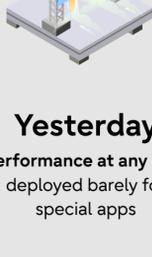


# Next generation all-flash storage is here!

FUJITSU

Fujitsu Storage ETERNUS AF All-Flash Storage



## Yesterday

Performance at any cost deployed barely for special apps



## Today

Fast replacing disks with disk being the capacity-focused storage choice and flash the favorite for fast access data



## Tomorrow

The new normal with faster, denser and cheaper flash leading mainstream adoption

## Why flash is better



### Flash is fast

500 times lower responsetimes than disk



### Flash is reliable

100 times better UBER\*



### Flash is affordable

Better price per IOPS



### Flash is green

Higher density means reduced datacenter footprint (less space, less cooling, less energy)

\*Unrecoverable Bit Error Rate

## Still undecided?



## Destroying yesterdays myths:

### Myth #1

#### Flash is expensive

Price tag for SSD still higher than HDD, but:

- Flash prices in freefall and capacities increasing
- Enterprise SSD cost per terabyte is falling faster than nearline disk drive cost/TB
- One SSD provides the performance of 50+ disks
- A dozen SSDs replace 500 HDDs thus consuming less power and space

### Myth #2

#### Flash is not reliable

- Predictable reliability, no mechanical parts
- Annual failure rate (AFR) of SSDs: tenths of one percent AFR for HDDs: up to 4-6 %
- Flash cycling endurance and data retention methodologies

## Some flash storage solutions don't go the full distance... The Fujitsu Storage ETERNUS AF does.

With Fujitsu ETERNUS AF you get a flash storage solution that's quietly brilliant. It's ALL easy. Not just the GUI. Or setup. End to end, the ETERNUS AF has it all covered.



All-Flash storage models for all business demands:



ETERNUS AF150 (2-24 drives)



ETERNUS AF250 (2-264 drives)



### Software package

All-in FlashPack (Configuration, Management and Administration, Local and Remote Copy, Automated Quality of Service, Deduplication and Compression)\*

\*All-in FlashPack not valid for ETERNUS AF150

## Why does the ETERNUS AF stand out?



### Enjoy full speed

- Ultra-fast response time
- 5x more IOPS\*
- Low Latency



### Enjoy data insurance

- Full disaster recovery with mirroring, and transparent failover
- Storage Cluster possible between different ETERNUS flash and disk models



### Enjoy flash diet

- Granular use of data reduction technologies:
  - Compression - ON/OFF
  - Deduplication - ON/OFF
  - Dedup. + Comp. - ON/OFF
- Data reduction makes all-flash more attractive - in average effective capacity increase of factor 5
- Increased life span for flash



### Enjoy simple operations

- Automated Quality of Service
  - Reserves performance for apps that need it most
  - Balances performance and efficiency needs
  - Minimizes admin work
- Guarantees SLAs
- Automated storage tiering

\*Compared to disk storage

## Compared to disk, ETERNUS AF delivers:



- 10x** more IOPS
- 50x** faster response time
- 10x** higher density
- 85%** savings for power and cooling
- 8x** less cost for maintenance

## What customers say

|  |   |  |
|--|---|--|
| <p><b>Powerful</b></p> <p>"Fujitsu All-Flash storage is less expensive to run, more reliable and better performing – it really ticks all the boxes. It's also scalable so we can easily add more capacity in the case of acquisitions."</p> <p>René Steen, Head of IT Operations Sparinvest</p> <p>→ Read more</p> | <p><b>Simple</b></p> <p>"Going live could have taken us upwards of six months but, thanks to the Fujitsu Storage ETERNUS AF250 replication, we brought that down to just ten weeks and made the entire transition much easier to handle."</p> <p>Paul Bentley, IT Manager Laltex</p> <p>→ Read more</p> | <p><b>Available</b></p> <p>"The new Fujitsu ETERNUS All-Flash storage cluster has transformed our application and database performance and allowed us to extend that performance to multiple partners within the valley."</p> <p>J. Visser, IT Manager City of Veenendaal</p> <p>→ Read more</p> |
|--|---|--|

## Enjoy the full pleasure of speed. With ETERNUS AF.

Learn more about ETERNUS:

[Learn more](#)

[www.fujitsu.com/eternus](http://www.fujitsu.com/eternus)

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