

## Nominee: Pivot3

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### Nomination title: Pivot3 Acuity Hyperconverged Software Platform

#### Pivot3 Overview:

Pivot3 improves the simplicity and economics of the enterprise datacenter with next-generation hyperconvergence, and has had a presence in EMEA since 2010. In 2016, Pivot3 experienced record growth, with revenue increasing by 84 percent over the prior year – including a more than 200-percent increase in Q4 2016 from Q4 2015.

By combining storage, compute, networking and virtualization on commodity hardware, Pivot3's software-defined platforms let IT run multiple, mixed workloads on a single infrastructure while guaranteeing performance to the applications that matter most. Pivot3 has over 2,000 customers in 54 countries and over 18,000 hyperconverged deployments in multiple industries such as healthcare, government, transportation, security, entertainment, education, gaming and retail.

#### Key Project: Acuity HCI Platform

In April 2017, Pivot3 launched its newest product, the Acuity hyperconverged software platform. Acuity's advanced Quality of Service (QoS) enables businesses to meet application SLAs with easy-to-manage policies that provision performance, prioritize workloads and manage data protection. With the ability to automate and schedule granular QoS settings, organizations can confidently consolidate multiple, mixed application workloads, ensuring the most critical ones get guaranteed, predictable performance.

Pivot3 QoS was designed to provision and prioritize performance to each application with pre-defined policies that are assigned at volume creation. Each policy defines the minimum IOPS, throughput and response time for each workload, eliminating the need to configure the entire solution for peak performance of one workload. No matter what's happening in the system, each application gets its assigned level of performance. Further, policies can be changed on-the-fly for immediate results. While other HCI systems might have QoS, they have no way to prioritize performance based application importance and business value of the data.

Until now, organizations have deployed HCI for single, standalone use cases — like virtual desktop infrastructure (VDI) — due to the unpredictable performance of multiple applications on the system; lack of automation; and inefficient scale and capacity that restrict datacenter consolidation. Acuity's innovative design delivers six-times the performance and three-times the

VM density, with 25 percent less hardware, compared to other HCI solutions. This means IT can improve response times for databases, enterprise applications, business analytics and VDI, and do more with less for a smaller datacenter footprint and significant reductions in OPEX and CAPEX.

Acuity turbocharges HCI and redefines the next generation of the datacenter as businesses are demanding solutions that effectively manage multiple mission-critical applications. By bringing together breakthrough performance and sophisticated intelligence, Acuity supports the transition to the private cloud and software-defined datacenter in a way that's never been seen before.

Acuity is designed to support a broader range of workloads on a single platform. The maturity of the policy-based QoS engine, the multi-tiered architecture and NVMe datapath means faster, guaranteed performance, higher densities, and greater efficiencies, all with less hardware. This translates to impressive economic advantages for the end user.

#### Vendor and Industry Accreditations

In August 2016, Pivot3 was named a leader in The Forrester Wave™: Hyperconverged Infrastructure (HCI), Q3 2016. Pivot3 received the highest scores possible for high availability and data protection, manageability and ease of operations, and client feedback on support quality.

In October 2016, Pivot3 was named a Visionary in the October 2016 Gartner Magic Quadrant for Integrated Systems for ability to execute and completeness of vision.

Pivot3 is certified on Lenovo, Dell and VMware Horizon Cloud Service. Pivot3 has also completed the Common Criteria certification process, a key vendor requirement for government and private sector customers around the world.

#### Customer and Partner Endorsements:

**“We’re bullish on Acuity because it responds to our clients’ growing demand for hyperconverged systems that can support broader ranges of workloads on a single platform. The combination of Pivot3’s mature, policy-based QoS engine with the accelerated performance of ultra-low latency NVMe PCIe flash is really attractive to our clients who require multiple, mixed application workloads with higher VM densities. This means they’re achieving solid economic advantages, benefiting from a far easier environment to manage with higher end-user satisfaction. Finally, we love the fact that Pivot3’s configuration and pricing model is designed to support a wide range of customer requirements, allowing clients to start small and grow as their business warrants. Pivot3’s performance advantage often allows us to price a deal lower than the competition, since it requires less hardware to do the same job. It’s a pretty incredible solution.”**

**Steward Sonneland, Principle and CEO, Strategic Integrators (Pivot3 channel partner)**

**“IT organizations face a daunting challenge of simplifying management while at the same ensuring adherence to compliance mandates. With the automation in Pivot3’s performance management and HyTrust’s automation of security and compliance, CIOs can sleep soundly at night knowing that sensitive applications and workloads are receiving the highest performance and protection possible.”**

**John Skinner, Sr. Vice President of Business Development, HyTrust (Pivot3 technology partner)**

**“MSPs using Veeam Cloud Connect require storage solutions that are highly scalable, simple and resilient, making Pivot3 Acuity an ideal platform. We’re thrilled to partner with Pivot3 and bring their solutions to our service providers.”**

**Rick Vanover, Director, Technical and Product Marketing, Veeam (Pivot3 technology partner)**

**“User experience is key to VDI’s success in an organization. We are pleased to partner with Pivot3. They share our same passion for ensuring exceptional user experience with virtualized desktops that can be delivered through the Acuity architecture and by validating the value and performance of Acuity with Liquidware Stratusphere UX.”**

**J. Tyler Rohrer, Co-Founder and Head of Alliances, Liquidware (Pivot3 technology partner)**

### **Why nominee should win**

- **As the HCI industry grows and evolves, Pivot3 has emerged as a leader with its breakthrough performance, speed and simplicity.**
- **Pivot3’s leadership was recognized by The Forrester Wave™: Hyperconverged Infrastructure (HCI), Q3 2016 report, and Pivot3 was named a Visionary in the October 2016 Gartner Magic Quadrant for Integrated Systems.**



- **Pivot3's Acuity HCI platform provides six times the overall performance, two-to-three times VDI user density per node and 62 percent faster response times compared to similarly-configured HCI systems.**
- **Customers, channel partners and technology partners alike recognize Pivot3's ability to provide true business value through its superior HCI technology.**