



## WildFire ESS Retail Software Pricing

Enterprise Flash Storage is normally quite expensive. 20TB of usable Flash from an appliance vendor generally costs \$100K to \$400K. Even ordinary do-it-yourself solutions will cost more than \$50K.

EasyCo's WildFire Enterprise Storage Stack can bring stunning performance, durability and cost savings to Flash storage deployments. Here's the materials summary for a 20TB Enterprise appliance costing under \$20,000.

<b>Chassis Components</b>	<b>\$2,650</b>
<b>24 1TiB Crucial BX100 SSDs</b>	<b>8,800</b>
<b>20TB ESS 4.0 software license</b>	<b>6,000</b>
<b>Total Cost</b>	<b>17,450</b>
<b>Usable Space (GiB)<sup>1</sup></b>	<b>19,800</b>
<b>Cost per gigabyte</b>	<b>0.88</b>
<b>Cost/GB with optional compression<sup>2</sup></b>	<b>0.50</b>

Patented WildFire ESS linearly writes clusters of random writes, FIFO. By using this Linux software, users can increase the Raid-5 or Raid-6 random write speed of Flash memory 30-fold. ESS also increases the durability of Flash media by as much as 20-fold, and doubles it again when used with our optional compression. Enhanced life radically reduces the cost of Flash SSDs needed for any given duty cycle.

**Help available:** With ESS, you don't need to do it all yourself. You can get an integrator to build and configure an ESS-conforming server. Similarly, ESS offers its WildFire line of low cost, single-responsibility solutions, as do EasyCo licensees.

**Truly affordable:** When you analyze the costs, WildFire ESS solutions are not only less expensive than any other all-Flash storage solutions. They are also less than virtually all hybrid solutions. And they are surprisingly close to the costs of 7,200 rpm storage solutions. About the only place where WildFire ESS doesn't cost less is when you are building write-once compute-many solutions where write performance is irrelevant and inexpensive Flash media can be safely used.

**ESS 4.0 software costs** \$1,500 per five terabytes of user addressable physical space. ESS with compression support costs \$1,875 per five terabytes of physical space.

**Support** is highly recommended but not required. Nine-to-five support is 20% of the purchase price per year. 7x24 support is 40% of the purchase price per year. Support includes assistance in the configuration of your system, and assistance in the repair of ESS if it fails. Support also includes software upgrades. Systems not under support do not qualify for upgrades or expansion. Support does not include assistance with third party software or hardware.

**Redundancy:** Because storage built with ESS is so inexpensive, EasyCo recommends a program of strong redundancy to protect data. Minimally, a user should use Raid-5 or Raid-6 protection, as well as hot spares. In most environments, real-time replication is highly recommended and easily implemented.

**Return Policy:** WildFire ESS may be returned within 45 days for a full refund.

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<sup>1</sup> Based upon configuration to manufacturer's recommendations with one Raid-parity drive, one hot spare, and 10% mandatory free space.

<sup>2</sup> Based upon 2:1 compression. Additional costs include optional compression software and additional memory.