



Tarmin GridBank: Healthcare Solutions

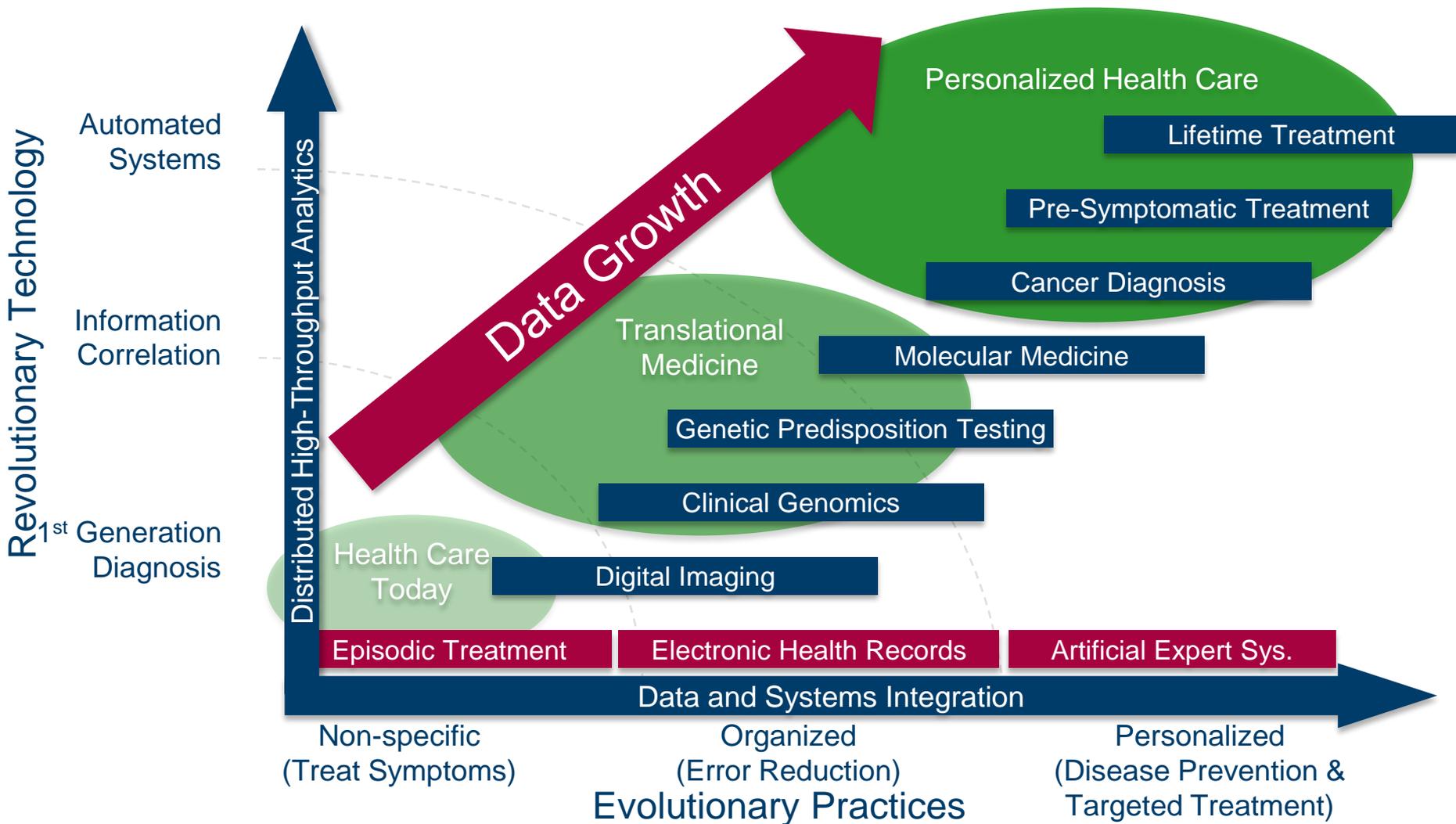
Where Data Defines Value.™

About Tarmin

- Founded in 2007
- Corporate Headquarters: Boston, London
- Pioneer of Data Defined Storage
- Solution: GridBank Data Management Platform



Transformation of Technology in Healthcare Drives Data Growth



Healthcare Data Management Challenges

High Performance

- Rapid access to diagnostic-critical data

Reliable & Protected

- Continuous operation in the presence of faults

Open & Interoperable

- Support heterogeneous PACS environments

Massively Scalable

- Scale to very large, rapidly growing data sets

Long Term Retention

- Retention requirements outlive hardware & media

Multi-Facility

- Secure & scalable to other regions & disciplines

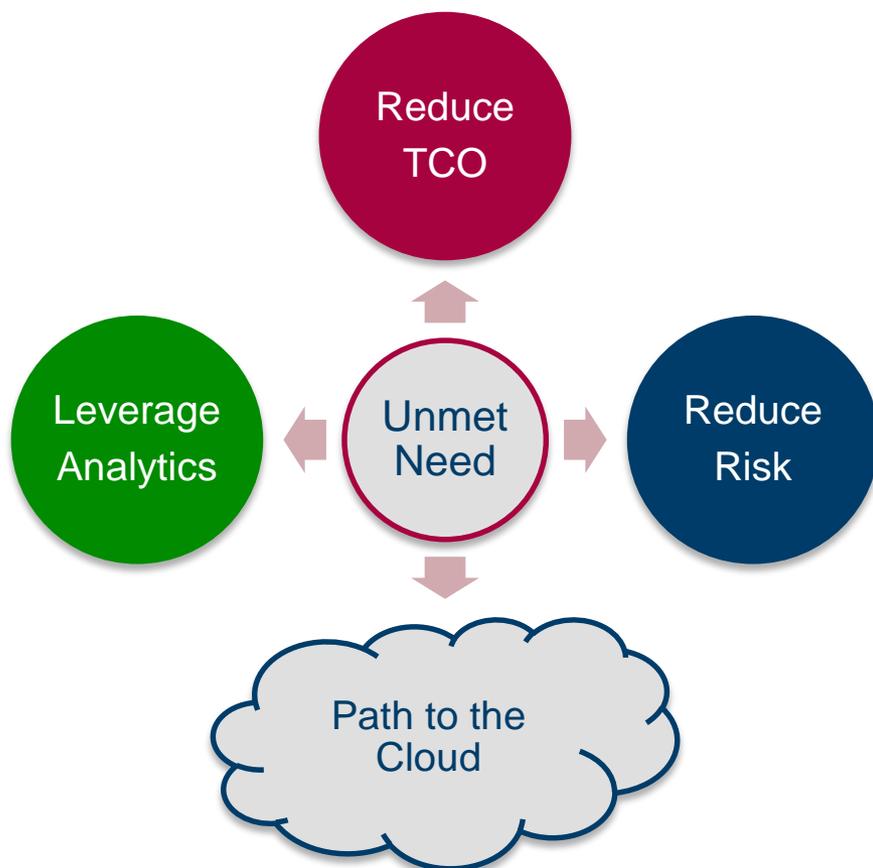
Simple Administration

- Easy to manage & operate

Cost Effective

- Long term affordability

Customer Priorities



Reduce TCO

- Reduce CAPX with no vendor lock in
- Constrain data growth & storage OPEX

Reduce Business Risk

- Meet compliance & regulatory mandates
- Simplify storage & data management

Leverage Analytics

- Drive new revenue streams
- Gain competitive advantage

Path to the Cloud

- Simple, agile cloud migration model
- Transparent, non-disruptive transition

GridBank Feature Set

Reduce TCO

- Optimize Data Storage & Limit Volume Growth
- Reduce TCO with Data Consolidation
- Evade Data Silos with Media Independence

Mitigate Risk

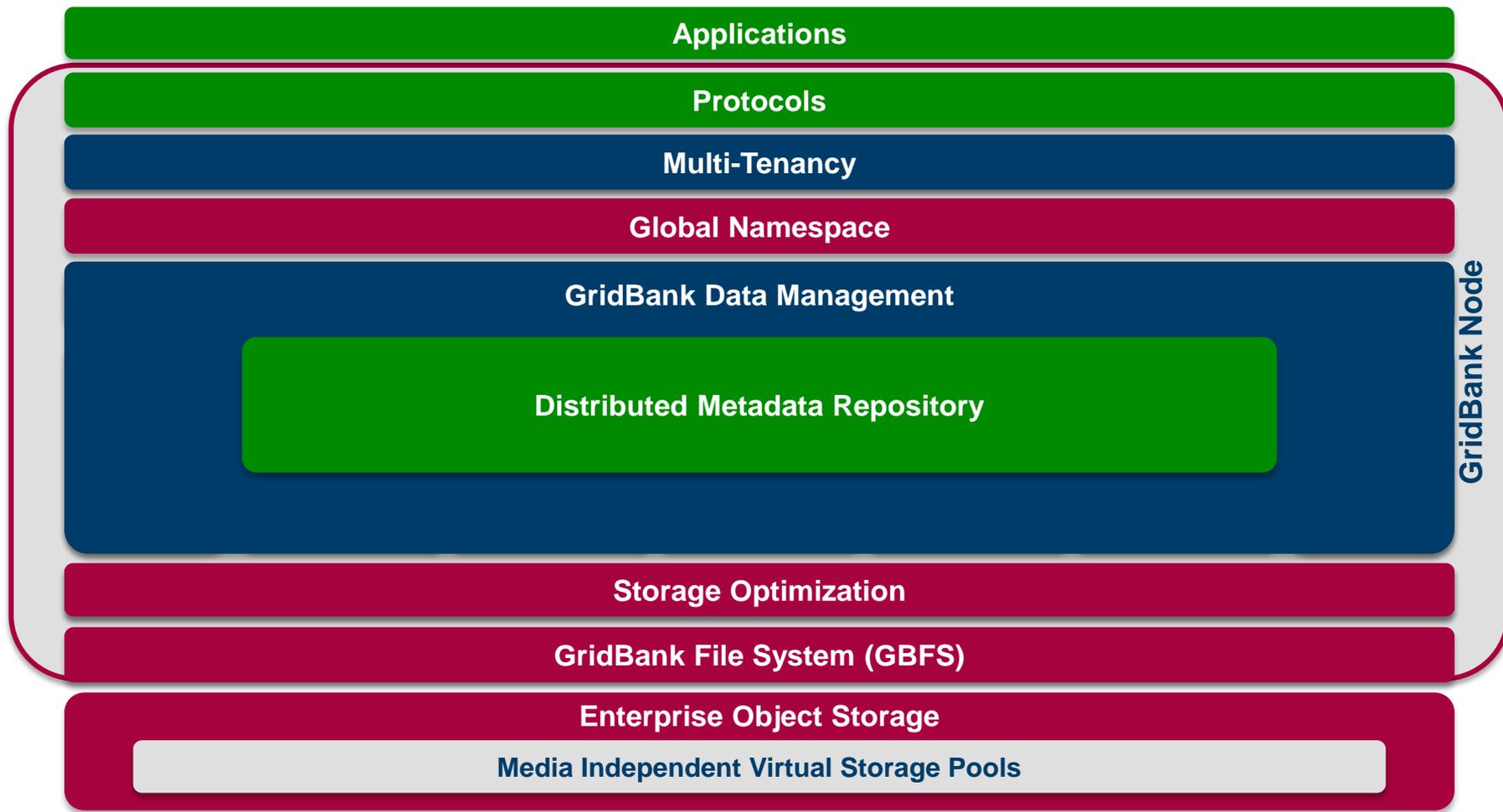
- Information Governance for Compliance
- AD-Integrated Security & Authentication
- High Availability Global Replication & BYOD

Enhance Patient Outcomes

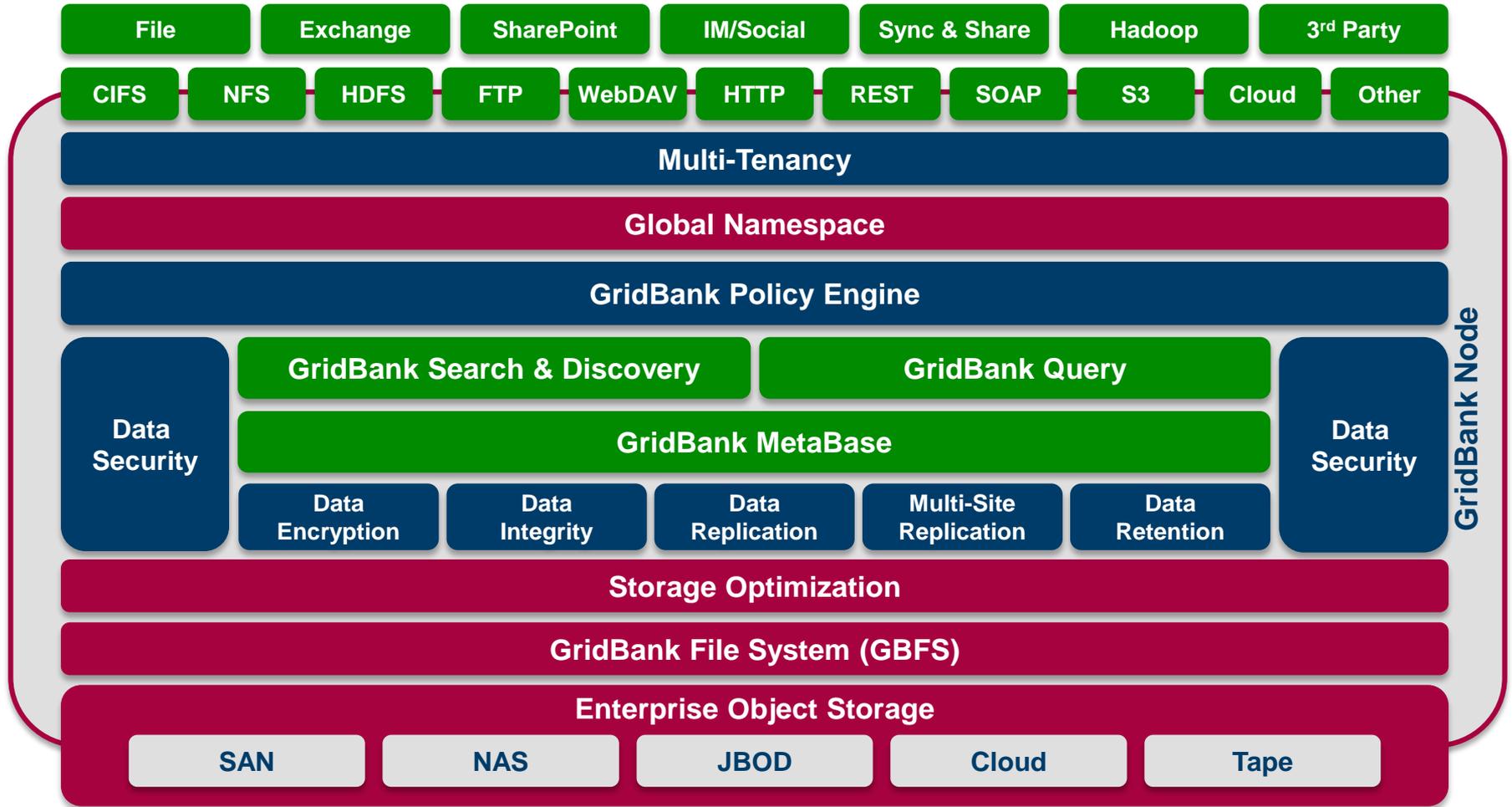
- Enterprise-wide Unified Search & e-Discovery
- On Demand Access to Business Critical Data
- Maximize Return on Data with Big Analytics



GridBank Solution



GridBank Solution



GridBank File System for Reduced TCO

Consolidated Infrastructure for Operational Efficiencies

- Eliminates storage silos
- Increases utilization
- Massively scalable to multi-PB

Optimized Price Performance

- Distributed Object Dedupe & compression limits volume growth & footprint
- Flexible & dynamic multi-site features
- Automated, policy-based self-management

Simplified Administration

- Easy to operate & centrally managed
- Fault tolerant & self-healing
- Improved FTE/TB ratio

GridBank Data Management for Reduced Risk

Data Governance

Policy-Based
Retention
Periods

Legal Hold for
Litigation
Proceedings

Data Security & Integrity

Consistency
Check Report

Tamper-Proof
Storage

Confidentiality

Prevent
Unauthorized
Access

Data
Encryption

Audit

Real-Time &
Historical
Audit
Records

Object
Insertion,
Access,
Deletion Audit

Understanding at the Data Layer

- Ingestion & indexing of over 550 types of file format
- Application archiving for Exchange, SharePoint & LOB applications
- Industry-specific file type modules for core verticals

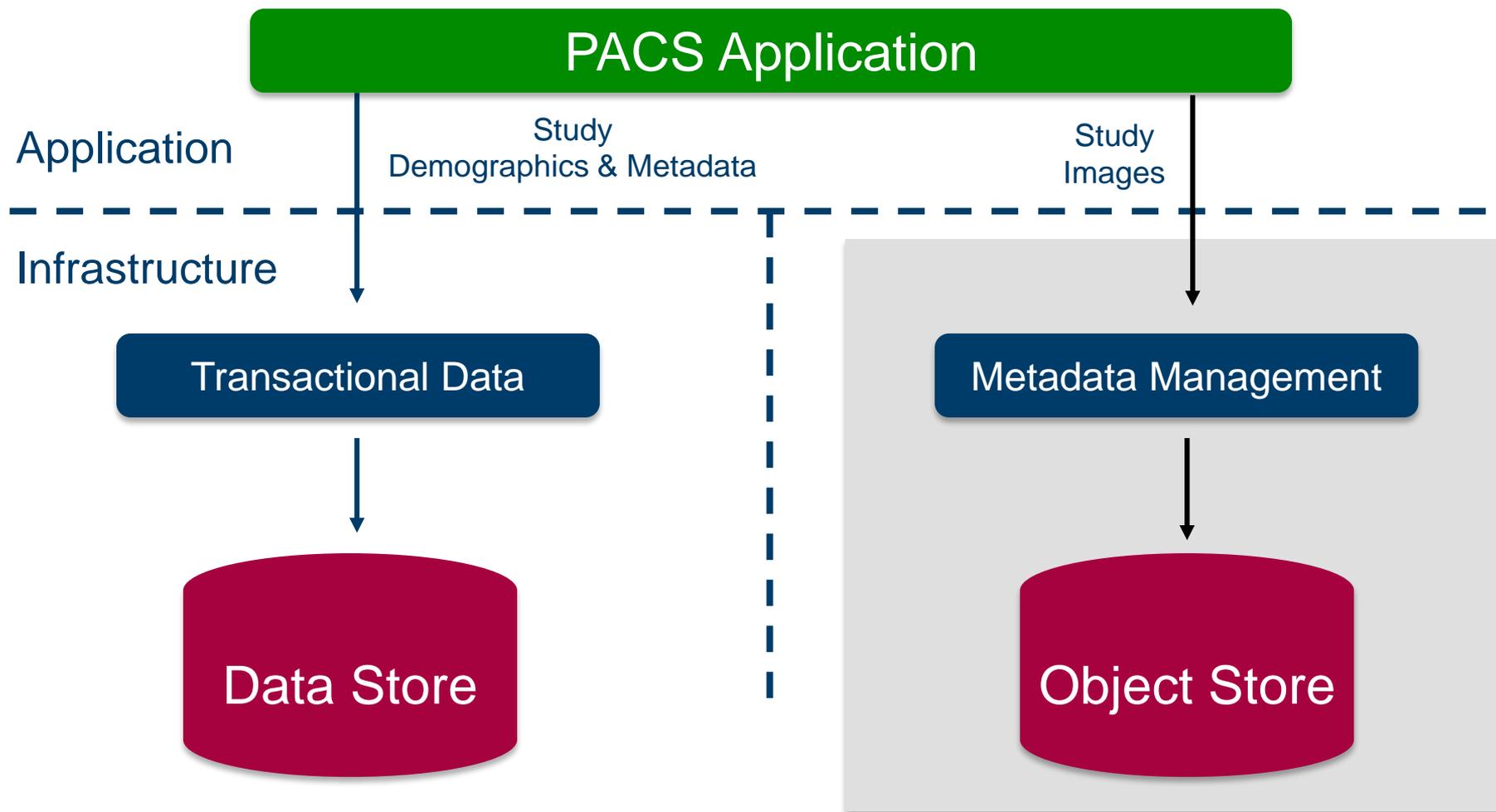
Accelerate Access to Critical Data

- On-demand high availability access to critical information
- Unified search across all consolidated data sources
- Enhance patient outcomes with optimized search

Maximize Return on Data

- Big analytics integration framework for insights & decision-making
- Gain flexibility & agility in innovative responses to dynamic markets
- Increasing returns to data volume; more data == more value

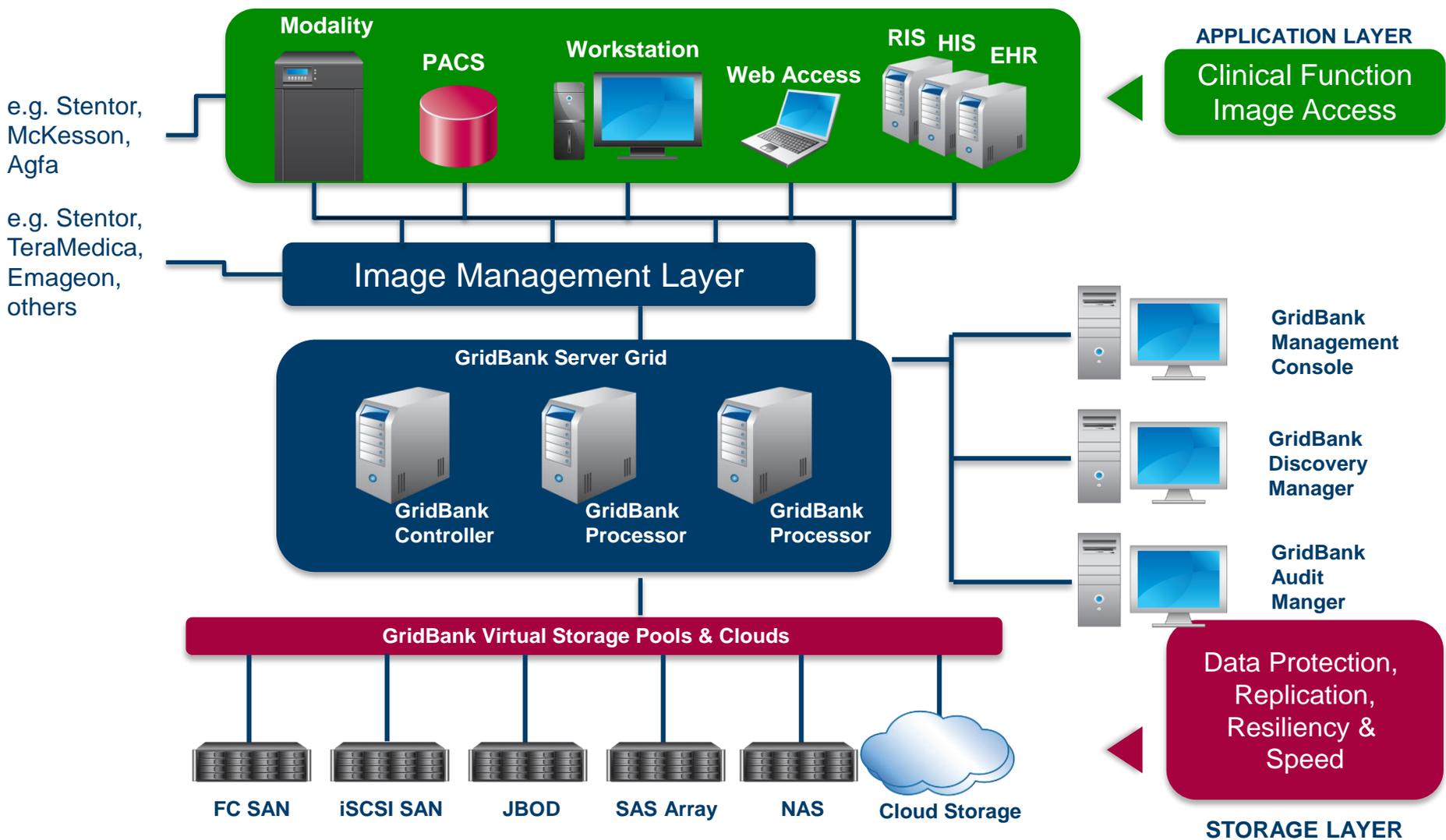
PACS and Imaging Architecture



Application Integration

Vendor	Applications	Protocol
Philips/Stentor	EasyAccess XCelera iSite	NFS CIFS DICOM (roadmap item)
FUJI	Synapse	CIFS
AGFA	IMPAX	CIFS/NFS
GE	Cardiolink Enterprise Archive	CIFS
Camtronics	Vericis	CIFS

GridBank Healthcare Architecture



Healthcare Industry Use Case

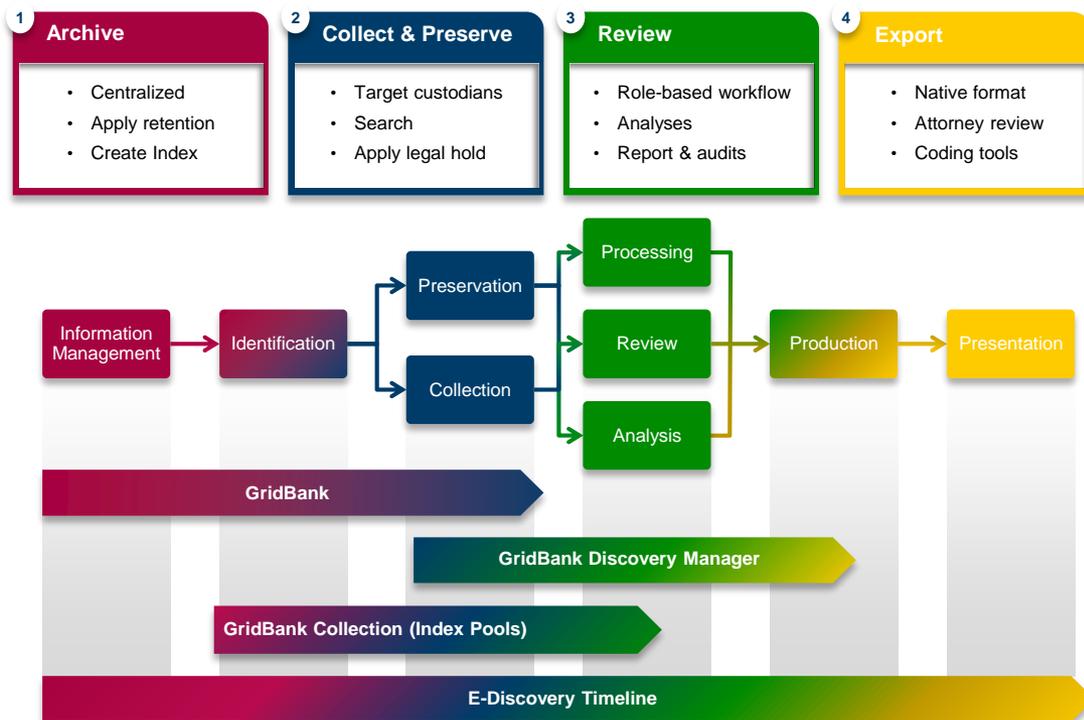
E-Discovery Process

Healthcare Use Case

- Multi-Site UK Hospital with 8500 Employees
- Specialized Neurosurgery Services
- 100TB of Unstructured Data
- Consolidating & Archiving Inboxes & PSTs
- Regulatory Compliant Retention Program
- Improve e-Discovery Efficiency

Tarmin Solution

- GridBank Cloud Storage & Object Dedupe
- Archival of Radiology Images & Email Data
- Automated Vaulting to Central Repository
- Integrated e-Discovery & Search



Awards & Recognitions



Testimonials

"The rapid growth of our company is generating more and more data... GridBank allows us to store and protect our G&G data and create a platform for improving business efficiency while reducing TCO"



- David Edwards, Group Head of Information Systems, Premier Oil, Plc.

"We are very impressed with GridBank and see it as an important part of our strategy for ensuring customers achieve unmatched value from their relationship with brightsolid"



Richard Higgs, Managing Director, brightsolid Online Technology

"The object platform industry is just getting started in capturing a bigger piece of the scale-out unstructured data storage... opportunity, which IDC has forecast will be worth \$27 billion by 2017 and is... becoming known as the "data-defined storage" market."



- Ashish Nadkarni, Research Director, Storage Systems, IDC

GridBank Benefits: Healthcare

Reduced Total Cost of Ownership

- Higher storage utilization with simplified management & administration

Extensible & Scalable

- Across all medical disciplines, applications & locations

Compliance & Information Governance

- Simple & efficient regulatory compliance

Improved Uptime & Reliability

- Real-time business continuity

Empower Healthcare Networks

- Storage hardware agnostic & PACS application understanding

Enhanced Patient Outcomes

- Timely access to mission critical patient data to enhance outcomes

GridBank Benefits

Data Defined Storage

- Takes a single, holistic, comprehensive data centric approach
- Consolidates application data across large, distributed locations & cloud
- Provides big data insight & analytics & application integration

Data Consolidation

Massively Scalable
Architecture

Reduce
TCO

Enhance Operational
Efficiencies

Data Management

Simplify Data
Management

Enforce
Compliance

Reduce
Business Risk

Data Value

Improve Business
Agility

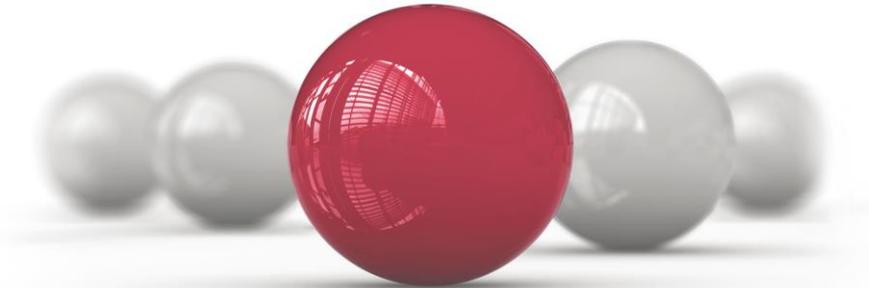
Drive Revenue
Growth

Increase Competitive
Advantage



Thank You!

Questions & Answers



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