



Tarmin GridBank: The Premier Data Defined Storage Solution

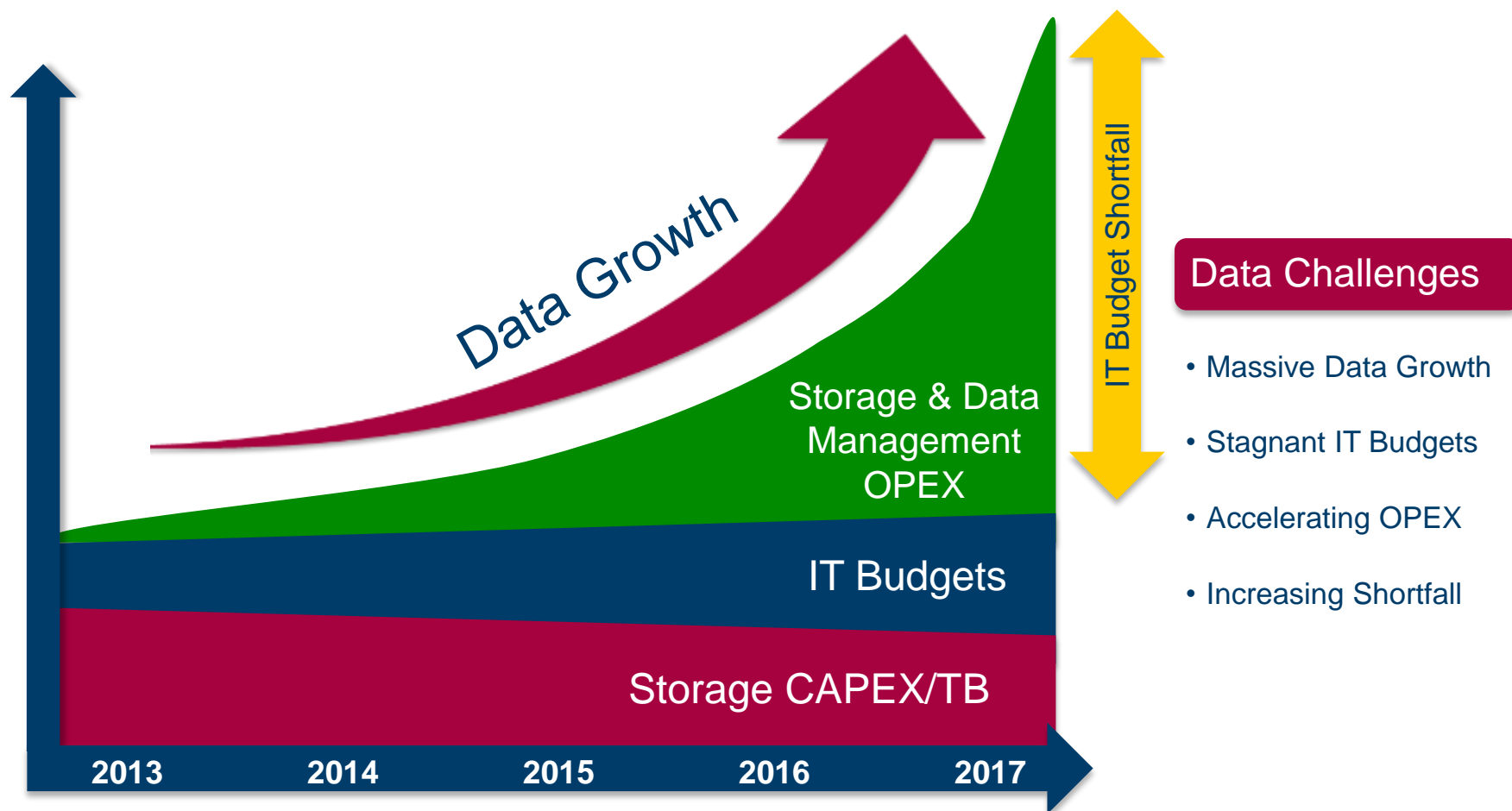
Where Data Defines Value.™

About Tarmin

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



Unstructured Data Challenges



Unstructured Data Challenges

Data Growth

- Exponential unstructured data growth driving increased data storage cost

Data Silos

- Limited access to data between business units, locations & proprietary hardware silos

Data Risk

- Increasingly stringent regulatory & legal compliance mandates

Data Protection

- Multiple solutions required for data disaster prevention, retention, disposal & immutability

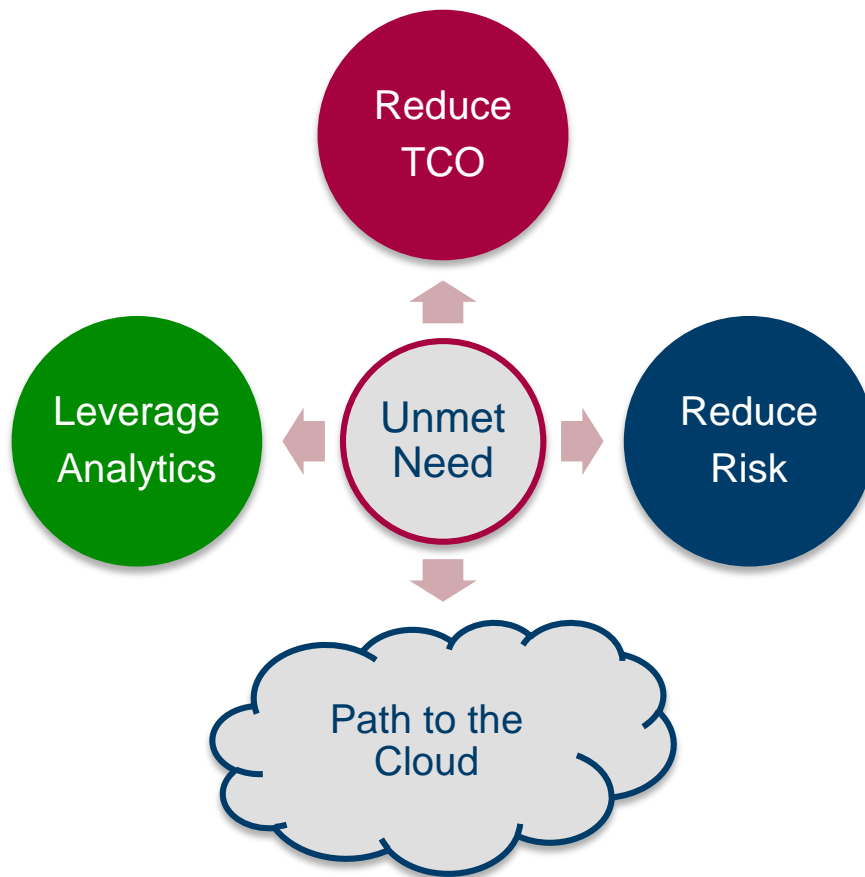
Data Discovery

- Restricted search capability across massively complex data repositories

Data Value

- Storage is seen as a cost center versus a strategic business enabler

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

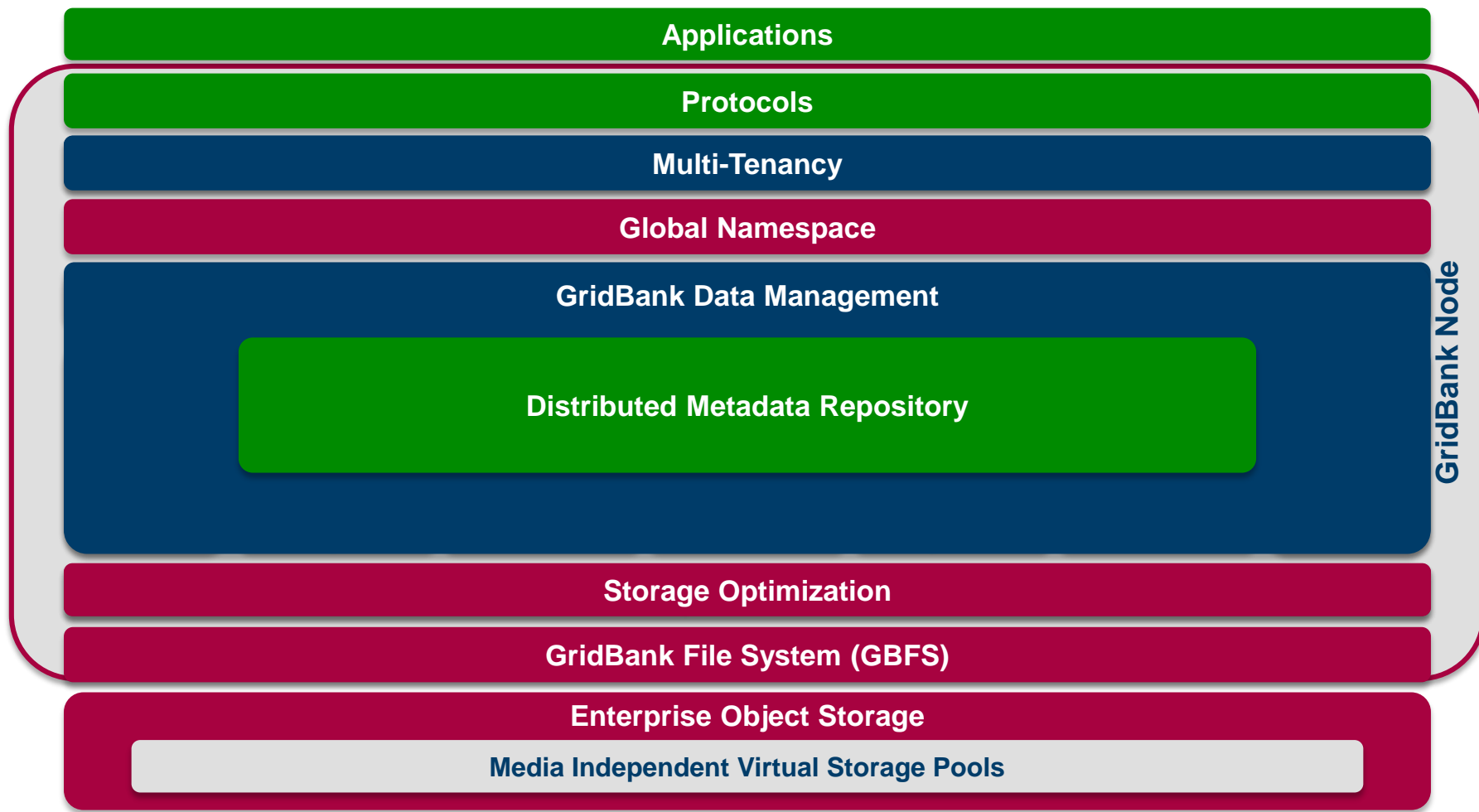
- Information Governance for Compliance
- AD-Integrated Security & Authentication
- High Availability Global Replication & BYOD

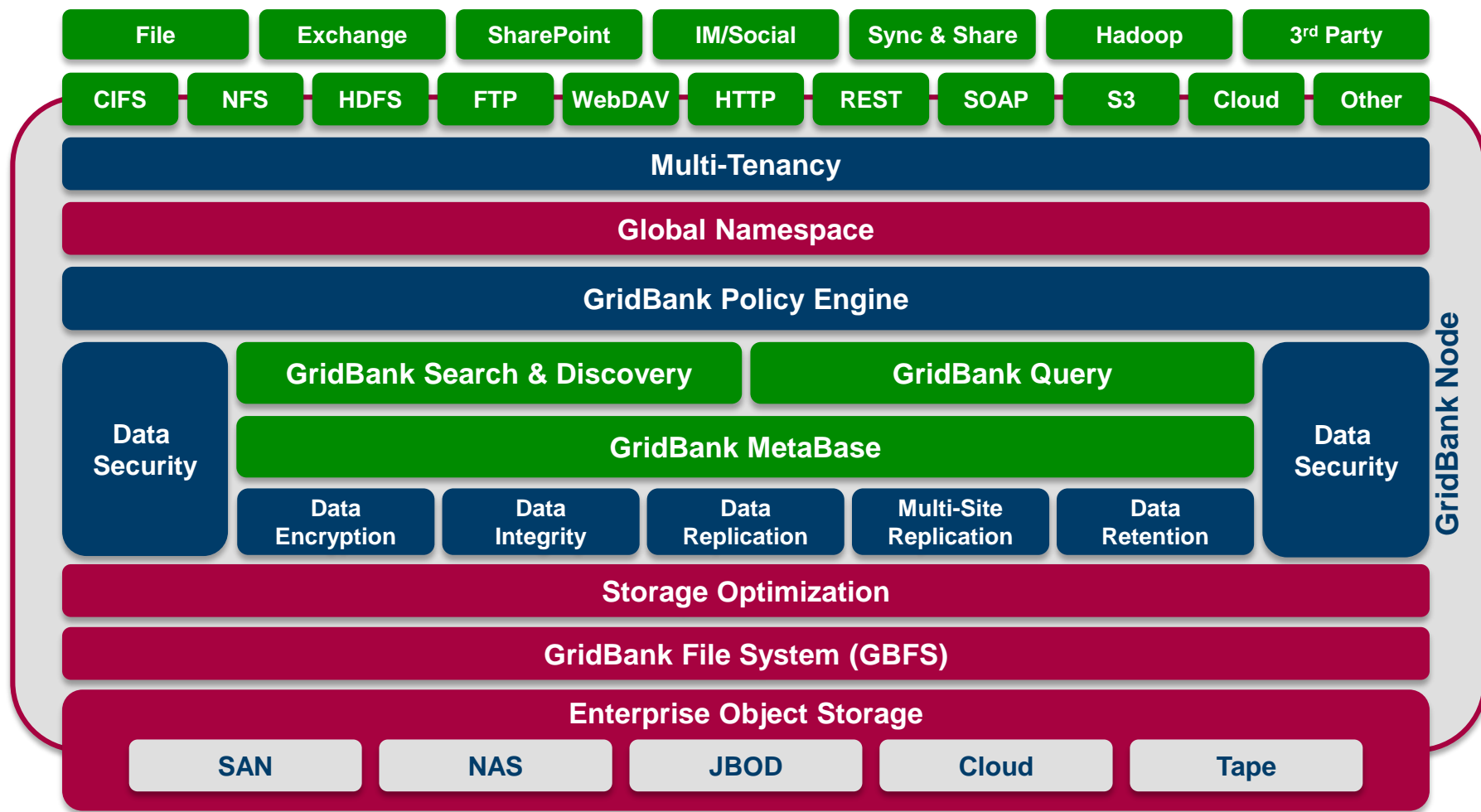
Grow Business Potential

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

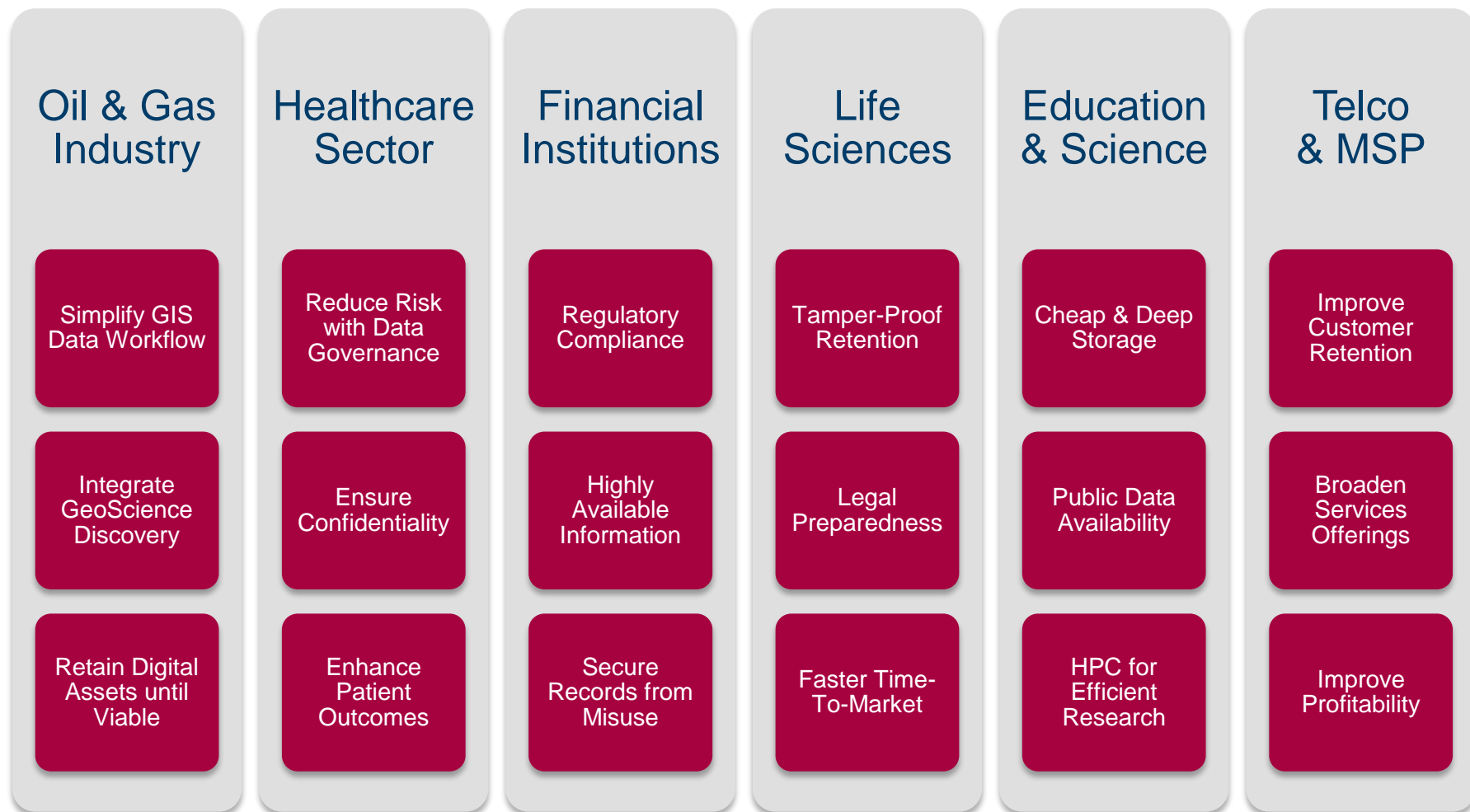


GridBank Solution





Key Benefits by Vertical



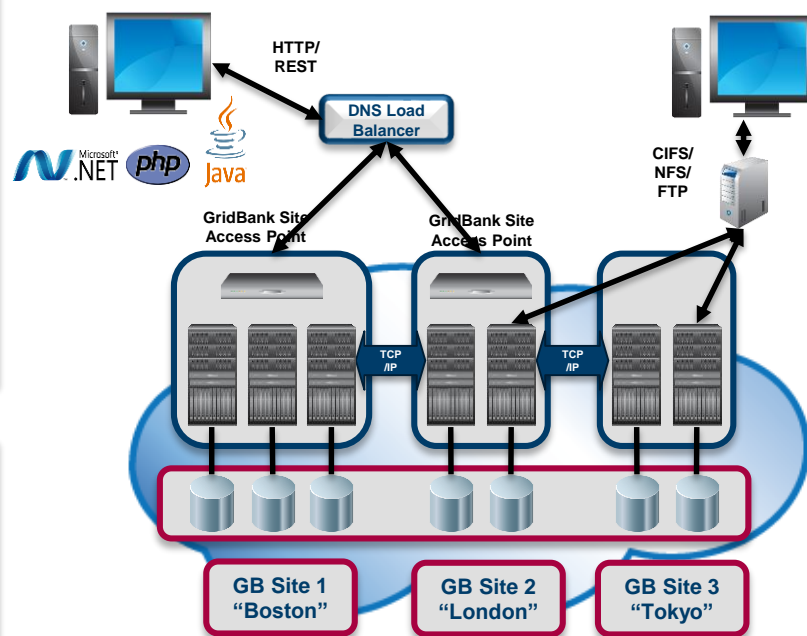
Oil and Gas Use Case

Oil & Gas Use Case

- Global Upstream Oil & Gas Exploration & Discovery Operations
- Massive Data Growth from Seismic Resolution
- Consolidation Across Heterogeneous Storage Arrays after M&A Activity
- Continuous Access to Distributed End Points
- Single Point of Truth for All Corporate Data
- Long Term Digital Access Retention

Tarmin Solution

- GridBank Sites Multi-TB Array
- Variable Chunk Object Dedupe & Compression
- Global Namespace File System Virtualization
- Site-Based Data Replication & Integrity Checking
- Policy-Based Archival & Information Governance



Healthcare Industry Use Case

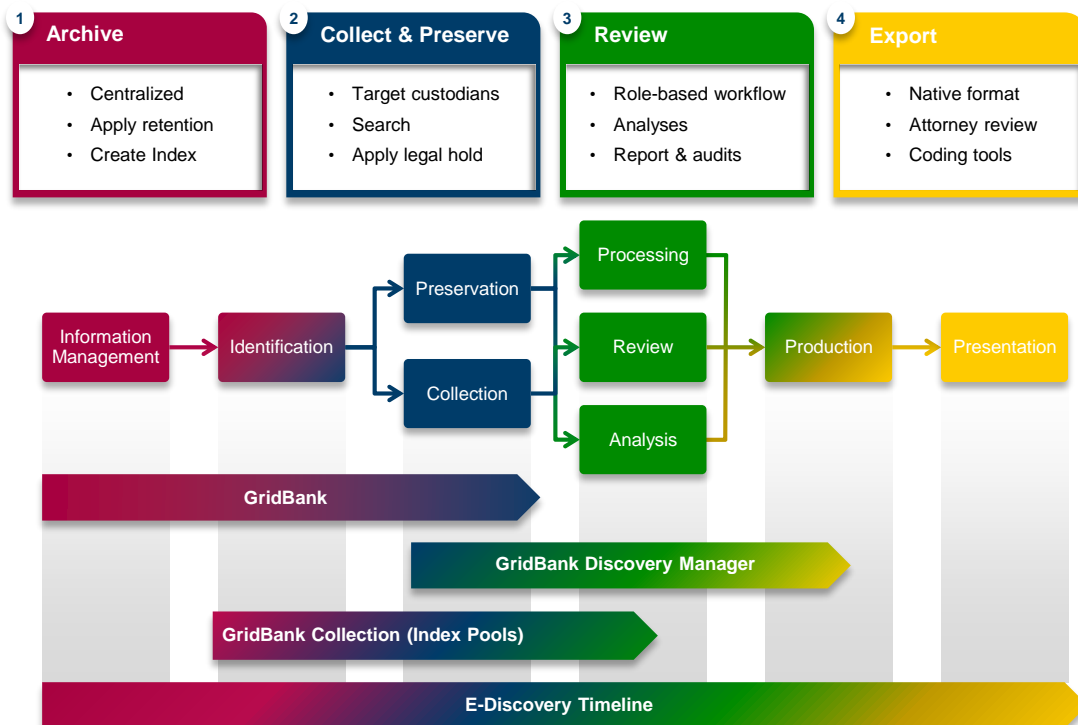
Healthcare Use Case

- 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

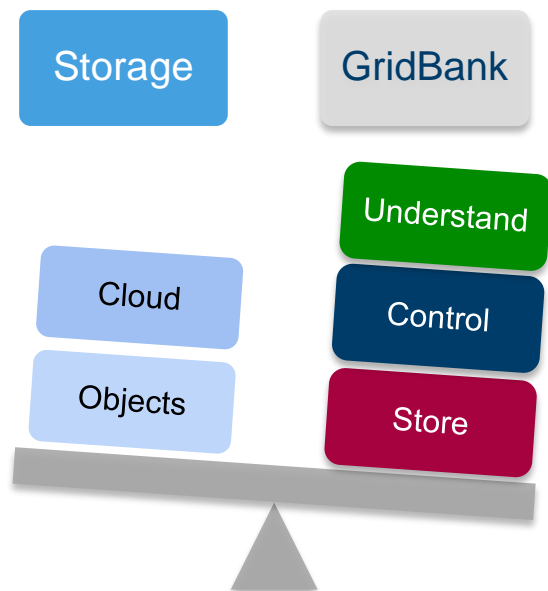
Tarmin Solution

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

E-Discovery Process



Financial Institutions Use Case



Leading Investment Bank Use Case

- Globally Distributed Repositories
- Archival of 50 Billion Check Images & Growing
- Compliance Risk Mitigation
- Escape proprietary vendor Lock-In

Universal Bank Use Case

- Private Cloud Object Storage
- Exponential Growth in Trading Data
- Compliance Risk Mitigation
- Provide Interfaces for Financial Analytics Tools

Tarmin Solution

- Global Implementation of GridBank Sites
- Hardware Agnostic Storage Abstraction Layer
- Information Governance across Diverse Storage Pools

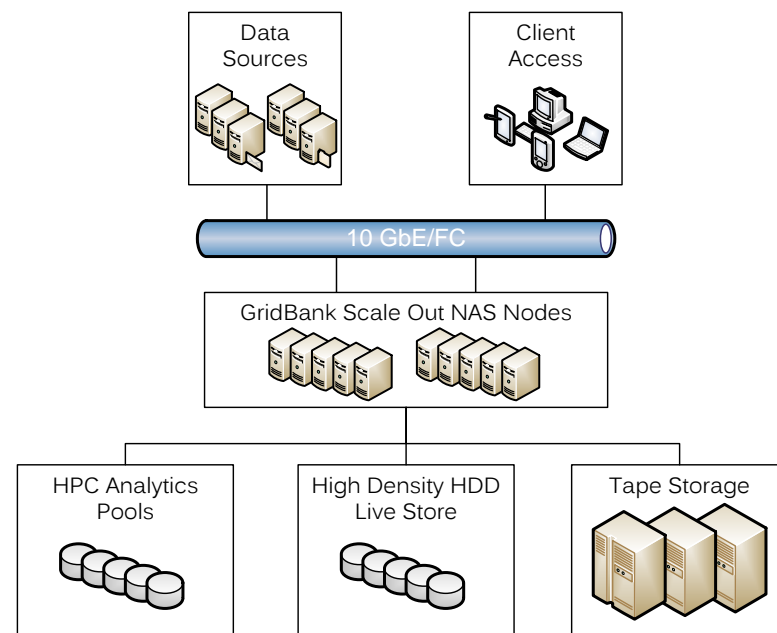
Life Sciences Use Cases

Life Sciences Use Case

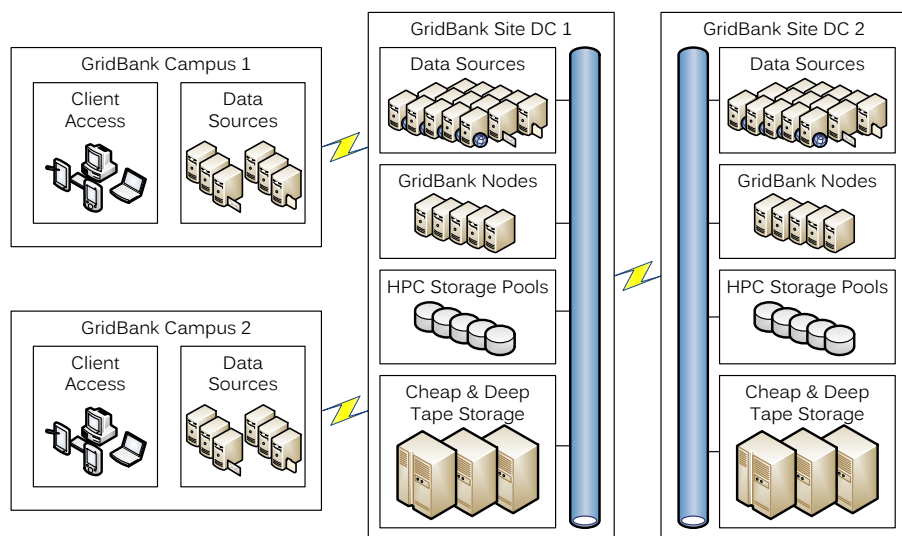
- Large Life Sciences Research Institute
- Scientific Data Storage Repository
- High Performance Data Mining & Analytics
- Hadoop Cluster for Big Data Analysis
- 1PB of Storage with High Availability & DR

Tarmin Solution

- Scale Out NAS for Primary Storage
- High Performance SSDs for Analytics Pool
- High Density HDDs for Live Store
- Archival to Tape for Long Term Retention



Education and Research Use Cases



Research University Use Case

- Pioneering HPC University
- Perform Compute on Research Data on Live Store
- Comply with FoIA Public Data Access Mandates
- Archive Completed Projects to Lowest TCO per TB

Teaching University Use Case

- Storage Infrastructure Refresh
- Consolidate Wide Range of Hardware
- Centralized Control & High Availability Access
- Comply with Organizational ILM Policies
- Implement Live & Archive Store

Tarmin Solution

- Unique Solution for Education Market
- HPC Storage, GridBank & Tape Pool Archival
- Cheap & Deep Tape Storage

Awards & Recognitions



Channel Partner Program
of the Year



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

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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