



Clouidian HyperStore®

Cloud Storage for Everyone

[Your Name, Title Here]
Clouidian Inc.

September 10th 2014



About Clodian



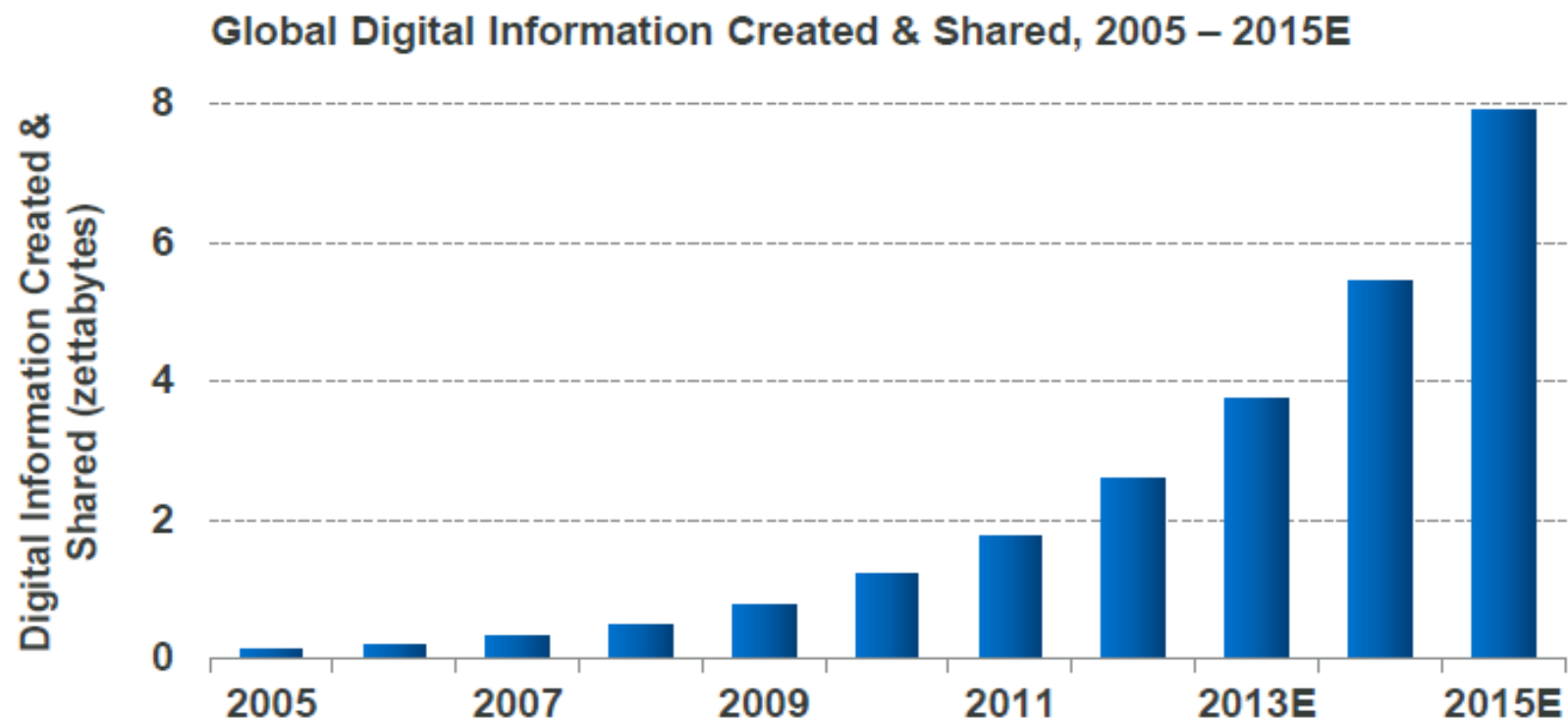
- Hybrid cloud storage startup in Silicon Valley
 - Strong venture backing: Goldman Sachs, Intel Capital, INCJ, Fidelity
 - Recently completed \$24M funding round
 - Strong management team with expertise in storage, big data, enterprise software and telecomms
 - Over 50 employees, offices in Foster City, Japan and China
- Target market: mid- to large-enterprises & regional service providers
- GTM: traditional storage distribution/VARs

CLOUDIAN PARTNERS

Channel Partners	                 
Technology Partners	                    

Are you drowning under the avalanche of data?

*Amount of global digital information created & shared
– from documents to pictures to tweets –
grew 9x in five years to nearly 2 zettabytes* in 2011, per IDC.*



Source: IDC "Extracting Value from Chaos" 6/11

Enterprise Storage Breaking Point



- Essentially unchanged over the last 15 years
- An 'Accidental Architecture' has emerged; fragmented, complex
- Dealing with data growth is a constant number 1 pain point
- Cost of management is spiraling out of control
- New breed of cloud/mobile apps placing fresh demands on storage
- Budgets flat to down (do more with less)

TIME FOR A DIFFERENT APPROACH!



Clouidian HyperStore



**HyperStore
Node 1**



**HyperStore
Node 2**



**INLINE COMPRESSION
& ENCRYPTION**



AWS



Amazon / Glacier



Amazon S3

**ON-PREMISES STORAGE
NO-RAID HYPERSCALE & FASTRECOVER**



Select System Category

- System Status
- Node Status
- Node Management
- System Info
- Notification Policy

System Status (Updated each minute) - Aug-28-2014 09:28 AM

Overall Status		Total Data Used %	
Number of Stored Binded	203 MB	100%	
Number of Objects	11	100%	
Number of Errors	0	100%	
Transactions/sec	0.0	Per	0.0
Request Throughput	0.0	Per	0.0

Node Status

clouidian@lab	Aug-28-2014 09:28 AM	clouidian@lab	Aug-28-2014 09:28 AM
clouidian@lab	Aug-28-2014 09:28 AM		

**HYBRID CLOUD STREAMING
& OBJECT ARCHIVING**



**ENTERPRISE MANAGEMENT
& ALERTING**

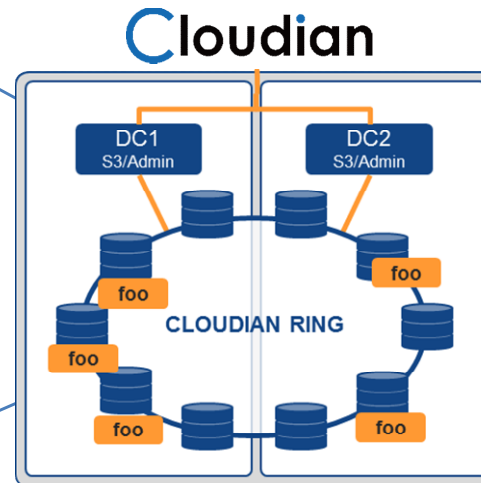
Use Cases



Media Content Store



Private Cloud & OpenStack



**HyperStore Appliances
HyperStore Software**



Backup & Active Archive



File Distribution & Sharing

Clouidian Customers



Dai Nippon Printing Co.,Ltd.



@nifty



Ishikawa Computer Center Co.,Ltd.



Over 45 Production Customers and 400+ Community Edition deployments

HyperStore Software 1.5

- Peer-to-peer scale-out storage software
- Multi-tenant storage
- Quality of Service (QoS)

HyperStore Software 2.3

- S3 Compatible API
- Multi-region storage

HyperStore Software 3.0

- Compression
- Virtual appliance

HyperStore Software 4.0

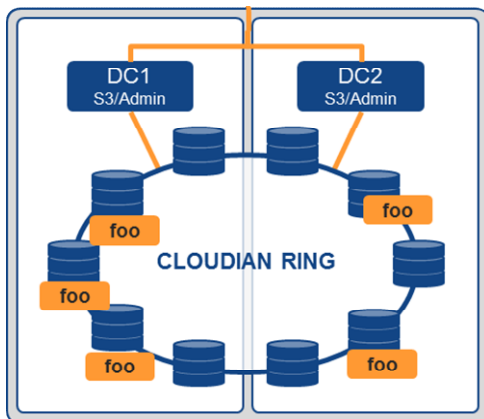
- Erasure coding
- OpenStack connector
- NFS support
- Cloud archive – any S3 cloud

2011

2012

2013

2014



HyperStore Software 2.4

- Server-side encryption
- Billing/chargeback by region/tenant
- Citrix CloudPlatform connector

“Cloud storage for everyone”

September 16, 2014

HyperStore Appliances

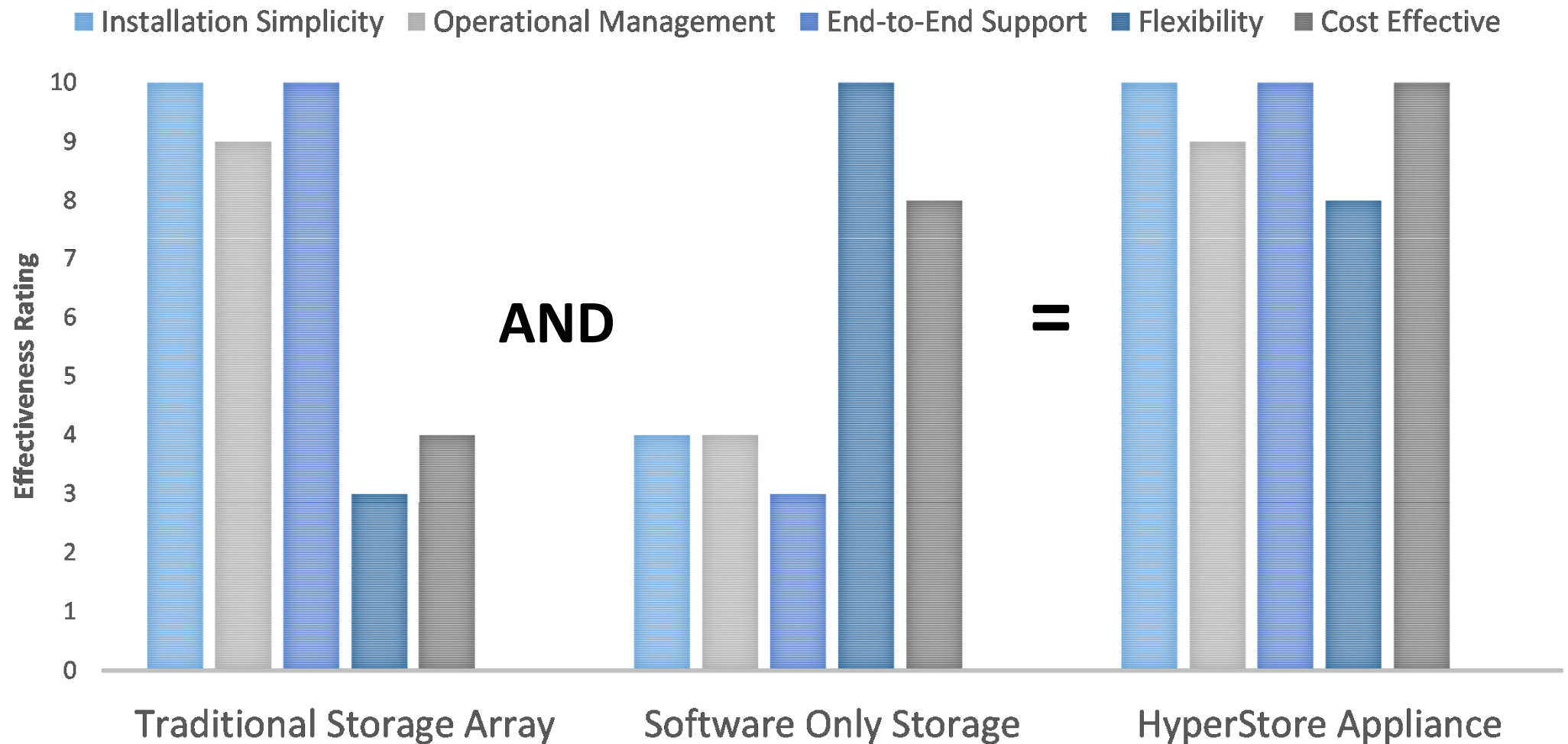
HyperStore Software 5.0

- Optimized Linux
- Enterprise scale and availability with vNodes
- Hybrid cloud streaming – any S3 cloud

Cloud Storage for Everyone

HYPERSTORE[®] APPLIANCE

Meeting the Needs of the Enterprise



Enterprise Grade at 1C per GB per Month CLOUDIAN®

ENTRY HSA 1024



Pricing 24TB (5year)

\$12.9K List Appliance
\$1.29k Support/yr (10% List)

1.25c/GB/Month



CAPACITY HSA 1048



Pricing 48TB (5year)

\$17.9K List Appliance
\$1.79k Support/yr (10% List)

0.85c/GB/Month



ENTERPRISE HSA 2060



Pricing 60TB (5year)




\$29.5K List Appliance
\$2.95k Support/yr (10% List)

1.03c/GB/Month



* Assumptions : Based on expected street price, 20% Compression typical gain, Erasure Coding

“Cloud Storage for Everyone”

	Clouidian HyperStore Appliance	Public Cloud	Traditional Storage
Storage 	0.85 cents	3 cents	9 cents
Data Transfer 	0 cents	0.45 cents	0 cents
Operations 	~ 1 cent	0 cents	~1 cent
	1.85 cents	3.45 cents	10 cents

- Reference : <http://aws.amazon.com/s3/pricing/> <https://developers.google.com/storage/pricing>
http://www.forbes.com/2008/08/10/cio-cheap-servers-tech-cio-cx_kb_0811servers.html
- Transfers pricing based on 100TB Cloud Storage with 10% of that data updated per month (get/put)

Enterprise Grade

CUSTOMER SUCCESS



Multi-petabyte, global deployment with
World's #1 Telecom Company
US (Verio), Japan, APAC, India, Europe

“Cloudian has a proven track record in global markets of providing highly robust object storage with an Amazon S3-compatible API, which is an optimal fit with our object storage service.”

Susumu Okuhira

Comm. Dir. of Hosting & Platform Service, NTT

Cloudian made the difference

- ✓ S3 API & semantics compatibility
- ✓ Infinite scalability
- ✓ Excellent performance for all data types
- ✓ Configurable replication
- ✓ CloudStack integration
- ✓ Production-proven reliability



SQUARE ENIX®

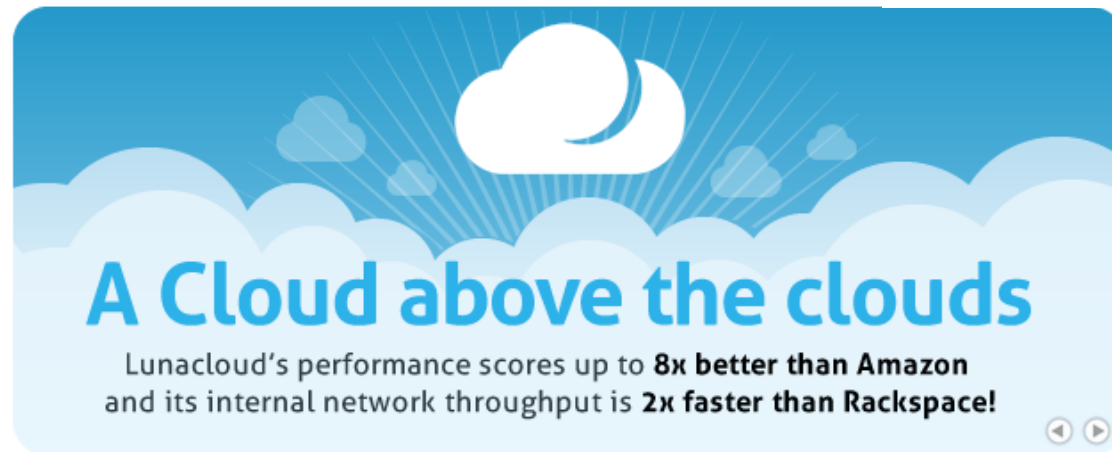


“Cloudian was the perfect fit for our requirements. Nifty Storage was launched only two months after evaluating Cloudian HyperStore. The speediness was a benefit that only packaged software can provide.”

Akira Koike

Cloud Systems Department, Nifty Cloud

Customer success with Cloudian



Cloud Server

Virtual elastic server with your choice of RAM, CPU and Disk resources, running Linux or Windows, paid by the hour.

Cloud Storage

Virtual disk for persistent object storage accessible via a web browser or the S3-compatible API.

Cloud Jelastic

The next generation of Java and PHP cloud hosting platform. Your environment will be up and running in just a few seconds!

“Not only does Cloudian share our same goal of bringing affordable, reliable and scalable cloud solutions to companies of all sizes, it also shares our commitment to innovation and customer satisfaction.”

Antonio Miguel Ferreira
Lunacloud CEO

Cloudian made the difference

- ✓ S3 API
- ✓ Scalability
- ✓ Ease-of-use
- ✓ Cost efficiency
- ✓ Innovation
- ✓ High quality

Next steps



- Visit our website and request free trial:
<http://www.cloudian.com/>
- Ask us for a demo or proof of concept
- Follow us on Twitter: @CloudianStorage
- Like us on Facebook:
<https://www.facebook.com/cloudian.cloudstorage>



“Amazon S3 delivered”



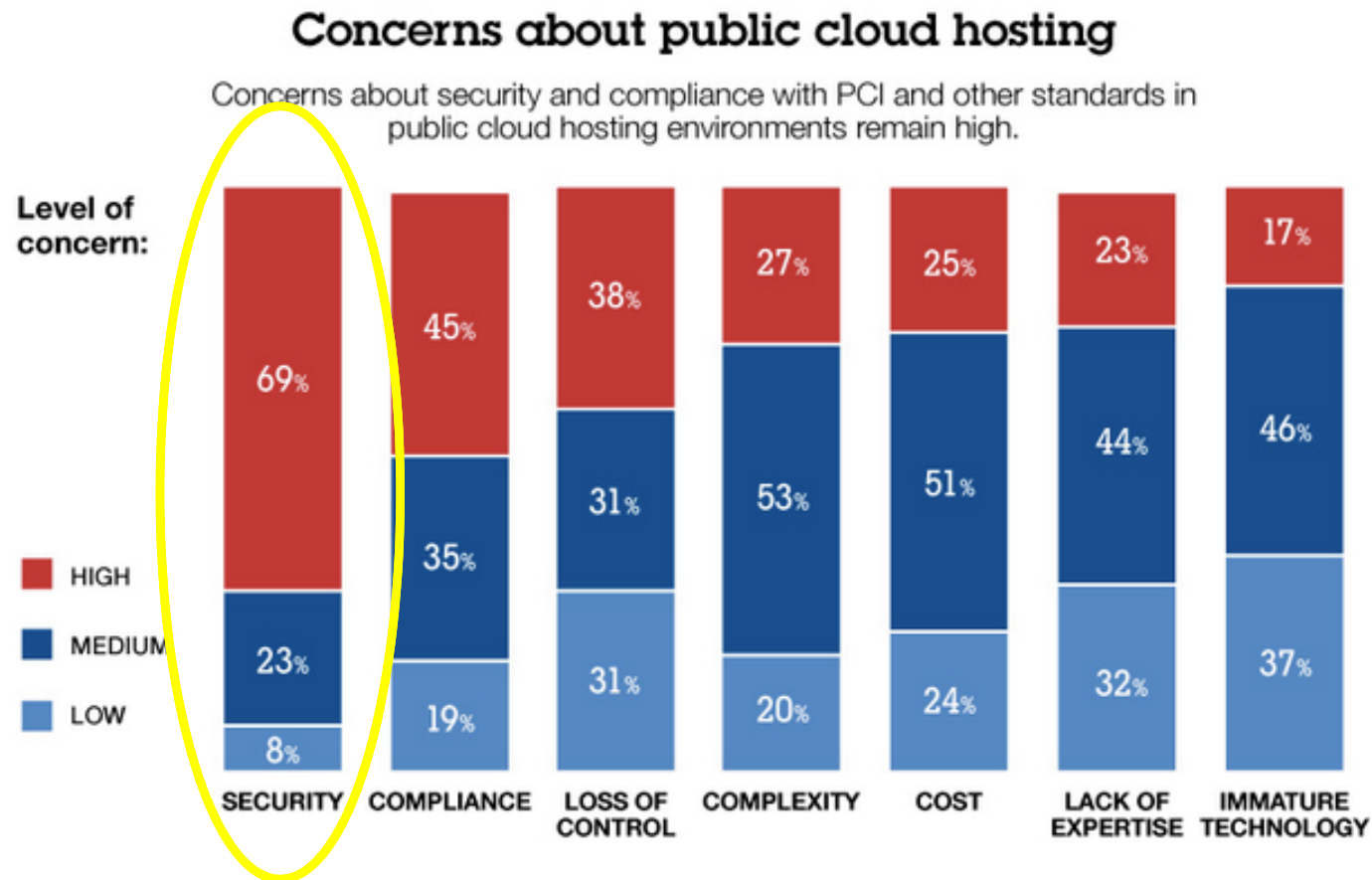
Thank You!

Questions?

www.cloudian.com

“The Leading Provider of Hybrid Cloud Storage”

Is data security a concern for you?



According to a recent 451 Research survey of IT executives, security concerns dwarf other inhibitors to public cloud adoption