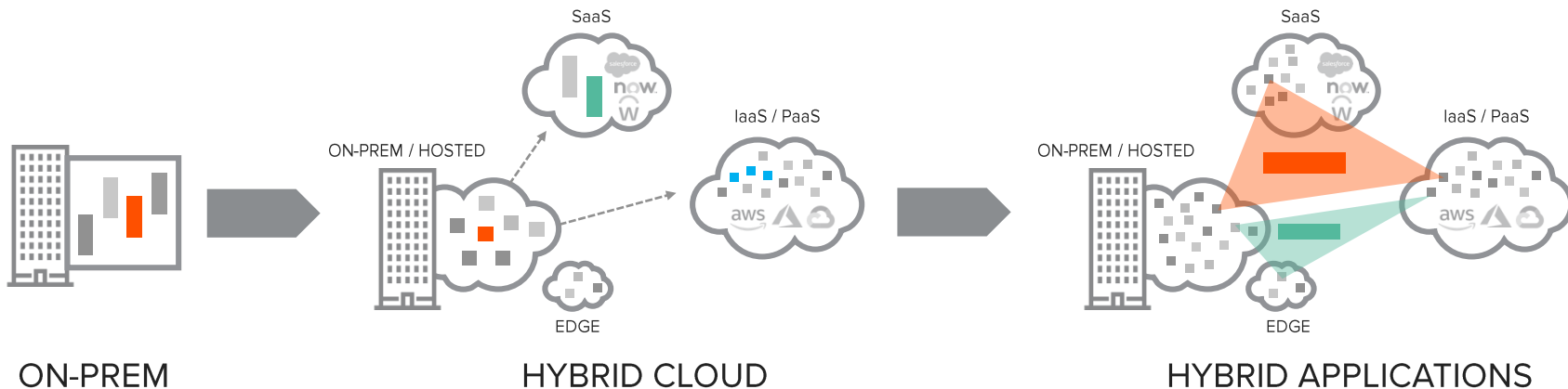


멀티 클라우드 환경에서의

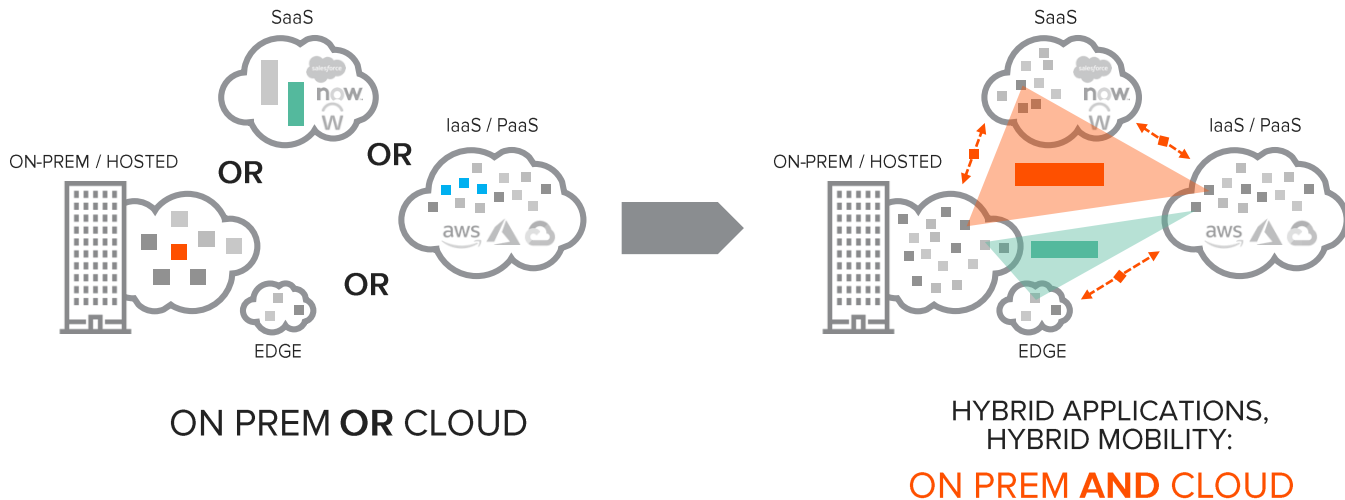
# 데이터 매니지먼트

이규현 상무, 퓨어스토리지 코리아

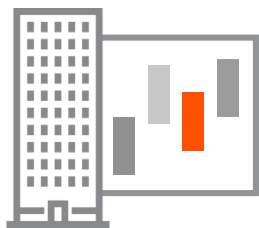
# 엔터프라이즈 클라우드는 어떻게 변화하고 있는가?



# 올바른 클라우드 전략은 AND



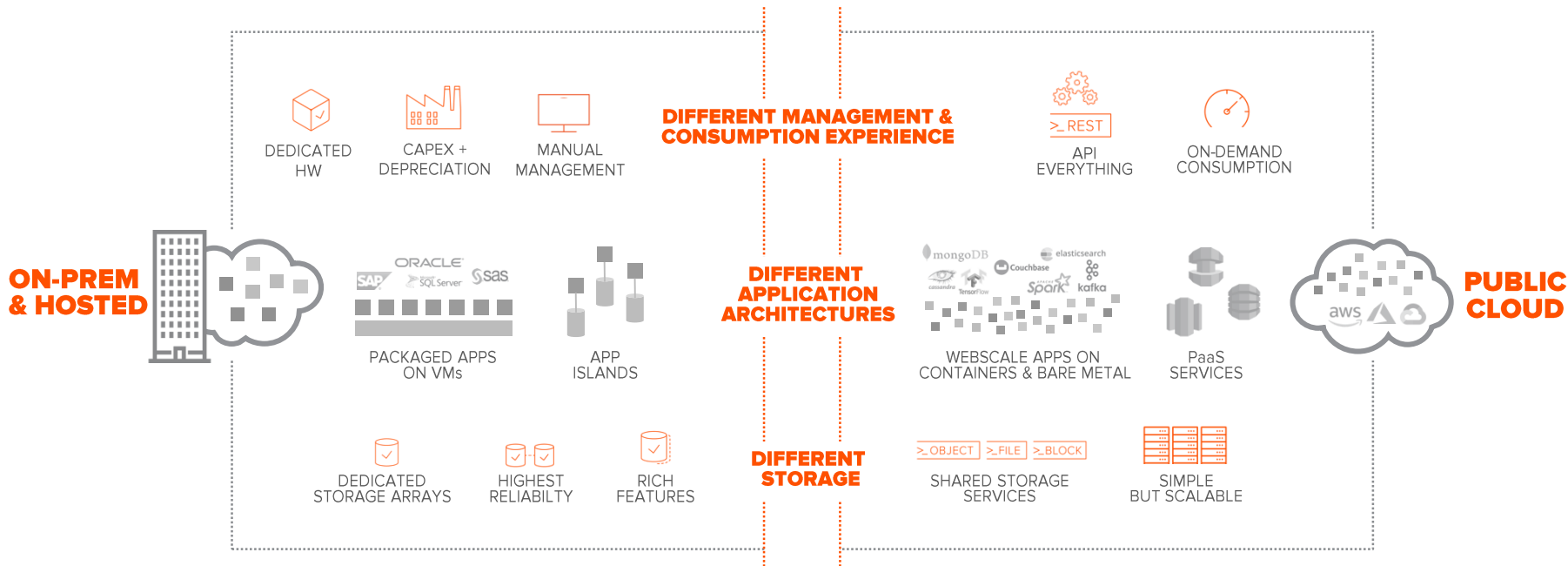
# 그러나 AND 전략은 어렵습니다



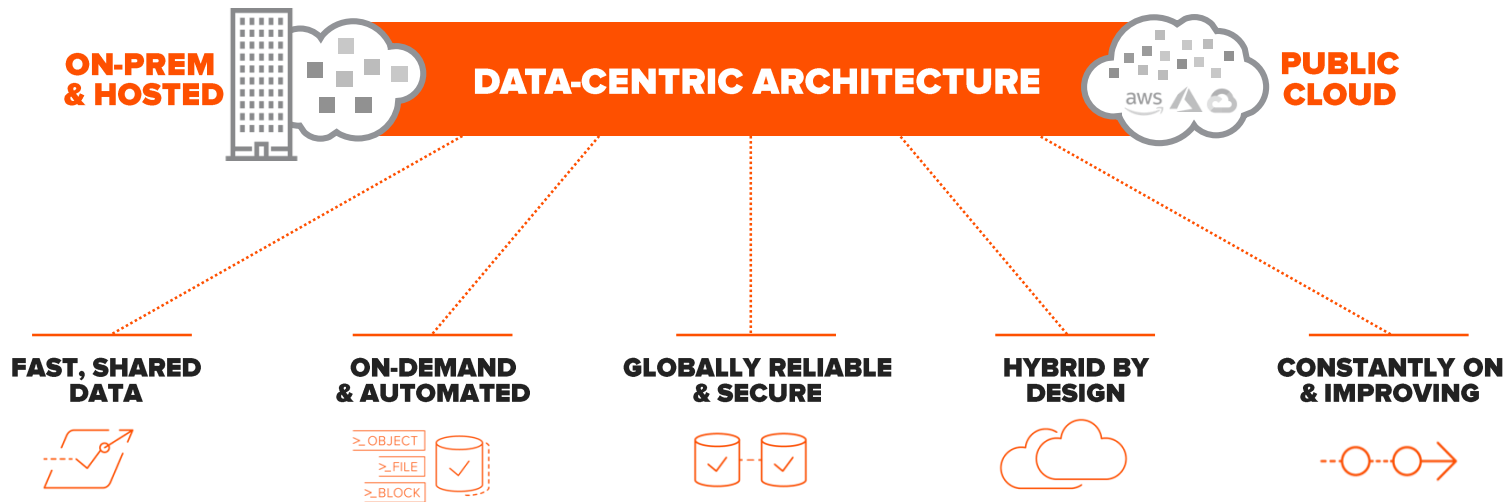
**THE ENTERPRISE IS NOT  
VERY CLOUDY...**

**...AND THE CLOUD IS NOT  
VERY ENTERPRISE-Y**

# 지금까지의 클라우드는 단절되어 있습니다



# 최적의 하이브리드 클라우드 아키텍처는 데이터 중심 아키텍처



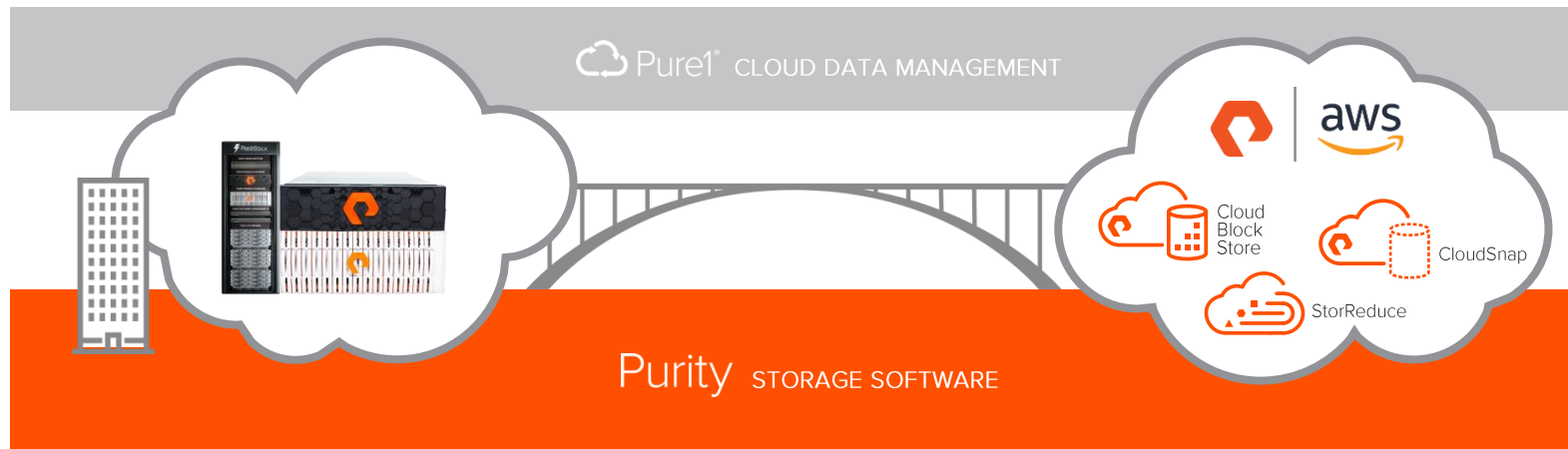
# 퓨어스토리지는 클라우드를 통합합니다



# 퓨어스토리지의 클라우드 데이터 서비스를 소개 합니다

CLOUD DATA  
**INFRASTRUCTURE**

**NEW!**  
CLOUD DATA  
**SERVICES**





새로 출시한

# 클라우드 블록 스토어 FOR AWS

INDUSTRIAL-STRENGTH BLOCK STORAGE,  
DELIVERED NATIVELY IN THE CLOUD



HIGH RELIABILITY,  
EFFICIENCY, AND  
PERFORMANCE



HYBRID MOBILITY  
AND PROTECTION



SEAMLESS APIS  
ON-PREM & CLOUD



# 클라우드 블록 스토어 FOR AWS



## INDUSTRIAL-STRENGTH BLOCK STORAGE, DELIVERED NATIVELY IN THE CLOUD



### 100% Software:

Deploys instantly as a virtual appliance in the cloud, runs only as long as you need it

>\_REST

### Consistent APIs:

Developers connect to storage the same way on-prem and in the cloud. Automated deployment with Cloud Formation Templates



### Efficient:

Deduplication, compression, and thin provisioning deliver capacity and performance economically



### Fast, Reliable, Secure:

Delivers industrial-strength performance, reliability & protection with multi-AZ HA, NDU, instant snaps and data-at-rest encryption



### Hybrid:

Easily migrate data bi-directionally, delivering data portability and protection across your hybrid cloud



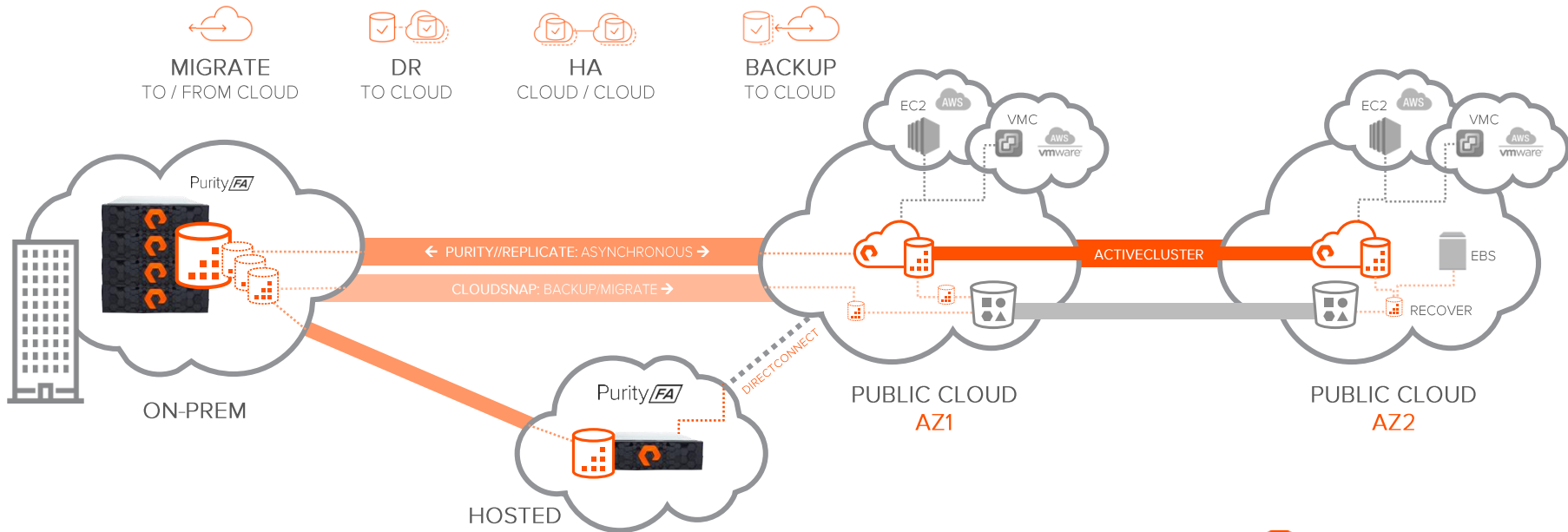
### Flexible:

Pay-as-you-go consumption model to best match your needs for production and development



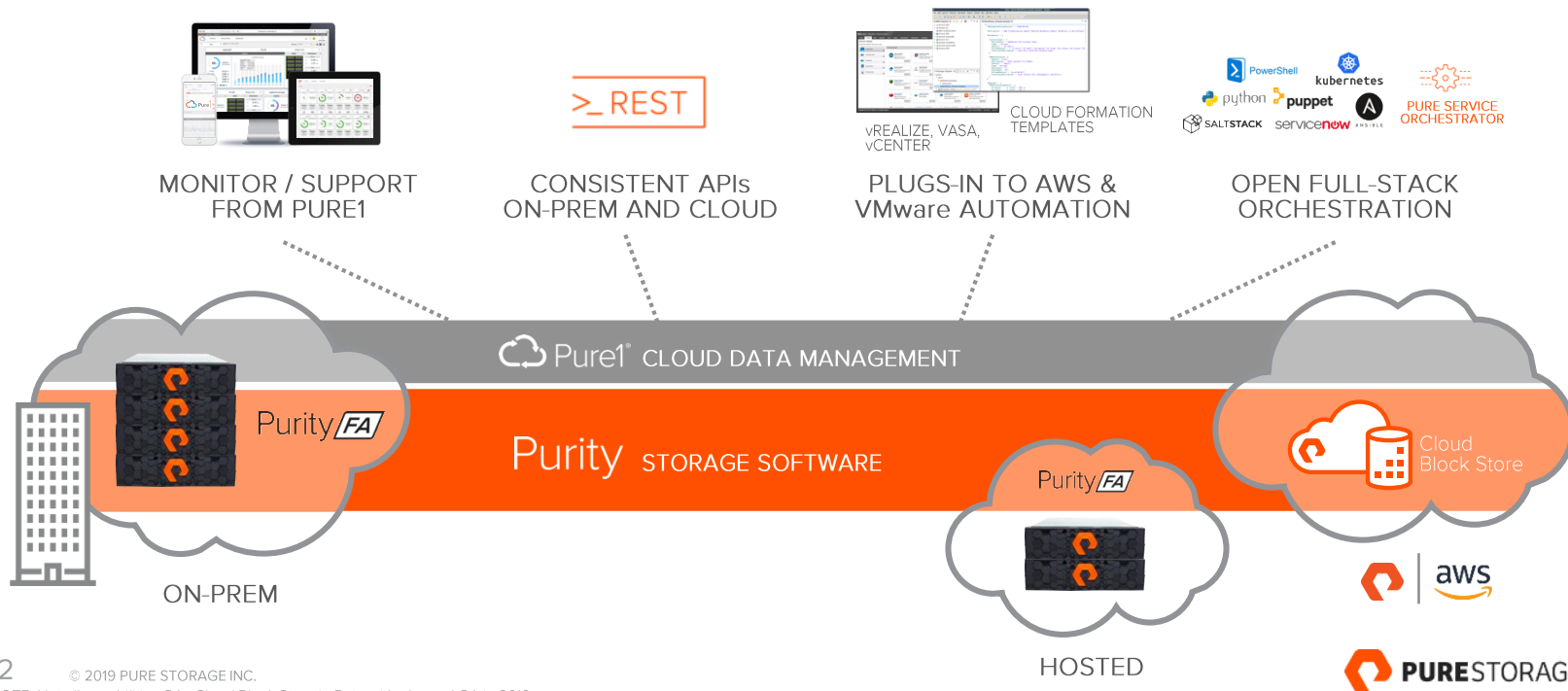
클라우드 블록 스토어 FOR AWS

# 하이브리드 환경의 DR, BACKUP, AND MIGRATION IN AND BETWEEN CLOUDS



# 클라우드 블록 스토어 FOR AWS

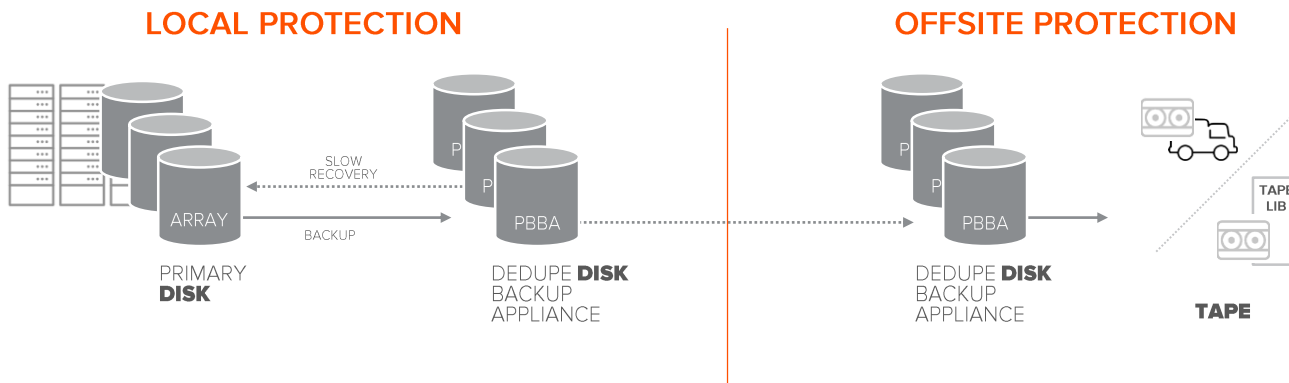
## 완벽하게 통합된 관리와 오케스트레이션



# DISK → DISK → TAPE

과거의 모델은 이제는 필요가 없습니다

YESTERDAY:  
D2D2T



Slow restore speeds

Designed to backup TB/hour

Multiple backup silos

Expensive, single-use infrastructure

Fragile tape retention

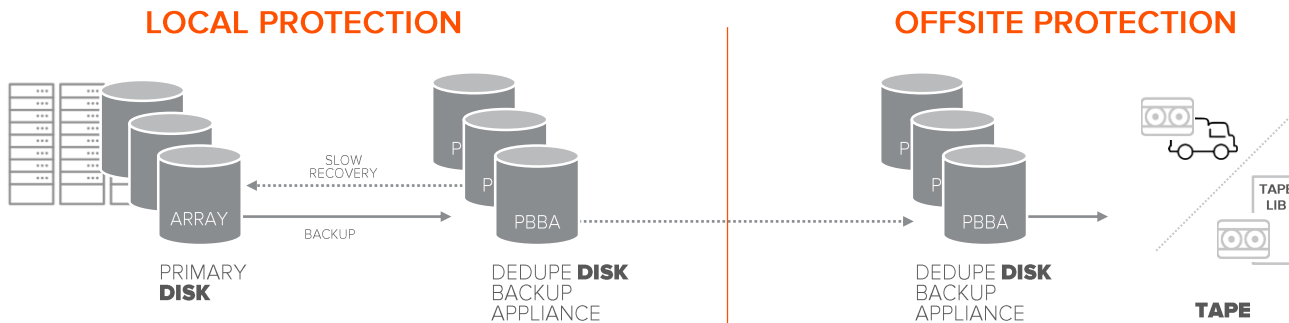
Even more hardware!

Backup data stuck in a vault  
adding no value!

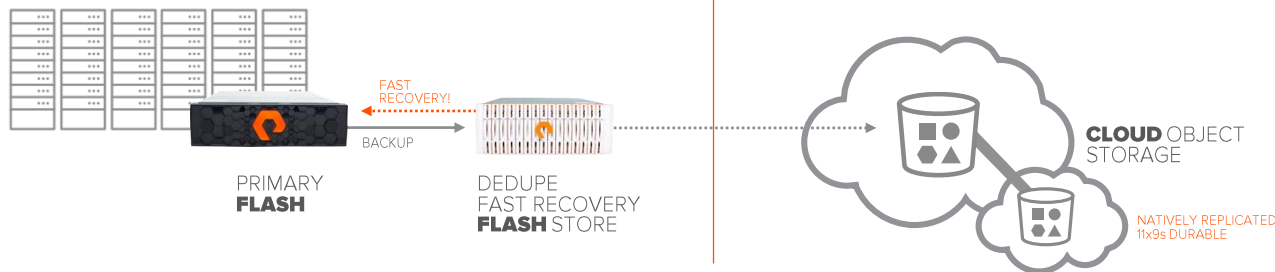
# FLASH → FLASH → CLOUD

신속한 복구, 간편한 운영 환경

YESTERDAY:  
D2D2T



TOMORROW:  
F2F2C

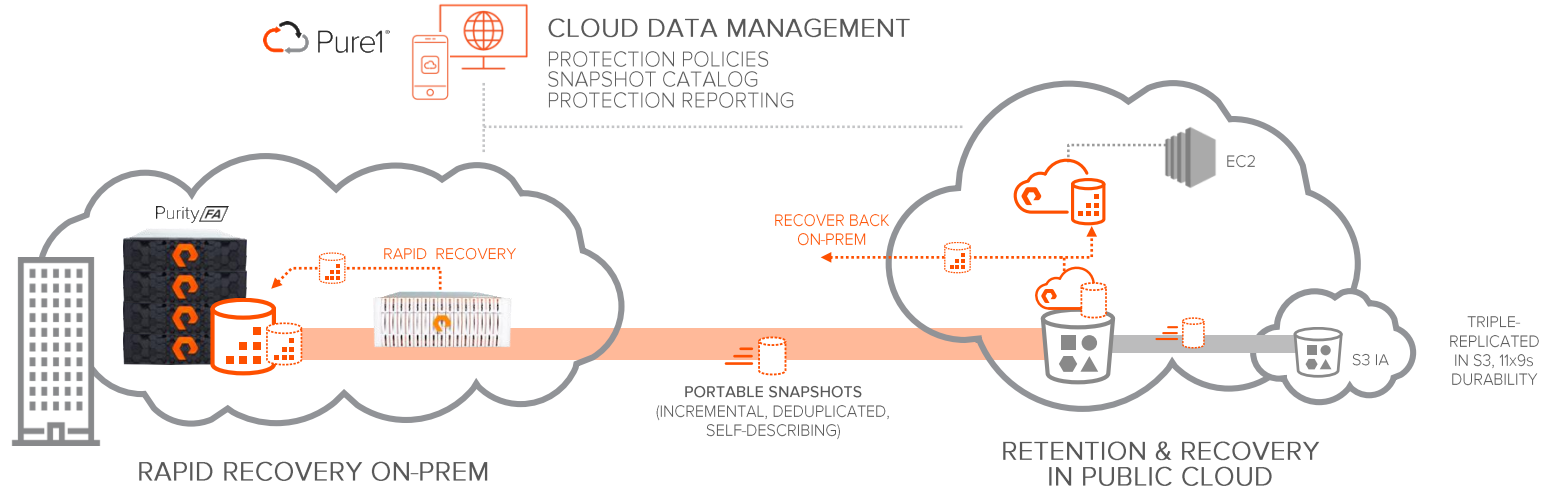


COST  
PARITY

FASTER RESTORES  
FLEXIBLE RECOVERY  
SAFER RETENTION  
SIMPLER!

새로 출시한

# 클라우드 스냅(복제본) FOR AWS

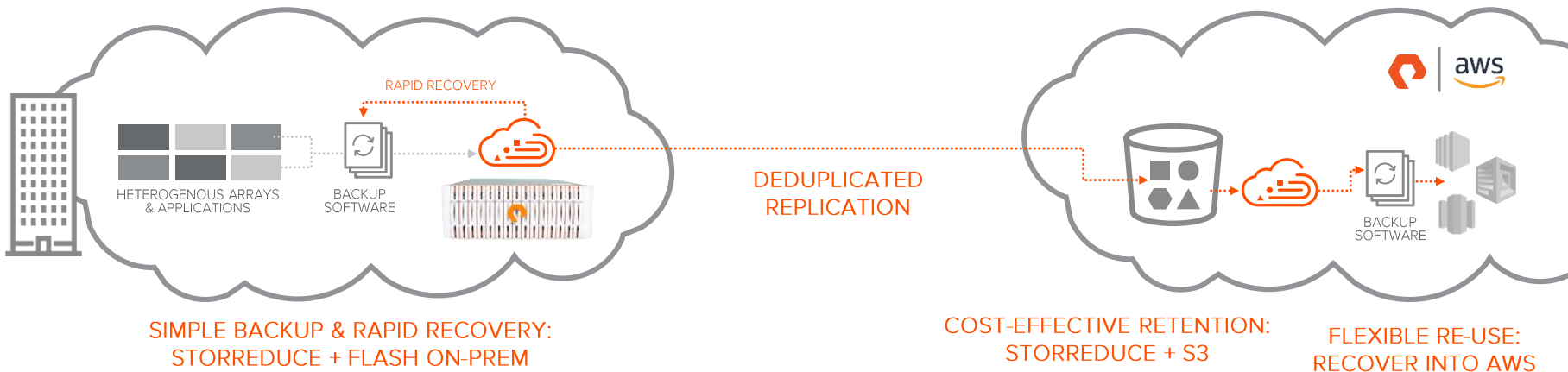


- ✓ Simple, built-in local and cloud protection
- ✓ Rapid local recovery at the speed of flash
- ✓ Replace tape with highly-durable cloud protection
- ✓ Recover to the cloud for DR, migration, and more

PREVIEW

# StorReduce FOR AWS

**StorReduce is an **object storage deduplication engine**, designed to enable simple backup, rapid recovery, cost-effective retention, and powerful data re-use in the Amazon cloud.**



**SIMPLE BACKUP & RAPID RECOVERY:  
STORREDUCE + FLASH ON-PREM**

**COST-EFFECTIVE RETENTION:  
STORREDUCE + S3**

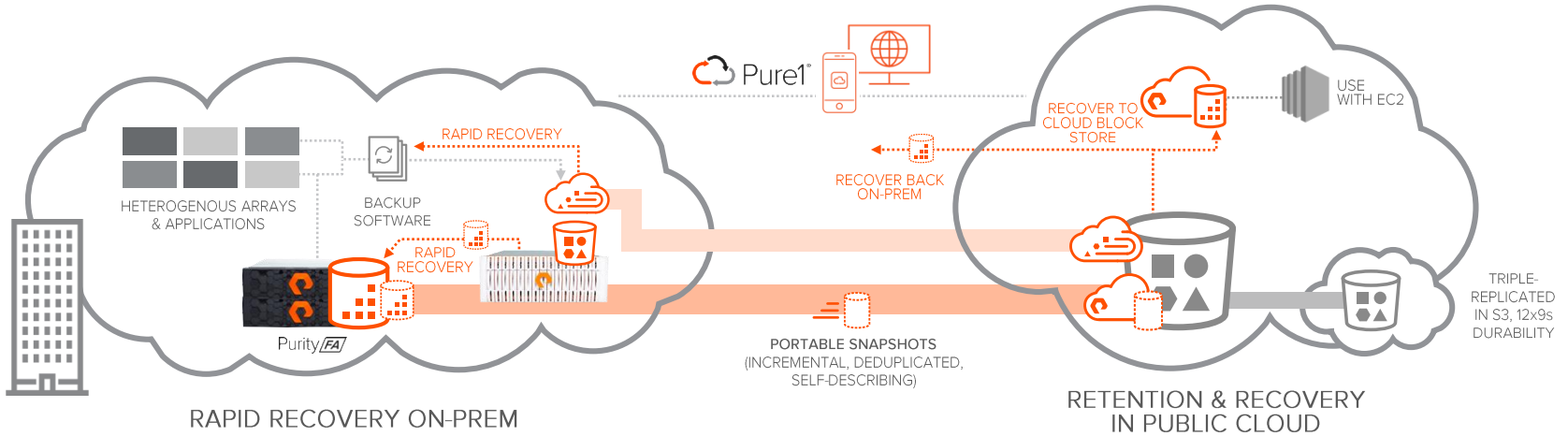
**FLEXIBLE RE-USE:  
RECOVER INTO AWS**



# PRODUCT PREVIEW



## DELIVERING FLASH → FLASH → CLOUD



# 퓨어스토리지 소개

시장 출시 이후 가장 빠르게 성장하는 올플래시 전문 기업

5,450

이상의 고객사

\$372.8 M

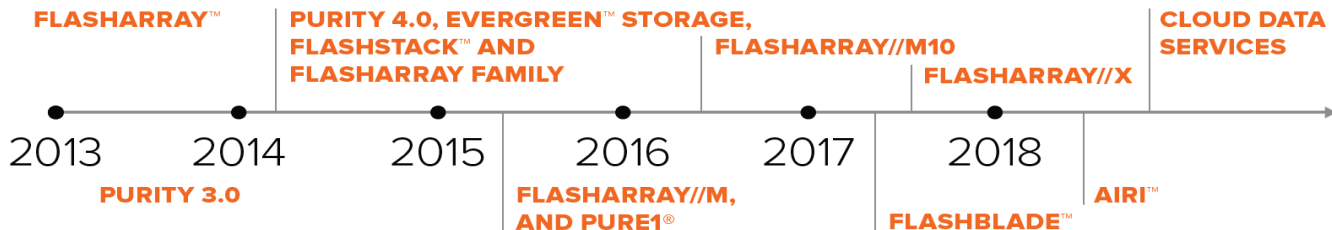
분기 REVENUE

2,650

이상의 임직원

\* 2018년 3Q 마감 기준

## 주요제품



# 퓨어스토리지 공인평가

Solid State Array 분야가 생긴 2014년부터 5년 연속 최고의 **Leader** 업체로 선정



2014년도 평가 결과



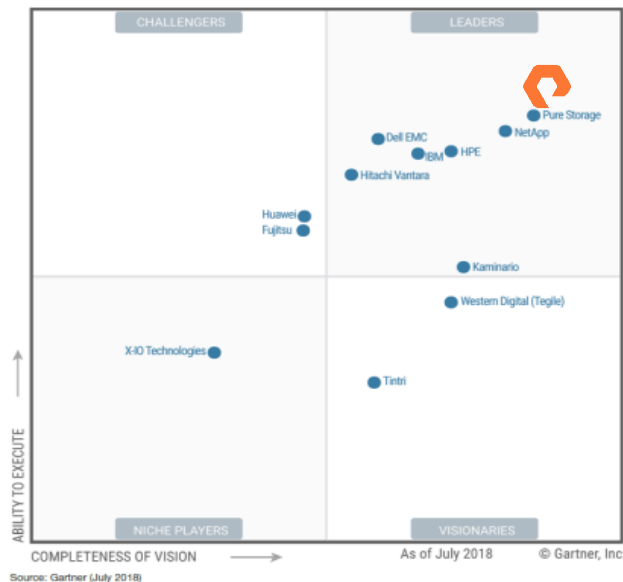
2015년도 평가 결과



2016년도 평가 결과



2017년도 평가 결과



Gartner

2018년도 평가 결과

# ENTERPRISE #1 스토리지

GARTNER가 정의한 중요 ENTERPRISE 업무 1위 SOLID STATE ARRAY

# 1위

## PURESTORAGE

Full SSD for OLTP, VSI and VDI

FlashArray //X



온라인 트랜잭션  
(OLTP)

서버 가상화  
(VSI)

데스크탑 가상화  
(VDI)

# 4년 연속 고객 만족도 지수 상위 1%

제품 만족 고객 설문조사 B2B 기업 중 유일하게 상위1%

PURE STORAGE vs ALL OTHER BUSINESSES  
IN CUSTOMER SATISFACTION



- ✓ EMC: 22
  - ✓ HITACHI: 18
  - ✓ NETAPP: 14
- ✓ APPLE: 67

TOP 1%



PURESTORAGE: 86.6

## NPS 지수란?



NPS = % PROMOTERS - % DETRACTORS

How likely are you to recommend us to a friend or colleague?



Net Promoter Score: 54

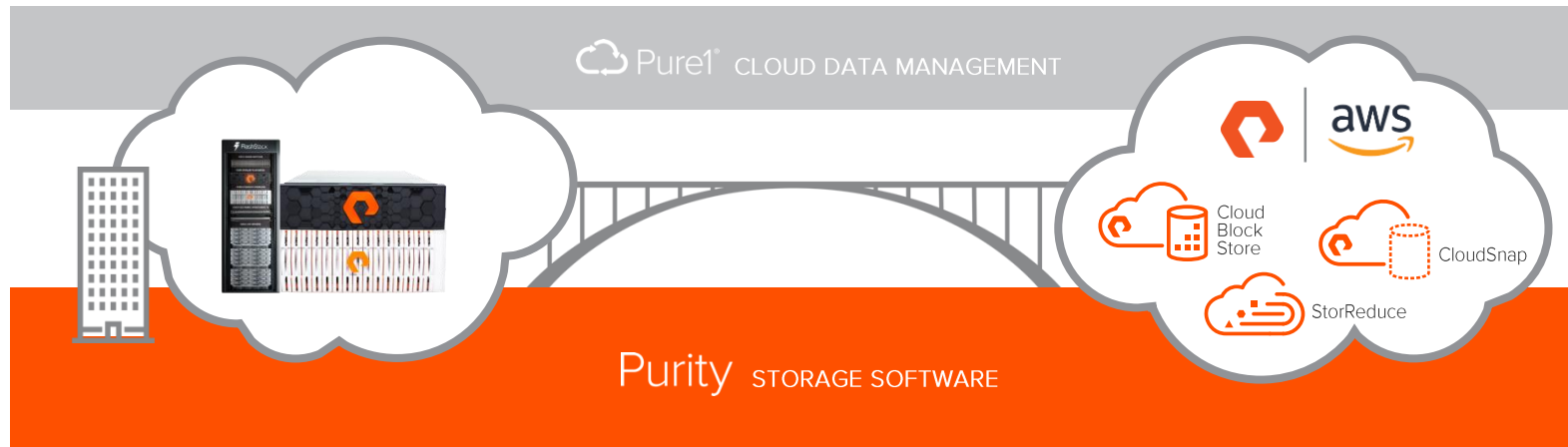
54% promoters - 5% detractors

# 맺음말 - 퓨어스토리지는 클라우드를 통합합니다

**NEW!**

CLOUD DATA  
**INFRASTRUCTURE**

CLOUD DATA  
**SERVICES**



BUILD YOUR CLOUD.

RUN ANYWHERE.

PROTECT EVERYWHERE.

감사합니다



퓨어스토리지

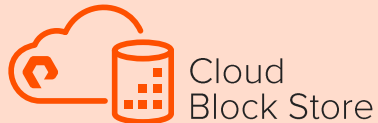
# WHAT WE'RE ANNOUNCING: NEW PURE STORAGE CLOUD DATA SERVICES

A new set of hybrid cloud data services, enabled by Pure Storage software running natively in the AWS cloud.

CLOUD DATA  
INFRASTRUCTURE



**NEW!**  
CLOUD DATA  
SERVICES



An industrial-strength cloud block storage offering, designed to enable mission-critical applications to run seamlessly in the cloud.



Cloud-based data protection, built right into Pure FlashArray.



A cloud-native deduplication engine, designed to enable simple backup, rapid recovery, cost-effective retention, and powerful data re-use in the cloud.



# EXAMPLE: Pure1<sup>®</sup>

## A HYBRID APPLICATION FOR IOT, AI, AND REAL-TIME ANALYTICS

