

Pavilion Data

June 2019

BUILDING THE NEXT GREAT STORAGE COMPANY

Differentiated Technology

+

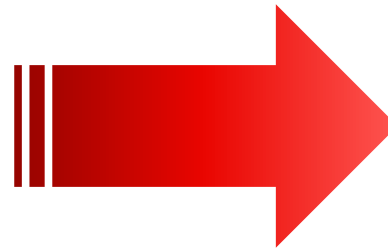
Disruptive Business Model

Modern Applications Are Built on a New Cloud Stack

TRADITIONAL Stack



MODERN Cloud Stack



PAVILION DATA

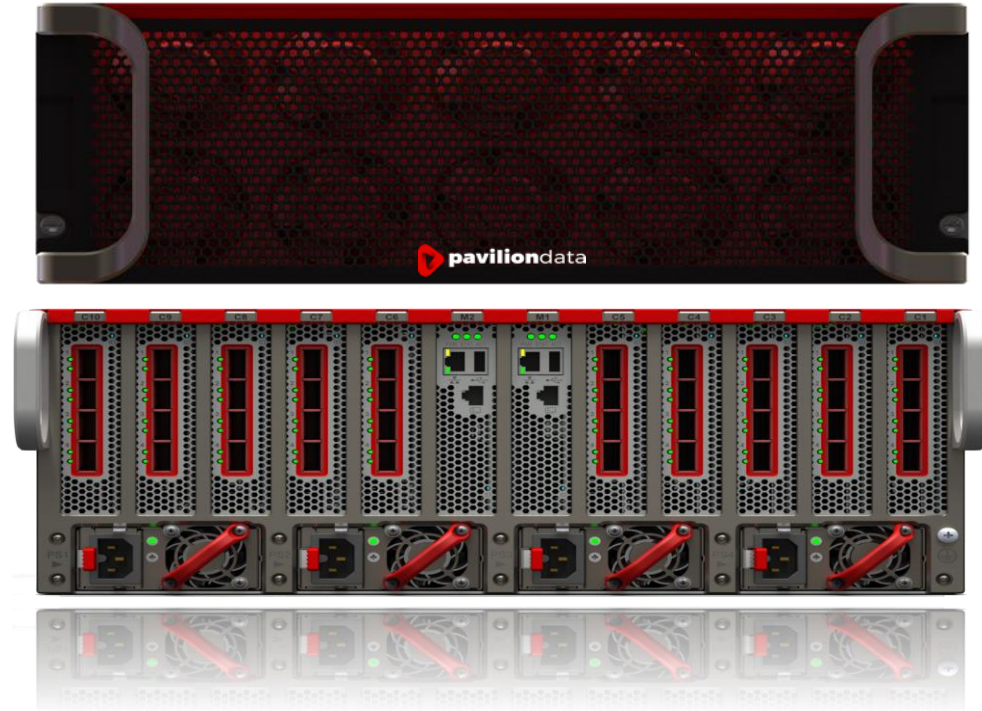
Ultra-Fast Rack-Scale Storage Platform
that can ingest, process, store and serve
an order of magnitude more data for
Massively-Parallel, Modern Applications
with enterprise-class data management capabilities

Performance Of DAS



Benefits Of Shared

NVMe over Fabric Memory Array



20x
Faster

50%
Lower Acquisition Cost

Enterprise Grade Serviceability

Reliability & Data Mgt (Thin, Snapshots, RAID)
No Agents: 100% Standards Based, No Host S/W
Field Upgradable Hot Plug x86 Components

Blazing Performance

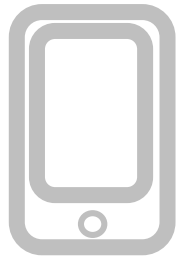
20M IOPS
120 GBPS Bandwidth
100µSec Latency

Class-Leading Density

Rack Scale 4U
14TB to 1PB Single Appliance
40x 100GbE Ports

CUSTOMER TRACTION

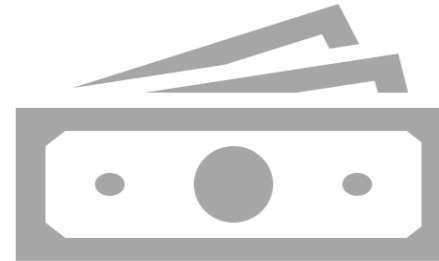
MODERN CLOUD STACK



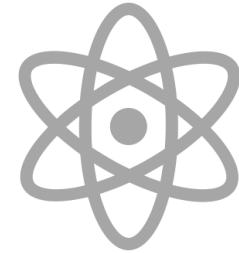
**#1 Phone
Company**



**US Federal Intel
Agency**



**#5 Global (Wall-Street)
Bank**



**Tier 1 Govt
Research Lab**



**Airline Ticketing &
Reservation Systems**



Enterprise SaaS



**Online Travel
Reservation**



**Online
E-Payments**

Differentiated Technology



Extreme Performance

Radical Density

SAN Manageability

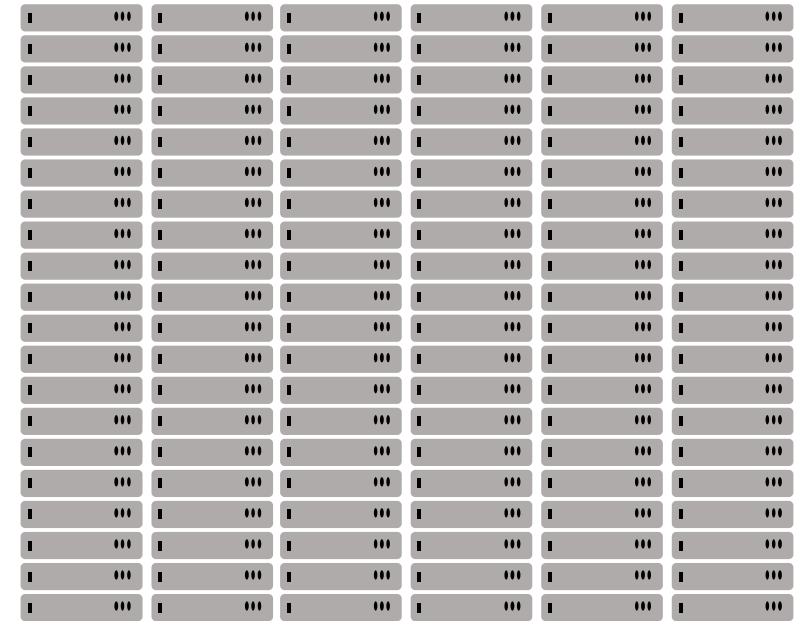
Extreme Performance

READ



120GB/sec

100 μ s



Extreme Performance

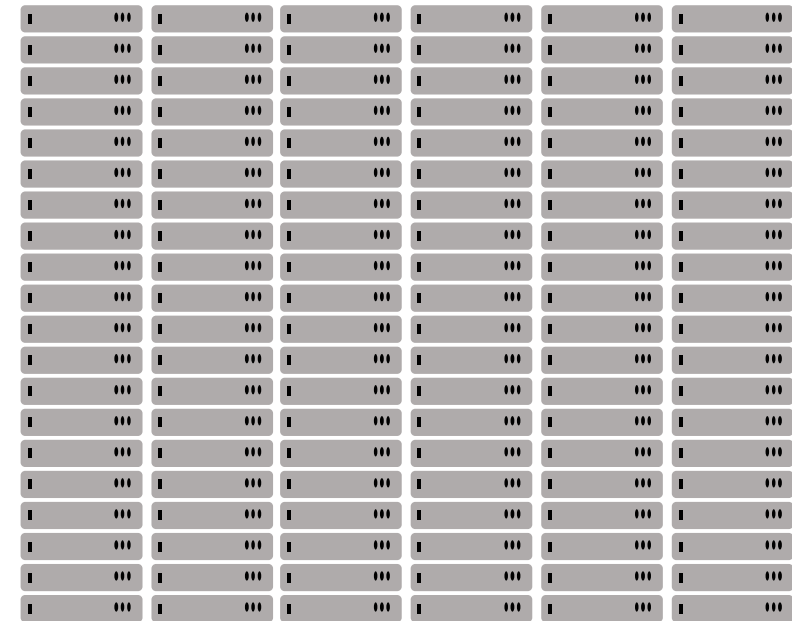
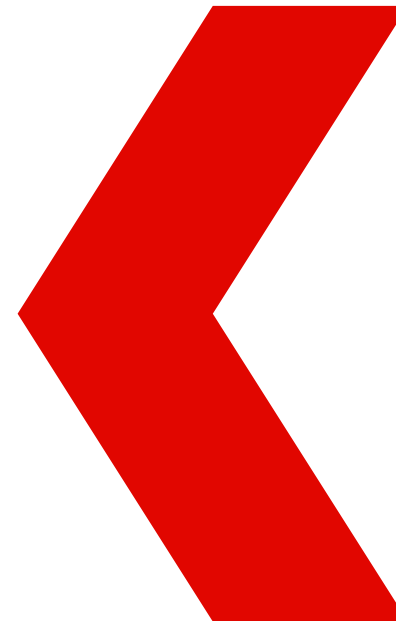
WRITE



90 GB/sec

40 μ s

with 40 outstanding IOs



Extreme Performance

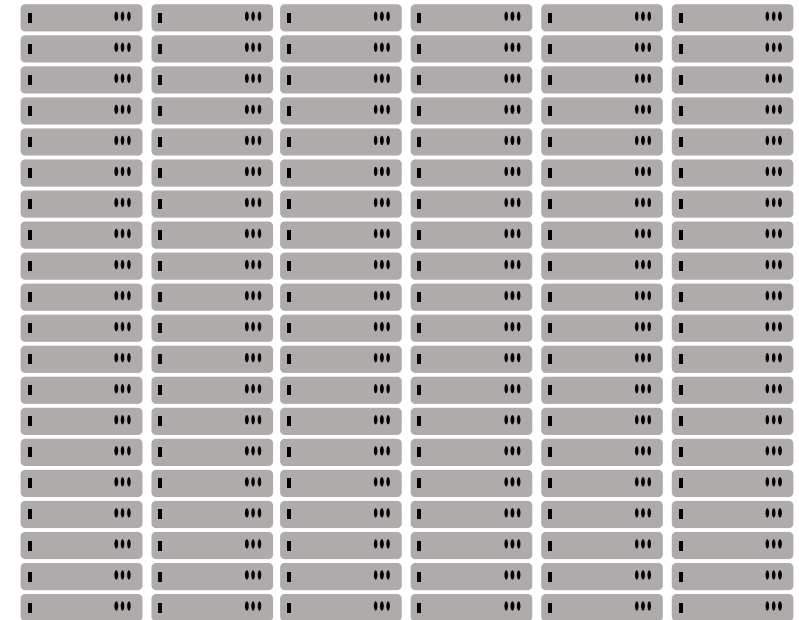
PROCESS



20M IOPs

100K IOPs

@ 40 μ s



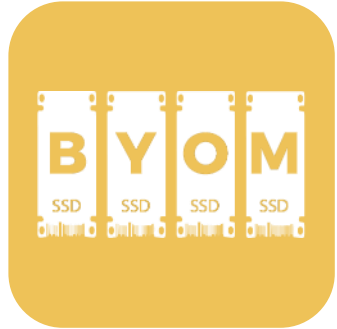
Radical Density

\$5M | **80 RU** | **16M IOPs**

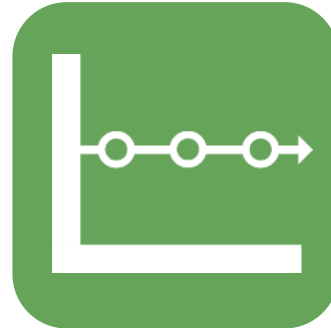
<\$1M | **4 RU** | **20M IOPs**



Disruptive Business Model



Bring Your Own Media
Re-use existing SSDs



Flat, Predictable Pricing
NOT tied to Storage Capacity



All-Inclusive, Cloud-Like
Subscription Price

OPENCHOICE STORAGE

Thank You