



# Quick Reference Guide



Our mission is to accelerate the transformation of enterprise IT by changing the performance and economics of enterprise storage. Our flash storage arrays, with patented IntelliFlash™ architecture, deliver high I/O and low latency for business applications such as databases, server virtualization and virtual desktops. Our customers achieve business acceleration and unmatched storage capacity reduction.

- Tégile – [tey-jile]
- 1,300+ units deployed in production use
- 700+ mid-range enterprise customers in just 2 years
- Product of the year for top 3 storage awards
- Rapid growth – 350 % YoY

## Elevator Pitch

Tegile’s award winning Intelligent Flash Storage Arrays includes both all-flash and hybrid storage arrays which reduce the cost of storage, ensure business continuity, and increase the performance of virtual server, virtual desktop (VDI) and database applications

## Tegile Advantages

- The only flash storage vendor to offer all-flash and hybrid arrays in the same platform with feature rich software stack included at no additional charge
- The only storage vendor to offer in-line dedupe and compression across SSDs and HDDs without sacrificing performance
- The only flash storage vendor to offer both block and file protocols including Fibre Channel, iSCSI, NFS and SMB/CIFS

## Target Markets & Users

- Small-to-Medium Enterprise
- Storage Admin, Virtualization Admin, DBA & IT Director
- Finance, Telco, Education, State & Local Government, Healthcare, Transportation

## Qualifying Questions

- Are you experiencing performance issues with your virtualization, VDI or database applications?
- Can your current legacy storage arrays handle higher IOPS demands from a virtualized server environment?
- Are you looking to balance performance, capacity and cost for a wide range of workloads?
- Are you experiencing heavy lag when using Microsoft Exchange, SQL or Sharepoint?
- Do you need multi-protocol flexibility, real-time caching millisecond latency?
- Would you like to maximize the benefits of a virtual server environment and increase server utilization significantly without a performance hit?
- Are you looking for a high performance and capacity storage system for accelerated back-ups at an affordable price?

## All-Flash & Hybrid Storage in the Same Platform



TEST/DEV



MESSAGING



COLLABORATION



WAREHOUSING



ANALYTICS



OLTP

Consolidated, Virtualized Business Workloads

Low Latency Business Critical Applications

### HYBRID STORAGE



	HA2100	HA2100EP	HA2300	HA2400	T3400
A/A Dual Ctrl Rack Units	3U	3U	2U	2U	2U
Raw Capacity	22TB	24TB	16TB	11TB	26TB

### ALL FLASH



	T3600	T3700	T3800
A/A Dual Ctrl Rack Units	2U	2U	2U
Raw Capacity	9.6TB	24TB	48TB

## Tegile Value to Customers

- **5x – 10x Application Acceleration:** Our customers see huge gains in user and application productivity by being able to dramatically reduce application response times.
- **50% - 90% in Storage Capacity Savings:** Our customers achieve huge reduction in application data footprint – whether it's virtual desktops, virtual servers or databases – through built-in data reduction capabilities.
- **25% - 50% Reduction in CPU Cores & SW licenses:** With faster storage i/o from Tegile intelligent flash arrays, customers get more data processed with fewer CPUs and hence pay less for application software licenses.
- **2x Easier to Maintain:** Fully integrated with different application (virtualization, databases) management tools, Tegile arrays are extremely simple to maintain and manage.
- **25% - 50% Lower TCO:** With all-flash and hybrid arrays in a single platform, customers achieve TCO savings by matching the right class of storage to their desired application service levels (performance, resilience, availability, capacity).

## How we do it!

- **Predictable, Sustained Performance:** Tegile's IntelliFlash™ architecture optimizes data placement, i/o scheduling and flash endurance to deliver sustained and predictable response times for a wide variety of enterprise applications.
- **Cost Savings through in-line Data Reduction:** By separating metadata from user data and optimally placing metadata on flash, Tegile arrays deliver up to 10:1 data reduction using in-line deduplication & compression with no performance hit.
- **Comprehensive Data Protection:** Tegile arrays come bundled with features like snapshots, clones and remote replication that are optimized for flash and disk to deliver comprehensive data protection without compromising performance.
- **Choice of Access Protocols:** Customers can access data using both block and file protocols – Fibre channel, iSCSI, NFS & SMB/CIFS protocols are supported natively on the Tegile platform.
- **No Compromise on Quality:** Tegile arrays have fully redundant components, include active/active controllers, and use high quality enterprise MLC SSDs to ensure data integrity, storage endurance and predictable performance over the life of the storage array.

## Tegile delivers Better Performance, Better Resilience, Better Density, and Better Economics

### Tegile T3800 advantages over Pure Storage FA-450



### Tegile T3400 Advantages Over Nimble CS-460



### Technology Partners



### Selling Kits

- [Server Virtualization](#)
- [Desktop Virtualization](#)
- [Database / SQL Server](#)
- [File Services](#)

### Additional Resources

- [Partner Portal](#) & Partner Connect mobile app (iTunes or Google Play):
  - Deal Registration
  - Sales Enablement & Training
  - Sales Collateral & Presentations