



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, shared-nothing 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



12x

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

65%

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%

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

93%

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



88%

88% of SolidFire's service provider customers **generate new revenue** from their storage infrastructure by offering multiple tiers of performance to better meet customer application requirements.

65%

65% of SolidFire's service provider customers offer higher levels of service to customers with performance-based SLAs.

49%

49% of SolidFire's service provider customers differentiate their services with their SLAs.

4. Savings

Giving customers more for less



Service providers are automating their storage to reduce OPEX and give customers better service for a lower price.

51%

44% of SolidFire's service provider customers **automate 51% or more** of their storage operations.

15x

Customers deploy VMs up to **15x faster**.



Download your free copy of the Service Provider Flash-Based Storage benchmark report to see how your peers are improving their services with flash.

[DOWNLOAD REPORT](#)

Sources: SolidFire's 2015 Service Provider Flash-Based Storage Services Benchmark Report, 451 Research, ESG

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