**July 9, 2014**

**NexSan Imation**

Serialize, Integrity Audit and AES-256 encryption - <https://www.youtube.com/watch?v=VKdh89Tm7xU&list=UUcHyd92zFDvim2zwcTDneWw&index=14>

**Reducing Total Cost Ownership (TCO):**

NexSan Imation Assureon can reduce 60 backup copies (once a month for 5 years), not including tier-1 data, to 5 backup copies with data integrity.

Nexsan looks for data integrity, not just HW integrity like most other vendors by adding Serialize, Integrity Audit and AES-256 encryption - click on the following link for details.

<https://www.youtube.com/watch?v=EkUu-B4m2ek&list=UUcHyd92zFDvim2zwcTDneWw&index=15>

The Gridstore shortcomings: Without on inline dedupe and inline compression or post dedupe and post compression within the Gridstore system.

Gridstore + Assureon from the NEXSAN Imation that can reduce the storage by 60% - 87% typically for unstructured data

Note:  A typical 80% data on most storage is unstructured data.

Suggestion:  Gridstore may produce a few HD videos posted online similar to the videos by clicking on the link[*here*](https://www.youtube.com/watch?v=yG7LZzHZpDk&list=UUcHyd92zFDvim2zwcTDneWw)to see what you missed at NAB 2014! – Keep watching the great videos until an Assureon Video comes.

Assureon is perfect examples for unstructured data --> 60% - 87% infrastructure reduction and upto 98% storage reduction.

Now, Gridstore 1PB/Grid becomes 9TB/Grid.

Therefore, legacy storage vendors will still have a long life …

4. NAB: <https://www.youtube.com/watch?v=0_Ek9FlmkSE&list=UUcHyd92zFDvim2zwcTDneWw&index=16> for videos

5. <https://www.youtube.com/watch?v=RuID4rEWp-I&index=17&list=UUcHyd92zFDvim2zwcTDneWw> for Tiering

SSD is 200X than SATA (1X) - 10K SAS is 1.5X and 15K SAS is 2X

6. Testimonial: <https://www.youtube.com/watch?v=7qx4Py7646I&list=UUcHyd92zFDvim2zwcTDneWw&index=19>

7. Among all your 5,200 customers, what kind of applications are running? Is the VDI deployment the # 1 deployment among all other applications deployed?

Who is a majority owner in VCE? Note; VCE will integrate with and support Cisco's ACI SW defined networking, not VMware's SDN, NSX.

EMC is $3 per GB, while Nutanix is $ per GB?

When you talked to ISD, what’s the result?

Hadoop … Visit Nutanix Live Demo center in El Segundo