Nominee: Cloudian

Nomination title: Cloudian for Object Storage Product of the Year

What are your product's / solution's key distinguishing features and/or USP?

Cloudian HyperStore is the industry's leading on-prem object storage system, offering a limitless storage capacity for unstructured data consolidation. Providing object storage management at its simplest with cloud-like features and guaranteed S3 interoperability, HyperStore can be deployed as on-premises storage, distributed storage or storage as a service.

HyperStore is the right size for any storage need with its seamless flexibility to scale on demand – every node is identical so customers can start small and grow to Petabyte scale with no disruption while performance scales linearly.

HyperStore has bridged the gap for businesses of all sizes and for service providers whose customers want to utilise S3 tools and applications but are unable to use the public cloud due to data restrictions – be it content-restricted or geographical. HyperStore's 100% native S3-API brings the tools and applications right into the data centre through a fully compatible interface.

Key features of HyperStore include:

• Infinite scalability

• 100% Native S3 API

• Erasure coding

• Multi-tenancy

• Compression

• Encryption

What tangible impact has your product/solution had on the market and your customers?

HyperStore's efficient architecture and industry standard components means customers can save 70 per cent on CAPEX while its limitless scalability and 'lights-out' management results in 95 per

cent less management overhead. HyperStore enables customers to spend less time running the technology and more time on providing their business services that the platform underpins.

HyperStore has allowed service providers across the world to bring cloud storage services to the market. HyperStore offers a unique suite of service provider features, including billing, quality of service controls and multi-tenancy. With these features, service providers can offer their customers control and visibility over data locality while maintaining assured performance. This capability has been hugely beneficial to customers as data sovereignty and regulations like GDPR have become a key concern among many businesses.

Mark Lewis, EVP Products and Development at Interoute

"With GDPR looming large in 2018, as well as the rapid adoption of VDC and SaaS platforms, our customers are revisiting the legacy world of physical backup and archiving and demanding a simple, controlled, auditable cloud service. So, we've created an easily accessed and integrated, cost-effective object storage service to support their digital transformation."

Lars Olav Habberstad, CEO at Purity

"We have seen growing demand for object storage as a reliable and cost-effective solution for Big Data requirements. We tested Scality, Red Hat, and Quantum, but found that only Cloudian object storage delivers the features and S3 interoperability we need. Cloudian HyperStore is now a key part of our Storage as a Service solution."

Hanspeter Tinner, Chief Operations Officer, HIAG Data

"With Cloudian's S3 interoperability, our customers can confidently deploy the S3-enabled software they choose, while we benefit from the solution's simple scalability and continuous uptime."

Antonio Giannetto, CTO & innovation strategist at ReeVo

"After evaluating multiple S3 storage solutions including Scality, we adopted Cloudian HyperStore for the superior compatibility of its S3 API. Cloudian HyperStore was the only solution that worked flawlessly with the S3 tools and applications that are critical for our managed cloud infrastructure. Furthermore, throughout our evaluation and implementation, both Cloudian and BCLOUD's technical expertise and professional services were exceptional, making Cloudian an easy choice."

Tom Hacquoil, Chief Digital Officer at Calligo

 "Many cloud-based applications and services support S3 APIs, so the fact that Cloudian is 100 per cent S3 compliant allowed us to speed up the expansion of additional services, including our Storage-as-a-Service offering".

What are the major differentiators between your product/solution and those of your primary competitors?

HyperStore has a number of differentiators that make it the leading object storage platform.

Many other object storage systems try to emulate S3 or provide S3 gateways to their storage – HyperStore S3 is the only 100% native S3-API object storage platform meaning unrivalled compatibility

HyperStore provides customers with archival quality data durability together with configurable data protection, which makes it perfect for media archiving. Only HyperStore enables customization of various data settings within one cluster, allowing true multi-tenancy with user-specific levels of data replication and data protection.

Similarly, HyperStore's rich metadata and elastic search integration means analysing billions of records on-premises, leveraging built-in cloud integration and bimodal access to AI and machine learning toolsets in the public cloud has never been easier.

HyperStore's storage density means petabyte-level data storage is simpler to manage and cheaper to store with up to 760TB in just 4U height.

Key differentiators include:

- **100% native S3-API**

- **Infinite scalability**

- **Start with a small deployment – just 3 nodes – and grow without disruption**

- **Available as an appliance or as software-defined-storage**

- **Runs on industry-standard hardware or virtual machines**

- Business insight through rich metadata and elastic search integration

- No-disruptive, zero-downtime scalability

- Simple management and analysis though its one-click-to-data management console

Richard Tatham, GM cloud services, Sitahbile

"We previously used Scality, but experienced S3 compatibility issues that caused service interruptions. Furthermore, their solution lacked multi-tenancy, a key feature for us. Cloudian provides us with the S3 compatibility, features, and performance our customers demand. We have now deployed Cloudian, and our services are running better than ever."

Please supply any supportive quotes and/or case study materials to demonstrate the value of this product/solution to your customers/partners.

Jason Dance, managing director at BigTec UK

"There are a growing number of enterprise customers that use global S3 object storage services. Thanks to Cloudian's HyperStore they now have the opportunity to place that storage capability in their own data centre premises, or to host it with a local, UK cloud service provider. This overcomes the data sovereignty issues that surround compliance measures like GDPR, and provides predictable cost and modular scalability. Channel partners will be keen to take advantage of this unique technology."

Rob Mackle, co-founder of Assured Data Protection.

"Cloudian is simple, scalable, and works flawlessly with our Rubrik backup systems. The result is reduced cost and the continuous uptime our customers expect."

Tom Hacquoil, Chief Digital Officer at Calligo

"S3 is rapidly becoming a technology 'must-have' for everyone operating in the cloud industry," says Hacquoil. "For an organisation like Calligo, compatibility is a vital consideration so that we can develop and roll-out new services to our clients which will immediately meet their needs. This will be a very important part of our technology strategy into the foreseeable future."

Why nominee should win

¥	**Industry leader in enterprise-grade, fully S3 compatible, data storage solutions with some of the worlds most advanced data centres using HyperStore for their object storage and S3 workloads**

¥	**Many other object storage systems try to emulate S3 or provide S3 gateways to their storage –HyperStore S3 is the only 100% native S3-API object storage platform meaning unrivalled compatibility**

¥	**Scale on demand, HyperStore systems can easily and simply grow from 10s of TBs to Petabyte scale and beyond with no disruption or downtime**

¥	**Enables storage-as-a-service with unique set of services provider-oriented features**