



Data Defined Storage: The Path to the Cloud

Where Data Defines Value.™

About Tarmin

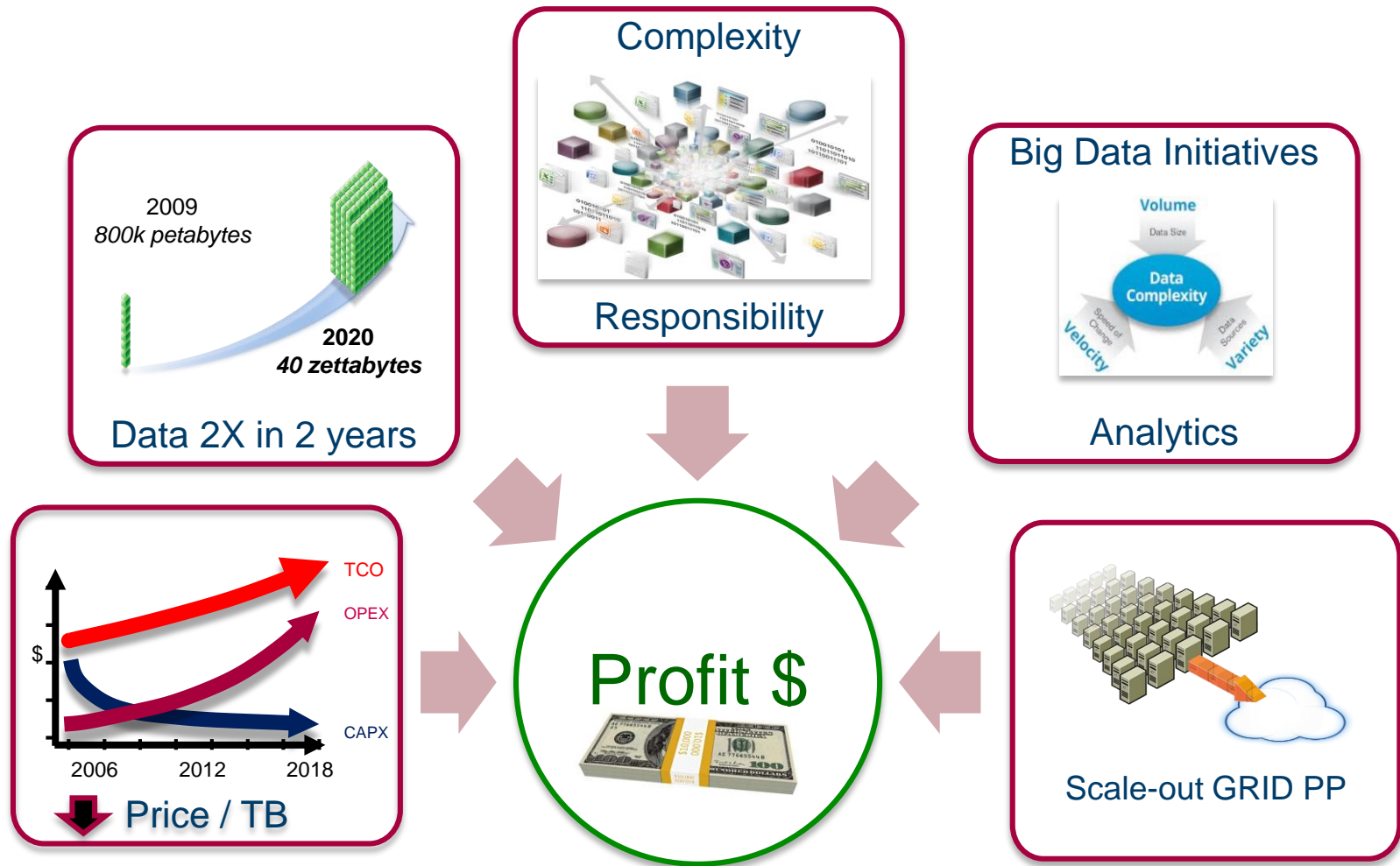
- Founded in 2007
- Corporate Headquarters: Boston, London
- Pioneer of Data Defined Storage
- Solution: GridBank Data Management Platform



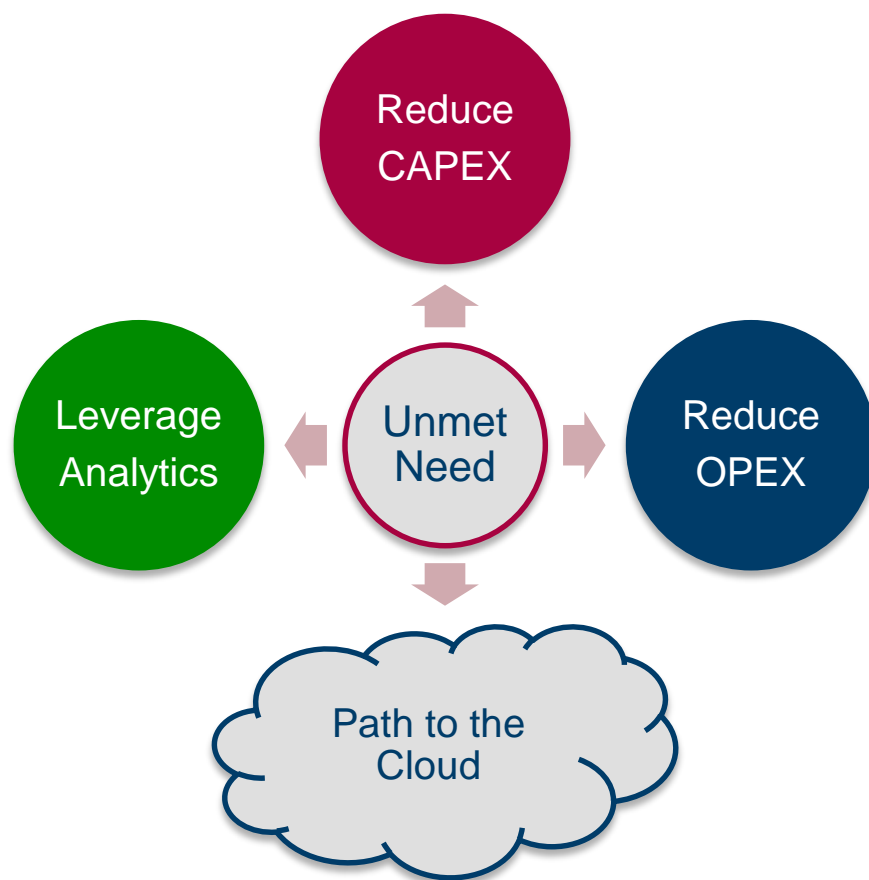
Archiving & Compliance
Product of the Year



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

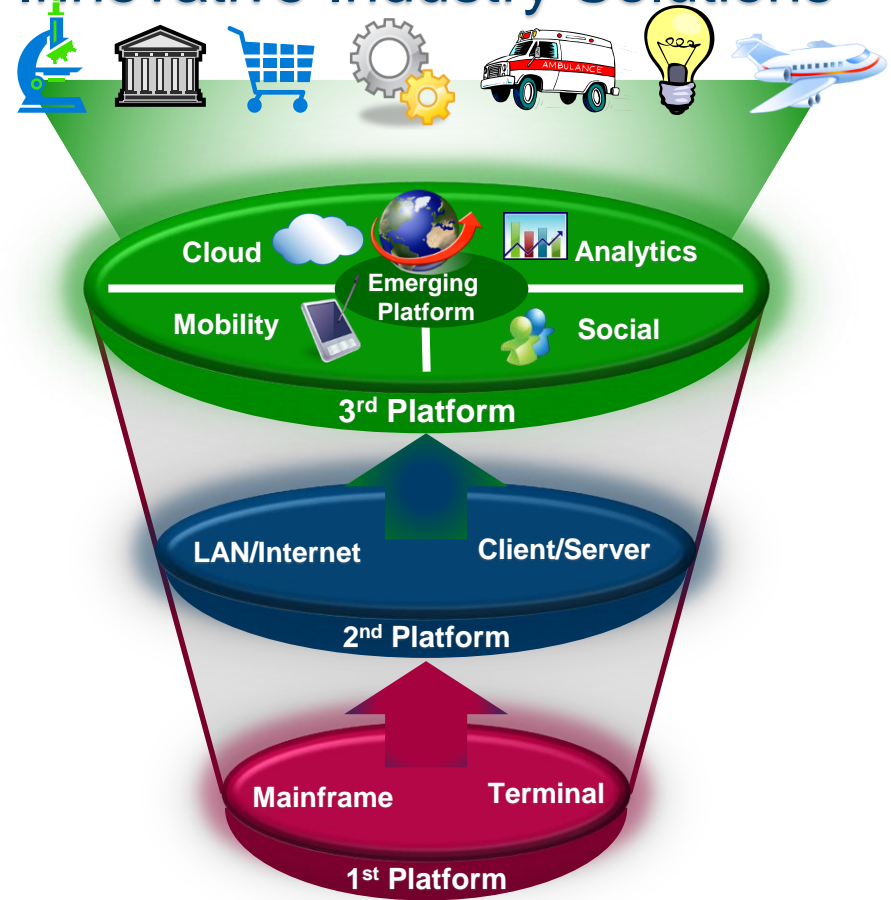
Platform 3 Benefits

- 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

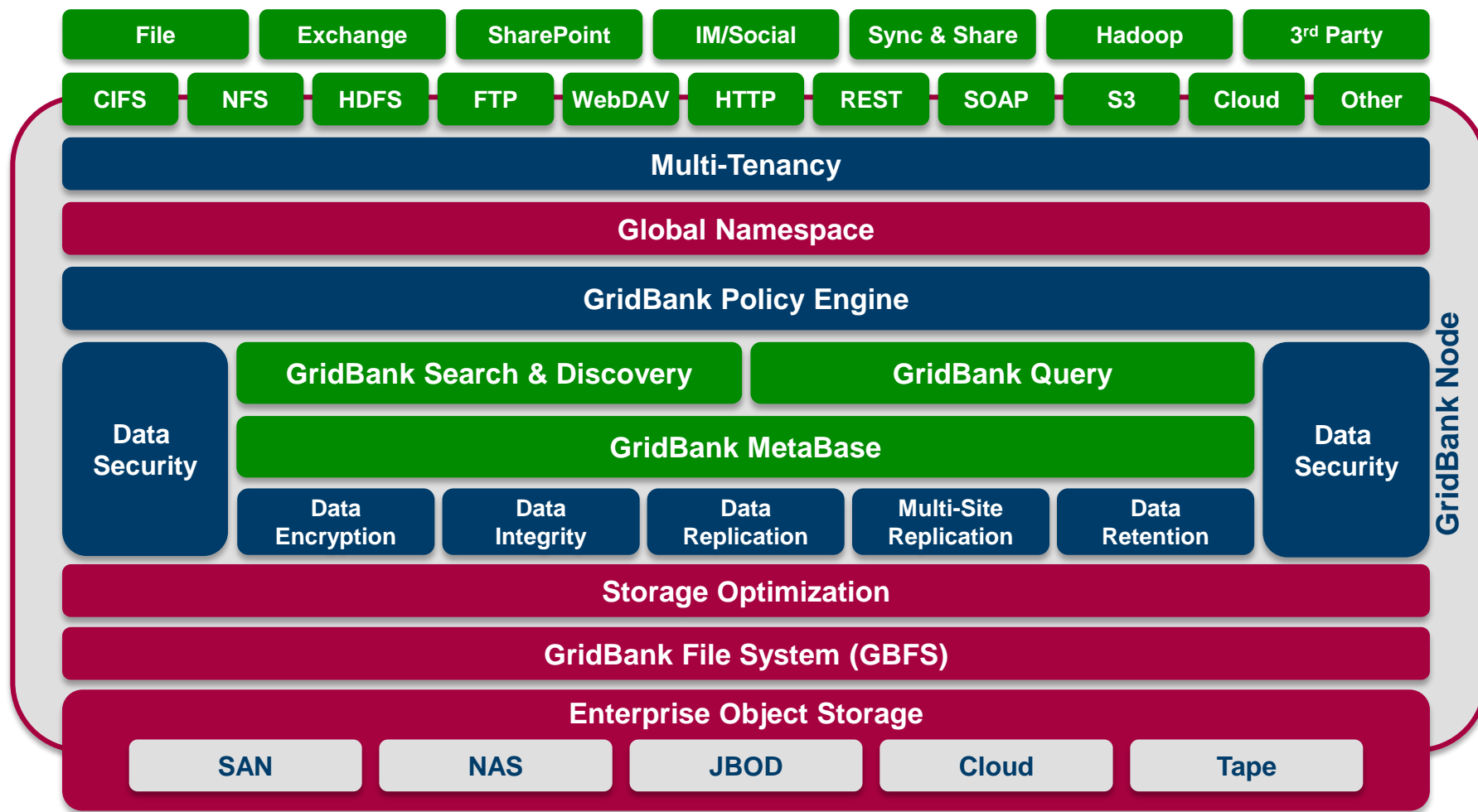
GridBank MetaBase

- 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

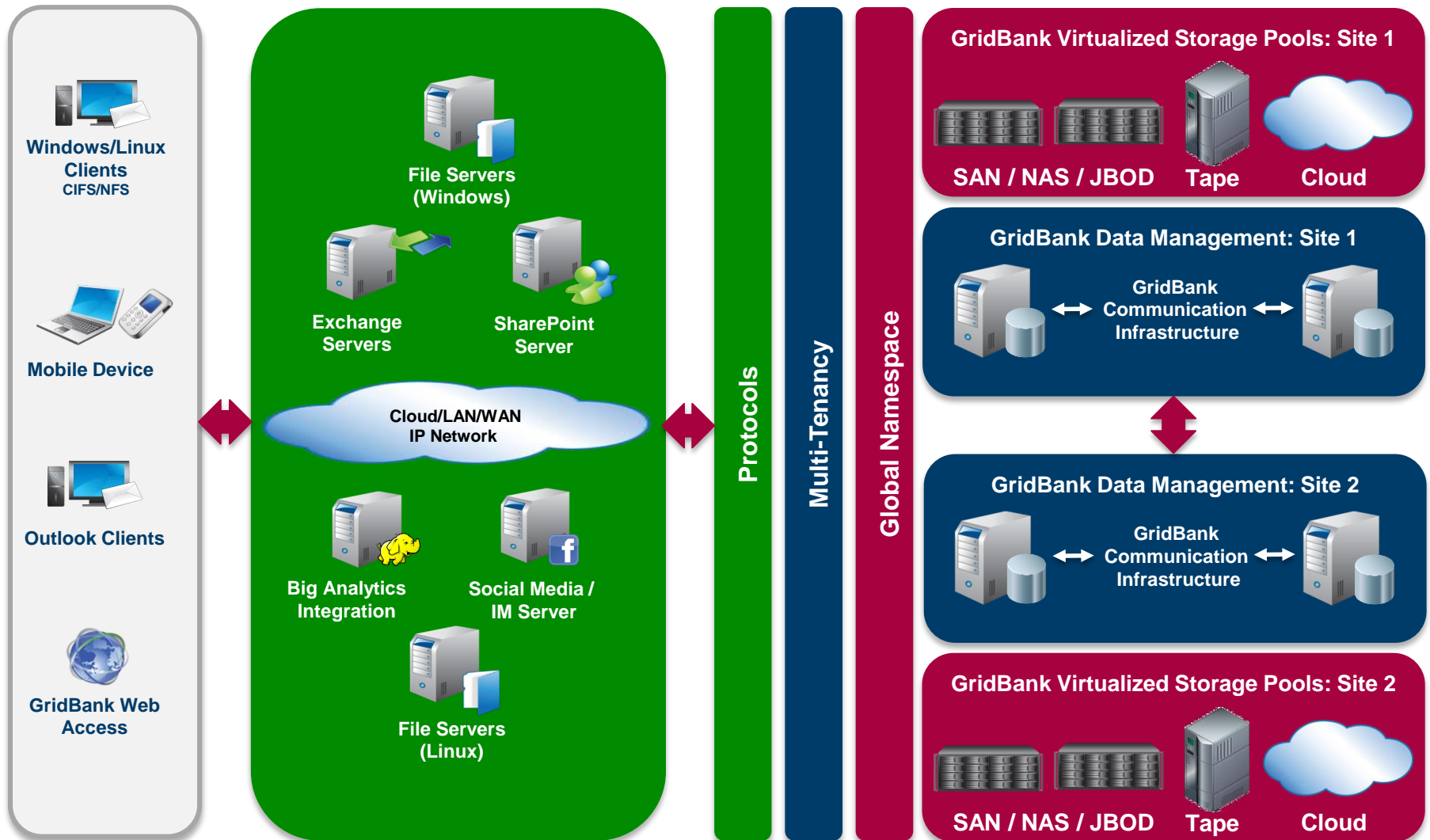
Path to The Cloud

- 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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