

A SolidFire Visual Guide

The 4 S's of Successful Cloud & Hosting Services

Cloud and hosting service providers are adopting all-flash array (AFA) storage technologies at a rapid pace and are realizing business growth as a result. They are leveraging innovative AFA features like scale-out, sharednothing architecture, performance quality of service (QoS), and advanced integration and automation to deliver higher service levels to all customers, create new profit centers, and decrease operational costs in their public and hosted private cloud platforms.

1. Scale-out

Seamless and incremental growth



SolidFire customers spend 12x less time scaling storage to meet business growth.

65% of SolidFire's service provider customers made the move to SolidFire's AFAs specifically to eliminate scaling challenges.

2. Stability

Consistent application performance



70% of SolidFire's service provider customers moved to SolidFire to reduce performance problems.

Up to 93% of storage performance issues are avoided with SolidFire.

Performance issues are the #1 reason for customer support calls into service provider help desks.

3. Services Value-added options



generate new revenue from their storage infrastructure by offering multiple tiers of performance to better meet customer application requirements.

88% of SolidFire's service provider customers

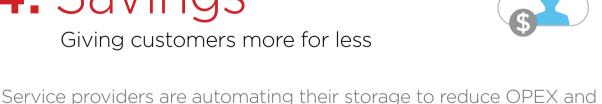
customers offer higher levels of service to customers with performance-based SLAs.

65% of SolidFire's service provider

49% of SolidFire's service provider

customers differentiate their services with their SLAs.

4. Savings Giving customers more for less



give customers better service for a lower price.

44% of SolidFire's service provider customers automate 51% or more

Customers deploy VMs up to 15x faster.

of their storage operations.

■ NetApp

Download your free copy of the Service Provider Flash-Based Storage are improving their services with flash.

DOWNLOAD REPORT

benchmark report to see how your peers