



SANDIAL™

The Storage Network Backbone

The Next-Generation Storage Network Architecture
Paul Marichal, CTO



Company Profile

- **Background:**

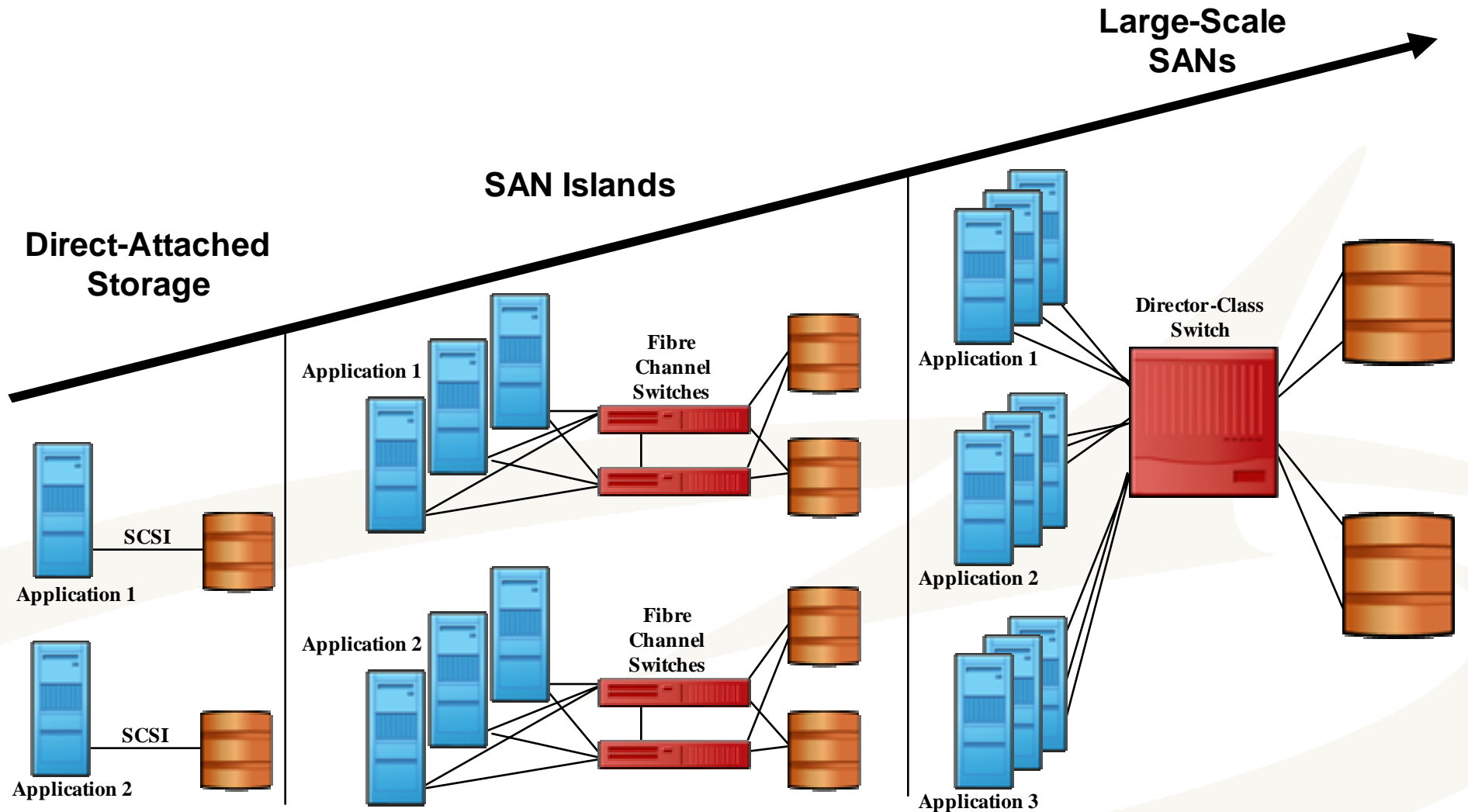
- Founded in August, 2000; Headquartered in Portsmouth, NH
- 76 Employees (52 Development/QA – 3:1 Software:Hardware)

- \$64M invested



- **Vision:** Building the Storage Network Backbone as an independent utility
- **Initial Product:** “Shadow 14000” Industry’s first Storage “Backbone” Switch
- **Target Market:** “Global 2000” Data Center SAN Backbone -- back-office data centers
- **Market Opportunity:** \$1B growing at 25% year-to-year; \$4B overall switch market
- **Business Summary:**
 - Shadow 14000 generally available in October 2003
 - Uniquely differentiated and defensible technology innovation for multiple product families
 - Recognized as one of four viable core switch companies (RBC Capital)
 - “ConnectIQ” network intelligence foundation for new software product suite
 - 20+ customers since entering general availability -- \$2M in business– largest customer \$400k

The Maturing SAN Architecture



Today's "Black Box" Storage Network



**Much time and money
dedicated to optimizing hosts
for application performance**

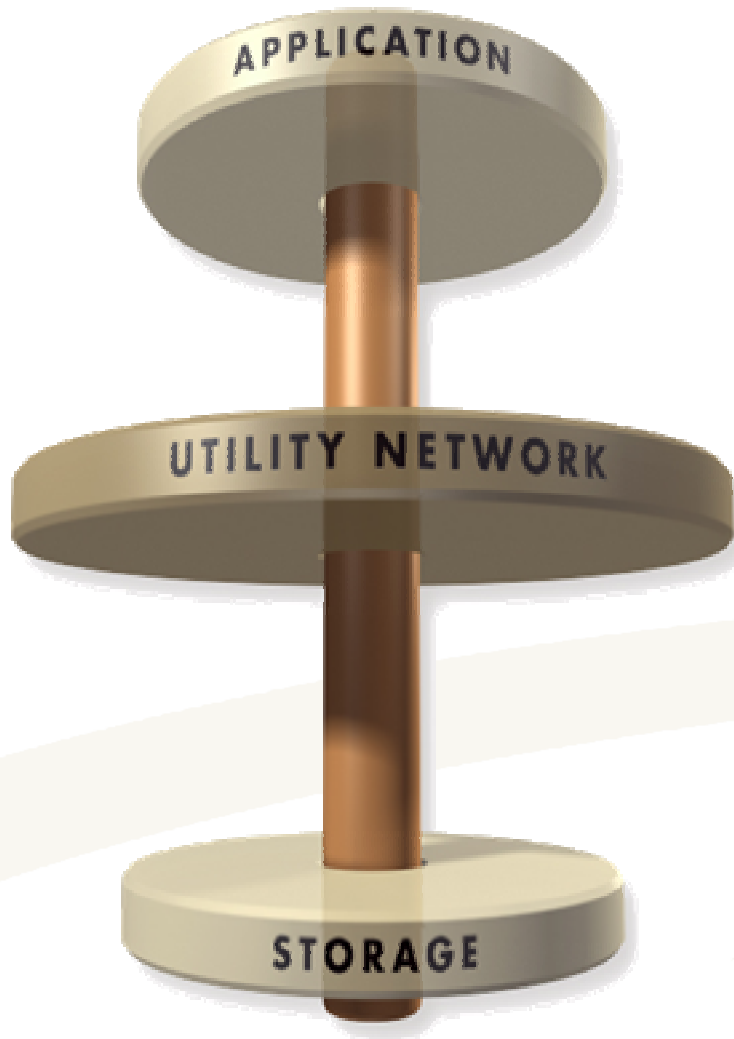


**The storage network is critical
to upholding application
performance, but is a virtual
"black box", with minimal
visibility or control
characteristics**



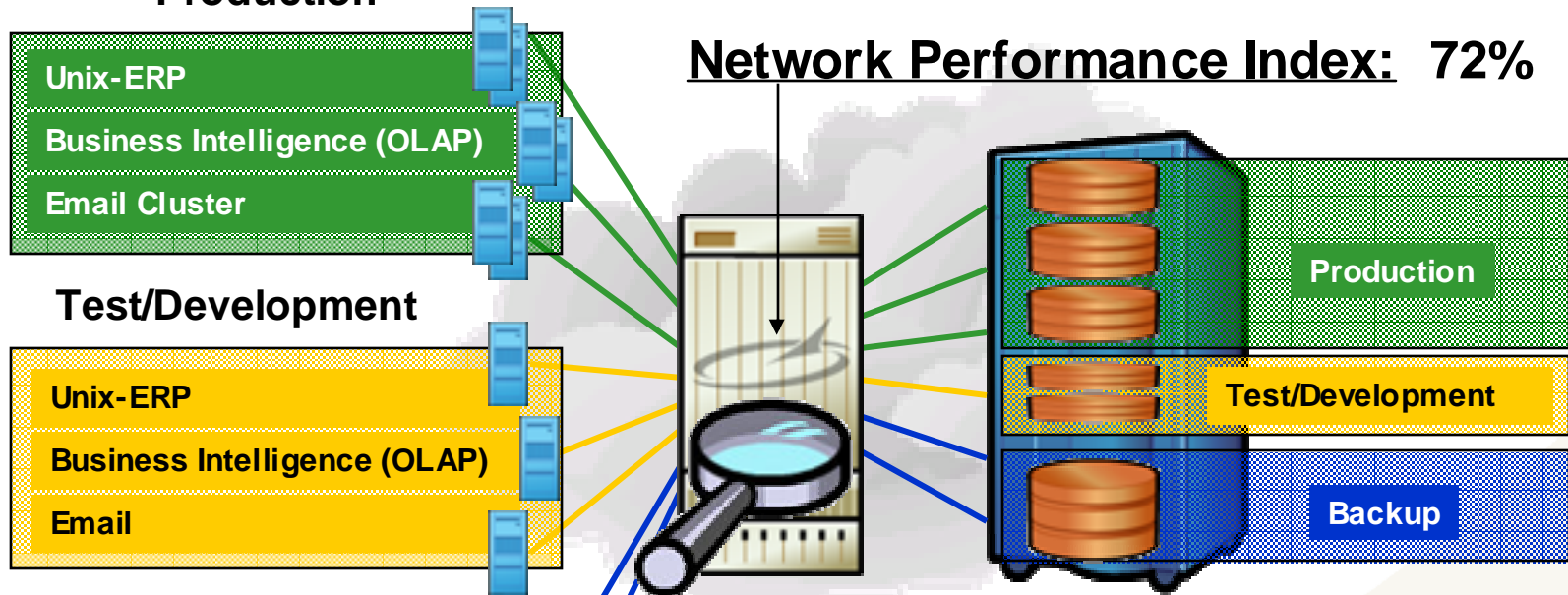
**Storage systems are
comprehensively maintained to
support performance and availability**

Requirements for the Storage Network Backbone






- **Enable strategic and independent architecting**
- **Align application and storage resources to meet business priorities**
- **Identify and diagnose harmful network congestion**
- **Provide JIT network bandwidth to uphold application performance**
- **Protect businesses from application “brownouts”**

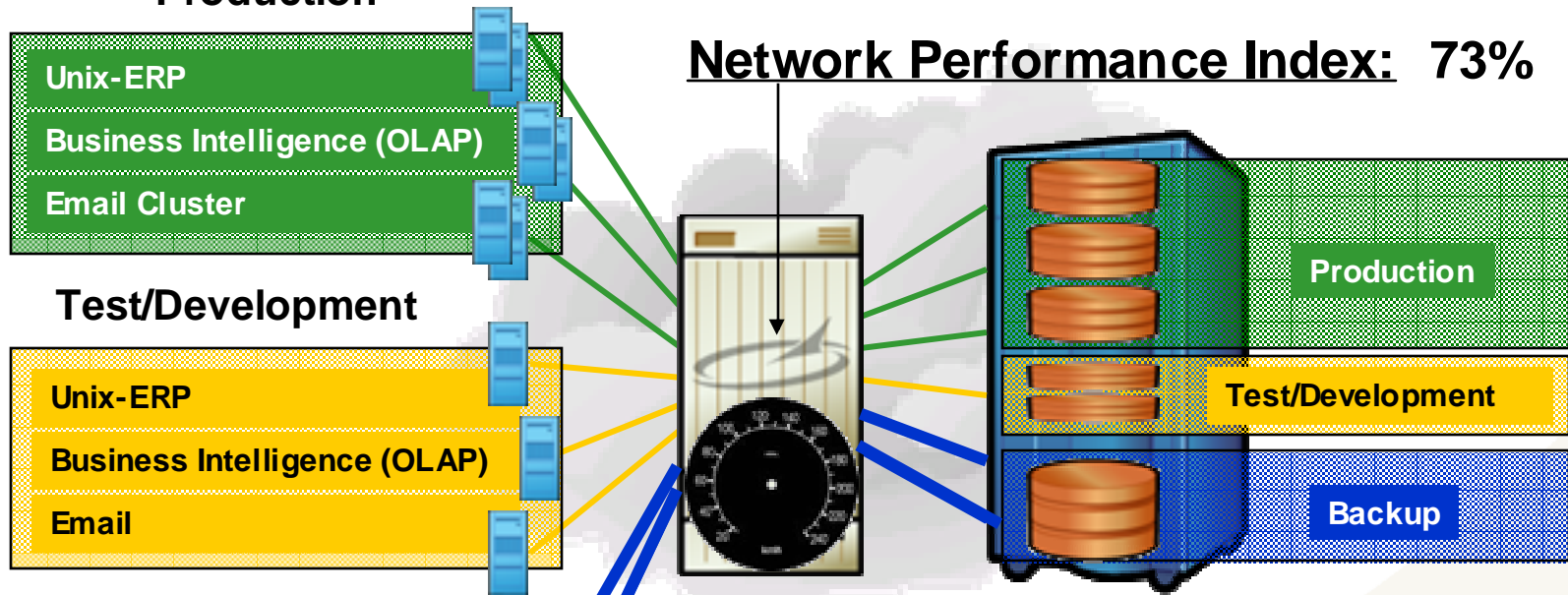
Storage Backbone Visibility: Diagnosing Performance Issues






Network Performance Index: 72%

| Policy Group | Performance Index |
|--|-------------------|
|  Production | 80% |
|  Test/Development | 75% |
|  Backup | 45% |

Storage Backbone Control: Improving Network Performance



| Policy Group | Performance Index |
|--|-------------------|
|  Production | 75% |
|  Test/Development | 75% |
|  Backup | 65% |



The Storage Network Backbone: A New Era of SAN ROI

- **Advances Storage & Server Consolidation**
- **Creates Next Generation SAN “Backbone” ROI**
- **Guarantees Application Bandwidth On Demand**
- **Optimizes SAN Utilization & TCO**
- **Enables Industry’s First True Intelligent SAN Architecture**
- **Protects Performance-Sensitive Applications from Costly “Brownouts”**



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