

BattleCard



Why ATTO 360 With OneFS Isilon & PowerScale Nodes

- (7) OneFS customized profiles delivers up to **30% performance improvement** depending on specific work load
- Client based application offers an incremental level of value not available with competitive NIC's
- **Improve the customer's POC experience** and accelerate your time to revenue
- **Hundreds of individual data points in one tool** ensures troubleshooting with pinpoint accuracy
- Automatic diagnostic alarms provide alerts to potential issues saving valuable time and resources
- Easy to use interface makes it the perfect tool for users of all skill levels

Customer Challenges

- Network protocols not easy to manage
- Performance tuning for storage can be a headache to many IT professionals
- Client connections are prone to technical issues that can require significant resources and money to mitigate
- Achieving desired performance expectations can be time consuming and frustrating, negatively impacting productivity

Where to Look

- Customers consistently frustrated with inconsistent performance and timely identification of issues impacting that performance
- Customers and prospects who require the highest performance on high throughput single stream workflows
- Content creators looking to work in the highest resolutions and framerate possible with their OneFS Isilon and PowerScale nodes
- Clients that work in high bandwidth, low latency sequential workloads such as backup/disaster recovery, radar/telemetry, medical imaging, oil and gas and M&E
- Customers and prospects keenly interested in optimizing performance without being an expert network engineer
- Motivated to save time and money by simply monitoring and resolving complicated issues with their connections as they arise

What to Probe

- Do you have trouble meeting aggressive performance requirements?
- Need an easier way to collect vital client network statistics?
- Do your IT Administrators spend significant time analyzing and resolving client support calls?
- Motivated to overcome longstanding Ethernet bottlenecks without the need to be an expert in network theory?

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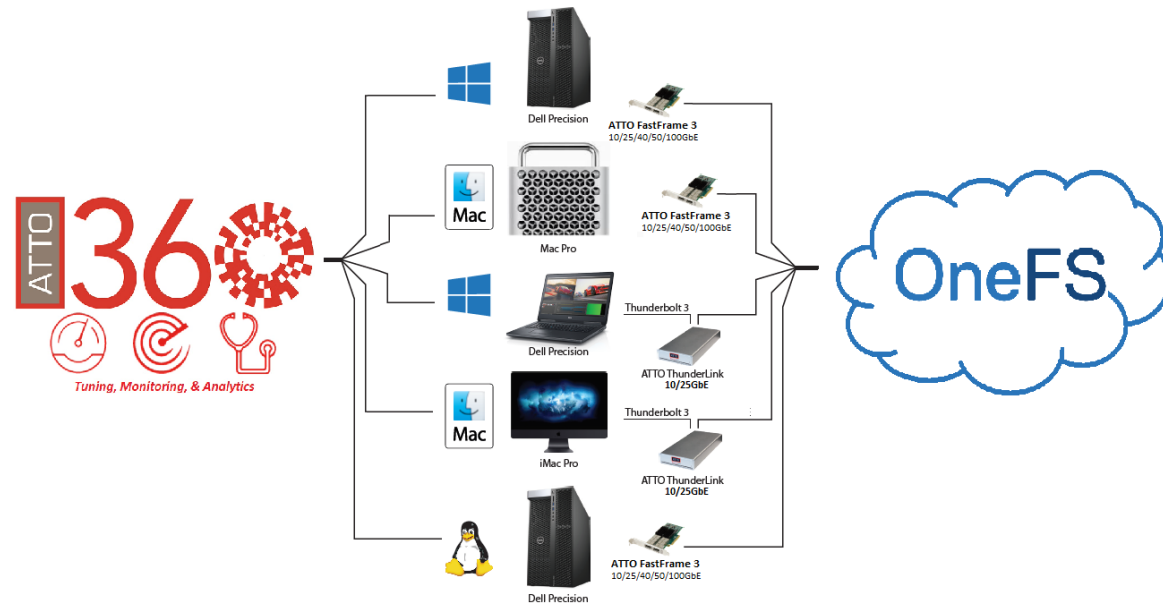
Why ATTO Technology?

- Long term valued partner of DELL Technologies
- Share numerous common markets and use cases
- Leader in storage connectivity market
- Expert support and full services capabilities
- Robust and thoroughly tested portfolio of Ethernet NIC's and Thunderbolt to Ethernet adapters

ATTO Technology Resources

- Steve Lloyd – Director OEM Sales
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-716-691-1999 #117
- Ken Seibert – Customer Engineering Manager
-kseibert@atto.com
-716-691-1999 #194
- Tom Johnson – Product Manager
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-716-691-1999 #188
- Landing Page
www.ATTO.com/solutions/DELL/360

How ATTO 360 Works



ATTO Part #'s

FastFrame 3 NIC's

- FFRM-322-DA0 – Up to 25GbE (Dell S&P Part #AA837310)
- FRRM-352-DA0 – Up to 50GbE (Dell S&P Part #AB185307)
- FFRM-312-DA0 – Up to 100GbE (Dell S&P Part # AA701820)

ThunderLink Adapters

- TLN3-3102-D00 – 10GbE (Dell S&P Part #AB205840)
- TLNS-3252-D00 – 25GbE (Dell S&P Part #AB185308)