

“Storage that’s affordable, no matter how **my** business scales.  
That’s my kind of flash”



Our market forecasts for the enterprise storage market predict that by 2019, 60-70% of all primary storage spend will be driven by All-Flash Arrays (AFAs). ”

IDC

## Four top tips to get the most from your All-Flash investment

Why Kaminario K2 economics make it the most cost-effective All-flash choice for primary storage.

The business benefits of all-flash are so compelling that leading analysts, IDC, believe around two-thirds of all enterprise budget allocated to primary storage over the next few years will be spent on these arrays.

Given this huge migration from spinning disk to flash, we believe it’s essential that you have all the facts about the new storage economics that all-flash has created.

However, one note of caution - not all flash solutions are equal. Which is why we’ve created this handy at-a-glance guide to help your business derive the very best cost-efficiencies from your new investments.

Customer Study:

### **Cobb EMC, migrates all primary workloads to Kaminario**

This US not-for-profit electricity company:

- ⬇ reduced its rack space by over 50%
- ⬇ its energy consumption by almost 40%
- ⬇ its Oracle processor estate by 75%

# Top 4 tips to get the most from the new all-flash economics

## 1 Choose super-flexibility even if you don't think you need it now

If you haven't already deployed all-flash in your data centre, or you're reserving it for non-mission critical apps, it won't be long before the performance capabilities persuade you to use it for primary storage. Our advice is to go with all-flash technology designed for mixed workloads. One that gives you adaptive block sizes to ensure you get the best I/O for each workload, and one that can scale both up and out concurrently, taking care of your growing performance and capacity needs, together.

**Insight:** Traditional AFAs force you to trade performance for higher costs - especially as they scale. However, Kaminario K2 is the only 'built-for-all-flash' solution that provides both scale up and scale out capabilities at a lower price than most AFAs, and at a similar cost to traditional spinning disk and hybrid storage.

## 2 Be future-proof from the start with seamless upgrades

You want all-flash because of its speed, performance and cost-effectiveness. So why jeopardise those benefits with forklift upgrades that require you to rip and replace this essential technology - especially when those updates are timetabled by the vendor? Be sure to calculate the hidden costs of downtime and plan upgrade budgets in line with your vendor's product releases. Otherwise you might find yourself hunting around for additional capex and paying more to support legacy systems.

**Insight:** Scale up and out interdependently & choose when to upgrade - giving you full control of your storage costs. We're committed to fast-tracking new flash media adoption, so your investments will always be future-proofed in terms of cost protection, predictable performance and scalability.

## 3 Pick a solution with smart resource utilization built-in

With IT budgets stretched across many areas you need to reduce costs in every possible way. Ensure that your chosen all-flash solution is packed with best-in-class features that maximize performance and capacity so that you push your ROI way up. Thoroughly assess the smart techniques your potential vendor is using to consolidate data. How does their write functionality work to prolong the life of investments, for instance? Then assess the apparent purchase costs carefully. Most vendors charge for individual software titles, which could result in you spending a lot more to deploy some of those clever capabilities.

**Insight:** The K2 is packed with performance enhancing features - that reduce the \$/GB spend. Our all-inclusive software pricing gives you more bang for your buck because we don't charge extra for functionality such as data reduction. By consolidating your workloads on our K2 you can reduce server hardware and software costs by reducing the number of CPU cores required.

## 4 Get a flexible capacity guarantee

Not every all-flash solution gives you the capacity you expect, when you expect it. Many capacity guarantees are so complex that it's difficult to truly understand exactly how much usable storage you have to work with. Some capacity guarantees are time bound, meaning if you don't use it, you could lose it - a significant waste of budget. For added complexity, others are often limited to specific workloads, which can be far from ideal in today's vibrant application environment.

**Insight:** The Kaminario K2 comes with a bullet-proof capacity guarantee - that ensures you get the effective storage capacity we promised when you bought the solution, or we'll give you additional hardware at no extra charge. We don't undertake intricate data gathering exercises, our guarantee has no time limits, and we don't require you to sign convoluted written agreements. We make it simple. Just how it should be.

## Want to know more?

Access our eBook: [Six uncomfortable questions to ask your All-flash vendor](#) »

Or get in touch with your Kaminario All-Flash expert on:  
1-855-876-2441 or email [info@kaminario.com](mailto:info@kaminario.com)