

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

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

- 700+ mid-range enterprise customers in just 2 years
- Product of the year for top 3 storage awards

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

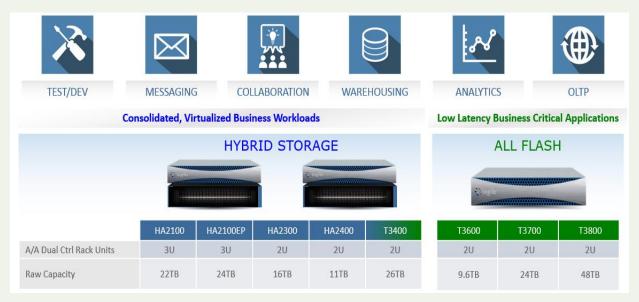
Rapid growth – 350 % YoY

- 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



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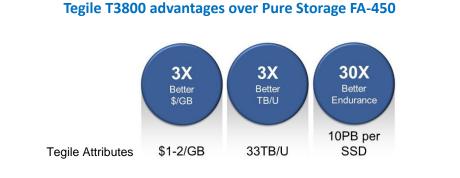
Tegile Value to Customers

- 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 to10:1 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 T3400 Advantages Over Nimble CS-460





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