




# Nimble Solution Specialist March Update

Tony Booth

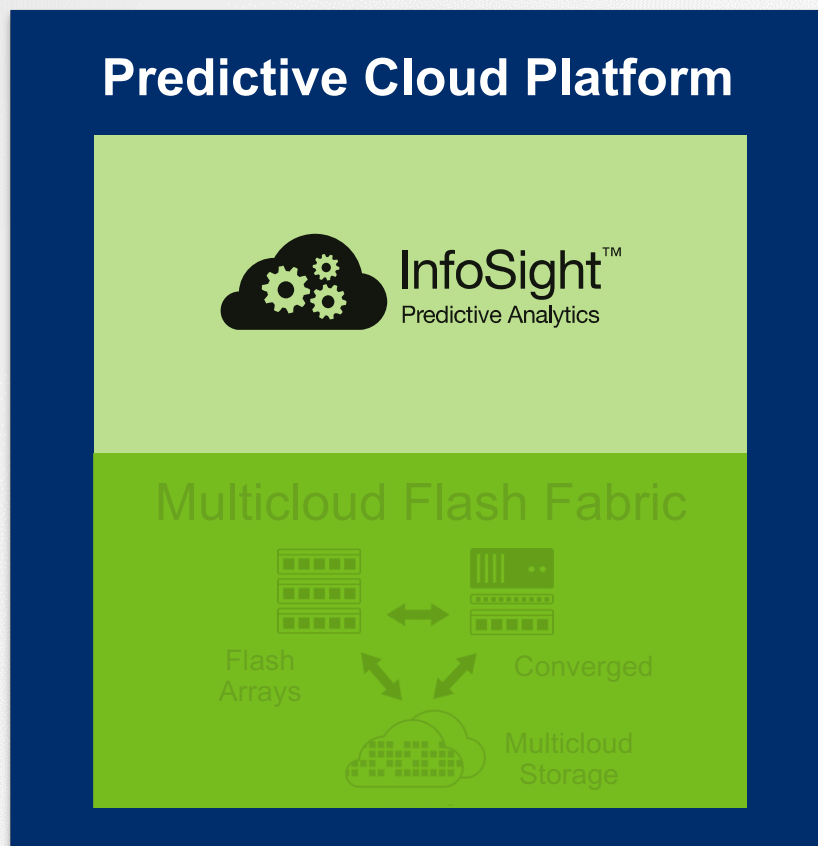
Director of Channel GTM Strategy



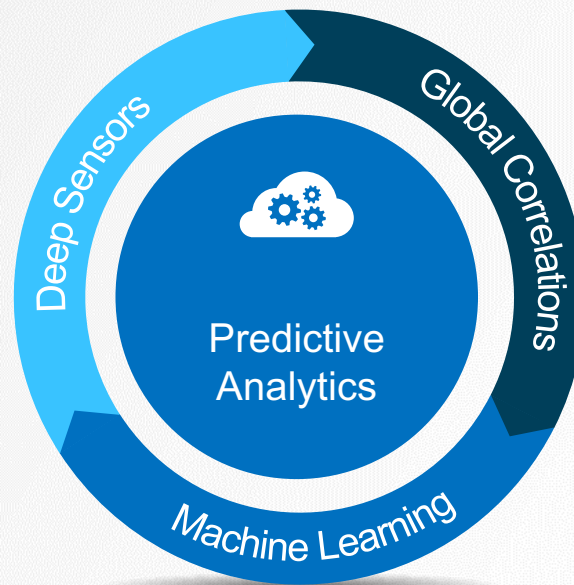
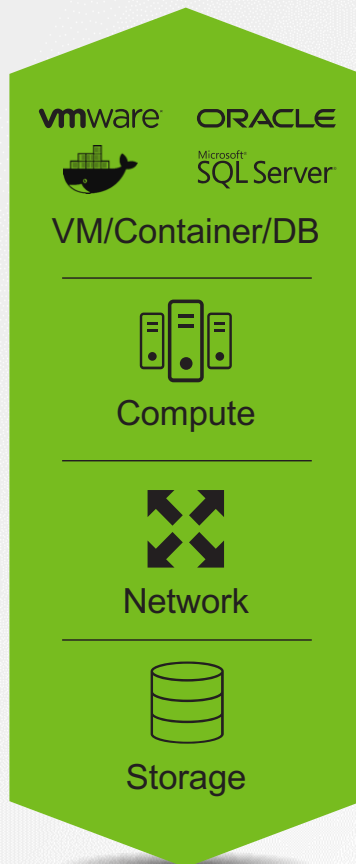
The image shows a modern office interior with large windows overlooking a city skyline. In the foreground, the silhouettes of several people are visible: two people standing on the left, two people sitting on a ledge in the center, and two people walking on the right. The floor is highly reflective, showing the silhouettes and the city view. A large green triangular overlay is on the left side of the image. The text 'Predictive Cloud Platform Overview' is centered in white.

# Predictive Cloud Platform Overview

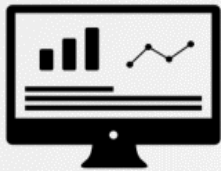
# The Nimble Predictive Cloud Platform



# InfoSight Predictive Analytics



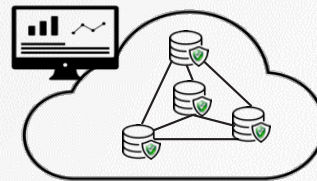
## Overcoming Complexity and Eliminating Anxiety



Predicts and  
Prevents Problems

**86%**

Issues automatically  
opened and solved



Global Visibility  
and Learning

**>99.9999%**

Measured  
availability

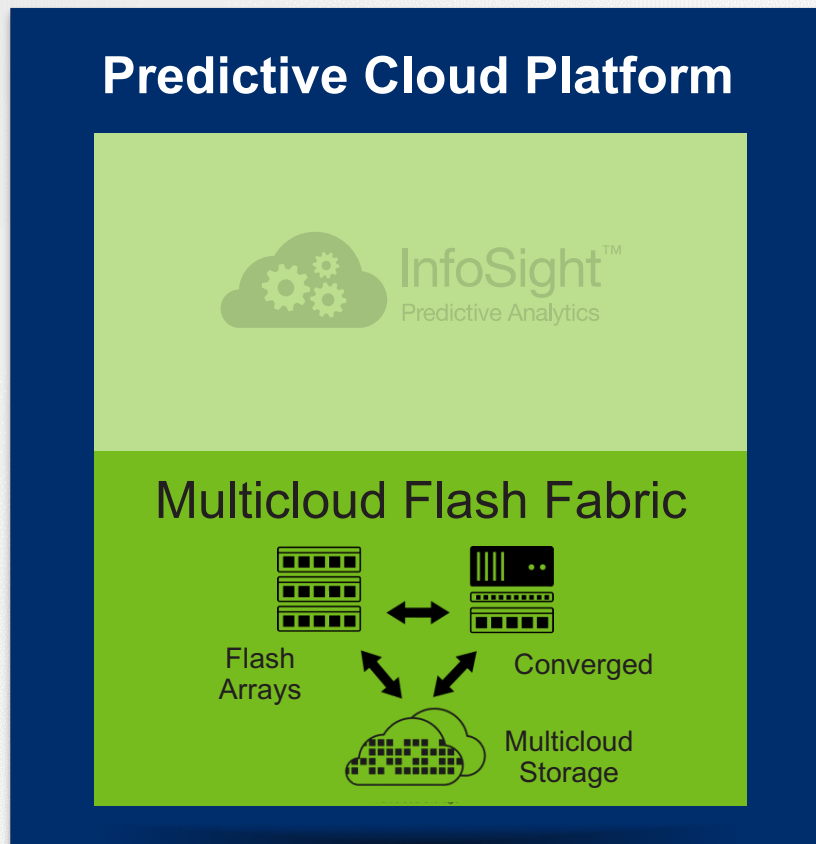


Support You  
Actually Like

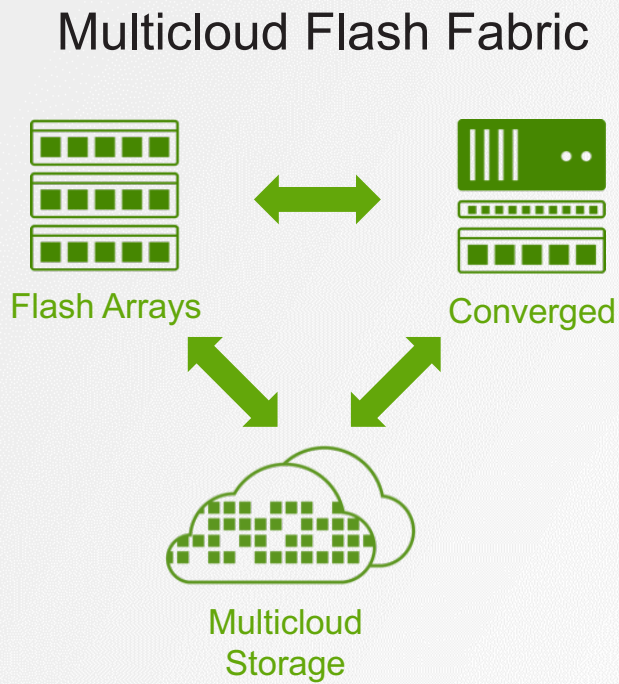
**54%**

Cases solved that are  
outside of storage

# The Nimble Predictive Cloud Platform



# Multicloud Flash Fabric



Flash Arrays



All Flash  
Adaptive Flash

Converged



SmartStack  
Lenovo

Multicloud

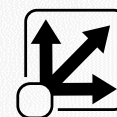


Nimble Cloud  
Volumes

## Flash Arrays

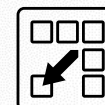


### Sheer Performance and Scalability



- Scale-up and scale-out
- Always on data services
- Quality of service

### 33%-66% less TCO



- 5X lower footprint
- 20% more usable capacity
- Backup/DR at 1/3 of the cost

### Absolute Resiliency





# Converged Infrastructure



Converged Infrastructure  
Built on a Predictive  
Cloud Platform



Scale with confidence

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Tested & validated

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Radically simple

# Nimble Cloud Volumes



## Enterprise-Grade



- Simple and reliable
- Data protection
- Copy data management

## Easy Mobility



- Cloud on-ramp
- Multicloud
- No lock-in

## Global Visibility



- Cloud and data center visibility
- Predict, recommend, and optimize
- Anticipate and prevent issues

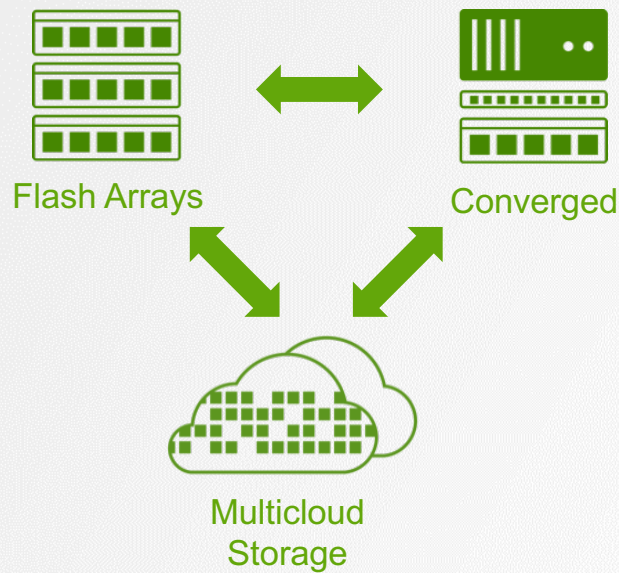
## All Nimble Arrays are Cloud Ready



Nimble arrays make your data center cloud ready today with easy on-ramp and data migration between on-premise and the cloud

## Single Architecture for On-Premise and Cloud

### Multicloud Flash Fabric



Flash-Optimized  
Scale-to-Fit  
Unified Data Services  
Multicloud Mobility

## Timeless Storage Business Model



All Inclusive  
Software  
Licensing



Flat Support  
Pricing



Free Controller  
Option After 3  
Years



No Forklift  
Upgrades



30 Day Satisfaction  
Guarantee\*



Future-proofed  
For Newer  
Technologies\*\*

\*See: <https://www.nimblestorage.com/technology-products/timeless-storage/>

\*\*See: <https://www.nimblestorage.com/technology-products/timeless-storage/timeless-guarantee/>

## The Nimble Predictive Cloud Platform

# Predictive Cloud Platform





# Nimble Cloud Volumes

## Multicloud Storage Service



# Reaching for the Clouds



**First Stage:**  
Systems of Engagement  
(Web, mobile)

**Second Stage:**  
Systems of Insight  
(Analytics, BI)

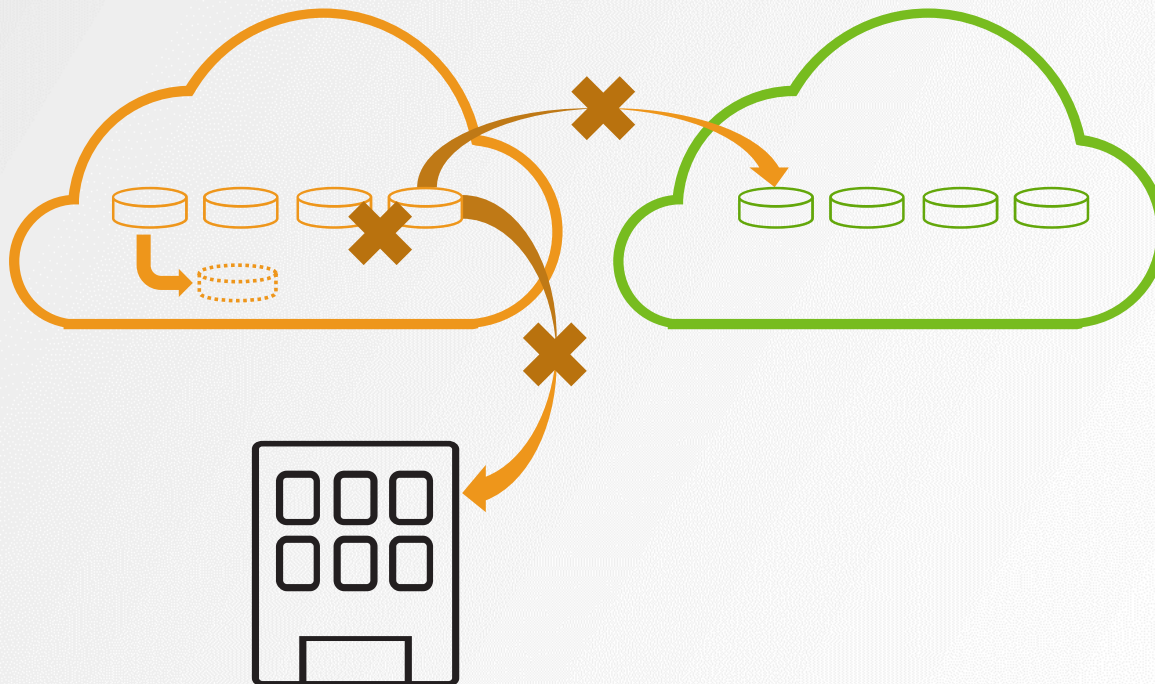
**Third Stage:**  
Systems of Record  
(Transactional DBs)



Enterprise  
grade storage  
service  
**REQUIRED**



## Typical Challenges With Cloud Block Storage



### Durability & Features

- 1 in 500 failure rate
- Lack of data services



### Cloud Lock-in

- Data mobility is hard
- Data egress costs

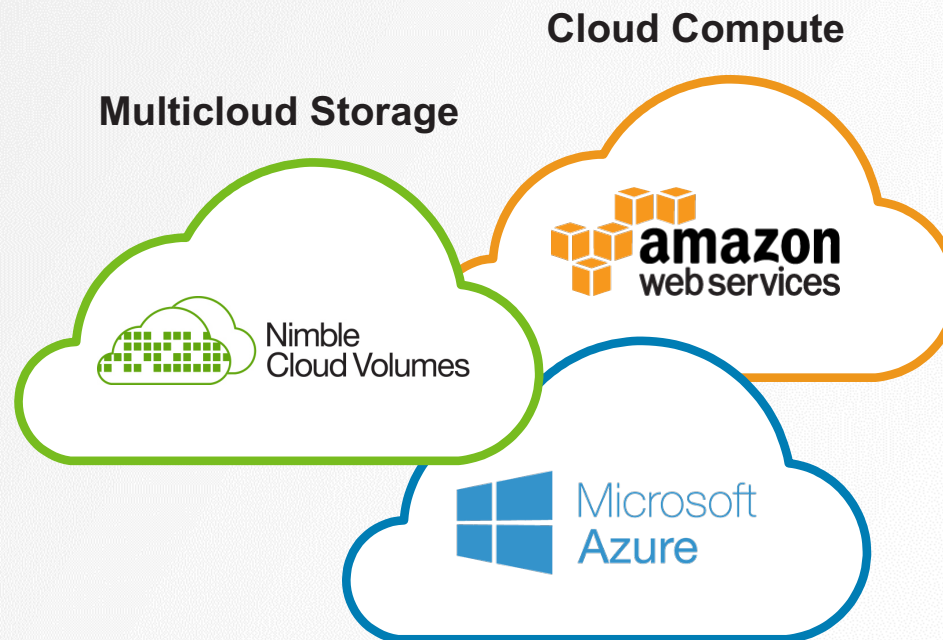


### “Black Box Penalty”

- Limits visibility

## Introducing Nimble Cloud Volumes

Nimble Cloud Volumes provide an enterprise-grade **multicloud storage** service for running your applications in AWS and Azure



## Nimble Cloud Volumes—Key Benefits



### Enterprise-Grade

- Simple and reliable
- Data protection
- Copy data management



### Easy Mobility

- Cloud on-ramp
- Multicloud
- No lock-in



### Global Visibility

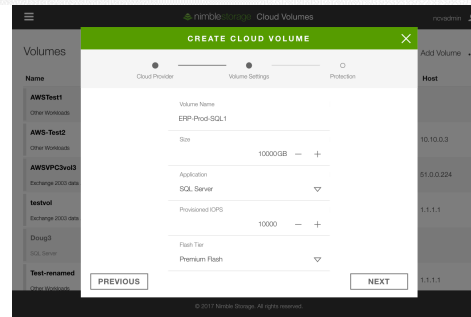
- Cloud and data center visibility
- Predict, recommend, and optimize
- Predict and track usage

# Enterprise Grade



## Simple and Reliable

- Simple web GUI
- Better uptime and durability
- Secure



**99.9999%+**

Storage availability

**Millions of times +**  
more durable

**256-bit AES**  
encryption

## Native Cloud Storage

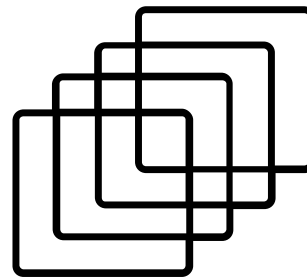
- ✗ 99.95% availability
- ✗ 1 in 500 annual failure rate

## Enterprise Grade



### Data Protection

- Protect data instantly and more often
- Pay for changed data, not a full copy



### Native Cloud Storage

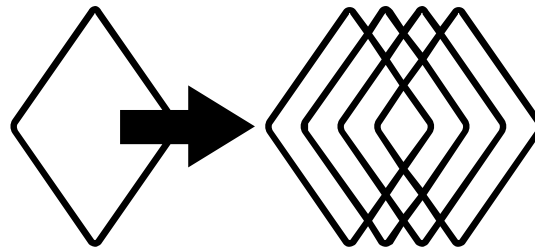
- ✗ Hours to backup
- ✗ Pay for first full copy

## Enterprise Grade



### Copy Data Management

- Instant clones for test/dev, analytics, and bursting
- Pay for changed data, not full copies



### Native Cloud Storage

- ✗ Slow manual copies
- ✗ Pay for full copies

## Nimble Cloud Volumes—Key Benefits



### Enterprise-Grade

- Simple and reliable
- Data protection
- Copy data management



### Easy Mobility

- Cloud on-ramp
- Multicloud
- No lock-in



### Global Visibility

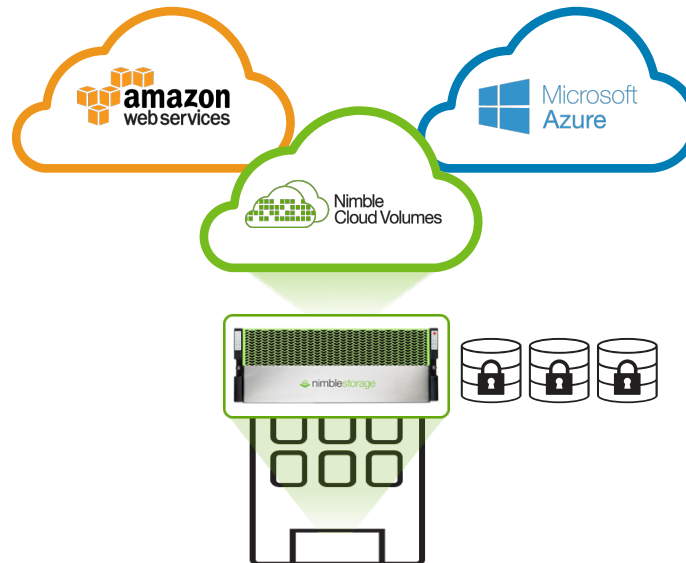
- Cloud and data center visibility
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## Easy Mobility



### Cloud On-Ramp

- On-ramp data to cloud
- “Cloud Ready” flash arrays



Your Datacenter

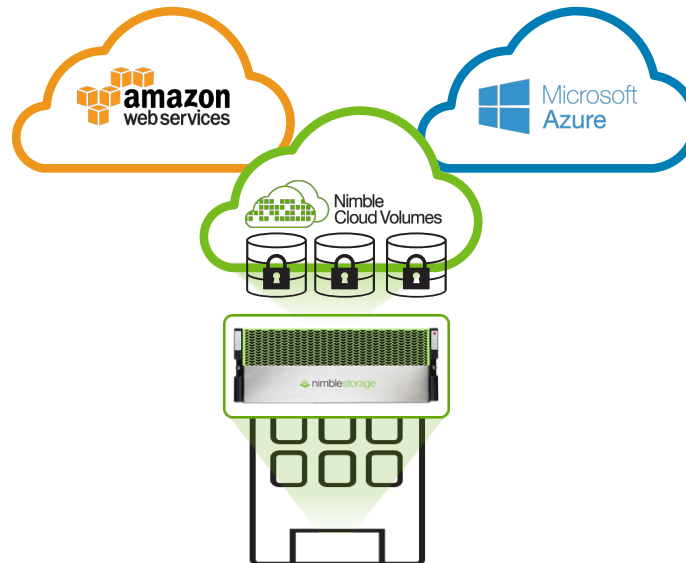


## Easy Mobility



### Multicloud Without Lock-in

- Use multiple clouds without data migration
- Move off cloud without costly egress charges
- No lock-in



### Native Cloud Storage

- ✗ Slow manual migrations
- ✗ Locked in one cloud
- ✗ Costly egress charges

## Nimble Cloud Volumes—Key Benefits



### Enterprise-Grade

- Simple and reliable
- Data protection
- Copy data management



### Easy Mobility

- Cloud on-ramp
- Multicloud
- No lock-in



### Global Visibility

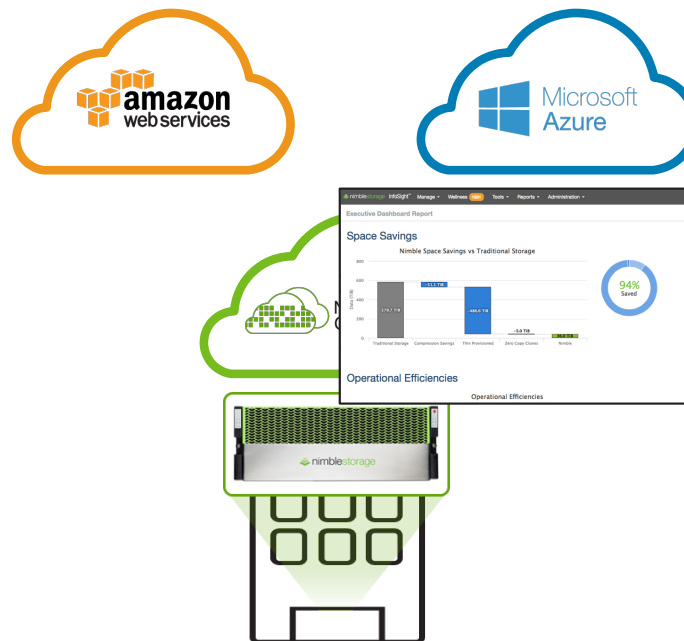
- Cloud and data center visibility
- Predict, recommend, and optimize
- Predict and track usage

## Our Vision: Global Visibility<sup>1</sup>



### Visibility No Matter Where Your Data Is

- See and manage across clouds and your data center
- Track and manage usage



### Your Datacenter

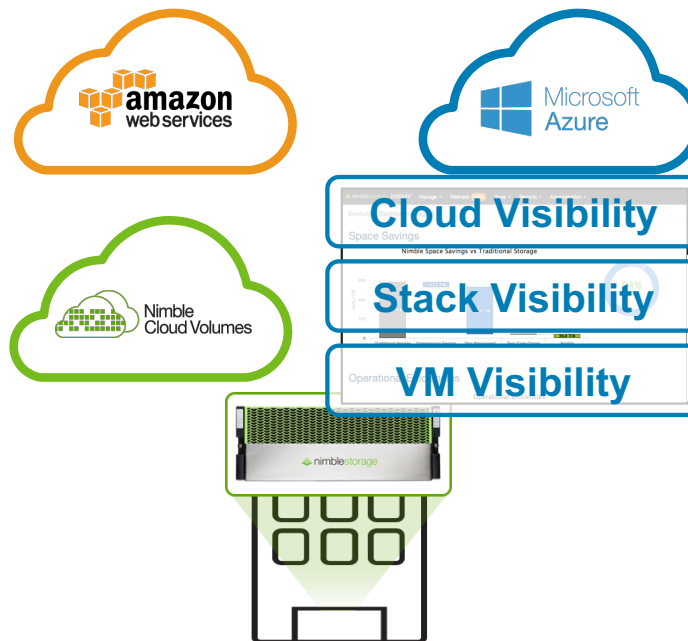
1. Coming soon. NCV portal and InfoSight together provide global visibility.

## Our Vision: Global Visibility<sup>1</sup>



### Predict, Recommend, Optimize

- Predictive analytics and usage trending
- Optimize data placement and uncover savings
- Pinpoint and resolve issues across the stack



### Native Cloud Storage

- ✗ “Black-box penalty”
- ✗ Third-party tools required
- ✗ Additional costs

### Your Datacenter

1. Coming soon. NCV portal and InfoSight together provide global visibility.

## Nimble Cloud Volumes—Benefits Summary



### Enterprise-Grade

- Simple and reliable
- Data protection
- Copy data management



### Easy Mobility


- Cloud on-ramp
- Multicloud
- No lock-in



### Global Visibility

- Cloud and data center visibility
- Predict, recommend, and optimize
- Predict and track usage


# Nimble Cloud Volumes Pricing



**Premium Flash**  
*Absolute Performance*

Provision capacity and performance independently

\$ / GB-month (Provisioned Capacity)	\$ / IOPS-month (Provisioned IOPS)	\$ / snapGB-month (Used Capacity) Free first snapshot	IOPS Performance SLA
\$0.12	\$0.06	\$0.12	> 99%



**General Purpose Flash** *(coming soon)*  
*Everything from DB to DR*

Provision capacity and performance independently  
*500 IOPS / TB included*

\$/GB-month (Provisioned Capacity)	\$/IOPS-month (Provisioned IOPS)	\$/snapGB-month (Used Capacity) Free first snapshot	IOPS Performance SLA
\$0.10	\$0.04	\$0.10	> 95%

# Term Options and Other Charges

## Month to Month

Monthly billing via credit card  
 Minimum monthly commit applies  
 Cancel any time

## Prepaid Credits

15% discount

Buy usage credits upfront  
 Monthly charges deducted from credits  
 No monthly minimum  
 Credits expire after 13 months

### Enterprise Support

12% additional

24 x 7 phone and email support

### Additional AWS / Azure Charges

\$0.02 – \$0.04 / GB-month (estimated)

AWS/Azure charge for the data written to Nimble Cloud Volumes  
 Customer responsible for these charges

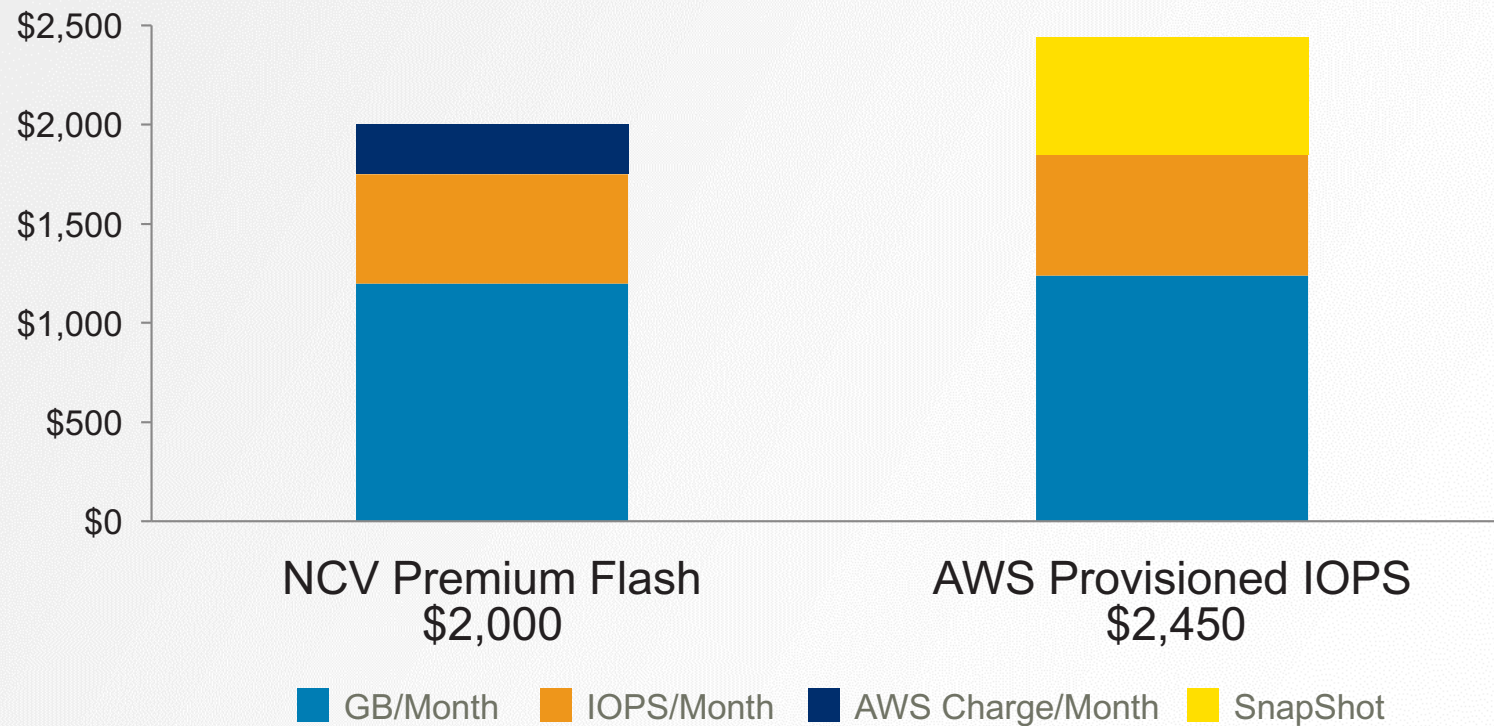
### Minimum Commit

\$1500 / month

Volume charges prorated daily

# Cost Comparison – Premium Flash vs. EBS Provisioned IOPS

**Typical Large Database  
10TB, 10K IOPS, and SnapShot**



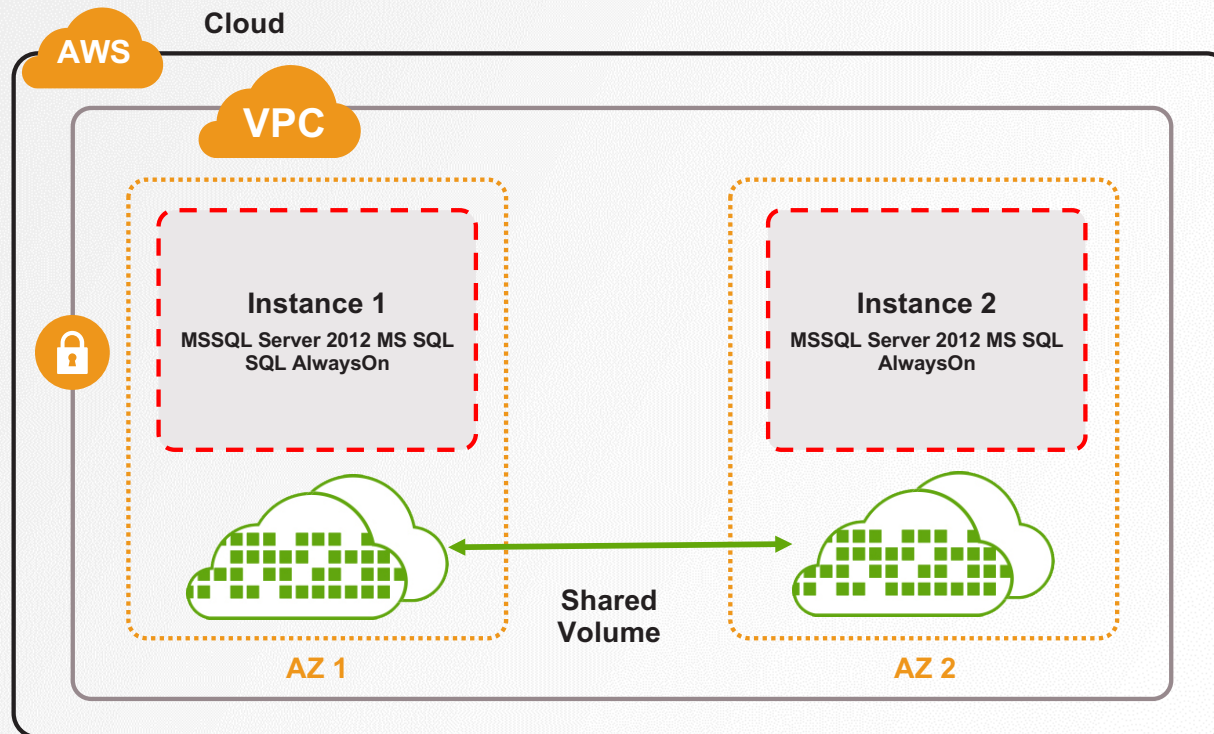




# Cloud Use Cases

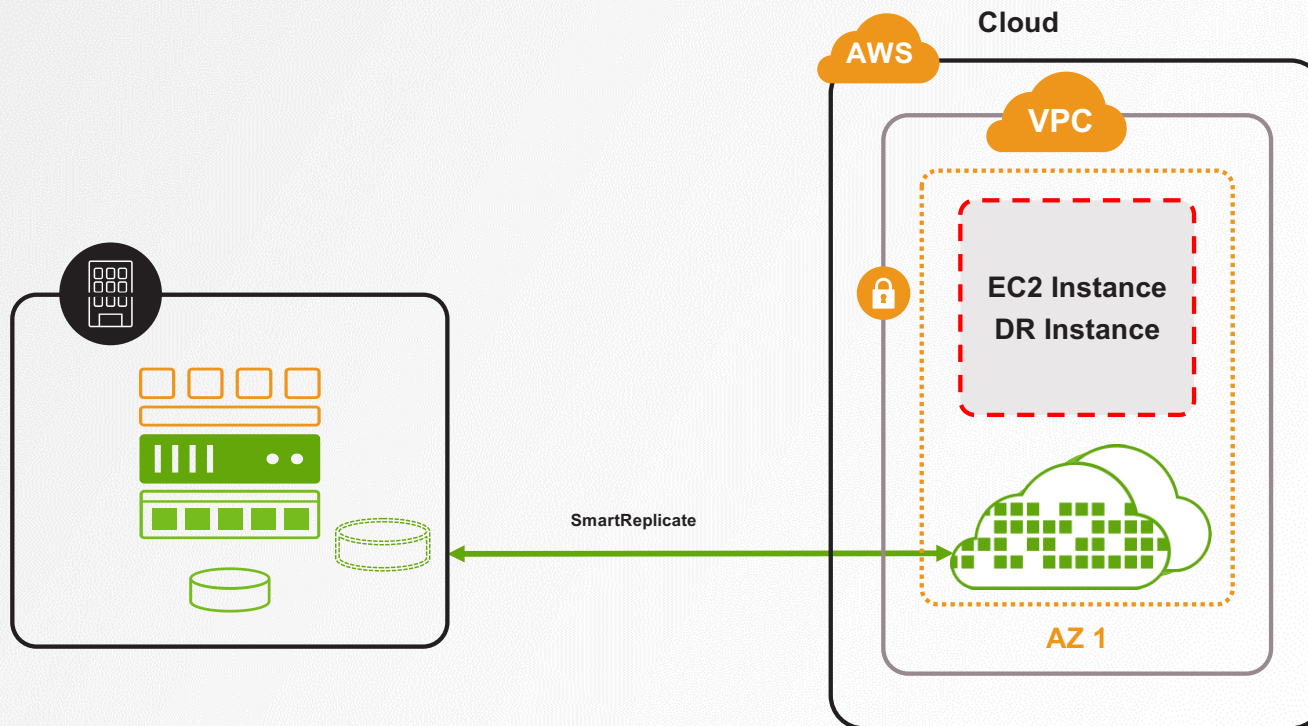
# Application Use Cases

## Applications—**MSSQL**



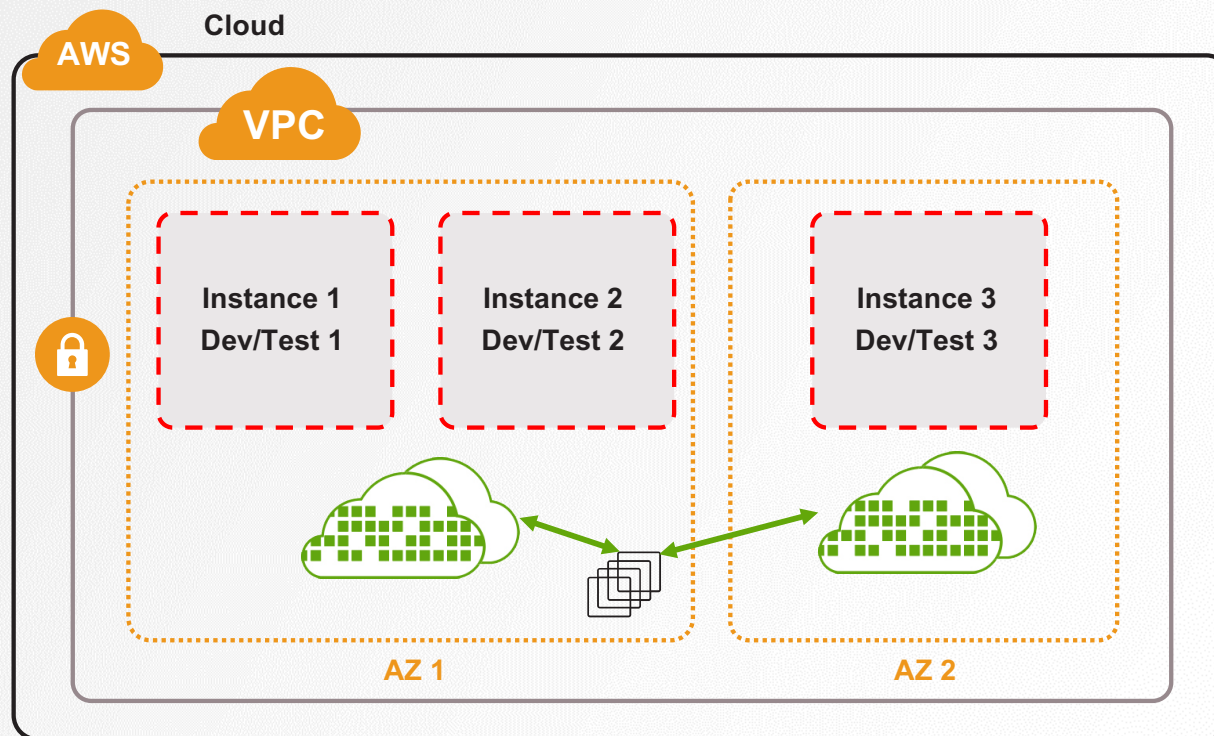
# Integrated and Future Use Case

## Public Cloud **DR Capability**



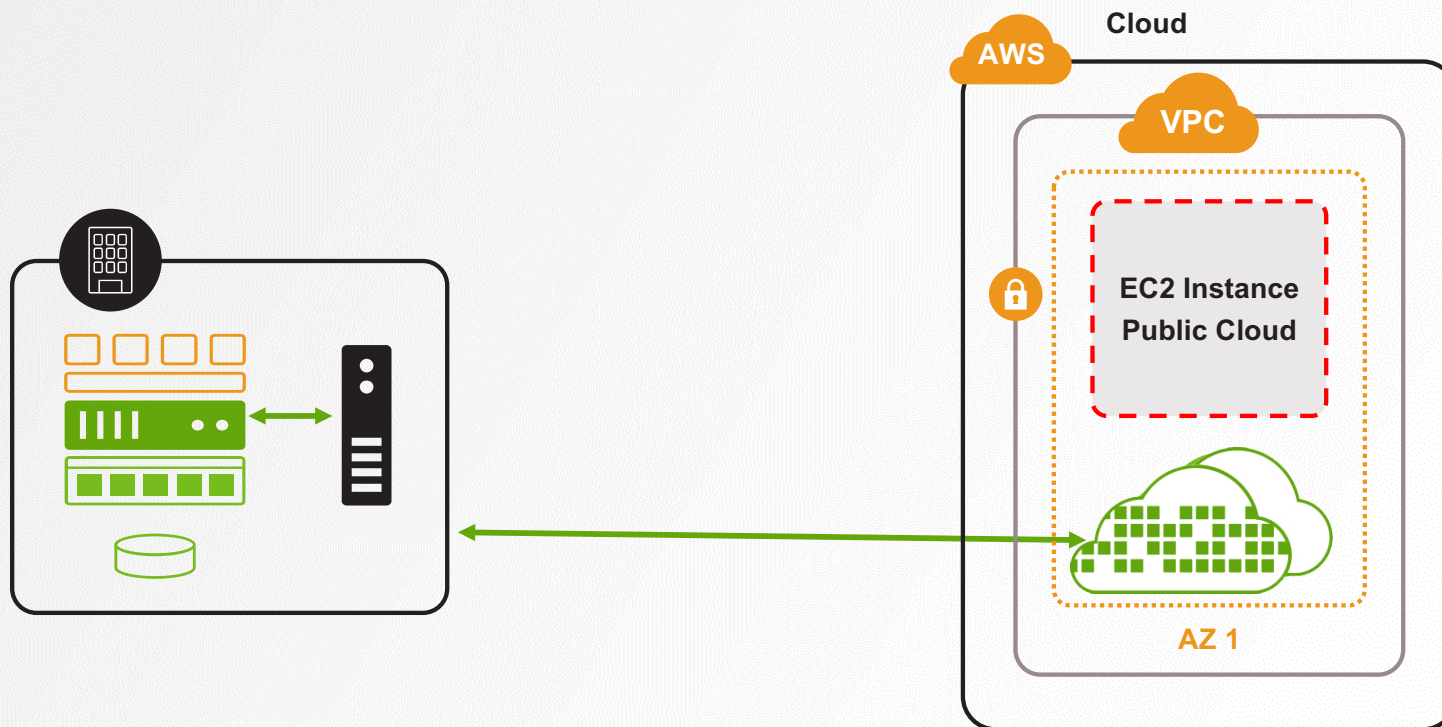
# Integrated and Future Use Case

## Applications—DevOps and Dev/Test Agility



# Integrated and Future Use Case

## Application and **Compute Bursting**



# What About Performance?

What can a customer expect for **performance**<sup>1</sup>

	EC2 with Premium Flash Tier			EC2 with EBS		
QD	Throughput (MB/s)	Latency (ms)	IOPS	Throughput (MB/s)	Latency (ms)	IOPS
1	4.47	0.87	1147	4.8	0.8	1220
14	21.04	1.48	5359	11.65	4.7	2985
16	41.98	1.5	10688	11.9	5.3	2984
32	82.76	1.5	21255	11.52	10.7	3000

1. Initial testing; more testing being performed



**Demo –  
cloud.nimblestorage.com**



# Channel Program



# Cloud Success for Channel Partners

## Grow Flash Array Sales

- Engage prospects preparing for cloud
- Sell “Cloud Ready” Nimble flash arrays
- Sell migration services for on-premise arrays

## Build Cloud Practice to Sell Services

- Cloud Migration Services
- Public Cloud Managed Services
- Digital Transformation

## Earn Incentives

- Revenue Incentives
- Margin
- SPIFFS

# Partner Compensation

	Month to Month	Pre-paid annual credits
VAR Fee	15% of monthly billings on first 90 days of service	6% of PO booking
VAR SPIFFs	\$500 each to AE/SE	\$500 each to AE/SE

A photograph of a modern office interior with large windows overlooking a city skyline. The scene is dimly lit, with silhouettes of several people. On the left, two people stand near a window. In the center, two people sit on a ledge. On the right, two people are walking, their figures blurred. The floor is highly reflective, showing the silhouettes and the city view. A large green triangular graphic is overlaid on the left side of the image.

Questions



nimblestorage

The Power of Predictive