

Kyndryl Distributed Storage Services

kyndryl™

A \$19.4B technology services company with 90,000 skilled practitioners, we design, build, manage and modernize the mission-critical technology systems that the world depends on every day.

Known for:

- Being trusted by customers with vital systems
- Deep domain expertise: 30+ years of IT services eminence
- Position as leader by industry analysts
- Innovating at scale with intellectual property and portfolio of 3,000+ patents
- Largest infrastructure implementation and managed services provider

Added value as Kyndryl:

- Unleashing our full potential with partners to deliver exponential outcomes for customers
- Expanding investments in the skills and innovation our customers need
- More nimble and responsive with decision-making close to customer

Why Kyndryl

Kyndryl has deep expertise in designing, running and managing the most modern, efficient and reliable technology infrastructure that the world depends on every day. We are deeply committed to advancing the critical infrastructure that powers human progress. We're building on our foundation of excellence by creating systems in new ways: bringing in the right partners, investing in our business, and working side-by-side with our customers to unlock potential.

Relying on best of breed **market leading** and **proven partners**

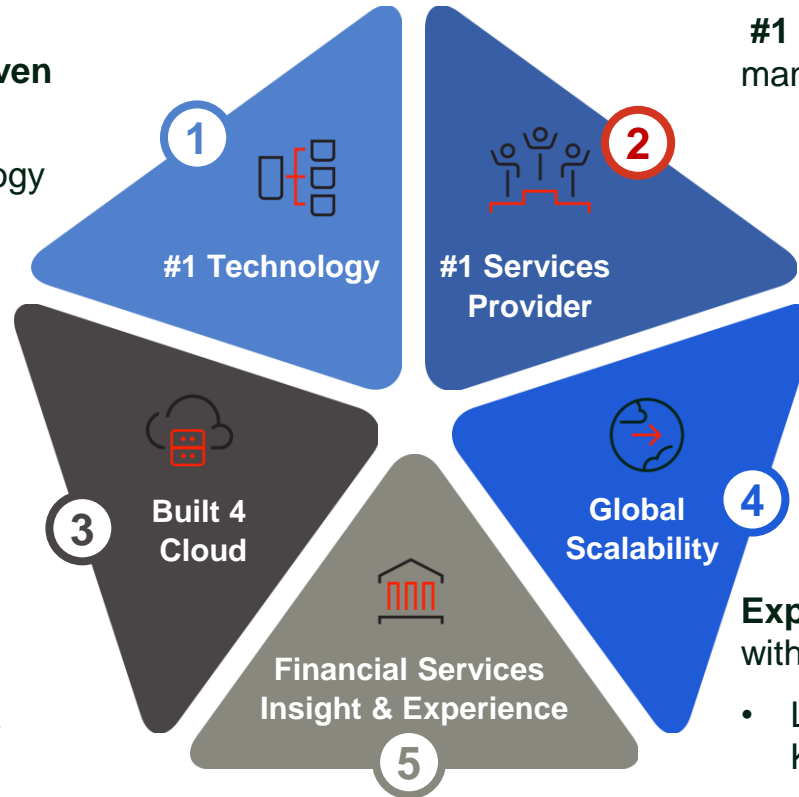
- **Pure Storage:** Leading All Flash Array technology

→ **Reliability & Stability**

Future proof through “built In” Cloud Integration

- Seamless movement of data between cloud and on premise as the basis for application innovation
- Evergreening

→ **Infrastructure team becomes the enabler for innovation**



#1 Service Provider for infrastructure and hybrid cloud managed services

- Gartner: Leader in DCO & Hybrid Management
- Everest Group: Leader in Automation

→ **Quality through automation**

Global Scalability through worldwide presence

- 100% fulfillment of client requirements

Experience & references in operating critical platforms within the regulated Financial Services

- Largest Financial Services organization are already Kyndryl's clients

→ **Stability in operation & insights of value to clients.**

Mission-critical capabilities catering to customer' digital transformation journeys

Distributed Storage Services, part of Kyndryl Cloud Global Practices



Our solutions and capabilities are the 'hearts and lungs' of our customers' technology stacks

Kyndryl Distributed Storage Services Profile

+2 Exabytes (2000 PB)
Distributed Storage
Managed*

+20,000 Storage assets
managed

+9,000 SAN switches
managed

Distributed Storage
Services delivered to +50
countries

+400 Storage Managed
Clients

Managing storage
products from over 30+
different storage vendors

Private and Public clouds

- IBM Cloud
- Azure
- Kyndryl datacenters
- AWS
- Client datacenters
- Google cloud

Storage Partnerships:

- NetApp
- Azure
- Dell EMC
- AWS
- Pure Storage
- Google
- Brocade
- IBM
- Cisco

Size of largest clients:

- Health company: +100 PB
- Global Industrial Tech: +80PB
- Automotive industry: +50 PB

Kyndryl & Pure Storage Value

Business Imperatives

- Lower's cost
- Eliminate technical debt and complexity.
- De - risk hybrid cloud technically and commercially
- Deliver better reliability, and performance.
- Update data protection capabilities
- Flexible commercials with Flat and fair maintenance – forever

kyndryl

Journey to Value



Pure delivers a highly available Evergreen modern data platform that is effortless to install and manage, while reducing TCO

- Simplified operations with one FTE managing 10PB
- Unified on-premises & public cloud subscription.
- No additional software costs.
- Evergreen non-disruptive upgrades
- Industry leading data reduction™
- 99.9999% availability – including planned downtime
- Integrated data protection – sync, async and near-sync replication & ransomware attack protection
- Comprehensive data mobility across hybrid cloud



Business Benefits

Financial

- No assets on the balance sheet or lease agreement - True Opex
- Pay for written data only.
- Single license for on-premises /cloud de-risk migrations charges
- Improved environment - reduces DC space & power.
- Dramatically reduces storage req'd to DRR guarantee.

Operational

- Reduces the FTEs required.
- Eliminate risk and expensive no more forklift upgrades.
- Future innovation included - additional charges.

Pure's Industry Leadership

EVERGREEN

EVERGREEN ARCHITECTURE



100%

NON-DISRUPTIVE
TECH REFRESH

No Forklift Upgrades

All Software & Updates
Included

Flat & Fair Maintenance

No Rebuy of Capacity

EFFICIENT

INDUSTRY LEADING DATA REDUCTION



80%

4:1 **Guaranteed** Data Reduction
for General Workloads - not
including thin provisioning

OPERATIONAL SAVINGS



65%

Less Storage Admins
(10 - 15PB per FTE)

Lower Operational Cost

FLEXIBLE CONSUMPTION MODELS



100%

Pure as-a-Service or Capex
No Finance Agreements
On Demand & Reserve
Written Data Only

REDUCED ENVIRONMENTALS



75%

Space & Power Savings

EFFORTLESS

DEPLOYMENT



Install Guide on a Business Card

1 Hour Installation

AUTOMATION & INTEGRATION



INDUSTRY-LEADING NET PROMOTER SCORE (NPS) 83.5 - TOP 1% OF B2B COMPANIES

Headaches and Challenges



Data Growth



Reactive Approaches



Lack Of Processes



Fragmented Ownership



Lack Of Skills



Technology Silos

Different Location, Similar Problems

Choices, trade-offs, and sprawl

The public cloud has an ever-increasing number of storage options, snapshot limitations, and configuration parameters

Makes it difficult to understand, track, and implement the right option at the right time.

Storage option sprawl is a significant and potentially costly problem—especially at scale

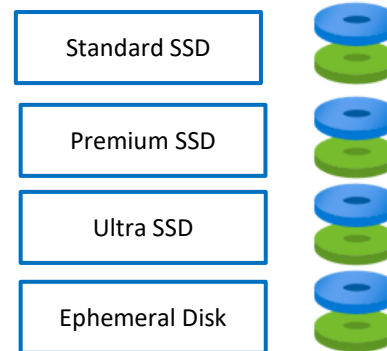


Azure Managed Disk

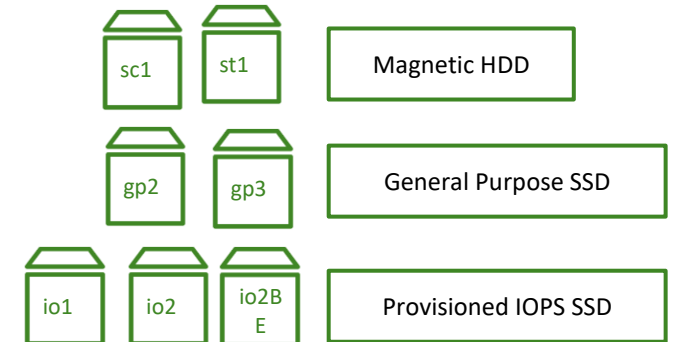


Amazon Elastic Block Store

Options



Tradeoffs



- Capacity vs. Throughput
- Capacity vs. IOPS
- Performance vs Latency
- Multi-Attach: Shared Volumes
- Snapshot capabilities

How Can We Avoid Common Pitfalls?



Data Silo Cost



Application refactoring



Increased IT Complexity

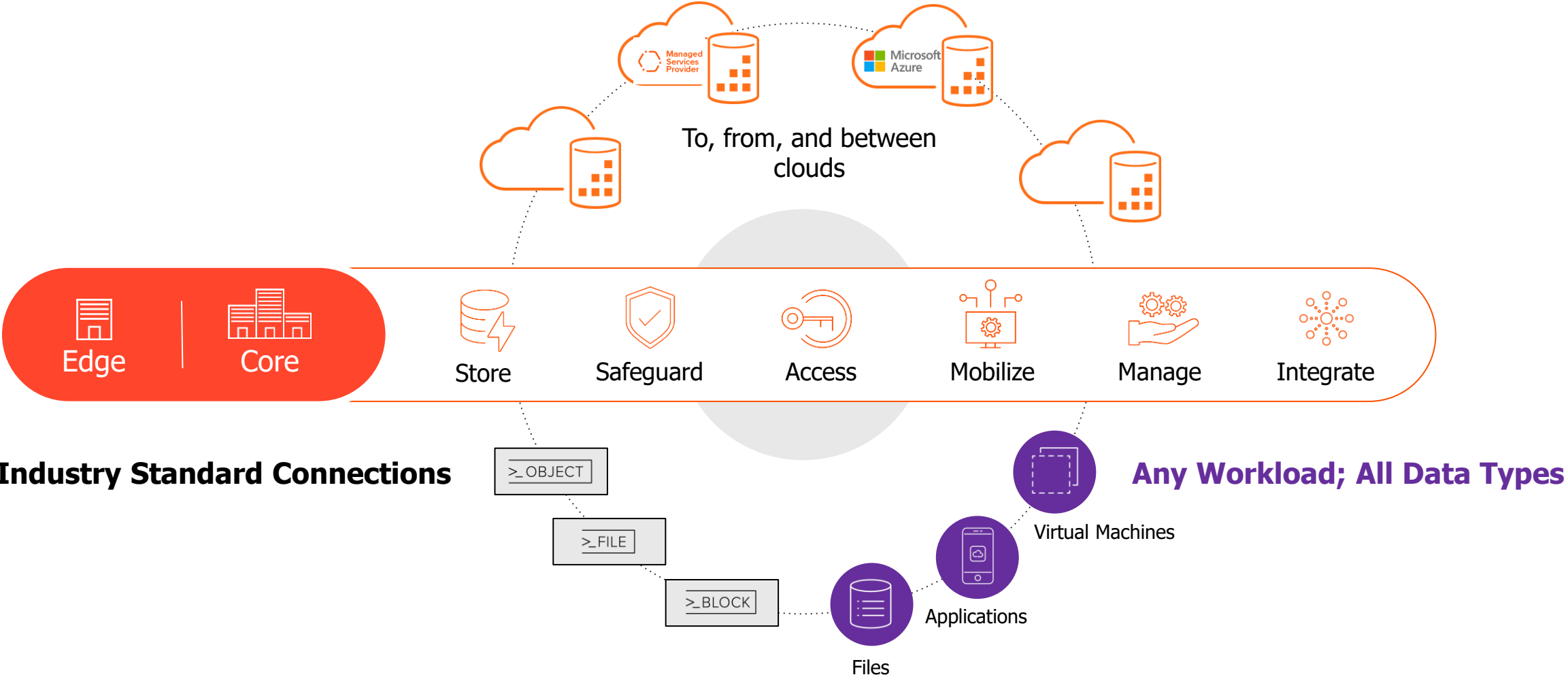


Disruption to operations

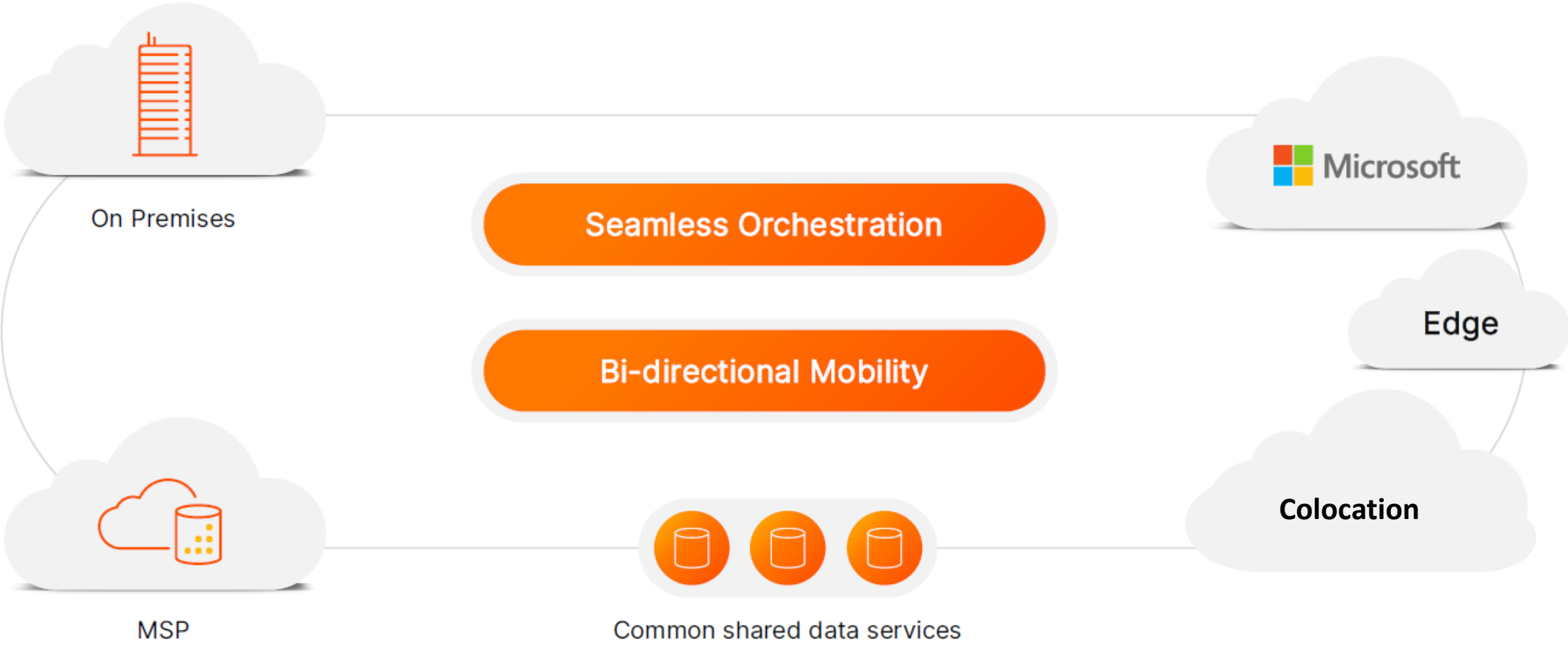
How can we mitigate these risk factors to take advantage of the public cloud?



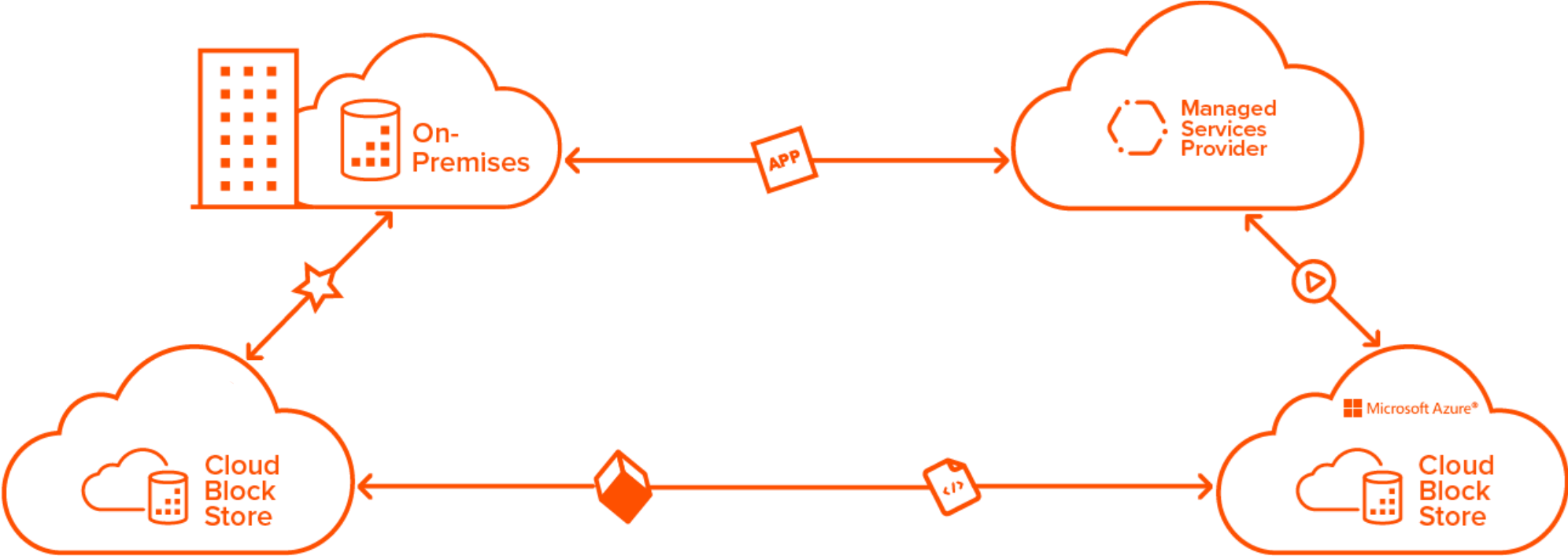
What Organizations Need



What You Need



Seamless Data Mobility and Protection



Applications / Infrastructure / Common APIs

Use Cases



DR TO CLOUD

Leverage cloud as a reliable disaster recovery target using Pure Cloud Block Store.



MIGRATE TO / FROM CLOUD

Migrate apps to cloud and back, using Pure Cloud Block Store with CloudSnap or Purity replication.



DEVTEST IN THE CLOUD

Pure Cloud Block Store snapshots and clones allow you to leverage cloud to build out a test/dev environment.



HA CLOUD / CLOUD

Maintain business continuity by leveraging cloud high-availability zones.

Pure Cloud Block Store POC

Free Trial License



Trial License for POCs



Deploy using Azure/azure Marketplace



Only Pay for Underlying Cloud Infrastructure

Get a 30-minute, no-cost strategy session with a Kyndryl expert

Discover the full value of your business and technology potential with a Kyndryl expert consultation at no cost.

[Book a consultation](#)

[Kyndryl and Microsoft: Our Partnership](#)