Системы хранения данных Seagate Systems

Сафонова Мария, Менеджер по продажам серверных продуктов (CISB)

● ПЛАН

Почему Seagate Systems?

Seagate is the storage industry leader

We power the storage infrastructure for most of the world's data.

$10B+
Annual Revenue

350EB
Shipped Annually

40 years +
Technology expertise for global OEM, top global cloud service providers

40K+
Global Employees located on 6 continents. With 7 AI-Enabled Manufacturing sites in 6 countries.

Google   amazon   inspur   Microsoft   NETFLIX   Tencent 腾讯   Baidu 百度

DELL EMC   IBM   hp   Apple   AT&T   facebook   Lenovo   Alibaba.com

Proven track record in enterprise storage systems

We supply the leaders
Seagate provides solutions to large storage system OEMs

DELL EMC
IBM VERITAS
Quantum
Hitachi Vantara

dot HILL
Acquired 2015
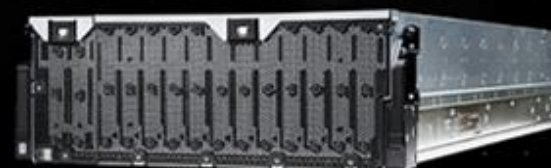xyratex
Acquired 2014

30 Years+ and ~1M Systems
A heritage of systems development with 400+ systems engineers
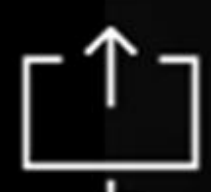
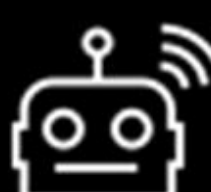Modular Storage Enclosures

Hybrid Arrays

Mass Capacity Storage Platforms

Use Cases

Продукты

How can your data work for you?

Find the right solution for any business application.

X - RAID Systems

E - JBOD Systems

AP Systems

Storage Building Block Strategy:

Enables personalization of the storage system- RAID, JBOD and Server

Devices	Enclosure Platforms	Controller Families

Devices: HDD, SSD

Enclosure Platforms: 4U-106 LFF, 5U-84 LFF, 2U-12 LFF, 2U-24 SFF

Controller Families: Data Protection (RAID), IOM (JBOD), Application Platform (Server)

Three RAID Controller Models:

- Fast – 3XXX

Traditional / Hybrid 2 Ports / Controller (SAS / CNC)
100K IOPS @ 1ms latency
3.5GB/s sequential read throughput
3GB/s sequential write throughput
16GB cache per system

- Faster – 4XXX

Traditional / Hybrid 4 Ports / Controller (SAS / CNC mixed)
320K IOPS @ 1ms latency
7GB/s sequential read throughput
5.5GB/s sequential write throughput
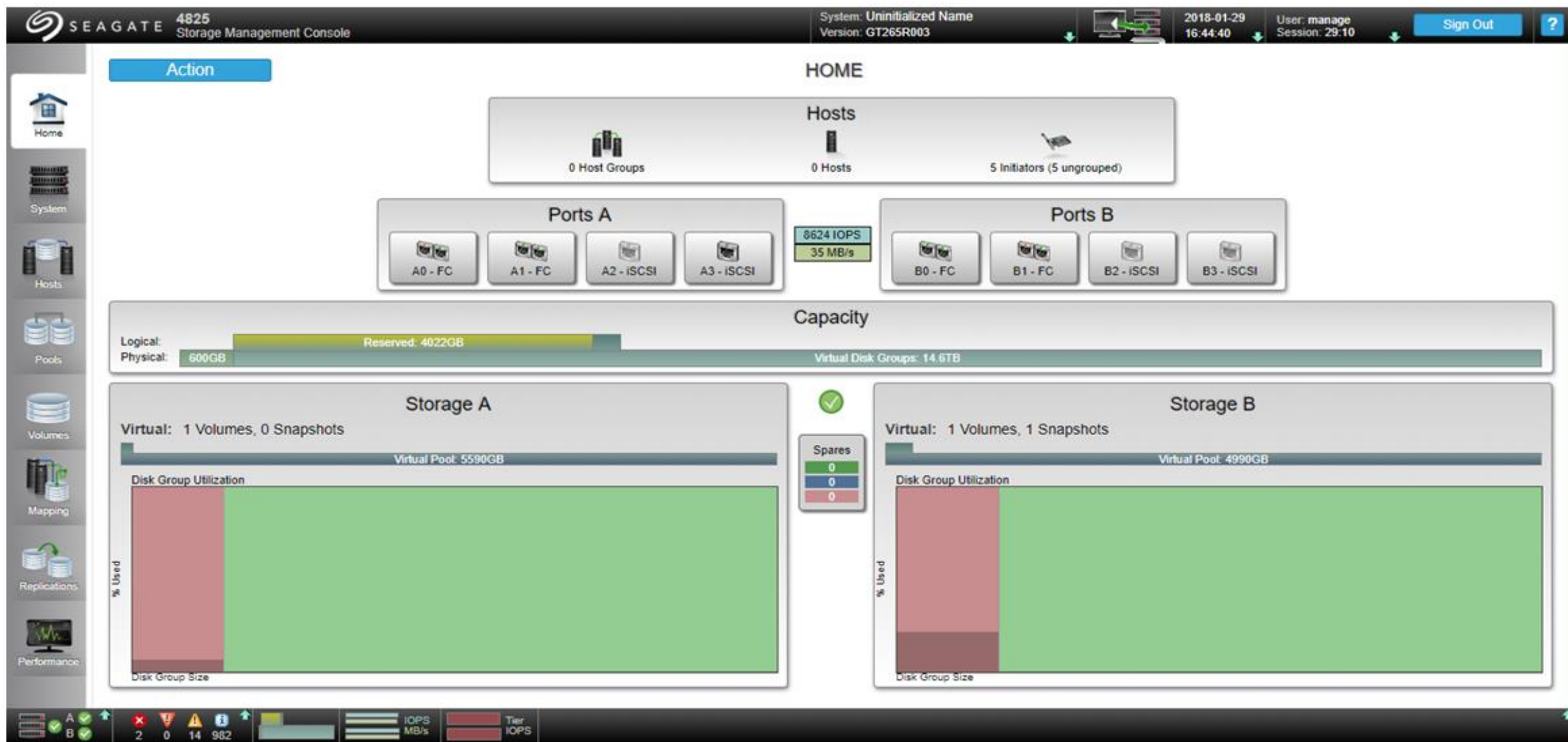16GB cache per system

- Fastest – 5XXX

Traditional / Hybrid 4 Ports / Controller (SAS /CNC mixed)
600K IOPS @ 1ms latency
7GB/s sequential read throughput
5.5GB/s sequential write throughput
32GB cache per system

Software Stack

Customer Pain Points	Seagate Feature
Streamline management by automatically creating storage pools	Virtual Pools
Improved storage management and **much faster rebuild times**	ADAPT
Save on storage costs by dedicating storage only when needed	Thin Provisioning
Reduce RPO/RTO & mount snapshots for development and testing (Optional)	Snapshots
Replicate between arrays for **business continuity/disaster recovery** (Optional)	Async Replication
Accelerate performance while providing cost and capacity benefits of HDD (Optional)	Auto - Tiering

Fully Integrated Web Management Interface

SUPPORT PLAN ENTITLEMENTS

ENTITLEMENT CATEGORY	SERVICE DESCRIPTION	7×24×4	8×5×NBD	SELF SERVICE	SECURE SITE COVERAGE
Help Desk	Unlimited 7×24×4 help desk support – 1-hour response	X	X	X	X
Help Desk	Escalation to level 2/3 engineers – normal business hours	X	X	X	X
Help Desk	Escalation to level 2/3 engineers – after normal business hours	X			
Help Desk	Priority escalation process for mission critical equipment	X			
Administration	Access to Seagate Service Cloud via the web	X	X	X	X
Administration	Access to web-based technical support database	X	X	X	X
Administration	Access to firmware revisions web-based technical support database	X	X	X	X
Parts Access	Access to depot spares	4 hour	NBD*	NBD*	
Parts Access	Seagate-owned on-site spares	Premium Priced Option			
On-Site Labor	Normal business hours, 9-5 local time M-F, next business day		X		
On-Site Labor	7×24 on-site service with 4-hour response	X			
Secure Site Coverage	Black-hole coverage – return COD and digital picture in lieu of HDD; may be purchased with other service plans				X

Сертификация

Флагманские решения на базе продуктов Seagate

Flagship solutions featuring Seagate products

Customer use case	Solution type	Solution details			
Backup and disaster recovery	Reliable backup for SMB	Exos X 2U12	+	veeam	COMMVAULT
	Scalable backup for enterprise	Exos X 5U84	+	veeam	COMMVAULT
Digital content workflows (Media & Entertainment)	Value flash array	Nytro X 2U24	+	pixitmedia rozo systems	ZFS
	Tier 2, nearline media storage	Exos X 5U84	+	pixitmedia rozo systems	ZFS
Video Surveillance	Sub-500 camera surveillance solution	Exos X 2U12	+	Genetec	Coming soon milestone
	High capacity surveillance solution for 6 month+ retention or 1,000+ cameras	Exos X 5U84	+	Genetec	Coming soon milestone
Cloud	Private & hybrid cloud building block	Exos E 4U106	+	RedHat SUSE DreamStorm MINIO IBM Cloud Object Storage rozo systems ceph	
VDI	Virtualized building block	Exos X 5U84	+	vm Microsoft Hyper-V	
Big data analytics AI/ML	High capacity repository for your big data	Exos E 4U106	+	WEKA SUSE RedHat IBM Cloud Object Storage	
High performance computing	Datastore for high performance computing	Exos E 4U106	+	ARCASTREAM IBM Cloud Object Storage	
Storage expansion	Efficiently expand storage capacity	Exos E 4U106, 5U84, 2U12			

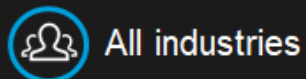# | Reliable & affordable backup for your SMB

SMB Backup Needs

Description

SMBs need an affordable and easy-to-use backup & recovery solution to protect their business

Customer Questions

- Can I complete my backups in a specific backup window with ever increasing volumes of data?
- What if my capacity & backup needs change overtime?
- Will my solution be reliable?
- Is the system easy to use?
- How can I lower backup costs?
- How do I avoid replacing my system in 2-3 years?

Verticals

All industries

Seagate Solution

Seagate EXOS X 2U12

Drives	16TB HDDs
Controller	3005 (3.5GB/s)
Storage	SAN

Software partners

Veeam
Backup & Replication

veeAM
Backup software

Key backup solution benefits

Lowest cost per TB of backup storage on the market

Backup 100TB in an 8 hour window with up to 13TB / hr in throughput

Flexible capacity from 15TB to 1.9PB to meet your needs

Increased protection against data loss with **20x faster disk rebuilds**

Single point-of-contact for entire storage system support

Proven reliability, with more than **1M units** in service today

Tier 2 storage for content editing & repository
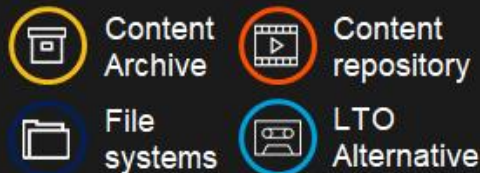
M&E needs

Description
Highly scalable, flexible, and available storage solution to serve as the backbone of your M&E stack

Customer Questions
- How can I minimize the cost of operation nearline & active archive storage?
- How can I maximize density / capacity so that I can store all of my content?
- What if my capacity needs change over time?
- How do I ensure that I can monetize all of my content?
- How do I secure my data?

Use case
- Content Archive
- Content repository
- File systems
- LTO Alternative

Seagate Solution

Seagate EXOS X 5U84
Enterprise-grade reliability for your tier 2 media storage

Drives: 16TB HDDs
Controller: 5005
Storage: SAN or JBOD

EXOS ENTERPRISE

+

Software partners

pixitmedia

rozo systems

Key M&E solution advantages & benefits

- **Reduced total cost of ownership** versus public cloud or tape
- **Easily scale out PB** of storage or **provide SAN expansion** as needed
- **Easily access and monetize** all media content
- **Maximize capacity over time,** easily integrating latest drive technology
- **Proven reliability, with more than 1M units in service today**
- **Minimize performance loss** during HDD failure with **20x faster rebuild times**

| Sub-500 Camera Surveillance for Enterprise

Surveillance Needs

Description

Manage large camera deployment collecting high quality video across multiple locations

Customer Questions

- How can I minimize up-front and operational costs?
- What kind of system can scale to 100+ cameras at 4K quality?
- How much capacity do I need to store video for 30+ days?
- What systems support advanced video analytics?
- How can I keep my data secure?

Verticals

- Retail
- Education
- Transportation
- Entertainment
- Commercial buildings
- Law enforcement

Seagate Solution

Seagate EXOS X 2U12

A comprehensive surveillance solution for your enterprise

Drives	16TB HDDs
Controller	4005
Storage	SAN

Software partners

Genetec™

milestone

BOSCH

n^x networkoptix

Key surveillance solution advantages & benefits

- **Highest value per** terabyte of video stored
- **Support up to 1,000 4K recordings** at a time
- **Easily extend video retention & capacity** by adding new EXOS E units
- **Reduce video frame-loss** during HDD failure with **20x** faster rebuild times
- **Proven reliability, with** more than 1M units in service today

Enterprise Private / Hybrid Cloud | Building Block

Private Cloud Needs

Description

Enterprises need a cost-effective solution to keep their data in their own hands

Customer Questions

- What are the main costs of a cloud solution?
- How can I minimize the cost per terabyte?
- How do I ensure maximum flexibility of my system?
- How can I scale my system as I grow?
- Are other people using this technology?

Verticals

All industries

Seagate Solution

Seagate EXOS E 4U106

The scalable, cost-effective private cloud building block

Drives	16TB HDDs
Interface	SAS (36 GB/s over 42 SAS lanes)
Storage	Expansion

EXOS ENTERPRISE 16 TB

Software partners

MINIO

WEKA

SUSE

IBM Cloud Object Storage

DriveScale

Red Hat

ceph

rozo systems

Key private cloud solution advantages & benefits

- **3-4x lower total cost of ownership** compared to public cloud
- **No software vendor lock-in** allowing for maximum flexibility
- **Quickly & easily scale up capacity** to grow with the business
- **Improve security** by keeping data **inside the business**
- **Maximize drive performance** with patented AcousticShield
- **Efficiently & accessibly store PBs of data**

Регистрация новых партнеров

How to Register for the Insider Partner Program

- New or Existing Partner register using the enrollment link found on the Seagate Partner Page: https://www.seagate.com/partners/

- To enroll click on the "Enroll Now" button.

Partner Program Benefits

What do we offer?		Bronze	Silver	Gold	Platinum
Requirements	Yearly sales revenue requirement	N/A	250K	2M + certification	5M + certification
Economic	Registered Tier discount off MSRP Note: Partners agree to 100% deal reg.	17%	23%	27%	30%
	SPIFFs *	✓	✓	✓	✓
	MDF's	By request	By request	By request	By request
Support	Partner sales collateral deck	✓	✓	✓	✓
	Competitive battlecards and sales positioning	✓	✓	✓	✓
	Access to partner portal	✓	✓	✓	✓
	Deal registration	✓	✓	✓	✓
	Configuration tool	✓	✓	✓	✓
	TCO tool **	✓	✓	✓	✓
	New product webinars and information		✓	✓	✓
	Use of Seagate Logo ***		✓	✓	✓
	Marketing plan and co-marketing events ****		✓	✓	✓
	Annual Seagate product roadmap review			✓	✓
	Semi-annual product roadmap review			✓	✓
	Assigned Seagate business executive			✓	✓
Enablement	Training and certification	✓	✓	✓	✓
	Tailored solution / Use case development investment		✓	✓	✓

Notes as of 3/2020: *POS reporting required, subject to terms and conditions **TCO tool coming soon ***Separate logo use agreement required
****Marketing and events subject to resource availability

Q & A