

ALL-FLASH TECHNOLOGY, A KEY DRIVER OF IT TRANSFORMATION

THE CHANGING LANDSCAPE OF STORAGE

Flash rapidly coming to dominate primary workloads

27% of IT organizations are already committed to an "All-Flash for primary storage" strategy

- ▶ 50% of IT orgs use flash case-by-case
- ▶ New workload requirements driving the rise of new storage architectures—scale-out, SDS, and HCI
- ▶ One, single storage architecture cannot handle the wide range of datacenter workloads



Decreasing flash costs enable its use in many types of workloads—block, file, object, and secondary storage

All-Flash Array market compound annual growth rate through 2020 **26%**

NEW ECONOMICS MAKE FLASH MORE ATTRACTIVE

3rd Platform computing workloads need high performance—and flash excels in delivering high throughput and bandwidth at low latency

BUT...

Economic considerations also make flash attractive for many mainstream workloads



Top Economic Benefits of Flash Deployment at Scale:

- ▶ Lower admin costs (no more performance tuning)
- ▶ Better device-level reliability
- ▶ Lower energy and floor-space consumption
- ▶ Higher CPU utilization
- ▶ Fewer servers
- ▶ Lower software licensing costs on servers

FLASH CONSUMPTION MODELS EXPAND

All-Flash technology accelerates IT Transformation through a variety of consumption models



Storage appliance
the traditional model which targets many workload types with known benefits



Software-only
offers lower cost, better flexibility for those customers with the expertise to take advantage



Converged Infrastructure
increases simplicity of purchase, deployment, management and support relative to the storage appliance model



Hyper-converged Infrastructure (HCI)
easiest to purchase, deploy, manage, and support for those workloads requiring web-scale infrastructure



Services-based
turns capital into operational expense, provides flexibility, offloads management—but only appropriate for certain workloads

BENEFITS OF ACCESS TO A BROAD SET OF ALL-FLASH SOLUTIONS

Organizations want to move more workloads to flash, and need the breadth of architectures and software features they had in the past with HDD-based systems

All-Flash solutions provide the power to balance the following trade-offs:



- ▶ Performance vs. scalability
- ▶ Agility vs. flexibility
- ▶ Aggregated vs. disaggregated storage
- ▶ Traditional vs. web-scale architectures and economics

For more information on the importance of an All-Flash portfolio, download the IDC White Paper, [How Broad All-Flash Vendor Portfolios Help IT Customers, sponsored by Dell EMC](#)