



BlueArc Titan Platform Overview

Get Started

Hello and welcome to BlueArc's Titan Hardware and Platform Overview self-paced course. BlueArc's Titan platform offers the most scalable, highest performing network storage system in the world. In this training session, we will provide you with an overview to the Titan platform























Course Prerequisites

The prerequisite for this course is the completion of BlueArc's New Hire Training.

THE BLUEARC TITAN PLATFORM

Introduction Course Prerequisites

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Course Overview

Learning Objectives

- Highlight BlueArc's 3 main value propositions
- Emphasize 6 key hardware differentiators
- Position the BlueArc products

- State key product characteristics
- Recommend products

Course will include...

- A BlueArc platform overview
- Interactive quizes
- Content for explaining storage-related features.

Approx. Completion Time: 20 Min.

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We have 5 learning objectives for this 20 minute training session.





















BlueArc Value Proposition

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1.0 BlueArc Value Proposition

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Let's now review the "all up" BlueArc platform value proposition.









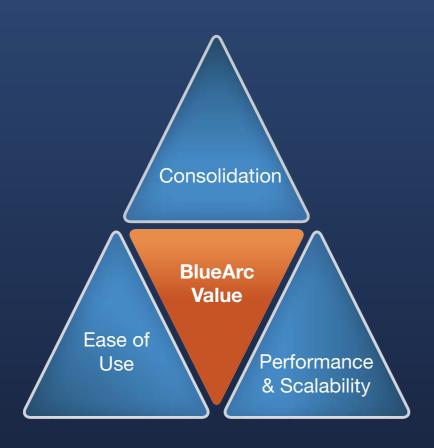












BlueArc Platform = Value

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1.1 BlueArc Value Proposition

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BlueArc Titan platform is one of the few storage systems in the world offering customers a consolidated solution for database, email and file server storage. We like to introduce the platform by making 3 clear value points for why customers should invest in our platform.









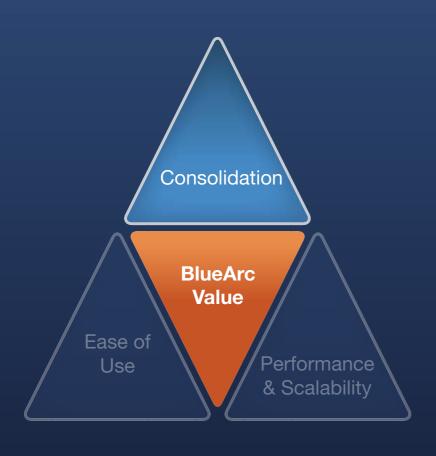












Consolidation

- Lower TCO
- Reduce Complexity
- Reduce Energy Costs

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1.2 BlueArc Value Proposition

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BlueArc Titan is a consolidated system in itself, capable of handling database, email and file server storage requirements. Customers are investing in the Titan platform to consolidate disparate storage systems throughout their environment.



















Performance and Scalability

- Unprecedented levels
- Increases business process productivity
- Meets needs for high performance computing

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1.3 BlueArc Value Proposition

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BlueArc Titan delivers the promise of Network Attached storage without compromise, offering unprecedented levels of performance and scalability.







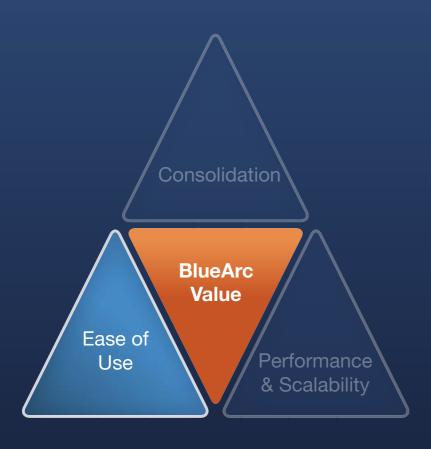












Ease of Use

- Fewer systems to manage
- Simplifies administrative tasks
- Virtualized resources

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1.4 BlueArc Value Proposition

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n unprecedented levels of performance and scalibility, customers can accomplish more with less systems to manage. With unprecedented levels of performance and scalability, customers can accomplish more with less systems to manage.



















Knowledge Check

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Knowledge Check Knowledge Check 1

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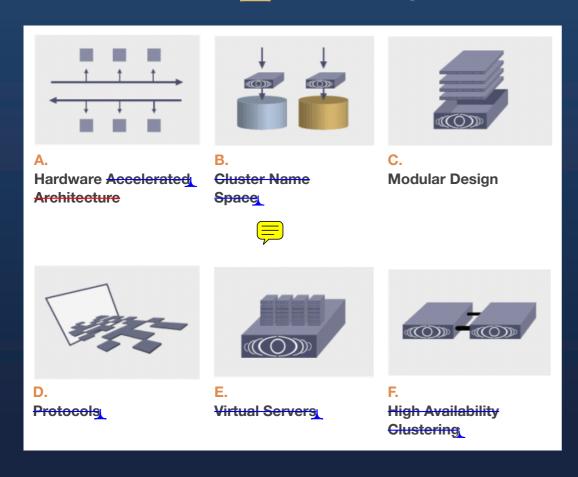


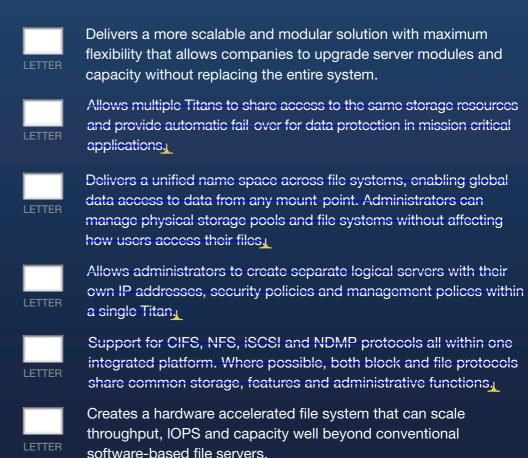


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Match the BlueArc Hardware Feature Explanation to the Feature on the right





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Knowledge Check Knowledge Check 1

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Positioning BlueArc Products

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3.0 Positioning BlueArc Products

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Let's next review BlueArc's platform with a short overview.



















Titan 3 is 5th Generation!

• Can consolidate and manage up to 4 Petabytes of data!

• Doubles the performance and capacity over the previous product, Titan 2!



Proven doubling of performance generation over generation within the same chassis!

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3.1 Positioning BlueArc Products

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BlueArc has launched Titan 3, a tried and true 5th generation BlueArc product. Titan 3 is now the first storage solution that consolidates and manages up to 4 Petabytes of data!



















The Titan Platform - Expanding



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3.2 Positioning BlueArc Products

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The BlueArc platform allows customers to consolidate and deploy different types of storage within the same network-attached storage (NAS)-based system, all based on the specific application requirements. With BlueArc specialty storage solutions, customers can manage



















Key Product Characteristics

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4.0 Key Product Characteristics

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Let's next review BlueArc's platform with a short overview.





















	Titan3100	Tita <u>n</u> 3200	
Performance - SPEC	100K IOPs	200K IOPs	
Performance - Throughput	10 Gbs	20 Gbs	
Max File System Size	256 TB	256 TB	
Capacity	2PB	4PB	
Storage Options	Storage (RC16TB, RC16SA, SA48) HDS - USP/NSC and USP-V/USP-VM		
Options			
Cluster Nodes	8	8	
Virtual Srvrs	64	64	
10 Gb NiM	Yes	Standard	
FSX Module	Yes	Standard	
Software	All	All	

the bluearc titan platform4.2 Key Product Characteristics

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Titan 3200 is the flagship product along with Titan 3100, serving the high-end market where customer's application demand for more performance.



















	Tita <u>n</u> 3 <u>1</u> 00	Titan3200
Performance - SPEC	100K IOPs	200K IOPs
Performance - Throughput	10 Gbs	20 Gbs
Max File System Size	256 TB	256 TB
Capacity	2PB	4PB
Storage Options	Storage (RC16TB, RC16SA, SA48) HDS - USP/NSC and USP-V/USP-VM	
Options		
Cluster Nodes	8	8
Virtual Srvrs	64	64
10 Gb NiM	Yes	Standard
FSX Module	Yes	Standard
Software	All	All

THE BLUEARC TITAN PLATFORM 4.3 Key Product Characteristics

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Titan 3200 is the flagship product along with Titan 3100, serving the high-end market where customer's application demand for more performance. 20 Gigabits per second (Gbs) can be translated to Gigabytes per second (GBs), or how many bytes per second being transferred,

















Let's Review Key Titan Specifications

Begin Review

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Review 1.0 Key Titan Specifications

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We have covered a lot of data points you should definitely commit to memory. Let's review the key Titan specifications by an answering these questions.















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Question 1 of 7

In CGI rendering, customers will want all the IOPS and storage capacity they can get! Which Titan model should you recommend as having the highest IOPS?

Titan 3200

Fill in the blank

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Review 1.1 Key Titan Specifications

Clear

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Question 2 of 7

Match the description with the product

Performance - SPEC

Performance - Throughput

Max File System Size

Capacity

Storage Options

Standard Performance Evaluation Corporation (SPEC) is a non-profit organization that aims to produce "fair, impartial and meaningful benchmarks. This metric is measuring the Input/Output operations per second.

Throughput is the average rate of successful message delivery over a communication channel. Throughput is usually measured in bits per second (bit/s or bps).

File systems offer access to an array of fixed-size blocks, sometimes called sectors. The file system is responsible for organizing these sectors into files and directories, and keeping track of which sectors belong to which file and which are not being used.

How much information that can be held. Storage capacity is given in kilobytes, megabytes, or gigabytes.

Storage Arrays

• RC16TB: Dual hardware-based FC controllers in a 16 Drive enclosure for High Performance FC or SATA drives • RC16SA: Dual hardware-based FC controllers

in a 16 Drive enclosure for SATA drives only • SA48: Dual hardware-based FC controllers in a dense 4U sub-system with 48 SATA drives only.

HDS Storage Arrays

• HDS Universal Storage Platform - USP and USP-V • HDS Network Storage Controller - HDS NSC

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Review 1.2 Key Titan Specifications

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Question 3 of 7

Match the description with the product

Cluster Nodes

Virtual Srvrs

10 Gb NIM

FSX Module

Alleviate bottlenecks and automatically load-balance and grow on the fly to accommodate user demand with multiple cluster nodes. Clustering provides massive throughput because of an increased port count that comes, along with the ability to combine storage servers together into a single pool of disks and processors, all working on a similar task and all able to share the same data.

Allows administrators to create separate logical servers with their own IP addresses, security policies and management polices within a single Titan.

Network Interface Module, not available for Titan 1100, an option for Titan 3100, and standard with Titan 3200. Titan's NIM module provides the networking and management interfaces and carries out TCP, UDP and IP processing in hardware.

File System Option X

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Review 1.3 Key Titan Specifications

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Question 4 of 7

The performance throughput for Titan 3200 is how many Gbs?

2 GB/s

Fill in the blank

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Review 1.4 Key Titan Specifications

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Question 4 of 7

The performance throughput for Titan 3200

is how ma Incorrect Answer

7 GB/s

Fill in the blank

Performance throughput can be measured in gigabits per second, or gigabytes per second. Here we are asking you what is the performance throughput for Titan 3200 in gigabytes per second. An approximate way to get this figure is dividing the number of gigabits per second by 10.

Continue

Review 1.4 Key Titan Specifications













Question 5 of 7

What is the maximum storage capacity supported by Titan 3100 under a single name space?



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Question 6 of 7

Is a 10 gigabit Network Interface Module standard for all Titan 3 products?



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Review 1.6 Key Titan Specifications

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Question 7 of 7

Titan 3 can scale out to 8 clusters, with each cluster allowing 64 virtual servers.

☐ True
☐ False

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Review 1.7 Key Titan Specifications

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Recommending Products

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5.0 Recommending Products

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Let's next review which products we should recommend, and why.





















Summary

Here's a more detailed view in mapping the right BlueArc product to your customer's storage needs. You can see where it's best to start the discussion with your customer based on their needs such as mission critical or business critical, and map the product with the best fit.

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5.1 Recommending Products

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Let's start with the obvious. We definitely want to make sure we are meeting customer needs while maximizing the value of the sale by exploring their needs in relation to the Titan 3200. Then, you can work your way down to the Titan 3100 product as you take product















