



INTRODUCING XCELLIS FOUNDATION

Powerful Low-Cost Workflow Storage

Quantum

Depth and Breadth of Data Management Experience



37

year storage specialist

100K

deployments in 100+ countries,
serviced by world-class support

500

patents – strong IP in file systems
& data lifecycle management



1980
HDD devices
(Sold business
in 2001)



1994
Tape-based
data protection



2002
Disk-based
data protection
systems



2006
High-performance
storage & data
mgmt. software
(origins from 2000)



2012
Cloud-based
storage
services

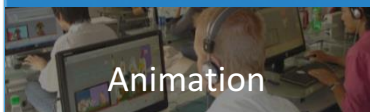


2015
Multi-tier
storage solutions
for demanding
workflows

Our Focus Growth Markets



Media & Entertainment



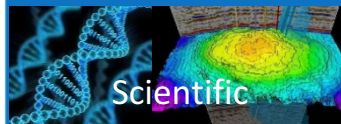
Data Center Solutions

Data Protection



Disaster Recovery

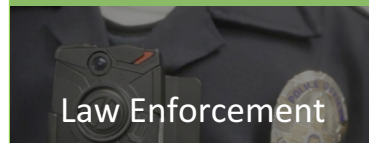
Technical Workflow



Unstructured Data Archives



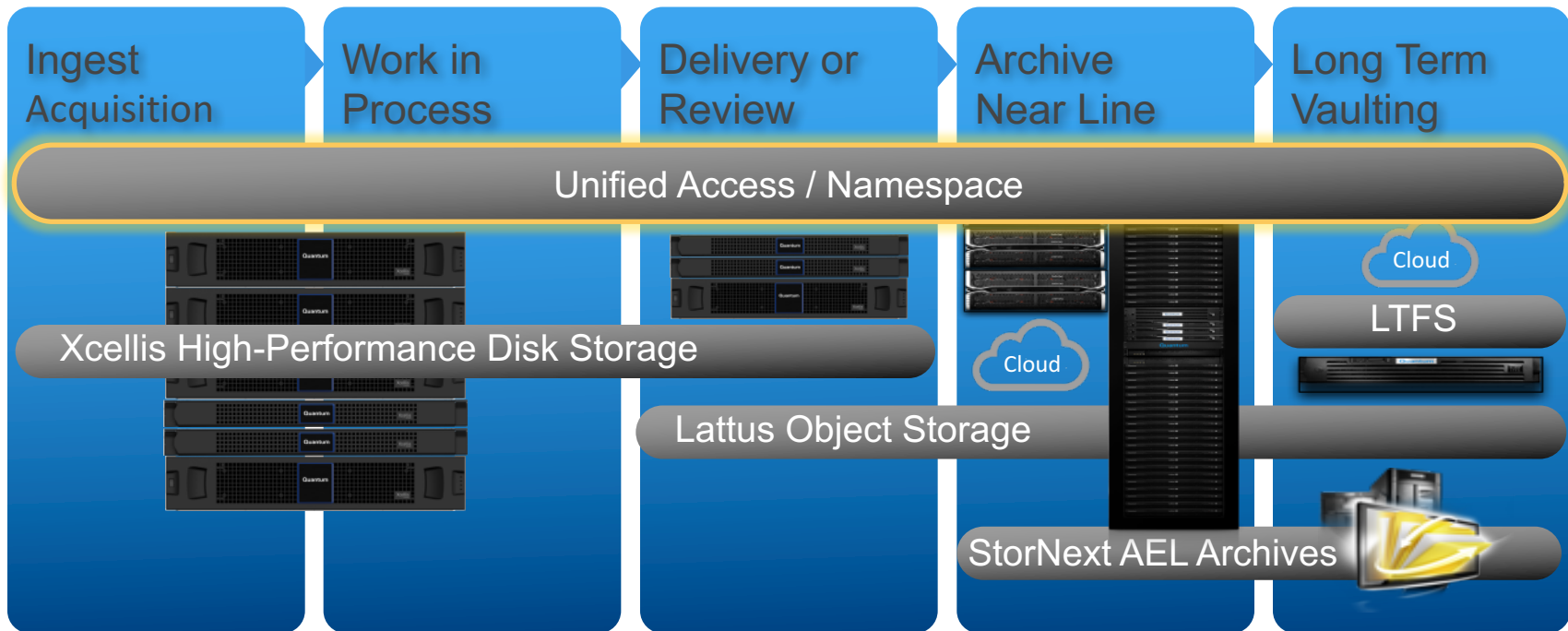
Surveillance & Security



Getting to a Workflow-Optimized Platform

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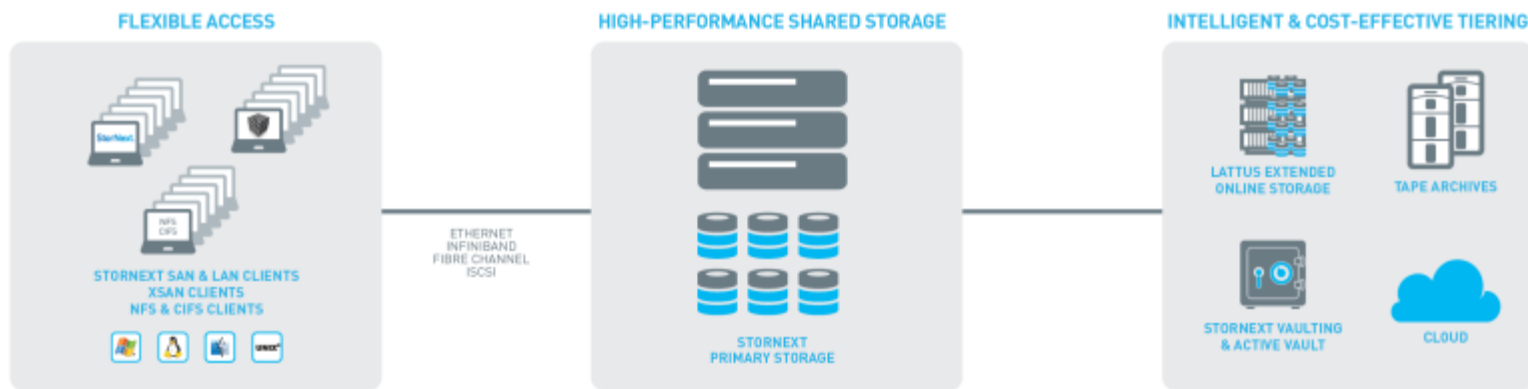
...but must be integrated with the entire workflow as it changes and grows



What is StorNext



STORNEXT SCALE-OUT STORAGE | Engineered for Large, Data-Intensive Workloads—Powered by StorNext Advanced Data Management



- **Scale-out, Parallel, File System**

- Shared, high-performance, highly scalable file system; runs on all Xcellis appliances
- Allows applications, layered above a StorNext *client* to access a shared pool of storage
- Clients can attach to StorNext using SAN (FC) or network protocols (IP, CIFS, NFS)

- **Storage Manager**

- Policy-driven data management of vast storage archives
- Allows users to *oversubscribe* the capacity of their StorNext file system storage
- Storage destinations range from tape and disk, to object storage and cloud services
- Administrators can easily create and customize data management policies

Scale-Out Storage Portfolio



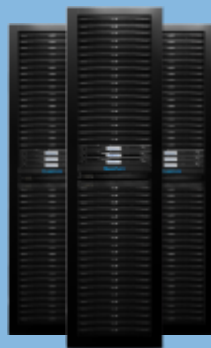
StorNext Advanced Data Management



**XCELLIS WORKFLOW
STORAGE**



**XCELLIS FLASH &
HYBRID FLASH STORAGE**



**LATTUS OBJECT
STORAGE**



CLOUD STORAGE



TAPE STORAGE

Customer Challenges

Business needs increasingly centered on capturing, sharing, protecting, and maximizing value of their data

Quantum Solutions

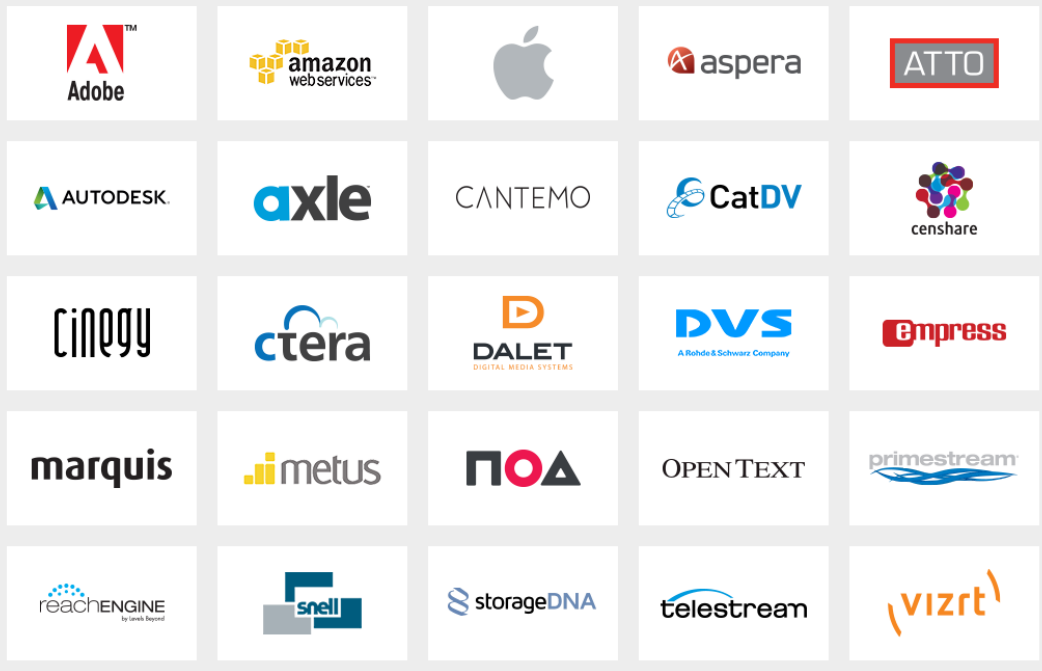
Quantum offers unique and compelling combination of high performance, low cost, and shared access across multiple storage tiers

How important is the ecosystem?



- Apps are critical to the workflow
- Broad ecosystem support sets Quantum apart

Best-of-Breed Partner Integration



How is Quantum *different*?

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- ▶ We provide a platform of scalable storage solutions
- ▶ Our secret sauce is StorNext
 - Advanced file system
 - OS-agnostic (compatible with Mac, PC, Linux)
 - Onboard data mover, called Storage Manager
 - Flexible options for workflow changes
- ▶ All of our disk, tape, and cloud options can be pieced together like Lego blocks – ***can be as simple, complex, and powerful as your requirements demand***



XCELLIS FOUNDATION



Quantum

Finally, the value of Quantum at an entry level price point

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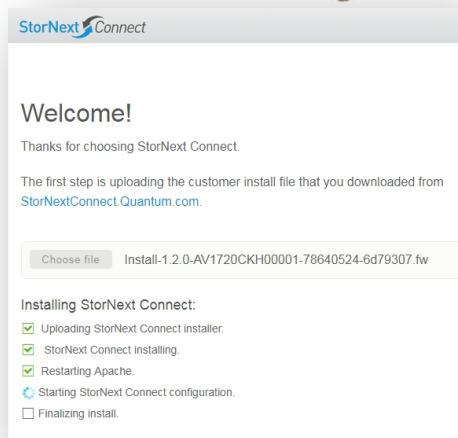
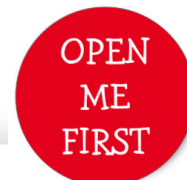
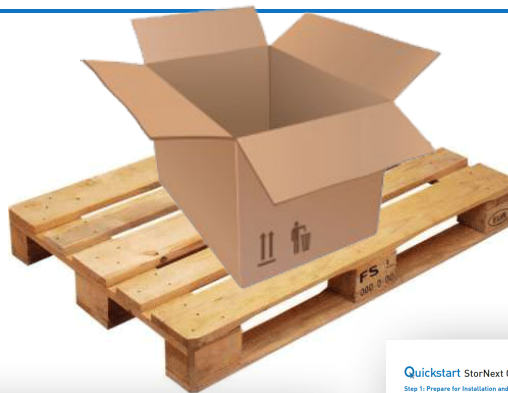
“Xcellis Foundation is an affordable, easy-to-install, simple-to-manage scale-out storage appliance with the capacity and performance you need for today and tomorrow.”

- › Genuine StorNext inside
- › Performance and expandability at the price of closed low-end systems
- › Grow performance and capacity

Simplified Out of Box Experience

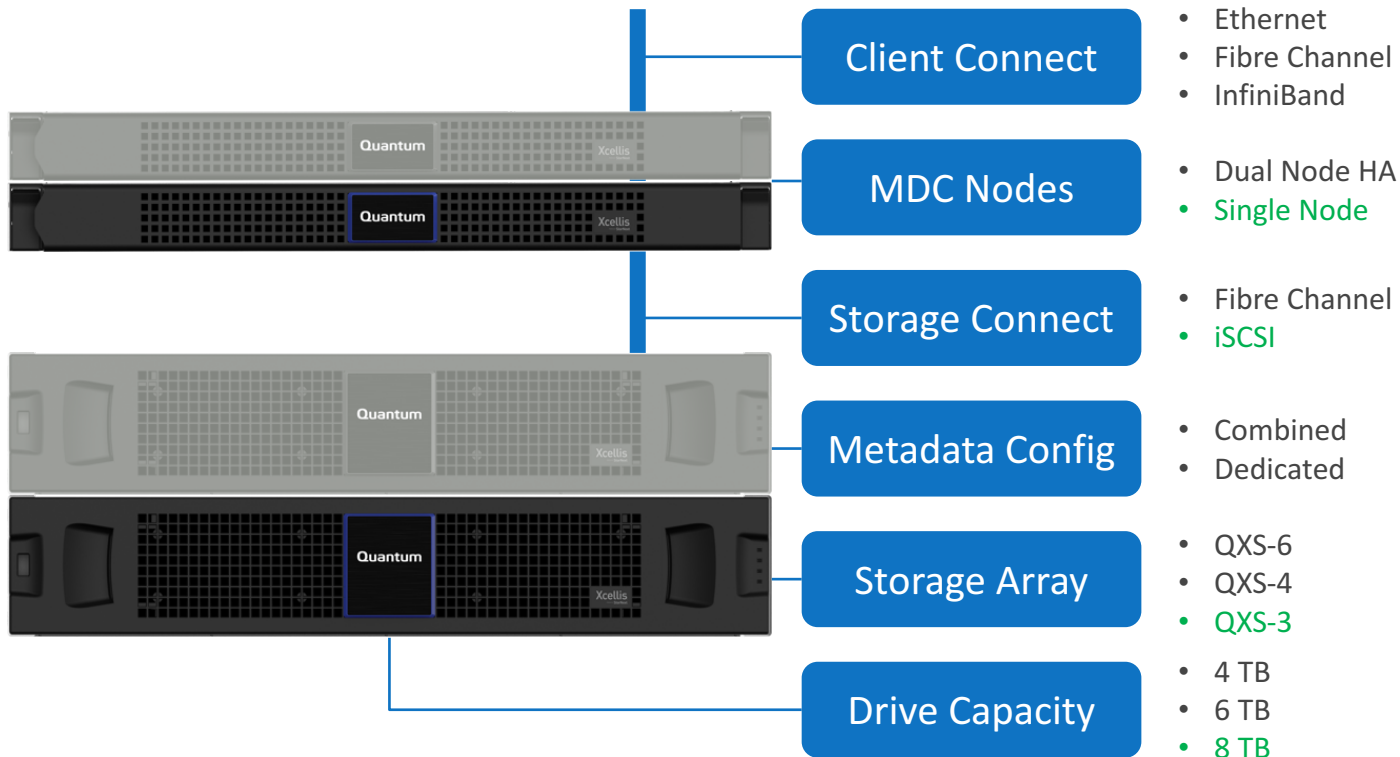


- System will arrive on one pallet
 - Drives, NIC & licenses pre-installed
 - Open Me First Packet w/ QuickStart Guide
- Simplified StorNext Connect guides the install and setup



New Options for Xcellis Systems – AVAILABLE NOW!

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Xcellis Foundation

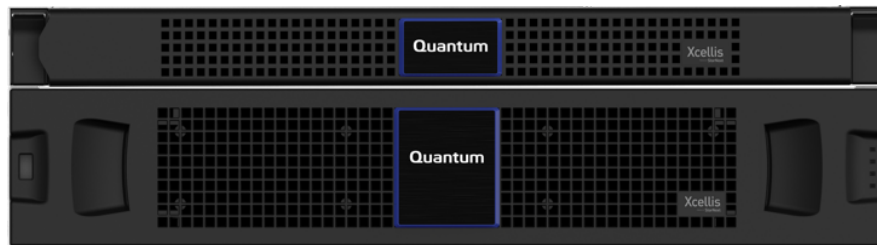


What it is

- Entry-level Xcellis configuration; complete 'turnkey' system in 3RU
- Three SKU's based on capacity; 48, 72 & 96 TB options
- Ships on a single pallet w/2 boxes – NICs and drives pre-installed
- Simplified Out-Of-Box experience & configuration

Configuration

- Single Xcellis Workflow Director & QXS-3 storage array chassis
- Converged user data & metadata
- 48 TB raw; 2-10GbE NIC (Twinax)
- Powered by StorNext 6
- Unlimited NAS client connectivity included
- 10 Clients for iSCSI connections
- One year Next Business Day Support



Options

- 40 GbE NIC
- Storage expansion arrays
- Other add-ons available

StorNext Connect

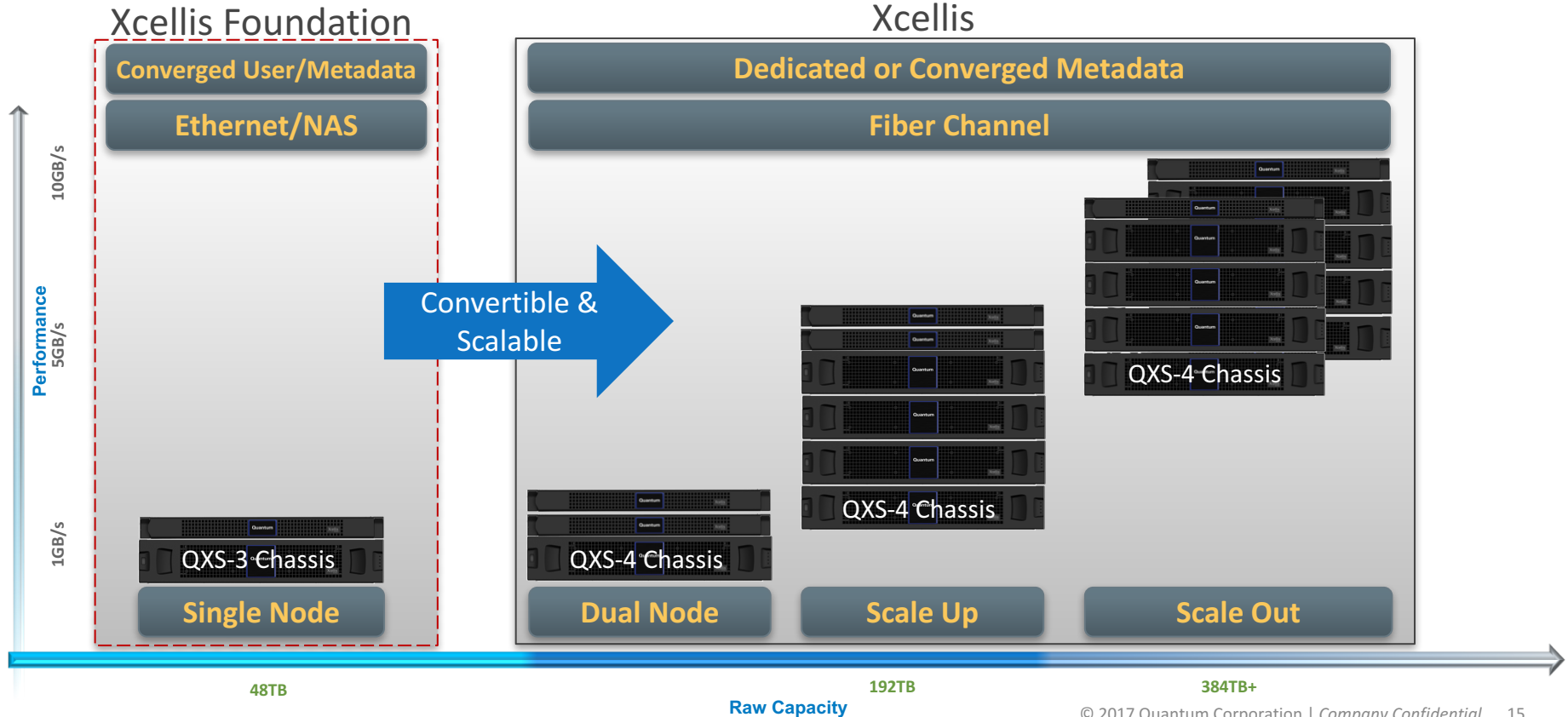
Real-time Holistic Analytics at Zero Incremental Cost

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- Simplified appliance installation and configuration
- Helps optimize productivity through better balancing of available resources
- Reduce overhead by simplifying management of complex storage environments
- Improve visibility of storage utilization through real-time and historical capacity and performance analysis

Xcellis Foundation and the Xcellis Product Family



Xcellis Foundation Best For...

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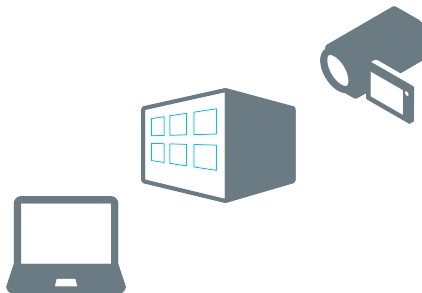
Post-Production

- Small post shops & TV/broadcast studios
- Ethernet/NAS
- No dedicated IT support



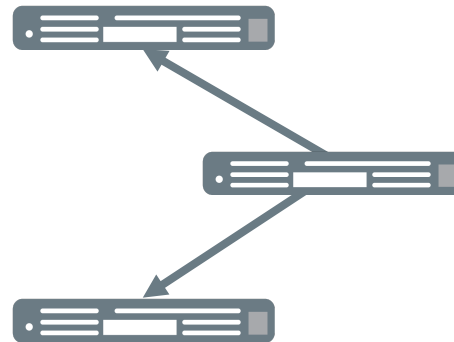
Corporate Video

- Smaller teams, many projects
- Large file unstructured data
- Streaming media; Low IOPs
- In-house creative departments; House of Worship



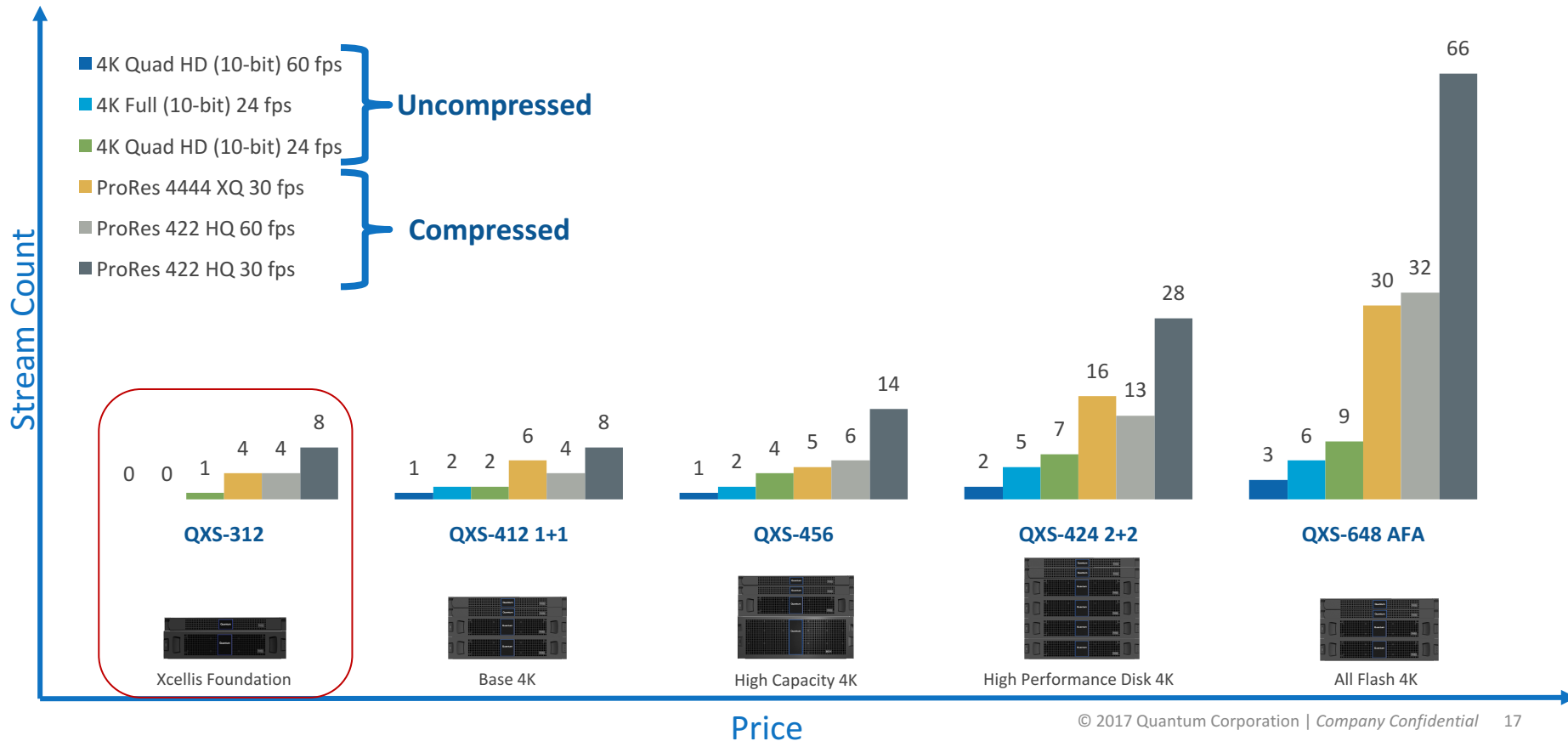
Disaster Recovery

- Multi-site locations
- Small departments within larger organizations
- Consider FlexSync replication



Xcellis Foundation Performance

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Quantum®

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