



GETTING THE MOST OUT OF CLOUD STORAGE

JASON BAKER / CTO





CLOUD STORAGE

- / ABOUT VISI
- / WHAT IS CLOUD STORAGE
- / BENEFITS OF CLOUD STORAGE
- / HOW CLOUD STORAGE WORKS
- / VISI CLOUD STORAGE
- / QUESTIONS

ABOUT VISI

BACKGROUND

- / **FOUNDED IN 1994**
- / **LARGEST PRIVATELY HELD SUPPLIER OF COLOCATION, MANAGED SERVERS AND CLOUD SERVICES IN THE STATE OF MINNESOTA**
- / **VISI WILL LAUNCH THE REGION'S LARGEST INFRASTRUCTURE CLOUD COMPUTING SERVICE ON DECEMBER 1ST, 2009**



WHAT IS CLOUD STORAGE

ENTERPRISE STORAGE TRENDS

IRON MOUNTAIN WHITEPAPER

- / ENTERPRISE STORAGE NEEDS WILL INCREASE 7X OVER THE NEXT 3 YEARS

RECENT UC BERKELEY STORAGE STUDY

- / 90% OF DATA NEVER TOUCHED
- / R/W RATIOS HAVE CHANGED: 4:1 → 1:2

\$0.30-0.70 OF \$1 IT HARDWARE SPEND IS ON STORAGE

- / STORAGE IS A HIGH CAPEX ITEM



WHAT IS CLOUD STORAGE

CLOUD STORAGE CHARACTERISTICS

- / RELIABLE STORAGE BUILT ON COMMODITY COMPONENTS
- / UNSTRUCTURED DATA STORAGE
- / TIER-2 PERFORMANCE
- / UTILITY PRICING MODEL
- / ACCESSIBLE VIA TRADITIONAL PROTOCOLS AND WEB API



CLOUD STORAGE BENEFITS

WHY CLOUD STORAGE?

- / INEXPENSIVE
- / ELASTIC – SCALE STORAGE AS YOU NEED IT
- / RELIABLE & RESILIENT
- / IMPROVE EFFICIENCY OF TIER-1 STORAGE INFRASTRUCTURE
- / NO CAPITAL EXPENDITURES



CLOUD STORAGE BENEFITS

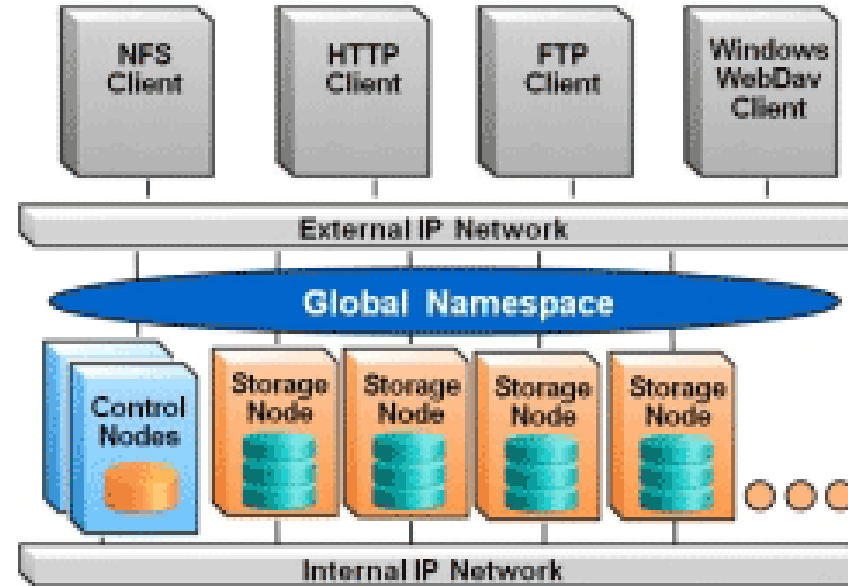
USE CASES

- / TIER-2 NAS AND FILE SHARING
- / ARCHIVE OR CONTENT DEPOT
- / WEB 2.0 STORAGE
- / OFF-SITE STORAGE AND BACKUP
- / DISASTER RECOVERY



HOW CLOUD STORAGE WORKS

VISI CLOUD STORAGE ARCHITECTURE



WHAT'S COMING

VISI CLOUD STORAGE PLATFORM

- / STORAGE: \$0.25/GB
- / BANDWIDTH: \$0.15/GB

RELEASE DATES

- / BETA RELEASE **SEPTEMBER 2009**
- / GENERAL AVAILABILITY RELEASE **OCTOBER 2009**

ROAD MAP

- / INITIAL RELEASE **NFS & WEBDAV ACCESS**
- / QUARTER 4 2009 **ADDITIONAL COPIES, PRIVATE CLOUDS**
- / QUARTER 1 2010 **BACKUP TO CLOUD**
- / QUARTER 2 2010 **REST & CIFS PROTOCOLS, SERVER BACKUP TIE-INS**

VISI CLOUD STORAGE

GET INVOLVED IN THE CLOUD

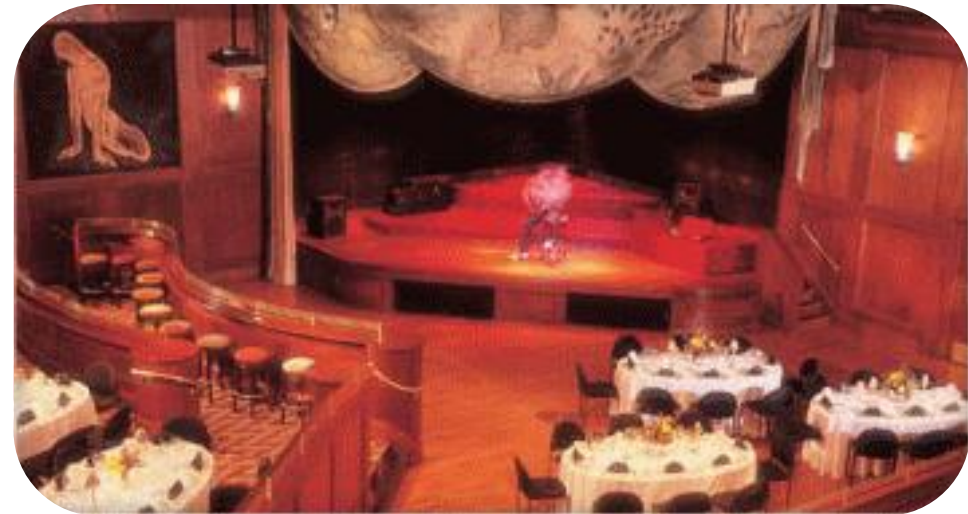
/ BETA TESTERS

DETAILS: VISI.COM/BETATESTERS



/ CLOUD VISION 2009

DETAILS: VISI.COM/CLOUD2009



QUESTIONS?

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