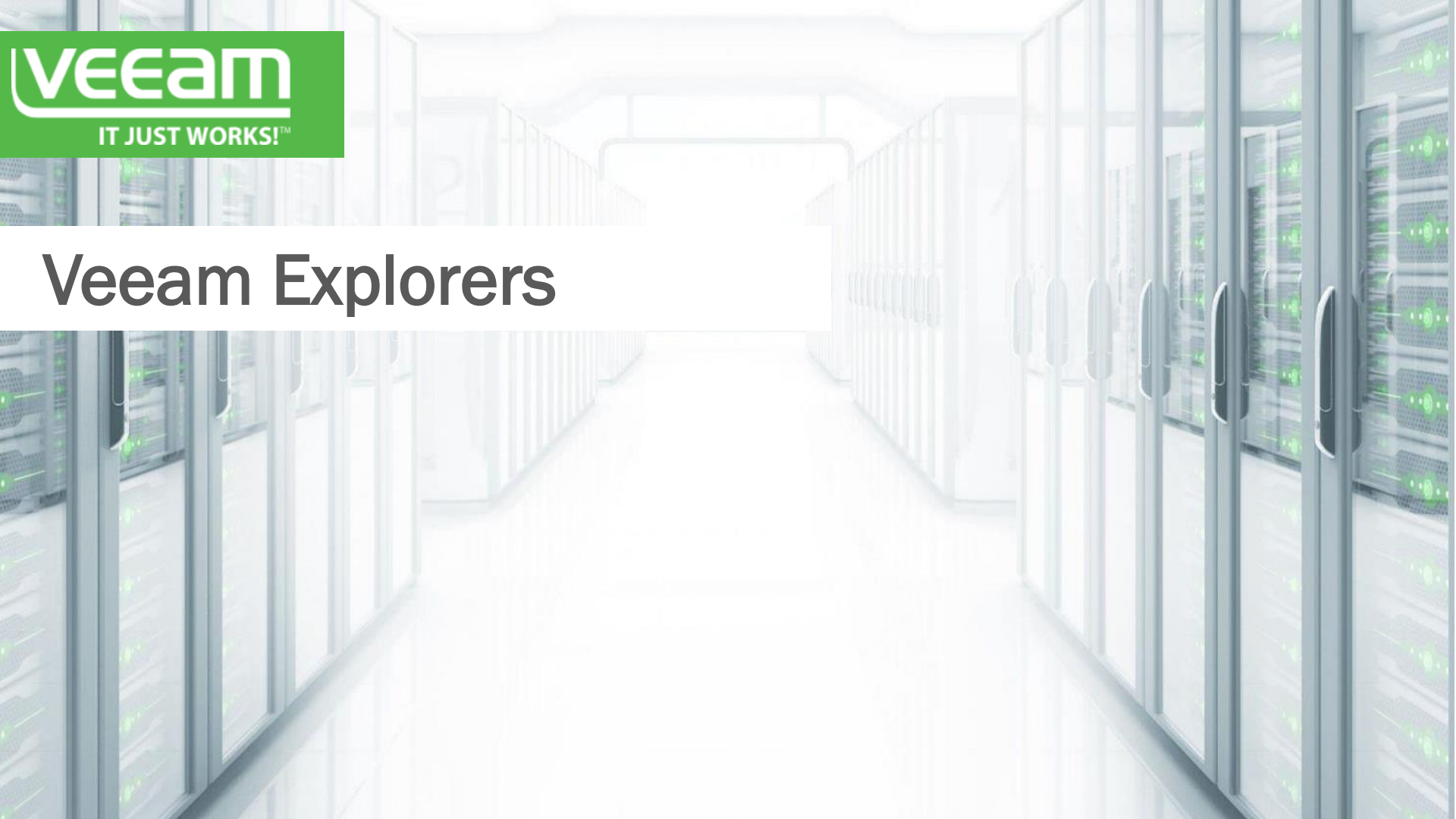


Instant VM Recovery





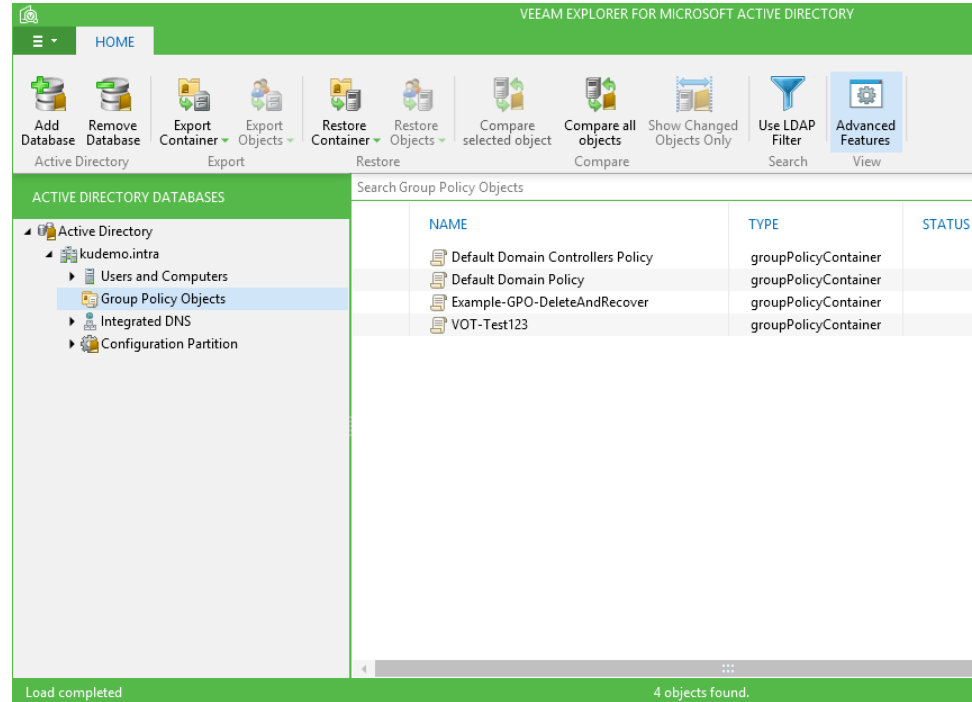
Veeam Explorers



Veeam Explorer *for Active Directory*

Explorer Features:

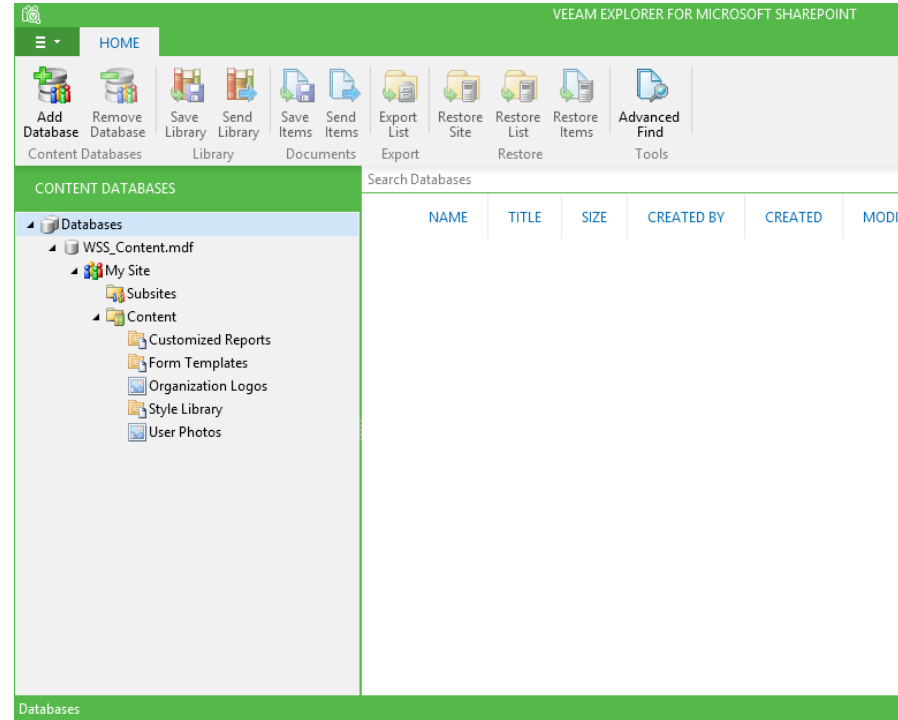
- Users and Computers
- Passwords and Attributes
- Organizational Units
- Group Policy Objects
- Integrated DNS
- Configuration Partition



Veeam Explorer for SharePoint

Explorer Features:

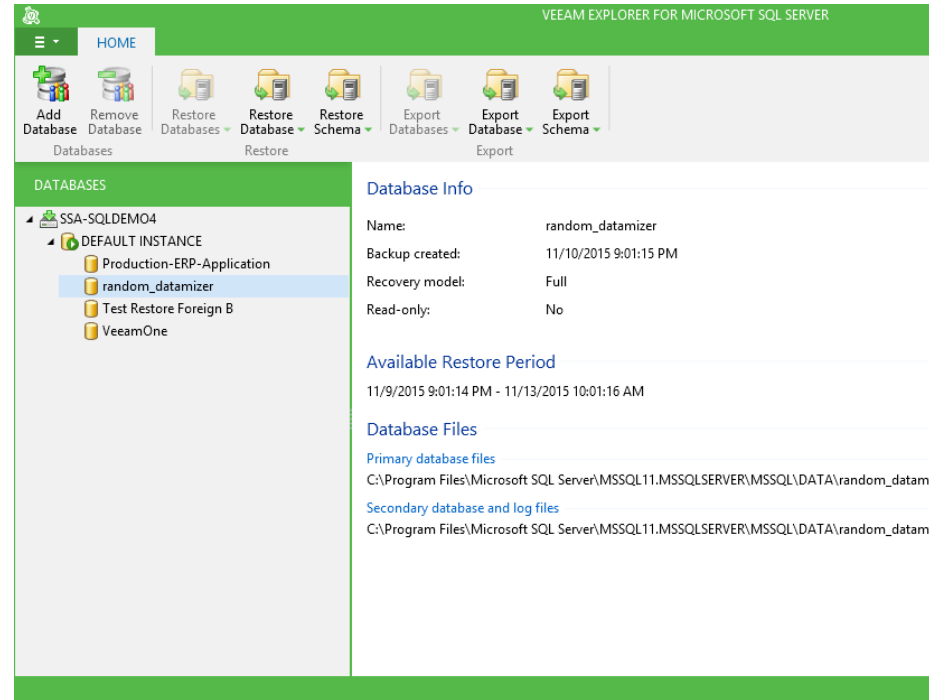
- Full Site Recovery
- Restore Individual SharePoint Items and Permissions
- Full-Text Search



Veeam Explorer for SQL Server

Explorer Features:

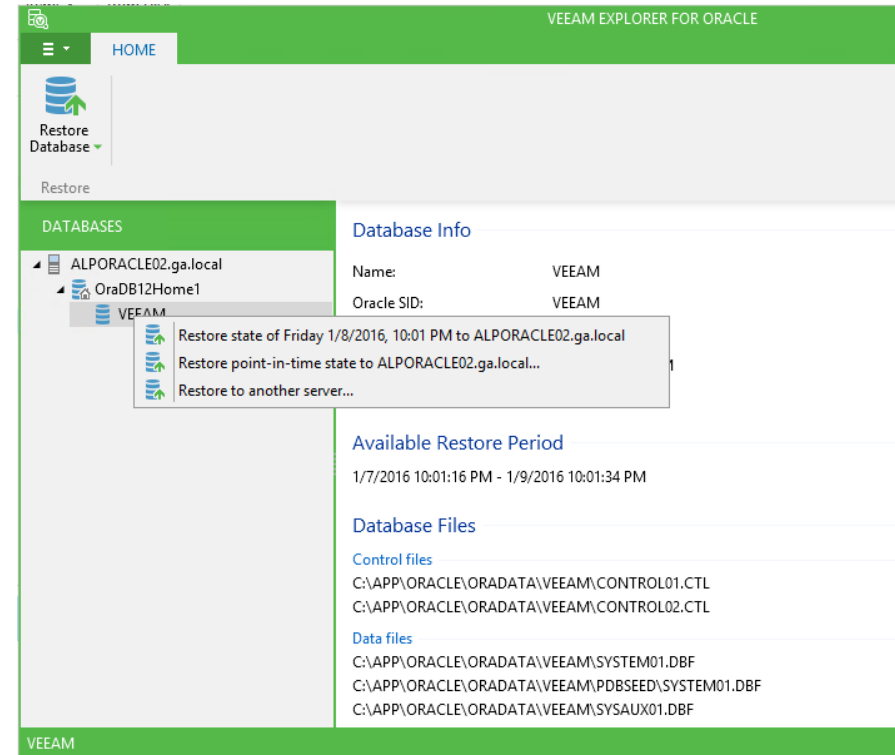
- Full Database Recovery
- Restore to Original SQL Server or Staging
- Table-Level Recovery
- Transaction Log Replay



Veeam Explorer for Oracle

Explorer Features:

- Full Database Recovery
- Windows and Linux Support
- Restore to Original Oracle Server or Staging
- Transaction-Level Recovery
- Transaction Log Replay





The Next Big Thing

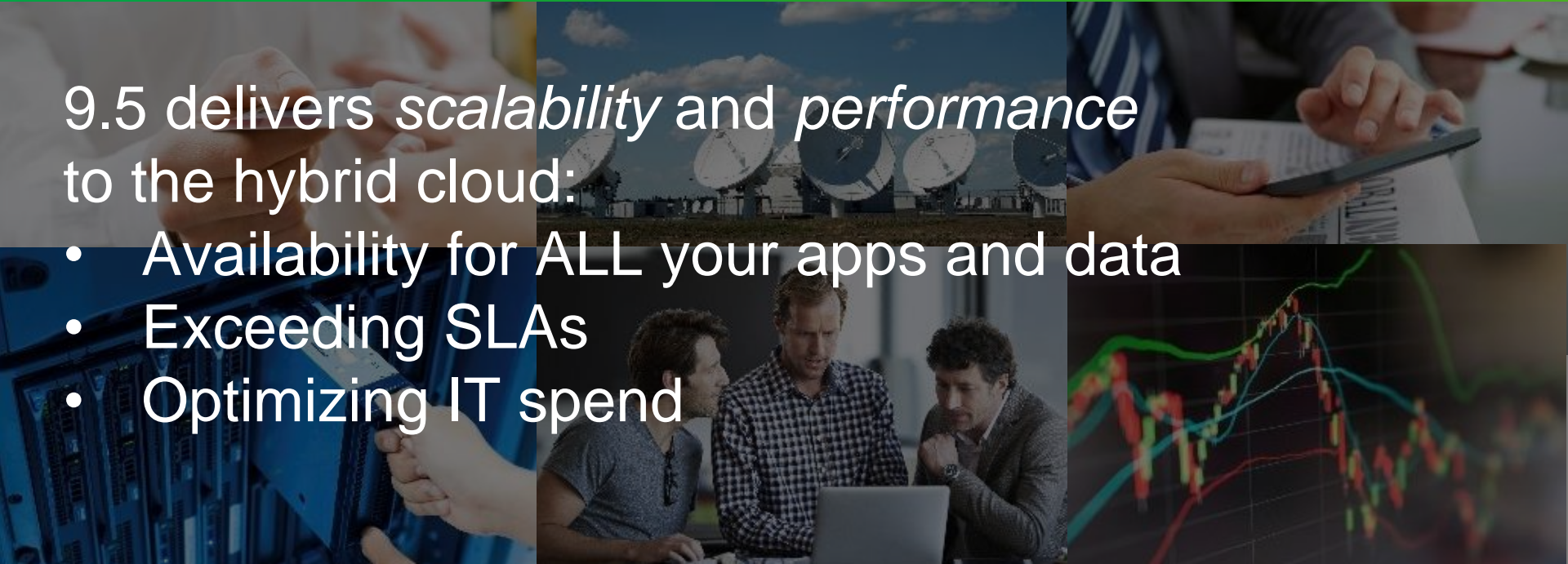
Dan Marohl



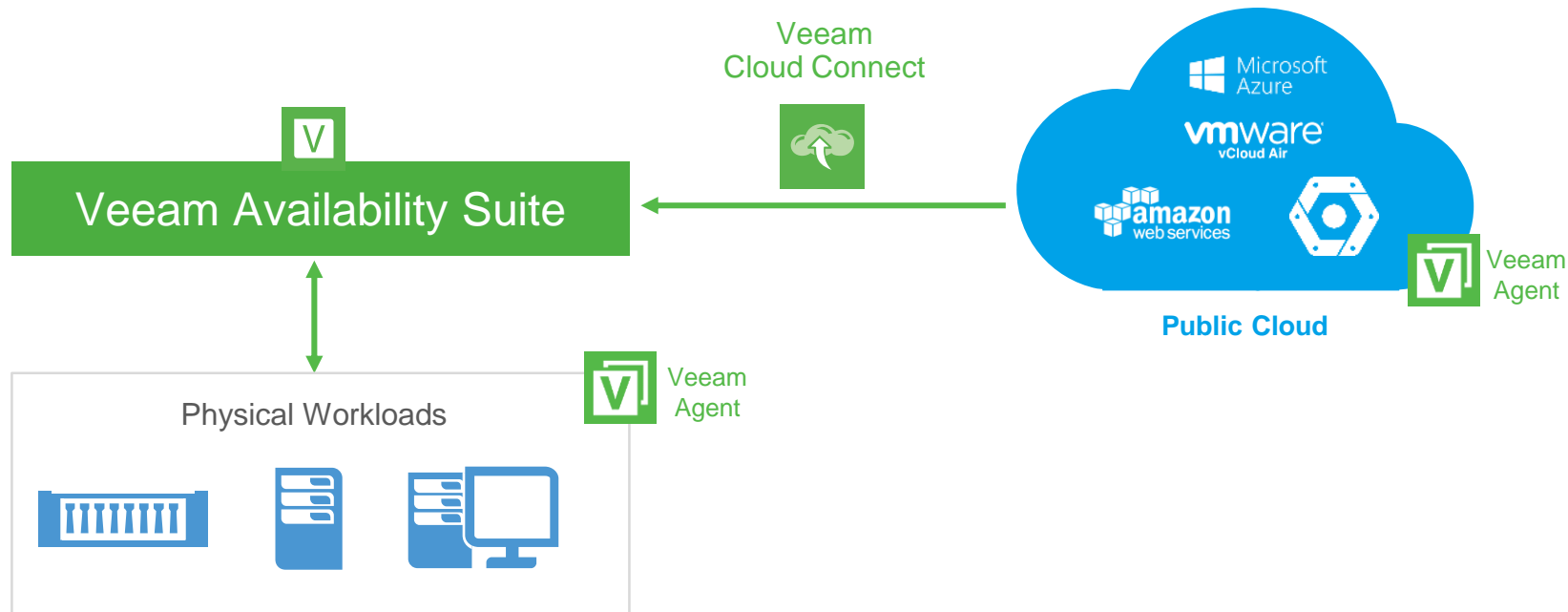
Availability 24.7.365

9.5 delivers *scalability* and *performance* to the hybrid cloud:

- Availability for ALL your apps and data
- Exceeding SLAs
- Optimizing IT spend



Public Cloud & Physical Workloads



Veeam Availability Suite 9.5

Feature announcements



Lower RTOs
and RPOs via
Nimble Storage
integration



Minimize business
disruption,
optimize on-prem
resources with
Direct Restore
to *Microsoft Azure*



Simplify
management &
increase efficiency
with enhanced
VMware vCloud
Director Support



Modernize your
data center with
FULL integration
with Microsoft
2016 data center
technologies

NEW

Veeam Agents

Veeam Agents



Enterprise-level features such as application-aware processing, flexible scheduling and retention options available

Free version, workstation version, and server version with different levels of functionality

Back up from an agent directly to a service provider or primary data center with Veeam Cloud Connect

Veeam Availability Suite 9.5

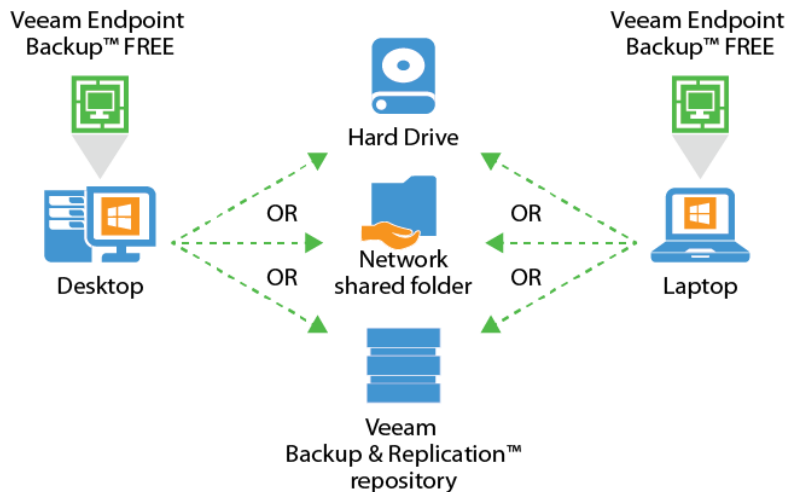
NEW Veeam Availability Suite 9.5
is coming October 2016!

For more information on 9.5, sign up here and be
the first to know when it is released:

<https://go.veeam.com/v9-5>

Veeam Endpoint Backup FREE

- Simple, free, standalone product
- Backs up and restores Windows-based desktops, laptops
- Can also be used to back up *some* simple physical servers



Evaluations Door Prizes

**Enjoy the Crab Feast until 3p!
THANK YOU!**