



# **Data Defined Storage: The Path to the Cloud**

**Where Data Defines Value.™**

## About Tarmin

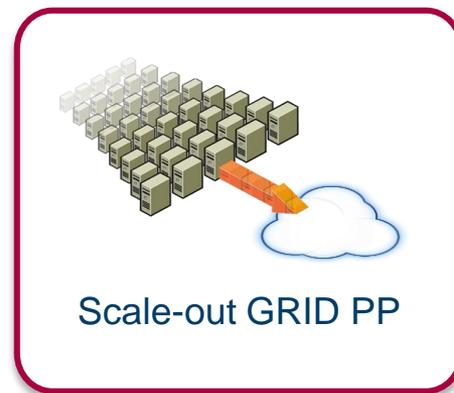
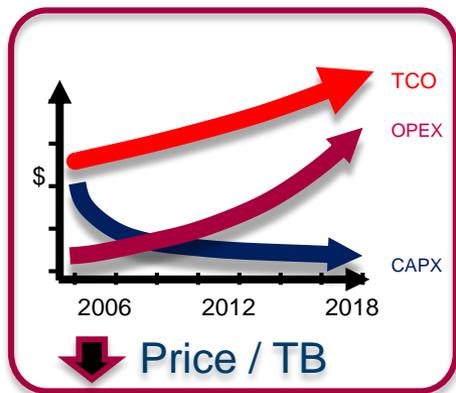
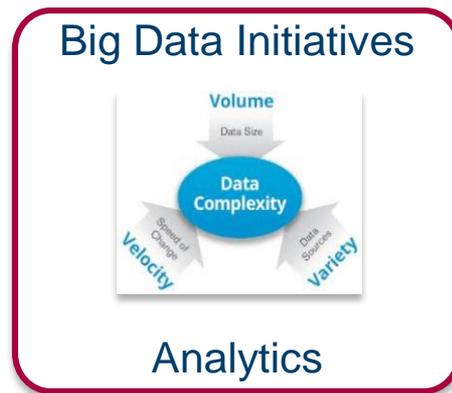
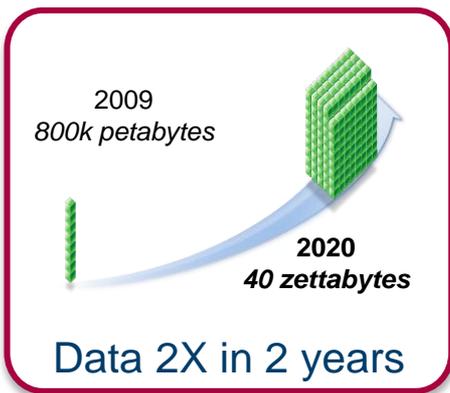
- Founded in 2007
- Corporate Headquarters: Boston, London
- Pioneer of Data Defined Storage
- Solution: GridBank Data Management Platform



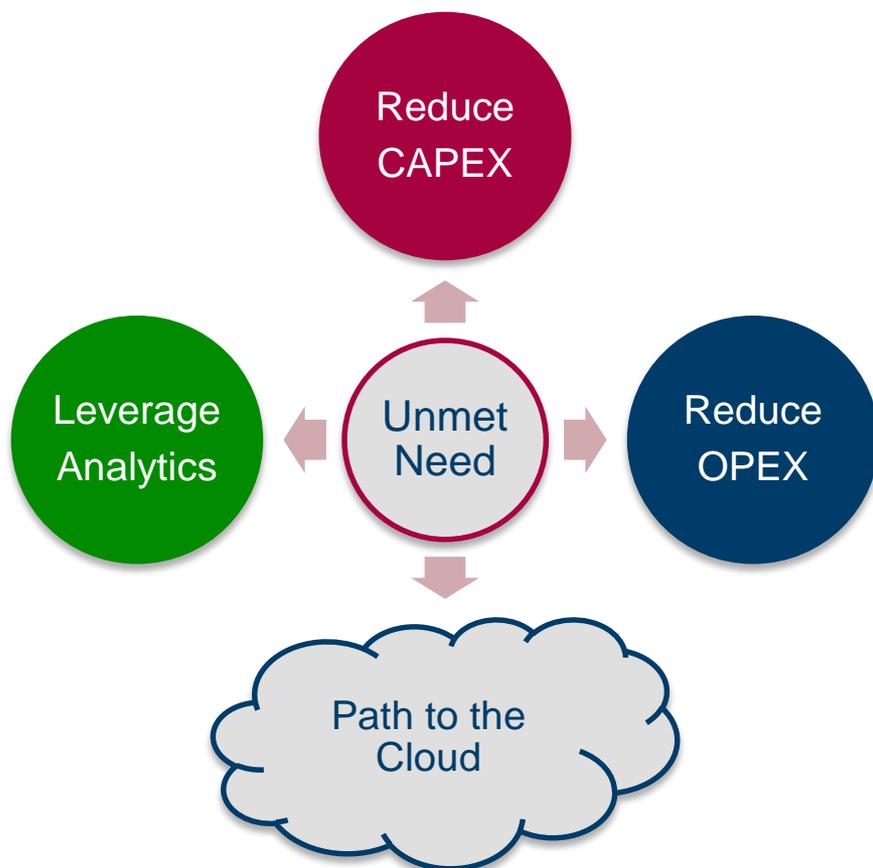
Archiving & Compliance  
Product of the Year



# Data Factors of Change



# Customer Priorities



## Reduce CAPEX

- No vendor lock in
- Flexible infrastructure choices

## Reduce OPEX

- Constrain accelerating data growth
- Reduce data storage & management cost

## Leverage Analytics

- Drive new revenue streams
- Gain competitive advantage

## Path to the Cloud

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

# Path to the Cloud

## Transparent Transition

- Non-disruptive transition to the cloud
- Application aware solution for 3rd platform
- Application integrations & certifications

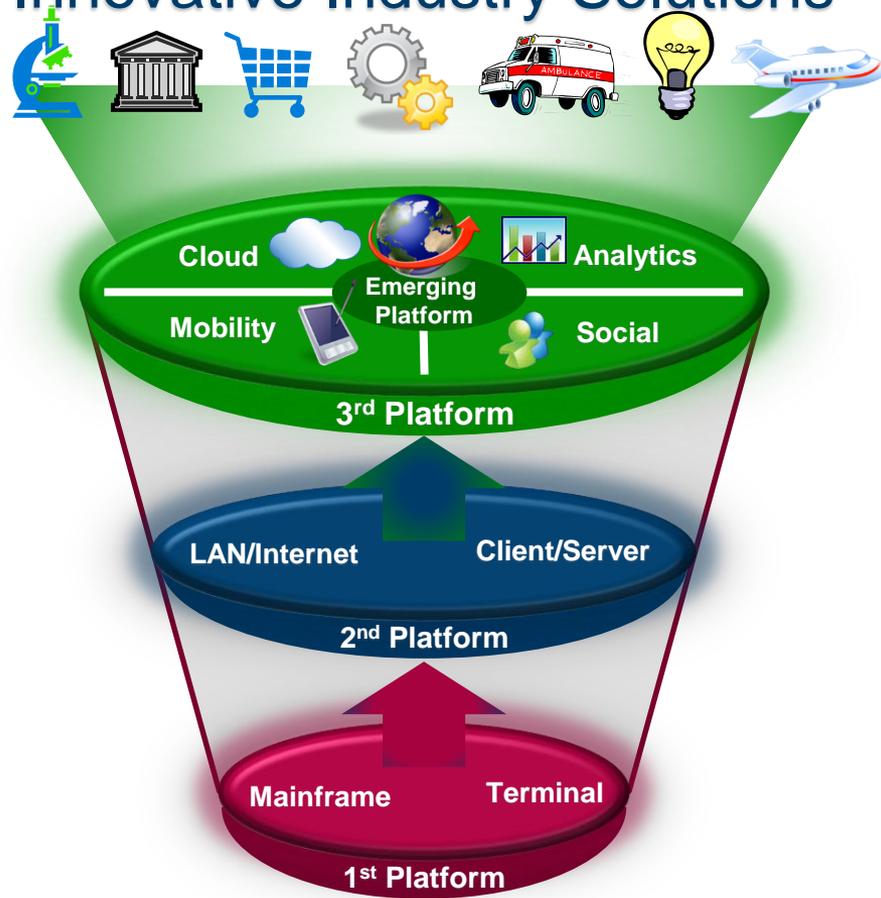
## Platform 3 Benefits

- Reduced total cost of ownership
- Enhanced business agility
- Information & data mobility with BYOD
- Business transformation opportunities

## Platform 1 to 2 Transition

- Platform 1 to 2 expensive & costly process
- Required costly recoding & migration effort
- Client/Server sometimes layered on top of legacy solutions to avoid pain

## Innovative Industry Solutions



# Tarmin GridBank Offering

## GridBank File System

- Flexible Infrastructure Choices Evading Hardware Lock-In & Reducing CAPEX
- Media Independent Enterprise Object Storage for Multiple Petabyte Scalability
- Modular Architecture Enables Flexible Utility Pricing Model

## GridBank Data Management

- Secure & Compliant End-to-End Data Protection with Logical Client Separation in Multi-Tenancy
- Deduplication & Compression Restraining Internal Client Data Growth
- Comprehensive Policy-Driven Unstructured Data Management Functionality Delivered as-a-Service

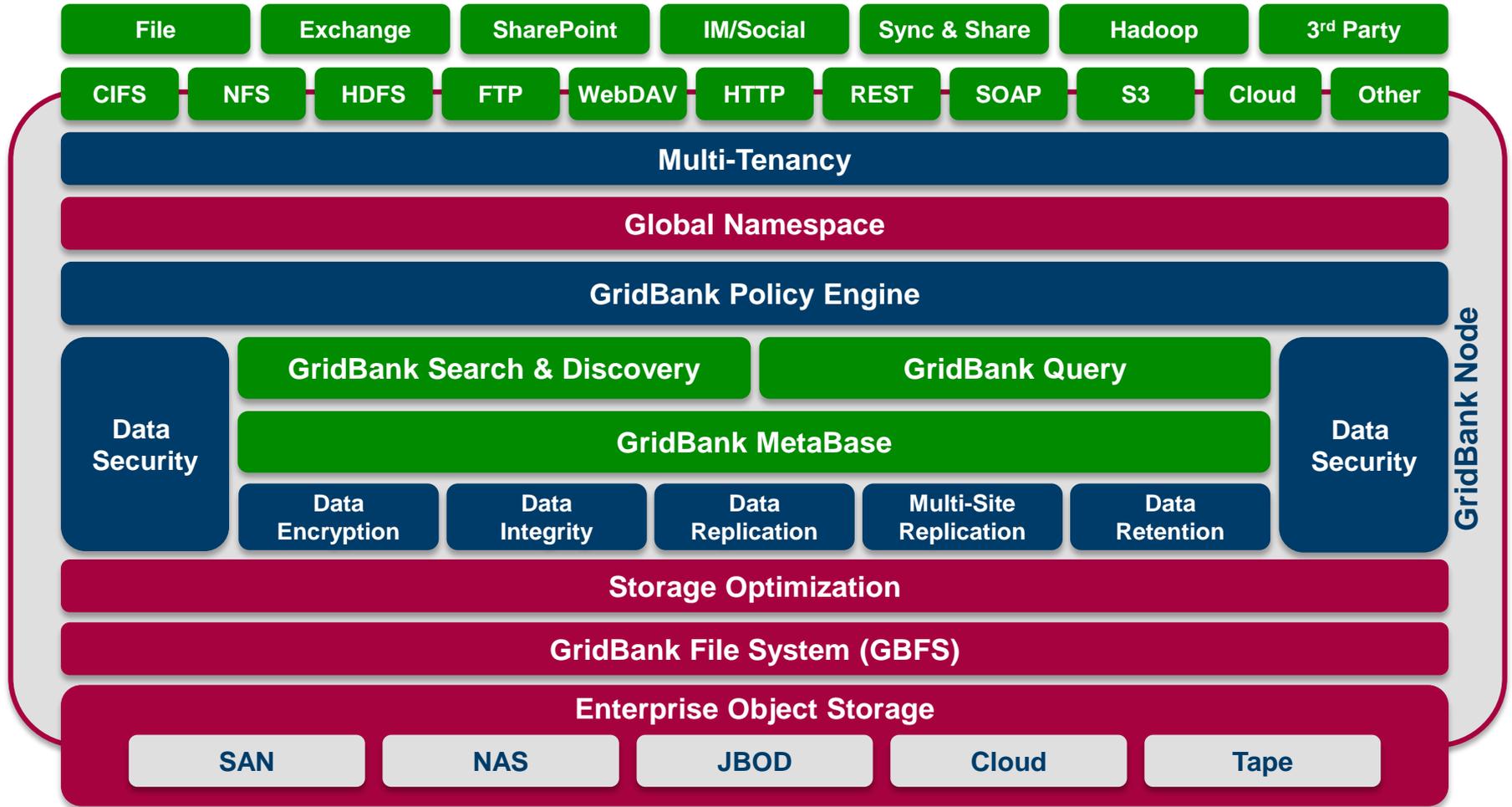
## GridBank MetaBase

- Distributed Metadata Repository for All Unstructured Data Sources
- File Property, Full Text Content & Custom Metadata Embedded into Infrastructure
- Enterprise Data Search & Discovery across 550+ Unstructured File Types

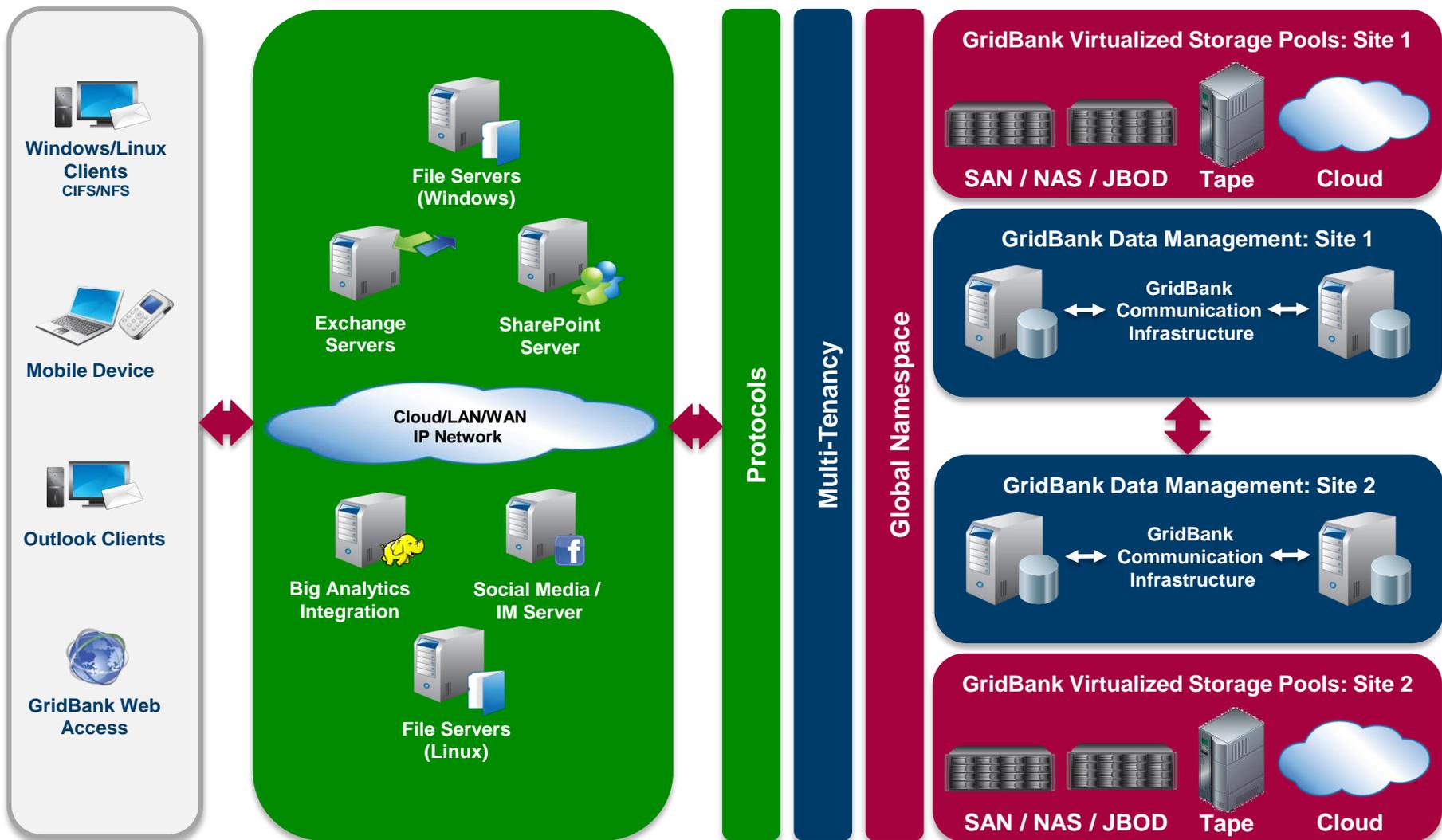
## Path to The Cloud

- Deployed On-Premise or in the Private/Public/Hybrid Cloud
- Integration with Exchange, SharePoint, Social Streams, IM, Hadoop & Cloud Protocols
- Supports Cloud Transformation for All CIFS/NFS Compatible Applications
- Enabling Application Integration Platform through Extensible API

# GridBank Solution



# Deployment Diagram



# MSP Objectives

## Reliability, Availability, Serviceability

- Deliver Automated, Scalable Solutions to Meet SLAs
- Reduce Service Delivery TCO via Operational Efficiencies

## Enhance Services Offerings

- Broaden Services Offerings for Incremental Customer Value
- Improve Customer Retention for Long Term Return

## Improve Customer Business Agility

- Provide Global Data Accessibility across All End User Devices
- Enable Business Insights through Information Infrastructure

## Enable Business Transformation

- Simplify Path to the Cloud for Customer Acquisition
- Provide Enabling Platform for Solution Integration

# Customers on Data Defined Storage

"The rapid growth of our company, is generating more and more data, much of it in isolated pools. [GridBank] will allow us to organize, 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] have determined that data centricity is instrumental to our success in meeting [compliance] expectations... [GridBank] provides a robust solution that... consolidates our storage and facilitates heightened operation of research."

- Richard Christie, Assistant Director for Research, IT Services at QMUL



"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



# Summary

## Data Defined Storage

- With GridBank, Tarmin is Pioneering Data Defined Storage
- Tarmin Addresses Unmet Need in Storage & Data Management
- Data Centric Approach to Growing Data Challenges

## GridBank Data Management Platform

- Consolidates Data across Silos with a Massively Scalable Model for Reduced TCO & Enhanced Operational Efficiencies
- Automates Data Policies to Protect Information & Enforce Regulatory Compliance for Reduced Business Risk
- Monetizes Data with a Data Centric Approach for Improved Business Agility, Revenue Growth & Competitive Advantage
- Provides a Transparent & Non-Disruptive Path to the Cloud

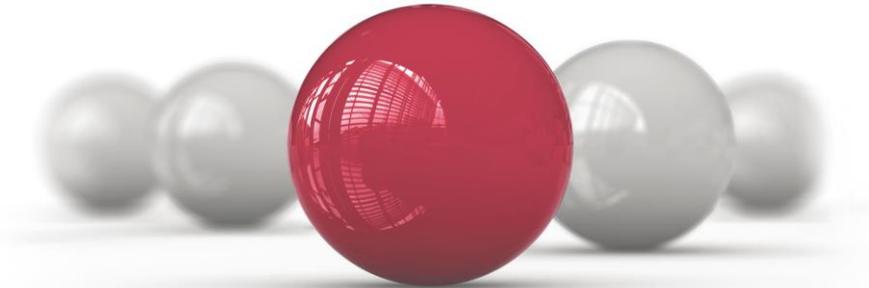
## Tarmin Partnership

- Tarmin Delivers Game Changing Differentiation with Data Defined Storage
- Raises Discussion from Cost/TB to Strategic Value from Data
- Delivers Higher Margin Solution Opportunities & Path to the Cloud



***Thank You!***

***Any Questions?***



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