

“Storage that independently scales capacity and performance on **my** terms. **That’s my kind of flash”**



“

The Kaminario K2 enabled us to consolidate our database environment onto one fast, reliable and scalable storage system and to expand our platform to multiple application servers to respond to the increasing demands from our users.”

Gregory S. Thomas,  
Vice President of IT,  
Managed Health Care Associates, Inc.

## Not every scalable storage solution delivers the flexibility you need

How to ensure yours does.

Successful businesses are nimble and built to scale. At times you might need to grow your sales capacity by bringing more people on board. Other times you might simply need them to get more active, boosting performance. Sometimes you need to do both.

To support the ebb and flow of your business your storage should be capable of scaling up capacity while increasing performance. Yet you might be surprised to know that only one All-flash vendor can do so, while keeping costs predictable.

Customer Study:

### MHA, Managed Health Care Associates, Inc. (MHA)

This leading health care service company wanted to extend and scale the performance of its data warehouse and BI environment by adding more application servers. They needed a more efficient, high performance and scalable storage platform to reduce reporting and query times and to service a growing number of transactions from the organization’s users.

Results:

By putting all its databases on one K2 system, MHA gained a **72%** improvement in reporting performance. **Average duration of 22.7 minutes down to 6.5.**

# 3 scalability benefits that will transform your storage purchasing experience

# 1

## Totally flexible scalability

K2's unique SPEAR architecture lets you scale both performance and capacity linearly and, importantly, independently of each other. Only Kaminario has designed this capability from the ground up, specifically for All-flash. Simply add drives for more capacity and controllers for performance. The new capacity you add is rebalanced to complement your existing set-up so that performance won't be impacted by hotspots or bottlenecks.

**Tip:** Watch out for vendors who only offer scale-up capabilities. They will sometimes try to cover up their limited scalability provision by offering free upgrades if you buy premium support.

# 2

## Perpetual upgrades

For years businesses have had to suffer the downtime challenges and performance interruptions associated with wholesale, or forklift, storage upgrades. Vendors know this is a big risk for customers and that their approach is incompatible with today's always-on business. Kaminario lets customers set their own upgrade agenda, with a mix and match approach to updating technology, so it's perpetually aligned to individual business needs. Keep your arrays for as long as you want, upgrade just what you want, when you want. Kaminario Assured Scale is the most complete perpetual scale program in the market.

**Tip:** Ask your prospective All-flash vendor what provision they make to extend the lifespan of their arrays so that you don't get locked into their sales cycles.

# 3

## Cost-effective scalability

Planning your storage capacity can be difficult enough, and budgets have never been tighter. Kaminario offers completely transparent pricing – you know exactly how much your hardware, software and support costs will be – and because you set your scalability agenda, you can also be in full control of your expenditure. Other vendors obscure the true cost of your investment with tricks such as offering 'free' hardware, but where you have to pay up front for expensive, premium support. Indeed, you may well find yourself locked in to support life-cycles that are based not on your business growth rates, but on your supplier's financial engineering terms. Some other vendors artificially discount new hardware releases and significantly increase support costs on older hardware to force upgrades on customers. Kaminario, on the other hand, welcomes customers who mix and match, so you can scale-out older generation hardware with newer releases. And we don't forcibly 'end-of-life' or decommission hardware or software, so you decide when you want to spend money on upgrades.

**Tip:** Take a close look at what would happen to your support costs should you wish to set your own upgrade and refresh agenda. Get a pricing guarantee up front.

## Want to know more?

Access our 'Six uncomfortable questions to ask your All-flash vendor' eBook »

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