



# NSS Webinar May 2017

**Tony Booth**  
Director of Channels GTM Strategy  
North America

**Jeannine Walter**  
Sr. Technical Marketing Engineer  
Data Protection



## Today's Agenda

- NSS Program Overview
- SFA Technical Briefing
  - Introduction to SFA
  - Use Cases
  - Demonstration
- Q&A



NSS WEBINAR







## Nimble is now a Hewlett Packard Enterprise company

- **Opportunity:** More leads, opportunities & revenue growth
- **Solutions:** Best-in-class all-flash storage
- **Product Roadmap:** Hybrid IT & storage portfolio
- **Next 6 months:** No program changes
- **HPE Partners:** Selective additions in key markets only
- **HPE Price List:** Adding limited products, not enterprise-level
- **HPE Partner Ready Program:** Details coming soon



IDC states:  
*a bold, strategic  
move that will  
benefit customers*

# New in Education: Nimble Solution Specialist

Accreditations		Partner Webinar Series	
			
<b>Nimble Sales Professional (NSP)</b>	<b>Nimble Technical Sales Professional (NTSP)</b>	<b>Nimble Solution Specialist (NSS)</b>	<b>Bi-Monthly Training</b>
<ul style="list-style-type: none"> <li>Offers partners a strong understanding of Nimble Storage solutions</li> <li>Students learn messaging to help effectively position and sell Nimble Storage arrays</li> </ul>	<ul style="list-style-type: none"> <li>Web-based and Instructor-led courses including simulated labs</li> <li>Topics include overview of architecture; product family; capabilities; installation, configuration and operation of arrays; snapshots and replication; monitoring</li> </ul>	<ul style="list-style-type: none"> <li>Solution based learning path for our top Partner SE's</li> <li>Special incentives that include first access to information, GSET consideration, and financial rewards through Partner Perks</li> </ul>	<ul style="list-style-type: none"> <li>Keep partners current with latest offerings and feedback from partner field experience</li> <li>Hosted live and Webex videos are posted to the Partner Portal</li> </ul>

# Nimble Solutions Specialist Learning Path



**NS-1001-E**

**Introduction to Nimble Storage**

**NTS-1001-E**

**Introduction to Nimble Storage Technology**

**NTS-2001-I**

**Nimble Introduction and Administration**

**NTS-2030-I\***

**Architecting and Sizing the Nimble Solution**

*-- choose one of the following certifications --*

**CVSA\*\***

**Commvault Solutions Architect**

**VMCE\*\*\***

**Veeam Certified Engineer**



*\*Available in Aug 2017    \*\*Available through Commvault Partner University    \*\*\*Available through Veeam University*

## NSS Benefits



For more info go to:

- Nimble University (<https://www.nimblestorage.com/company/nimble-storage-university/>)
- Partner Portal / NSS Community (Coming soon)
- Send Questions to: Ask-NSS@nimblestorage.com

**NEW!**

## Secondary Flash Array SPIFF Q2/Q3 FY18



- Close a SFA Deal and receive Nimble Partner Reward points!
- Reseller Account Executive (AE) and Sales Engineer (AE) will each receive
  - SF 100: 2,200 points
  - SF 300: 6,600 points
- Deal must be registered between May 1, 2017 and Oct 31, 2017
- Deal must close by Nov 30, 2017
- ***Nimble Solution Specialists will receive 2,200 pts in addition to the payout***
- Must be Channel Initiated
- Can be an existing opportunity and/or a new customer

A nighttime cityscape featuring a multi-level highway interchange with light trails from cars. In the background, several skyscrapers are illuminated with various colors like blue, green, and yellow. The scene is lit by streetlights, creating a vibrant urban atmosphere.

# Secondary Flash Array

by Jeannine Walter



# Today's Backup and Secondary Storage Challenges

## Key Customer Challenges...



Slow backups, very  
slow restores



Trapped data on  
backup device—  
can't be used  
without restore



Specialized and  
siloed backup  
infrastructure

## Secondary Storage Is Changing... But What Can I Do About It?

Move everything to All-Flash?

Still relatively expensive for non-primary storage

Move everything to the Cloud?

High latencies, costly to recover

Try a start-up's new web appliance?

Perpetuates isolated siloes of data,  
adds new vendor Risk

Wait it out?

There are costs: Continuing Support expense of legacy equipment, Admin/Space/Energy costs of siloed resources, Inefficiencies, Missed opportunities

# Introducing: Nimble SF-Series Secondary Flash Array

Integrated with Leading  
Data Availability Software



**Flash-enabled  
Storage**



**Dedupe & Capacity  
Optimized**



**Multicloud Flash Fabric™**



**InfoSight Predictive  
Analytics**

## Nimble Secondary Flash Array (SFA)

- Put your backup (and DR) data to work!
- Instant restores and recovery
- Flash-enabled Performance and continuous inline Dedupe
- Radical Simplicity
  - InfoSight and Veeam One
- Veeam integration

# SF Series Product Under the Hood

## Under the Hood

Hybrid arrays running 4.x code

- Continuous inline Dedupe
- Memory tradeoff for higher dedupe capacities
- Write Throughput Capped
- Read/Write IOPS is lower



## Price point

- \$/usable GB—Comparable to CS
- \$/effective GB—Competitive
  - Leveraging high dedupe ratios

## New Performance Policy: “Backup”

- **4K block size**
- Enabled by default on SF series
  - Overrides allowed

## Other Supported Features

- Encryption at Rest
  - Same key for volumes within the same dedupe domain
- Volume Folders
- Scale out
  - Deploy multiple independent SFAs per site

## Nimble SF-Series Secondary Flash Array—Specs



Platform	SF100	SF300
Connectivity	iSCSI or FC	
Max Write Throughput	400 MB/s	800 MB/s
Mandatory Flash Requirement	8%—to enable high dedupe ratio	
Raw Capacity	21TB–126 TB	42 TB–252 TB
Usable Capacity	16 TB–100 TB	30 TB–200 TB
Effective Capacity (8:1)	800 TB	1.6 PB
Max Read/ Write IOPS (upto)	20K	40K
Expansion shelves	Up to 2	Up to 2

# Nimble Product Line Comparison



**Performance**  
IOPS

**Capacity**  
Effective GBs



**AF-Series**  
All-Flash Arrays

**CS-Series**  
Adaptive Flash Arrays

**SF-Series**  
Secondary Flash Arrays

Storage Tier

Primary storage

Secondary storage

Usage/  
Workloads




High performance  
primary applications

Other primary  
applications

Backup, DR, Dev/Test,  
other secondary apps

# Secondary Flash Array Use Cases

## SureBackup

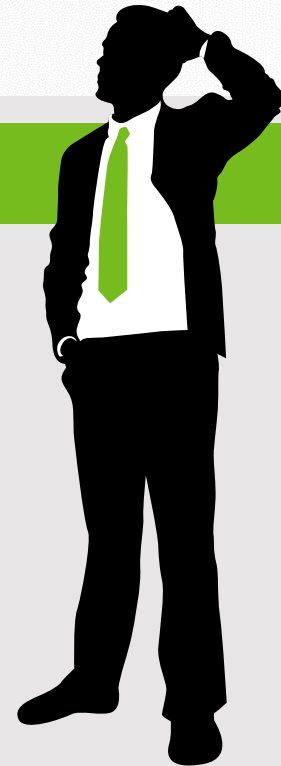
<p>Only 5% of Veeam customers use SureBackup</p>	<p>Forrester Research shows 20% of restores fail</p>	<p>Why not verify your backup?</p>	<p>Wouldn't you sleep better at night if you knew you could restore?</p>
			

# Secondary Flash Array Use Cases

Virtual Lab

## Would you like to...

- Conduct DR testing before a disaster?
- Run Dev/Test based on Production fresh data?
- Test updates before deploying them?
- Troubleshoot issues?
- Train IT staff?
- Mitigate Risk?





# Secondary Flash Array Use Cases

## Instant VM Recovery



### **Near-instant restore**

Don't wait to restore (files, VMs, applications or entire systems) and instead 'live mount' production workloads with flash-enabled speed on the SFA while restoring.

### **Near-instant disaster recovery**

Failover to the SFA and run production workloads with flash-enabled speed.

### **Run real workloads**

Such as Dev/Test, QA, Patch testing and Analytics.

### **Flash-enabled reads**

100x faster than traditional hard-drive-based appliances.

# Veeam v9.5 Integration with Nimble Highlights



## Backup from Storage Snapshots

- Minimize impact on production VMs
- Simplify scheduling
- Agentless, application-aware consistency



## Veeam Explorers™ for Storage Snapshots

- RTPO™ <15 Minutes
- Granular recovery
- Instant visibility

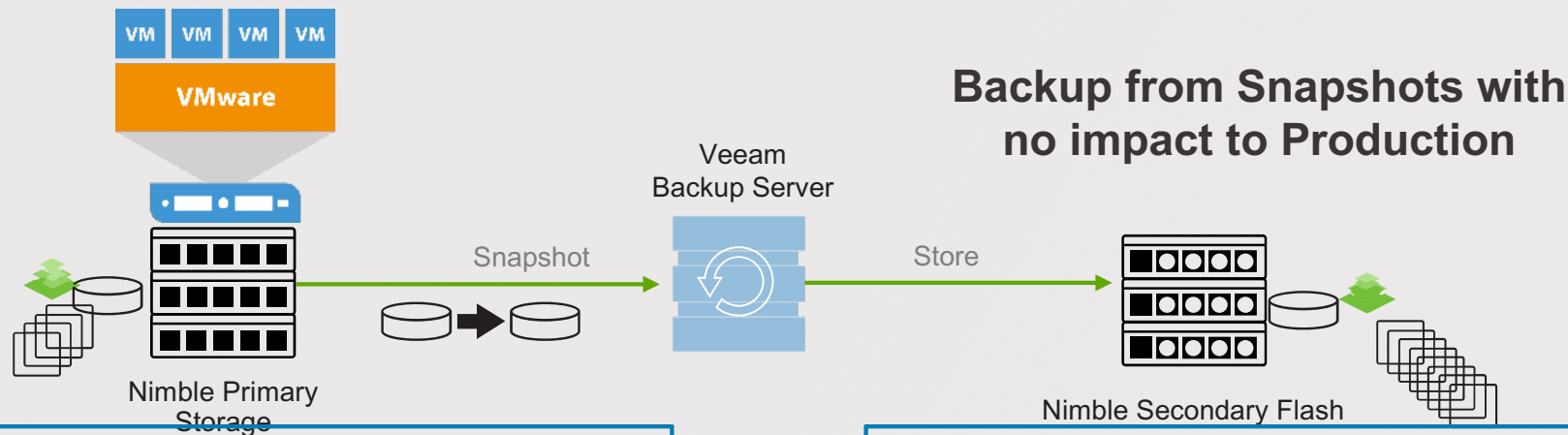


## On-Demand Sandbox™ for Storage Snapshots

- Verified recoverability
- Test, dev, training and troubleshooting
- Low-risk deployments

Nimble is the **ONLY** next-gen Storage Vendor integrated with Veeam

# Veeam 9.5 Integration



## Backup from Snapshots with no impact to Production

- Veeam catalogs the snapshots
- Veeam enables item level recovery
- Veeam is Nimble replication aware

- Nimble is one of two vendors who can backup from replicated snap
- Nimble is only vendor who can keep over 1000 snaps

# Veeam Backup Repository Settings

## Nimble Storage Volume as a Backup Repository

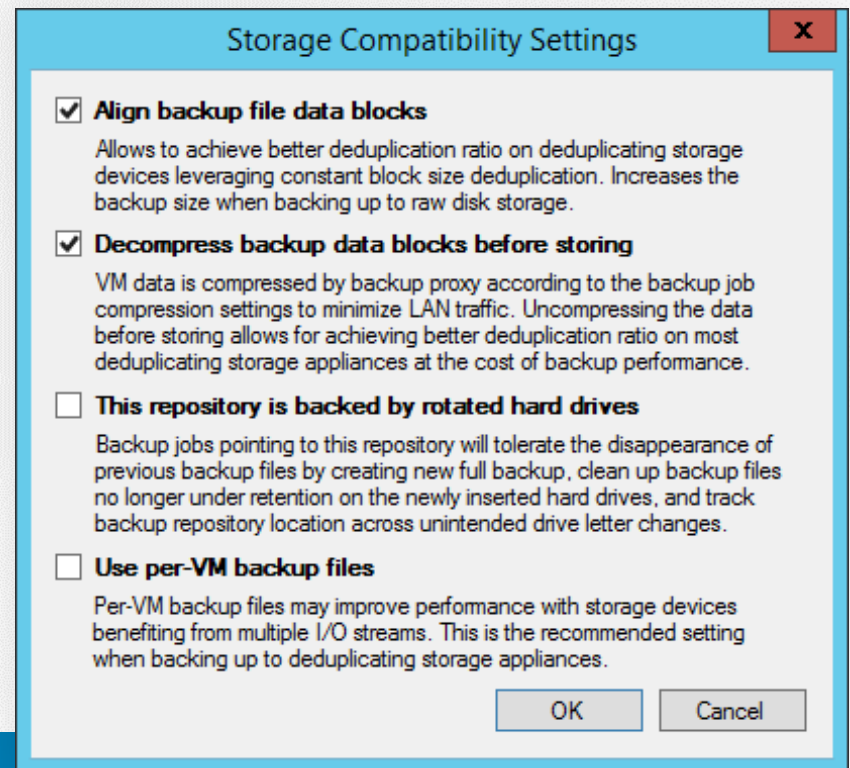
### A location used by Veeam Backup & Replication to store backup files

- A volume on a Nimble Storage array
  - Special backup performance policy

### Recommended setting:

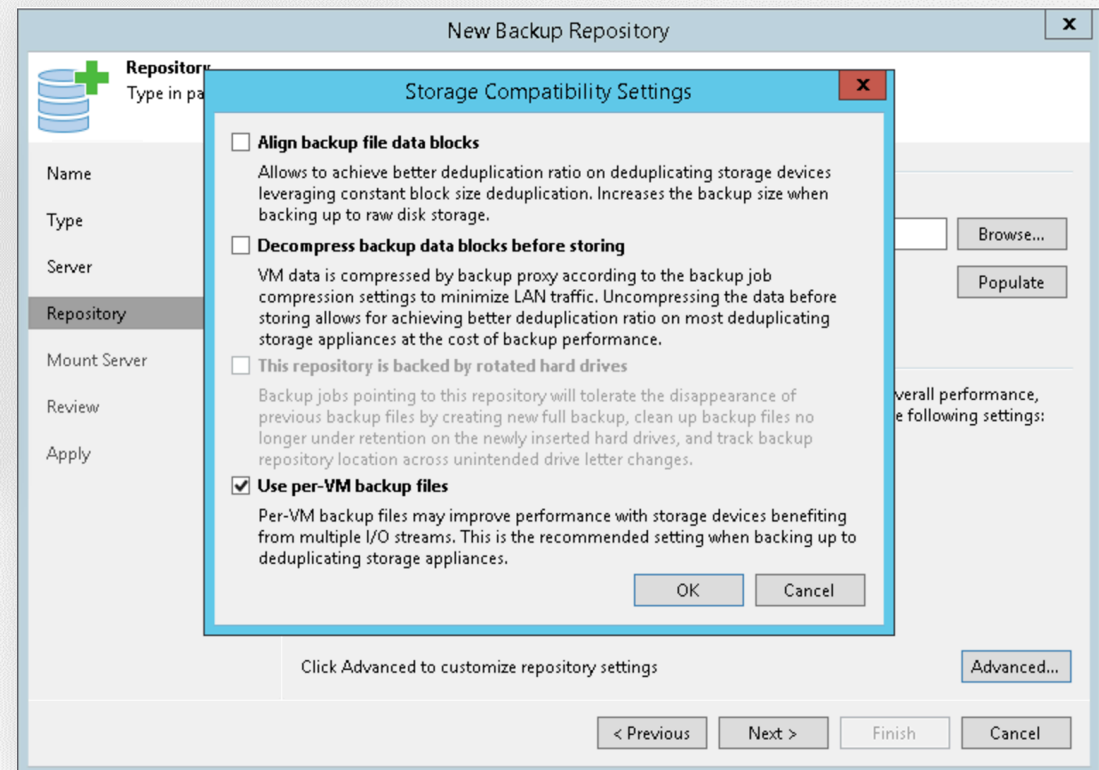
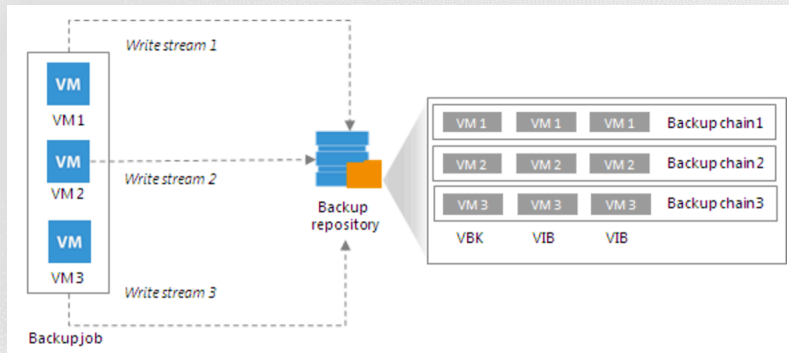
- Decompress backup data blocks before storing
  - Can still do source side compression to save on network bandwidth
- Align data blocks is checked

Enable Nimble compression and dedupe to provide better data efficiency



# Veeam Backup Repository Settings

## Enable multiple streams of backup



## Proxy Server Settings

### Edit VMware Proxy

**Server**  
Choose server for new backup proxy. You can only select between Microsoft Windows servers added to the managed servers which are not proxies already.

**Server**  
Traffic Rules  
Summary

Choose server:  
rtp-dpl-1.rtplab.nimblestorage.com

Proxy description:  
Created by Veeam Backup & Replication

Transport mode:  
Direct storage access

Connected datastores:  
Automatic detection (recommended)

Max concurrent tasks:  
12

Using Direct storage access with storage snapshots, we can get greater than 800 mb/s.

# Job Storage Integration Settings

## Recommended settings:

- Storage tab In Veeam disable:

- Inline data deduplication
- Compression level

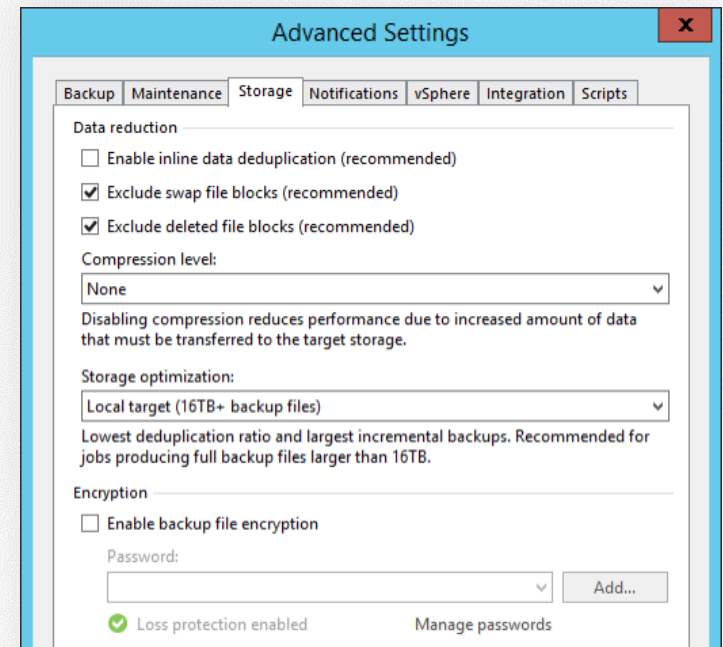
Enable Nimble compression and dedupe to provide better data efficiency

- Set Storage optimization to:

- Local target (16TB+ backup files)

- 4MB write size
- Lower overhead with each write
- Nimble takes care of dedupe

- Save as default



- Since Veeam performs dedupe per job only, Nimble will get better dedupe savings
- Disable any data reduction by Veeam on the repository

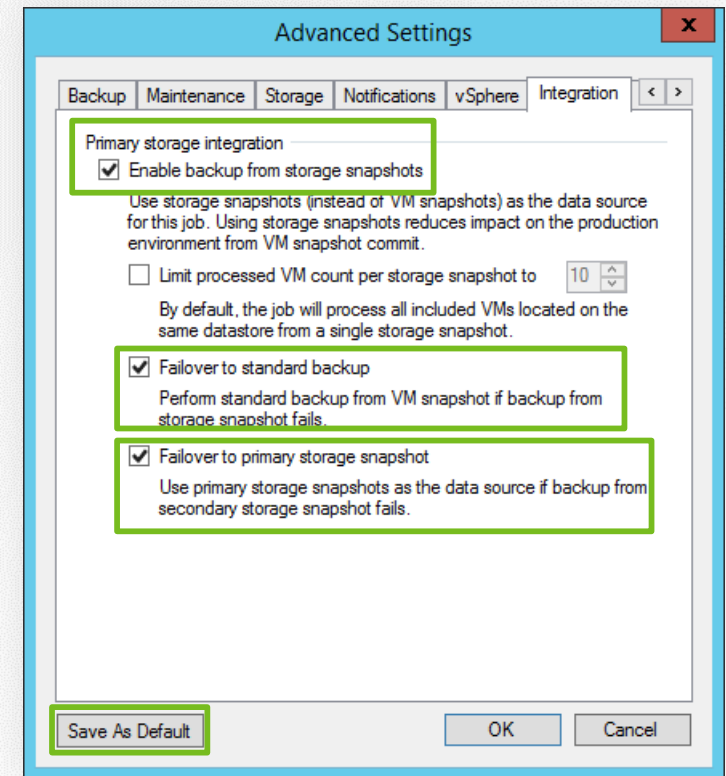
# Job Integration Settings When Nimble Is Primary

## Nimble Array as Primary

- Backup/Backup Copy Job > Storage > Advanced Settings > Integration

### Recommended setting:

- Integration tab:
  - Enable backup from storage snapshots
    - Failover to standard backup
    - Failover to primary storage snapshot
  - Click Save as Default to preserve settings





## Job Integration Settings When Nimble Is Also Secondary

**New Backup Job**

**Secondary Target**  
Use the backups produced by this job to satisfy backup requirement by archiving backups to tape, or efficiently creating remote backups and replicas over WAN.

**Secondary destination jobs:**

Name	Free
Nimble Storage	
<input checked="" type="checkbox"/> Nimble Snapshot	

**Nimble Snapshot Replicated Copy**

Nimble Snapshot Replicated Copy

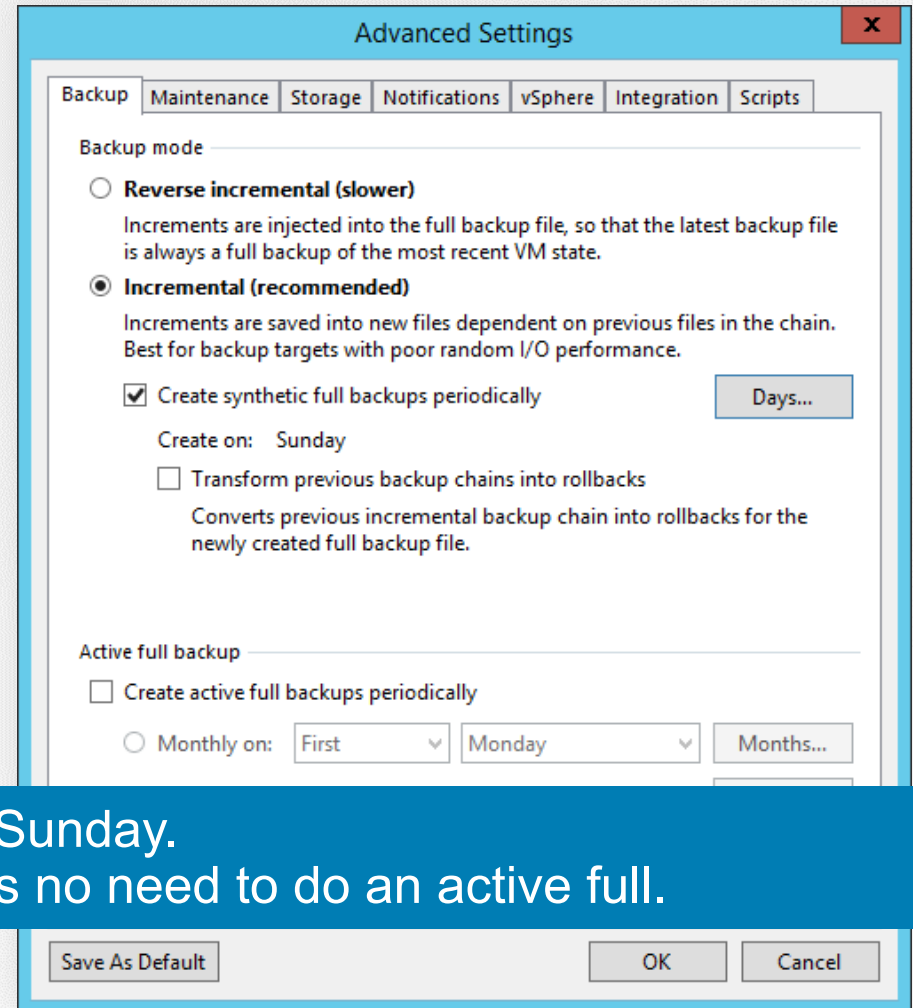
Number of snapshot copies to retain: 14

Use as the data source  
Eliminates impact on the primary storage by enabling backup job read source VM data from the secondary storage.

OK Cancel

< Previous Next > Finish Cancel

Allows replicated snapshot to be used as a source for a remote repository backup.



Forward Incremental with synthetic full on Sunday.  
Even though this is a dedupe array, there is no need to do an active full.

## Recovery Optimization with the SFA



No prioritizing restores



Run multiple restores from same SFA



Run dev-test, big data workloads on the SFA while recovering data

# Secondary Flash Array—Next Steps

Integrated with Leading  
Data Availability Software



**Flash-enabled  
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**Multicloud Flash Fabric™**



**InfoSight Predictive  
Analytics**

## Learn

- Product datasheet, Solution brief, Best Practice Guide, Nimble and partner Blogs, Video

## Experience

- Conferences and Webinars with Veeam, Zerto, Commvault and other technology partners



**Demo**  
*Instant VM Recovery*



# Q&A

 Nimble  
Solutions  
Specialist

 nimblestorage  
a Hewlett Packard Enterprise company

## More Questions? Reach out to...

- 1) First PoC: Your dedicated Channel Development Team
- 2) Second PoC: Ask-NSS@nimblestorage.com

3)

Third PoC:	Title	Email	Phone
Tony Booth	Director of Channels GTM Strategy – North America	tony.booth@nimblestorage.com	949-322-0139
Jeannine Walter	Sr. Technical Marketing Engineer Data Protection	Jeannine.Walter@nimblestorage.com	314-276-3873



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