

SolidFire Delivers New All-SSD Storage System for Cloud Providers; Enables Next Evolution of Enterprise Cloud Adoption

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First Customers ViaWest, Databarracks, Calligo, And CloudSigma Smash The Status Quo With Guaranteed Performance SLAs In The Cloud

London, UK – 13 November 2012 SolidFire, a provider of all-solid-state (SSD) storage systems designed for the cloud, today announced worldwide general availability of its high-performance, all-SSD storage systems as new customers ViaWest (<http://www.viawest.com/>), Databarracks (<http://www.databarracks.com/>), Calligo (<http://calligo.net/>) and CloudSigma (<http://www.cloudsigma.com/>) roll out unprecedented services with guaranteed performance SLAs. SolidFire's SF3010 and SF6010 (<http://solidfire.com/solution/solidfire-storage-system/>) storage nodes set the bar for cost-effective high-performance cloud storage. These systems allow cloud providers to deliver performance guarantees that bring business critical and performance sensitive applications like Oracle, SAP, and NoSQL variants (eg. MongoDB, Cassandra) into the cloud for the first time.

SolidFire is the only all SSD storage system designed exclusively for cloud service providers. By combining revolutionary scale-out architecture with patent-pending Quality of Service (QoS) controls, cloud service providers can now set and maintain consistent performance to thousands of applications within a shared infrastructure. With this launch, providers are now equipped with the most consistent high-performance storage environment to confidently run all of their customers' tier-one applications.

SolidFire Creates New Business Opportunities For Cloud Service Providers

Hosting business-critical and performance-sensitive applications represents a massive opportunity for cloud providers. With SolidFire, they can profitably deliver guaranteed performance services below the cost of traditional high-performance disks, and are able to back those services with firm performance SLAs. Currently, more than 20 additional cloud service providers worldwide are evaluating SolidFire to expand and support their cloud offerings.

"The ability to host a broader range of a customer's compute workload is at the heart of cloud provider differentiation, profitability, and long term success," said Dave Wright, founder and CEO of SolidFire.

"As one of the largest privately held data center providers in the U.S. with customers like Red Robin, Patron Tequila, University of Texas at Dallas, eCollege, Guitar Center, Symantec and Frontier Airlines, our continued success rests on our ability to innovate and serve the evolving needs of our most discerning enterprise customers," said Jason Carolan, CTO of ViaWest (<http://www.viawest.com/>). "By adding the SolidFire storage system, we will provide a whole new set of IT services predicated on performance guarantees and industry-leading SLAs."

"SolidFire has the potential to fundamentally change the way customers leverage the cloud," said Databarracks Technical Director Oliver Mather, "Today we support the backup of over 10PB of data for thousands of customers in the U.K. and globally. Yet the cloud is evolving far beyond backup, and with SolidFire we can now extend services to our customers and support their most sensitive and

business-critical applications. We are evolving our infrastructure and services in line with our customers' demands of the cloud. In most cases, with SolidFire we are able to provide better performance at a lower cost than customers can get with their on-premise infrastructure."

"Rather than just throwing SSDs in an array, which anyone could do, the SolidFire technology allows us to bring down the price of SSD to compete with mainstream HDD," said CloudSigma CTO, Robert Jenkins. "We are saying goodbye to magnetic storage all together, and with SolidFire we have dramatically improved the performance of our entire cloud. CloudSigma customers will now be able to get much higher virtual machine performance at the same price as before. It is like putting a more powerful engine in your car and not having to pay for it. SolidFire is our default storage medium and we expect this to have significant impact on our growth rate and existing customer base going forward."

SolidFire Nurtures Cloud Service Provider Channel

For providers, predictable and cost-effective technology is only half of delivering a successful cloud. Developing the right go-to-market strategy, programs, and SLAs are essential to conveying these new services to enterprise customers. With revolutionary technology and dedicated go-to-market support, SolidFire is helping cloud providers develop, position and deploy services that separate them from the competition.

"SolidFire is ushering in a new era in cloud computing with the general availability release of the SF3010 and SF6010," continued Wright of SolidFire. "Cloud providers world-wide are now able to deploy a scalable storage system that delivers guaranteed performance below the cost of disk, and confidently host their customers' high-performance applications."

Pricing and Performance

The SolidFire storage systems are built through the combination of up to one hundred SF3010 or SF6010 nodes over a 10GB Ethernet network, making the system capable of delivering over 2PB of capacity and 5 million IOPS. The SF3010 and SF6010 are sold directly, and more information about both products can be found at <http://solidfire.com/solution/solidfire-storage-system/> Additionally, you can join SolidFire Founder and CEO Dave Wright, and Director of Product Management Adam Carter, for a live webinar demonstration on how SolidFire's Quality of Service (QoS) technology is helping cloud providers differentiate services, increase profits, and thrive in a hyper-competitive market.

About SolidFire

SolidFire delivers high-performance data storage systems for cloud service providers. Leveraging an all-flash scale-out storage architecture with patented volume-level quality-of-service (QoS) controls, providers can now guarantee storage performance to thousands of applications within shared infrastructures. By using real-time data reduction techniques and system-wide automation, SolidFire is fueling new and profitable block-storage services that are advancing the way the world uses the cloud. Learn more: www.solidfire.com|www.twitter.com/solidfire|www.facebook.com/solidfire.

Press Contact:

Peter Beck

Tel: +44 (0)1189 001133

Email: peter@c8consulting.co.uk

