

# Next Generation All-Flash Storage is Here!

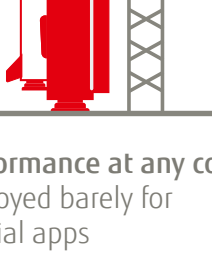
Fujitsu Storage ETERNUS® AF All-Flash Storage

**SIMPLE.**

**POWERFUL.**

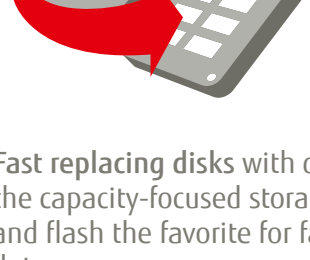
**AVAILABLE.**

### Yesterday



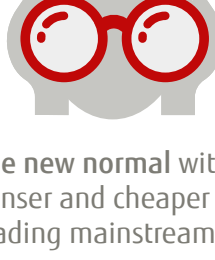
→ Performance at any cost deployed barely for special apps

### Today



→ Fast replacing disks with disk being the capacity-focused storage choice and flash the favorite for fast access data

### Tomorrow



→ The new normal with faster, denser and cheaper flash leading mainstream adoption

## Why flash is better



Flash is **fast**  
500 times lower response times than disk



Flash is **reliable**  
100 times better UBER\*



Flash is **affordable**  
Better price per IOPS



Flash is **green**  
Higher density means reduced data center footprint (less space, less cooling, less energy)

**BUSTED!**

Still undecided? Destroying yesterdays myths:

### #1 Flash is expensive

- Price tag for SSD still higher than HDD, but:
  - Flash prices in freefall and capacities increasing
  - Enterprise SSD cost per terabyte is falling faster than nearline disk drive cost/TB
  - One SSD provides the performance of 50+ disks
  - A dozen SSDs replace 500 HDDs thus consuming less power and space

### #2 Flash is not reliable

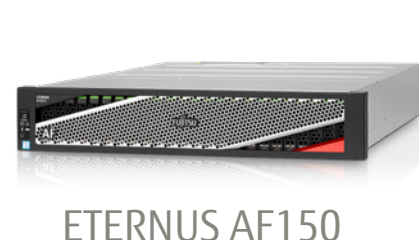
- Predictable reliability, no mechanical parts
- Annual failure rate (AFR) of SSDs: **tenths of one percent** AFR for HDDs: up to 4-6 %
- Flash cycling endurance and data retention methodologies

Some flash storage solutions don't go the full distance. The Fujitsu Storage ETERNUS AF does.



With Fujitsu ETERNUS AF powered by Intel® Xeon® processor, you get a flash storage solution that's quietly brilliant. It's ALL easy. Not just the GUI. Or setup. End to end, the ETERNUS AF has it all covered.

All-Flash storage models for all business demands:



ETERNUS AF150 (2-24 drives)



ETERNUS AF250 (2-264 drives)



ETERNUS AF650 (2-1056 drives)

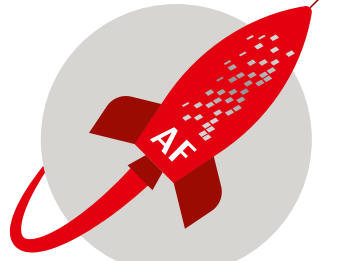
**Software package**  
All-in FlashPack (Configuration, Management and Administration, Local and Remote Copy, Automated Quality of Service, Deduplication and Compression)\*

\*All-in FlashPack not valid for ETERNUS AF150

## Why does the ETERNUS AF stand out?

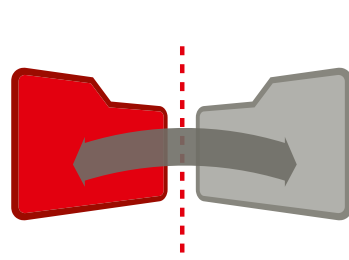
### ✓ Enjoy full speed

- Ultra-fast response time
- 5x more IOPS\*
- Low Latency



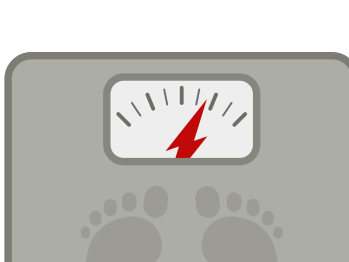
### ✓ Enjoy data insurance

- Full disaster recovery with mirroring, and transparent failover
- Storage Cluster possible between different ETERNUS flash and disk models



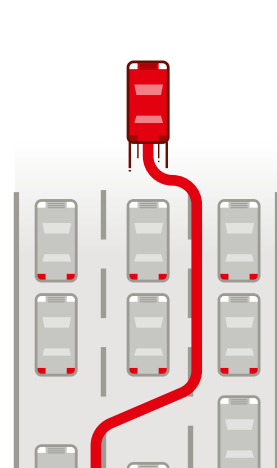
### ✓ Enjoy the flash diet

- Granular use of data reduction technologies:
  - Compression - **ON/OFF**
  - Deduplication - **ON/OFF**
  - Deduplication + Compression - **ON/OFF**
- Data reduction makes all-flash more attractive
  - in average effective capacity increase of factor 5
- Increased life span for flash



### ✓ Enjoy simple operations

- Automated Quality of Service
  - Reserves performance for apps that need it most
  - Balances performance and efficiency need
  - Minimizes admin work
- Ensures SLAs
- Automated storage tiering



\*Compared to disk storage

## Compared to disk, ETERNUS AF delivers:



**10x**

more IOPS

**50x**

faster response time

**10x**

higher density

**85%**

savings for power and cooling

**8x**

less cost for maintenance

## What customers say

### Powerful

"Fujitsu All-Flash storage is less expensive to run, more reliable and better performing – it really ticks all the boxes. It's also scalable so we can easily add more capacity in the case of acquisitions."

René Steen, Head of IT Operations  
Sparinvest

→ Read more

### Simple

"Going live could have taken us upwards of six months but, thanks to the FUJITSU Storage ETERNUS AF250 replication, we brought that down to just ten weeks and made the entire transition much easier to handle."

Paul Bentley, IT Manager  
Lallex

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### Available

"The new Fujitsu ETERNUS All-Flash storage cluster has transformed our application and database performance and allowed us to extend that performance to multiple partners within the valley."

J. Visser, IT Manager  
City of Veendam

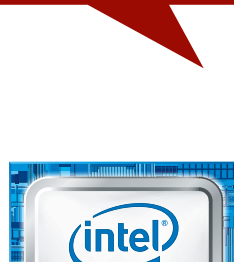
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Intel® Xeon® processor.

## Enjoy the full pleasure of speed

Learn more about ETERNUS: <https://www.fujitsu.com/us/products/computing/storage>

shaping tomorrow with you