

Sanbolic

Enabling the Always-On Enterprise

Company Overview



About Sanbolic

Sanbolic

Founded 10 years ago to bring geographically distributed computing concepts to the storage layer

Market Development

Physical, virtual and cloud workloads are exposing the widening disconnect between application and storage topologies.

Why Sanbolic?

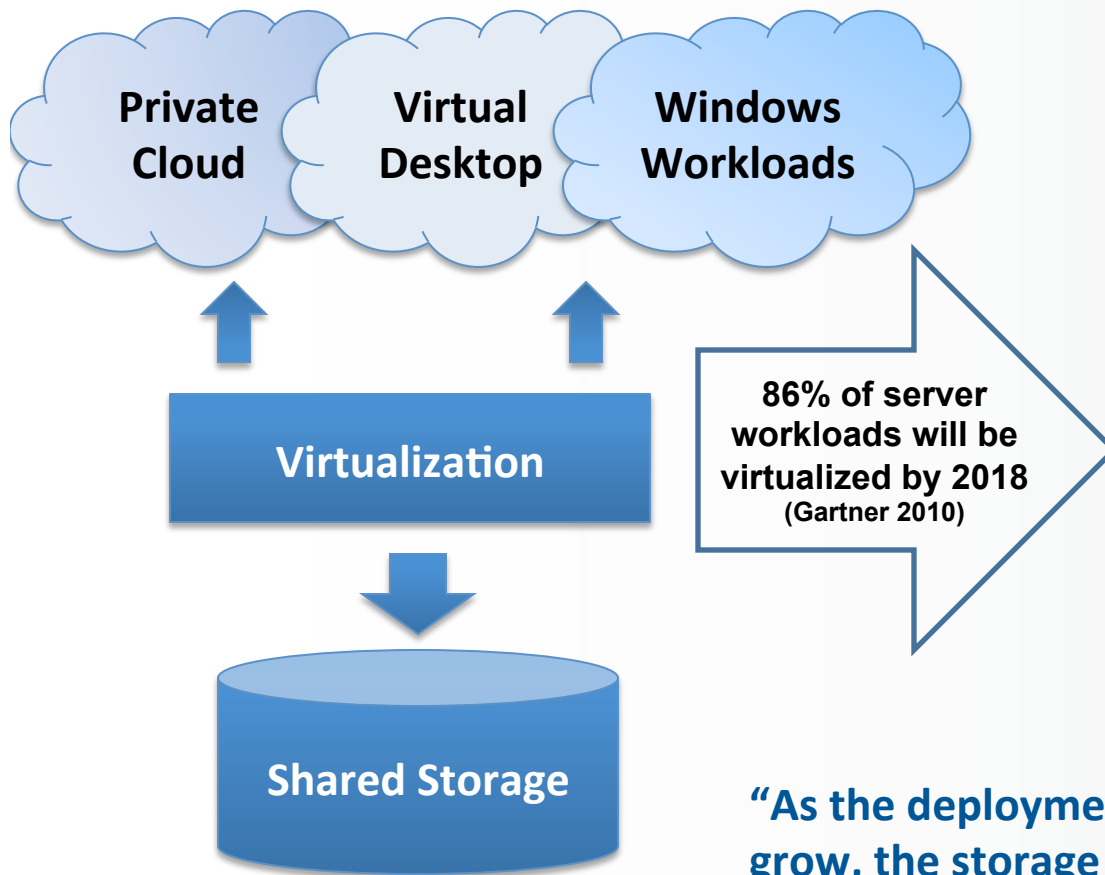
Dynamic application performance and availability requirements are demanding a more flexible and agile approach to data management.

Sanbolic Melio3

Sanbolic's host-based data management software delivers enhanced application availability and scale to critical enterprise workloads including virtualization, VDI and mission-critical Windows applications.



The Application/Storage Disconnect



The Unintended Consequences of Virtualization

- Application inflexibility
- Inconsistent performance
- Inability to scale cost effectively
- Multiple single points of failure
- Hypervisor lock-in
- Security exposures
- Inefficient storage utilization
- Increased storage capex
- Increased storage opex

“As the deployments of virtualization continue to grow, the storage community must step up to the challenge of delivering storage solutions that address the emerging challenges of virtualized environments.”



IDC, August 2010

The Storage Mandate

Increased Efficiency

Design architectures that reduce storage footprint, reduce overall cost, and increase resource utilization

Increased Flexibility

Make provisioning, allocation, and reclamation of storage part of the solution

Increased Agility

Build storage products that allow admin to dynamically manage systems for performance and capacity without added complexity

Central Management

Provide tools to report and monitor the whole environment

Distributed Data Protection

Deliver multi-site data protection solutions that protect VM's and data and allow for granular recovery of data at the hypervisor and application level

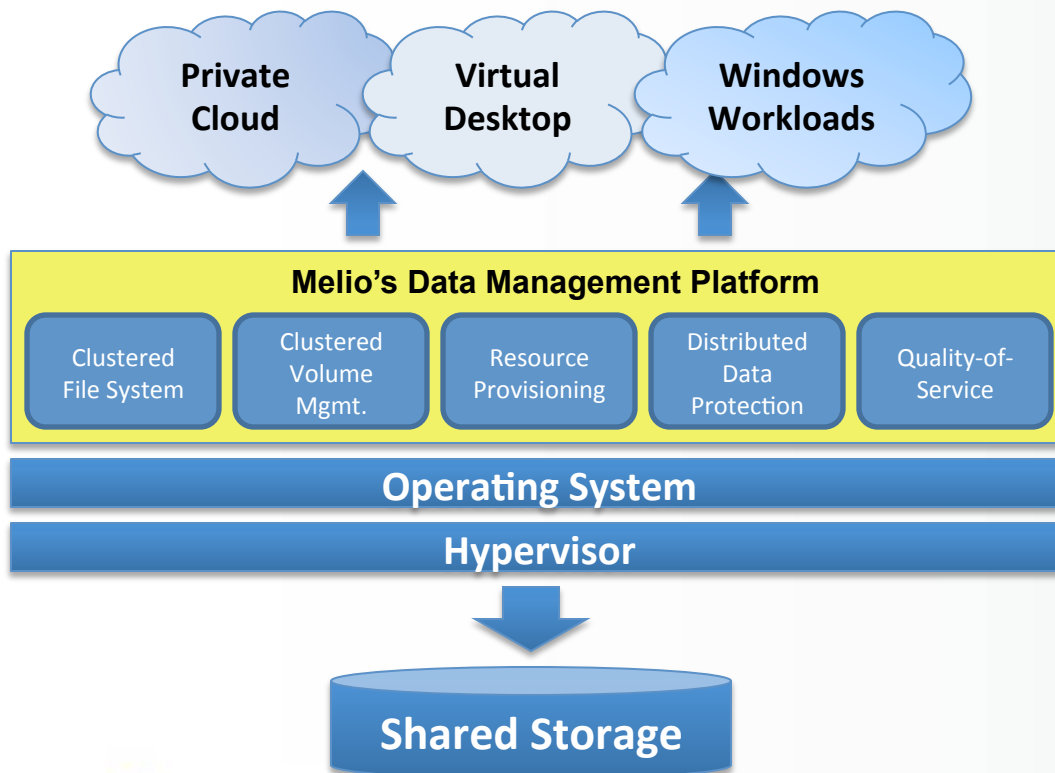
Enhanced QoS

Support QoS at the VM level with the ability to throttle resource allocation according to priority



The Sanbolic Approach

Sanbolic's software integrates complex storage concepts into an application and storage agnostic offering. Our Melio platform augments a customer's existing IT infrastructure to enable a more application-aware shared storage architecture.



Key Benefits

- **Enhance and extend** existing storage investments
- Improved **infrastructure flexibility and responsiveness**
- Centralized data access to **improve utilization** and **ensure HA**
- Dynamically provisions volumes, data protection levels, and QoS to **ensure consistent application performance** and **align with user-defined policies**
- Single management framework to **reduce storage related costs and complexity**
- **Multi-hypervisor** and **Multi-Site support**



Sanbolic Solution Portfolio

Market	Private Cloud	Virtual Desktop	Windows Workloads
Problem:	To achieve true cloud agility, distributed computing requires a more application-aware shared storage architecture. To achieve true cloud economics, customers can't rely solely on proprietary storage architectures.	Virtual desktop deployments impose tremendous strain on the storage infrastructure. Installations are easily derailed by unexpected storage cost, complexity and performance degradation.	Scaling and protecting mission critical Windows workloads is an ever-increasing burden for enterprises large and small. Conventional server consolidation and high availability solutions are costly and inefficient.
Solution:	Melio Private Cloud delivers enhanced application availability and scale to private cloud deployment. For customers building an enterprise-ready private cloud solution, Melio is a more flexible, reliable and QoS-aware approach compared to competitive alternatives.	Melio VDI is the critical link between a customer's storage infrastructure and a successful VDI implementation. Our solution enables a complete enterprise-class VDI environment in less time, with less effort, and lower upfront costs than previously possible.	Melio Enterprise can seamlessly consolidate server footprint, while improving storage agility and simplifying management. With Melio, customers can now cost effectively scale-out Windows workloads without increasing storage cost or complexity.
Implementation	Host-Based, Multi-Hypervisor & Multi-Site Support		
Product:	Melio Private Cloud	Melio VDI	Melio Enterprise



Strong Enterprise Validation

~600 customers globally



Parliament of Canada

