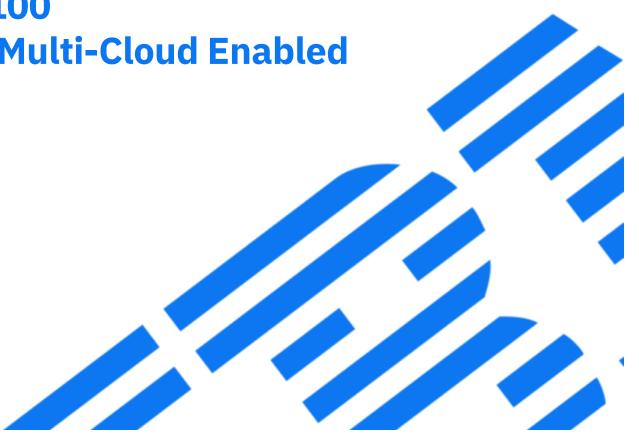
IBM Storage and SDI

IBM FlashSystem 9100 NVMe-Accelerated, Multi-Cloud Enabled

Peter Lončarević Storage CTS

September, 2018



Data-Driven World

IBM Storage and SDI

"The world's most valuable resource is no longer oil, but data."

> **The Economist** May, 2017



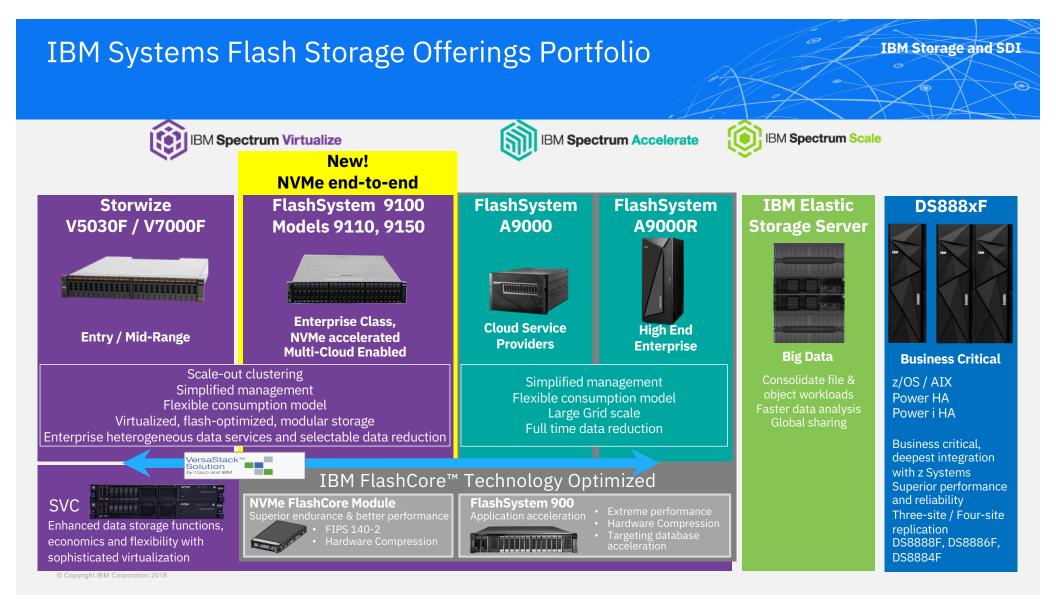
Today's architecture starts with multi-cloud in mind

- Extend data across infrastructures
- Looking for choice, control and consistency
- Easy and agile data access

Broadest Storage and Software Defined Portfolio in the Industry

IBM Storage and SDI

Storage Systems Software Defined Storage Integrated Infrastructure Solutions FlashSystem 900 SUPERMICE **IBM Spectrum Storage** Lowest Latency **Application IBM Spectrum Storage Suite** Acceleration FlashSystem 9100 IBM Spectrum Virtualize **IBM** IBM Spectrum Protect All Flash and Hybrid Storage Systems Spectrum IBM Spectrum Control HyperConverged -XIV Storage Converged -FlashSystem VersaStack Supermicro + IBM Spectrum Accelerate A9000 Spectrum Accelerate IBM Spectrum Scale IBM Spectrum Archive IBM Spectrum Copy Data Management FlashSystem DS8880 FlashSystem A9000R IBM Cloud Object Storage V9000 PurePower **IBM Elastic** Storwize **Storage Server** V7000 V7000F **Software Defined Computing Storage Networking** Storwize V5000 **IBM Spectrum Computing** V5000F IBM Spectrum Symphony **Tape and Virtual Tape Systems MDS 9148S** IBM Spectrum LSF **Tape Libraries** IBM Spectrum Conductor **SAN768B & SAN384B** SAN64B-6, SAN256B-6, SAN512B- IBM Spectrum Cluster 6 Foundation LTO8 and IBM Spectrum MPI enterprise tape MDS 9718, 9710 TS7760 drives SAN42B-R & 9706



Data-Driven Multi-Cloud Storage Architecture

IBM Storage and SDI

Modern Infrastructure Support

Flexible

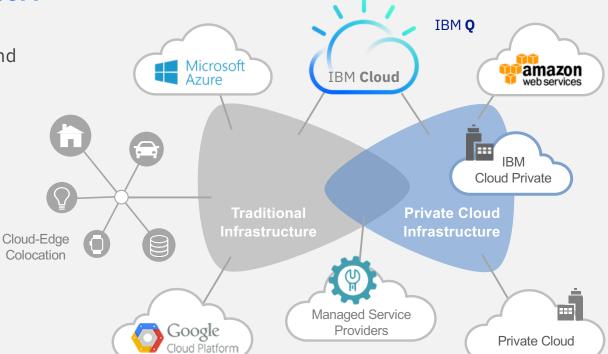
- Data Portability between Private and Public Clouds
- Secure and Compliant
- High ROI Use Cases

Modern

- API Automation
- Native DevOps Capable
- Self-Service

Agile

- Service Level Driven
- Software-Defined and Flash-Optimized
- Modern Backup and Replication



Client Multi-Cloud Patterns

What you have ...









lxd

openstack.

And you want to ...

Modernize traditional workloads

Private clouds for traditional application infrastructures as agile, flexible and cost effective as public clouds, and seamlessly extend to leverage public cloud infrastructure as business demands

IBM Storage and SDI

IBM Storage delivers ...



Transform with next-gen applications

AI and Big Data infrastructure to support High Performance Data Analytics and HPC leveraging the power of the Open Source community, supporting the very small to the largest clusters in the world

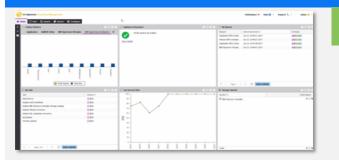


Refactor apps / containerize

Integrated Docker and Kubernetes Private clouds for app modernization and agile development with full portability to leverage public cloud infrastructure



IBM FlashSystem 9100 – Enterprise NVMe Flash Array NVMe-Accelerated and Multi-Cloud Enabled





FlashSystem 9100



NEW IBM FlashSystem 9100

- NVMe-Accelerated Enterprise Flash Array 100% NVMe end-to-end
 - Industry Leading Performance and Scale NVMe IBM FlashCore Modules and NVMe industry standard SSD
 - Flexible, Modern, Agile
 - Supports Physical, Virtual and Container Environments
- IBM Storage Insights: AI-empowered predictive analytics, storage resource management, and support platform delivered over the cloud
- Includes Spectrum Storage Software for array management, data reuse, modern data protection, disaster recovery, and containerization
 - IBM Spectrum Virtualize
 - IBM Spectrum Copy Data Management
 - IBM Spectrum Protect Plus
 - IBM Spectrum Virtualize for Public Cloud
 - IBM Spectrum Connect

NEW IBM FlashSystem 9100 Multi-Cloud Solutions

- Solution blueprints for Data Reuse, Protection and Efficiency
- Solution blueprints for Business Continuity and Data Reuse
- Solution blueprints for Private Cloud Flexibility and Data Protection

© Copyright IBM Corporation 2018

IBM Spectrum Virtualize for FS9100 Modernize Your Storage without Changing Your Storage

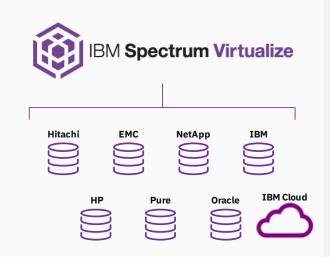
- Agility and efficiency of software-defined storage without replacing your existing storage
- Consistent storage services applies to all storage
- No need to redo automation / orchestration when new storage platforms come into play
- Higher level of simple and consistent data mobility supporting multi-cloud



Compression and deduplication store up to 5x as much data



Thin provisioning can double the amount of data stored



" Spectrum Virtualize makes even highly complex physical landscapes easy to manage."

Rick Harvey Director of IT Infrastructure University of Rochester Medical Center

IBM FlashSystem 9100 NVMe-Accelerated Enterprise Flash Array

Future proof end-to-end NVMe

- Unmatched performance NVMe & FlashCore
- Consistent low latency with Peak IOPS for transactional workloads and massive bandwidth for AI/ML workloads
- **5X** data reduction delivers 2PB in 2U and 32PB in a single rack dramatically reducing CAPEX and OPEX
- Built in encryption and FIPS 140-2 compliance
- Built for 100% data availability for systems using HyperSwap

	🕗 🐜 hajis kasan inga latyata		American C	Perserve encourse encourses
	BLOCK DAVIDITY	ABRUACES	FLE CARACTY	
	Lattern Pages Alle	Broge Loters	unterest Paper Lands -	
	1 million (100 million)			
			-	
	1.1	farmeren	7 C	
	• No. Ann 1 And Anne		• no. here · Ant. here	
	NELLAMARIE STOPAGE	TOP BLOCK PERFORMANCE	TER MACING	
				4
١I.	80.65 T/B		40	-
, ľ				
		Strange In It		Hereiter the test of the test of the test
	🕈 facanata	Control allow a fact, from a fact, from a fact, from a fact, for a	🔹 Lanat Rousse Space 🔹 Teachander Staate Space	
				Handbalan des beste state states
				Beaution and an and an and an and an
				renerated an enter an action
	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			and the second second second
			2 2 2 2 2 2 2 2 2 2 2 2 2 2 .	Internet and a second second second
				Burgersteiner ander ander ander
		CHEMICARA RANAMAN ANADARA ANA	TRUE AND ADD ADD ADD ADD ADD ADD ADD ADD ADD	Anne apprendication and a subject of the
		(attraction and the state of the second s		
				- Personal and the second second second
n				
Μ				

IBM Storage and SDI

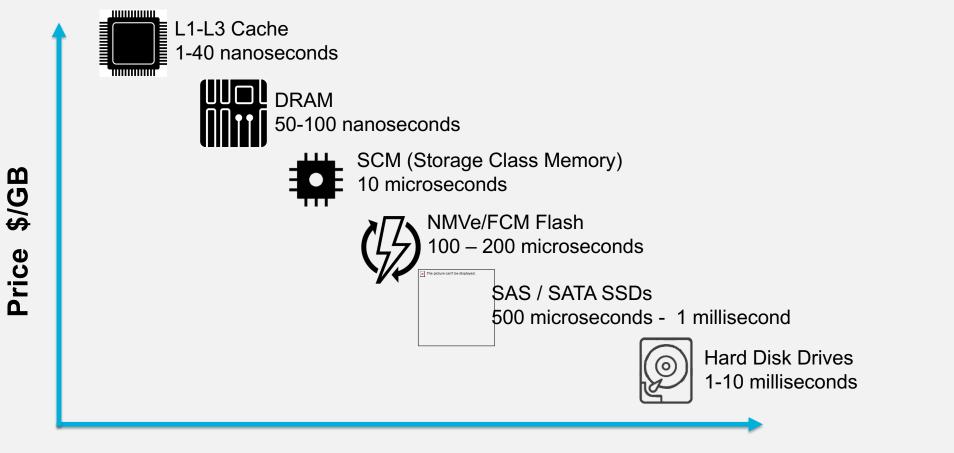
How is NVMe Different than SAS

- NVMe is a new protocol designed for Flash Technologies
 - NVMe reduces latencies and increases bandwidth
 - NVMe initiator stack is performance optimized
 - Capable of future support of NVMe Storage Class Memory (SCM) media

IBM Storage and SDI

- Supported NVMe drives are Self Encrypting
- Format behaviour more akin to FS900 than SAS
- FS9100 enclosure services are on a PCIe Switch rather than a SAS bus
 - Provides more bandwidth and lower latency to each drive

What does SCM capable mean?



IBM Storage and SDI

© Copyright IBM Corporation 2018

Latency

Accelerate business execution with IBM FlashCore NVMe Modules

FlashCore technology differentiators:

- No performance impact due to hardware-based compression and encryption
- Outstanding data reliability
- Innovative ECC algorithm efficiently corrects high bit rate errors
- Endurance without latency penalty
- Optimal flash chip use through dynamic health checks
- Asymmetrical wear leveling
- FIPS 140-2 certification



IBM Storage and SDI

4.8TB, 9.6TB, 19.2TB capacity options with up to 5:1 compression

IBM FlashSystem 9100 Data Reduction 3 Year Financial Impact

Millions \$9 \$8 \$7 \$6 \$5 \$4 \$3 \$2 \$1 \$0 Raw With Data Reduction Total OpEx (S/W maint and managment) Total CapEx (hardware+S/W license)

SAVINGS – CAPEX: \$832,000 OPEX: \$5.6M

IBM Storage and SDI

FlashSystem 9100

Approx. 968 TB usable configuration 5:1 data reduction All software functions included Typical street price

Transformation of Performance and Capacity

IBM Storage and SDI

Scale out 10 million IOPS 136GB/sec in 8U

Zero Performance

Up to 3.6PB NVMe

accelerated compressed data in 8U

Performance Density

Up to 8PB of NVMe Data storage in 8U with data reduction** 1.25M IOPS, 17GB/s per rack unit

Up to 1PB data storage per rack unit

Up to 230TB raw per rack unit

Performance and density to Modernize and Transform business efficiency

IBM Storage Insights

IBM Storage and SDI

AI-empowered Storage Analytics, Storage Resource Management, and Support Platform



IBM Storage Insights Unified dashboard of the storage environment

IBM Storage and SDI

One place to look

- Inventory at a glance
- Call home events
- Capacity
- Key performance metrics
- Validate call home is on and working

	C Home Insights Rescures Groups Configuration						
nt Feed	Storwize-24c-V3700-tbird4	SVC-CG8-avc2a	Storwize-524-V7000-VSCShow ····	DS8700-941-75GL581	DS8870-961-75BLG91	DS8870-961-75ZA411	EMC VNX APM00145042834
3 4 0 0 7	O 1 ▲ 0	S 2 🛦 0	Enable Call Home for more insights	Enable Call Home for more insights	Enable Call Home for more insights	Enable Call Home for more insights	
Storwize-24c-V3700-tbi.	Node warmstarted due to an internal error	Persistent unsupported controller configuration	12 HOURS READ WRITE	12 HOURS READ WRITE	12 HOURS READ WRITE	12 HOURS READ WRITE	12 HOURS READ WRITE
IBM has detected that your sw level is 7.7. The minimu			No data available ? ? malop	0.00 0.11 meter		0.30 0.12 malop	No data available ? ? m
1 day ag	•	A Managed Disk group is offline	No data available ? ? opuis	0.28 0.48 000%		1.25 0.96 cos/s	0.17 16.50 0
Storwize-24c-V3700-tbi. IBM has detected that your sw level is 7.7. The minimu			No data available ? ? MB/s	0.20 0.00 MBH	A 0.33 0.05 MBH	0.01 0.00 MB/s	
3/28/2011 Storwize-24c-V3700-tbi.			36,760.24 GiB Available / 40,404.00 GiB Total	4,301.00 GiB Available / 13,904.00 GiB Total	1,377.00 GiB Available / 6,178.00 GiB Total	6,770.75 GiB Available / 23,662.00 GiB Total	2,141.94 GIB Available / 8,638.21 GIB Total
BM has detected that your w level is 7.7. The minimu		FlashSystem-415-A9000R-1320926	FlashSystem-AC1-V9000-Class	FlashSystem-AC1-V9000-VSCShow	FlashSystem-AC2-V9000 ····	FlashSystem-AE1-840-1	FlashSystem-AE1-840-2
	8 Enable Call Home for more insights	Enable Call Home for more insights	Enable Call Home for more insights	Enable Call Home for more insights		Enable Call Home for more insights	Enable Call Home for more insights
KIV-114-7825410 Ficket 78242,227,000 was r sported for the storage sys		12 HOURS READ WRITE	12 HOURS READ WRITE	12 HOURS READ WRITE	12 HOURS READ WRITE	12 HOURS READ WRITE	12 HOURS READ WRITE
sported for the storage sys 3/23/201		0.44 0.30 ms/op	2.16 7.25 malop	3.11 3.69 meto	0.00 ml/op	0.27 0.18 milto	11.98 1.54
SVC-CG8-svc2a Persistent unsupported co stroller configuration	5,528.32 9,624.70 cosh	9,240.37 2,744.49 006%	536.37 264.84 quits	9,829.42 2,771.39 004/5	elago 00.0 00.0	3.38 1.31 004/5	3,513.99 4,118.10
3/19/201		608.31 98.82 MB/s	267.94 132.21 MBH	716.78 190.47 MB/s	0.00 MB/s	0.17 0.08 MB/s	1,475.75 1,285.84
SVC-CG8-svc2a A Managed Disk group is o fline	25,069.45 GiB Available / 26,280.52 GiB Total	48,967.02 GiB Available / 52,753.56 GiB Total	9,495.71 GiB Available / 9,607.00 GiB Total	 30,830.75 GiB Available / 41,142.00 GiB Total 	1,834.79 GiB Available / 2,129.00 GiB Total	2,335.97 GiB Available / 19,199.97 GiB Total	25,871.94 GiB Available / 38,399.94 GiB Total
	FleehSustern-&F1-840-VSCShow	Storwize-124-V7000-FLEX3	Storwize-124-V7000-OXFORD6		Storwize-524-V7000-Class ····	SVC-DH8-DemoSVC ····	SVC-DH8-Sandbox-VSCShow
torwize-24c-V3700-tbi. 3M has detected that your w level is 7.7. The minimu	Enable Call Name for more insights	Enable Call Home for more insights	Enable Cell Home for more insights	Enable Call Home for more insights		■ • • •	
		12 HOURS READ WRITE	12 HOURS READ WRITE	12 HOURS READ WRITE	12 HOURS READ WRITE	12 HOURS READ WRITE	12 HOURS READ WRITE
VC-CG8-svc2a icket 75595,227,000 was r	0.58 0.20 metro	0.05 0.63 melop	0.39 0.23 mstop	0.0 0.0 melop	3.57 18.00 malop	0.00 0.00 milto	0.00 0.19
ported for the storage sys 3/12/201		0.95 1.18 opsis	0.08 0.05 9955	0.00 0.00 opera	276.27 138.10 ops/s	0.00 0.00 ops/s	0.00 8,042.30
torwize-24c-V3700-tbl. icket USE0CSSP99P,BC, CC was reported for the s	135.81 276.50 MBb	0.00 0.01 MBs	0.01 0.00 MB/s	0.00 MBh	138.10 68.03 MB/s	0.00 0.00 MB/s	0.00 188.94
3/12/2011		2.641.00 GiB Available / 7.253.00 GiB Total	5.173.20 GiB Available / 7.562.00 GiB Total	11.847.32 GiB Available / 12.271.00 GiB Total	12.474.40 GiB Available / 12.550.00 GiB Total	116.86 GiB Available / 125.00 GiB Total	2.891.58 GiB Available / 9.980.00 GiB Total
torwize-24c-V3700-tbi. ode warmstarted due to a		XIV-114-1310115	XIV-114-7825410 ····	XIV-214-1340004	+ Add Storage Systems		
Internal error 3/12/201	-	Enable Call Home for more insights		Enable Call Home for more insights			
	12 HOURS READ WRITE	12 HOURS READ WRITE		12 HOURS READ WRITE			
	0.00 0.00 meteo	0.21 0.23 ms/op	12 HOURS READ WRITE	11.10 1.23 ms/op	Not seeing all your storage?		
	0.00 00.0 00.0	703.75 325.51 open	Mun 7278.28 \$38.44 april	1,945.22 688.39 0045	collector with the fastest response time gets the data collector with the fastest response time gets the data collection job.		
Deploy Data Collectors	0.00 0.00 MB/s		Ammon 58.53 6.65 May	65.33 20.23 MBs	Add Storage Systems		

IBM Storage and SDI

Complete Peace of Mind with IBM FlashSystem 9100

• IBM data reduction guarantee

Flexible guarantee: up to 5:1 data reduction Express guarantee: 2:1 data reduction

• IBM availability guarantee

IBM guarantees 100% data availability for systems using HyperSwap and deployed by IBM Lab Services

IBM controller upgrade program

No up-front charges, no contractual commitment to buy

7 year 24x7 Support

Up to 7 years support available with flash media retention offerings

Endurance

IBM FlashCore Modules will be covered for read/write endurance while you are under warranty or maintenance

Migration

Up to 45 days to migrate data at no extra charge



Peace of Mind Guarantee

IBM FlashSystem 9100 Multi-Cloud Solutions

IBM Storage and SDI

Proven solutions to transform infrastructure efficiency

- Select from 3 new IBM FlashSystem 9100 Multi-Cloud Software Solutions
- Deploy rapidly and with confidence based on IBM validated blueprints
- Easily purchased together with FlashSystem 9100

Data Reuse, Protection and Efficiency Business Continuity and Data Reuse

Private Cloud Flexibility and Data Protection



Data Reuse



IBM Storage and SDI

IBM FlashSystem 9100 Solution for Data Reuse, Protection and Efficiency

Protect and reuse data for maximum business agility

- Comprehensive backup in virtual or physical environments
- Quickly spin-up and spin-down real world environments using CDM's API integration and templating
- Reuse backup and other data copies for:
 - DevOps
 - Analytics
 - Reporting
 - DR
- Orchestrate copies to maximize use of snapshots
- Leverage flash speed to enable multiple use cases to meet all your SLAs

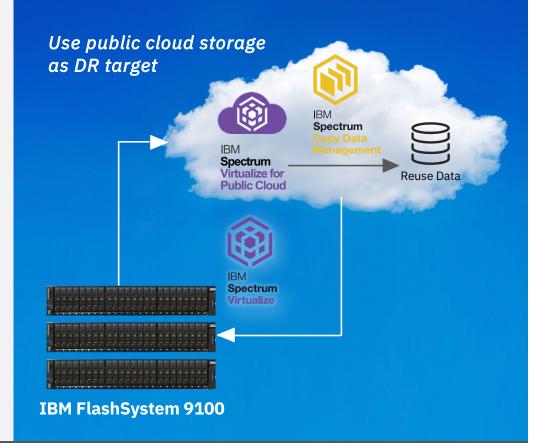


IBM Storage and SDI

IBM FlashSystem 9100 Solution for Business Continuity and Data Reuse

Deploy multi-cloud environments for business continuity and data reuse to reduce cost and improve agility

- Reduce OPEX/CAPEX for business continuity by replicating to IBM Cloud
- Leverage cloud DR copies for
 - DevOps
 - Analytics
 - Reporting
- Recover applications in VMware Environments in IBM Cloud with near zero RTO/RPO
- Easily migrate workloads between on-prem, private and IBM Cloud

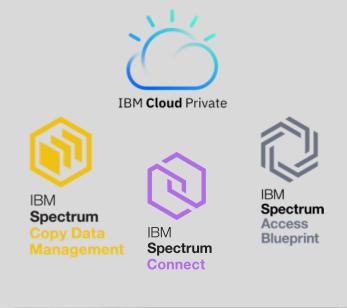


IBM Storage and SDI

IBM FlashSystem 9100 Solution for Private Cloud Flexibility and Data Protection

Transform on-premises storage with cloud efficiency and flexibility for Docker and Kubernetes environments

- Maximize agility when deploying new-generation applications in on-prem environments or private clouds
- Automate storage provisioning and data protection
- Reuse backup and other data copies for DevOps, analytics and reporting with virtualized and Linux on bare metal environments
- Simplify deployment with pre-tested IBM Cloud Private and IBM Spectrum Access Blueprint



IBM Storage and SDI



IBM FlashSystem 9100

Multi Cloud Solutions - Offering Components

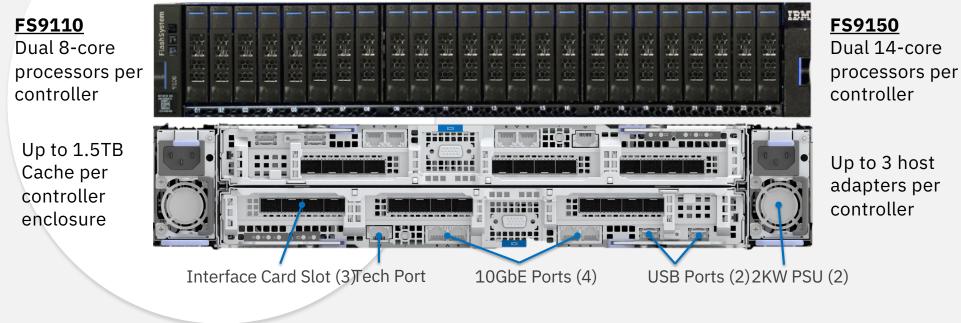
IBM Storage and SDI

Ordering	BASE	OPTIONAL	OPTIONAL	OPTIONAL
Software Offerings Orderable with FlashSystem 9100	Multi-Cloud Enabled Base Software for FlashSystem 9100	IBM FlashSystem 9100 Solution for Data Reuse, Protection and Efficiency (per TB)	IBM FlashSystem 9100 Solution for Business Continuity and Data Reuse (per TB)	IBM FlashSystem 9100 Solution for Private Cloud Flexibility, and Data Protection (per TB)
Products				
Spectrum Storage Insights	✓			
Spectrum Connect	\checkmark			
Spectrum Virtualize	\checkmark			
Spectrum Protect Plus	 ✓ (5TB Starter Kit) 	\checkmark		
Spectrum CDM	 ✓ (5TB Starter Kit) 	\checkmark	\checkmark	\checkmark
Spectrum Virtualize for Public Cloud	 ✓ (5TB Starter Kit) 		√	
Blueprint	\checkmark	\checkmark	\checkmark	Spectrum Access
Lab Services (Post GA)		✓ (optional)	 ✓ (optional) 	 ✓ (optional)

IBM FlashSystem 9100 FlashSystem 9110 and FlashSystem 9150

Dual Active-Active Array Controllers w/NVMe to Flash Media Dual-ported 2.5" NVMe Flash bays (24) Flash Core Modules redesigned to 2.5" industry standard form factor (Includes: HW Compression, HW Encryption and 64 Layer 3DTLC)

IBM Storage and SDI



Supported Flash Modules



New Flash Core Modules (FCM)

Size	Compression Capable	Encryption Capable
4.8 TB	Yes	Yes
9.6 TB	Yes	Yes
19.2 TB	Yes	Yes

Industry Standard NVMe Drives

Size	Compression Capable	Encryption Capable
1.92 TB	No	Yes
3.84 TB	No	Yes
7.68 TB	No	Yes
15.36 TB	No	Yes

Valid Supported Memory Configurations Cache

Canister Control DDR4 DIMM **Use/Canister Enclosure** 64GB 128GB 4 x 16GB 8 x 16GB 128GB 256GB 192GB 384GB 12 x 16GB 384GB 768GB 12 x 32GB 576GB 1152GB 12 x 16GB 12 x 32GB 768GB 1536GB 24 x 32GB

© Copyright IBM Corporation 2018

IBM Storage and SDI

Supported Host connections

IBM Storage and SDI

Supported Adapters

Number of Cards	Ports	Protocol	Possible Slots
0-3	4	16Gb Fibre Channel	1, 2, 3
0-3	2	25Gb Ethernet (iWarp)	1, 2, 3
0-3	2	25Gb Ethernet (ROCE)	1, 2, 3
0-1	2	12Gb SAS Expansion	3

On Board Ethernet Ports

Port	Speed	Function
1	10 GbE	Management IP, Service IP, Host/Storage IO, IP Replication
2	10 GbE	Secondary Management IP, Host/Storage IO, IP Replication
3	10 GbE	Host/Storage IO, IP Replication
4	10 GbE	Host/Storage IO, IP Replication
Т	1 GbE	Technician Port – DHCP/DNS for direct attach service management



- If expansion beyond twenty-four drives is required, it is easily accomplished
- Capacity can be added with up to twenty 12Gb/s SAS 24F expansion enclosures
- Capacity can also be added with up to eight 12Gb/s SAS 92F expansion enclosures



© Copyright IBM Corporation 2018



28

Licensing



FlashSystem 9100 will be trust based and all-inclusive

- Features are all included as part of the base license
- Internal Storage will be licensed on a per enclosure basis
- Encryption which will use key based activation for regional controls
- Externally Virtualized storage will be SCU licensed (same as with the SVC)

IBM Storage and SDI

Thank you