



SANGFOR

Sangfor HCI Sales Guide



Sangfor HCI

Sangfor HCI (Hyper-Converged Infrastructure) is the new generation of IT architecture that is built on the innovative 3rd generation hyper-converged infrastructure platform.

By converging compute, storage, networking and security on a single software stack, that is extremely simplified in architecture, ultimately reliable for business-critical applications and dramatically easy to use in management.

The 3rd Generation HCI

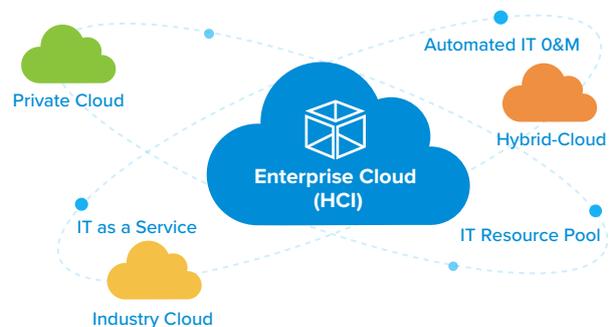


- **Reliable & Stable:** 0 RPO & 99.99% availability
- **High Performance:** 50% Higher IOPS than industry-peers
- **Simplified & Easy to use:** All-In-One IT Management Platform

SCP Positioning

Sangfor Cloud Platform (SCP) is the 1-stop cloud stack that is built on the world's most advanced HCI platform for enterprise scale deployment of private cloud, hybrid cloud and partner-built managed cloud

- **Extremely simple:** Time-saving, full visibility and no IT expert required
- **Reliable & Secure:** Based on HCI platform with built-in security modules
- **Best User Experience:** Deliver IT Services such as AWS



Key Business Scenarios & Go-To-Market Strategy for Sangfor HCI

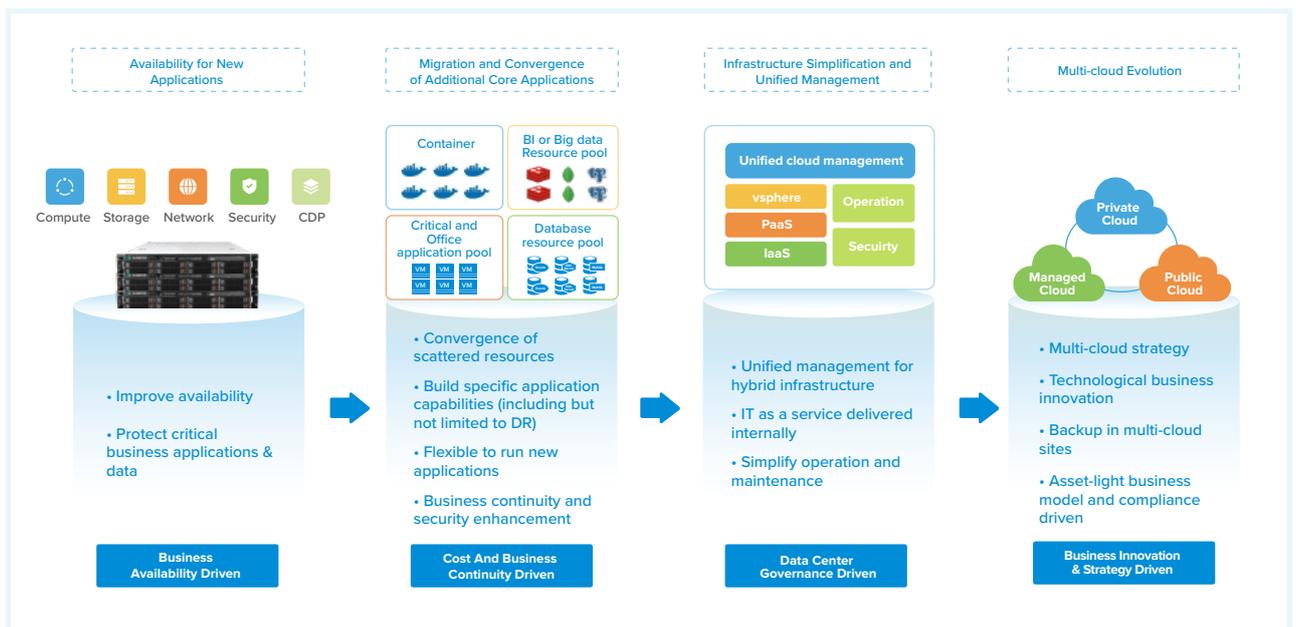
Business Scenarios	Customer Core Requirements & Expectations	Go-To-Market Strategy
<p>- Legacy physical DC consolidation with replacement of expired servers (Minimum 4 servers)</p>	<ul style="list-style-type: none"> • Improve resource utilization via virtualization features • Improve availability for data and application • Reduce the overall cost of hardware investment, electricity cost and external storage 	<p>Sangfor Capsule DC Solution:</p> <ul style="list-style-type: none"> • Fully Virtualized • Higher reliability with lower investment • Starts with 2 nodes
<p>- Carrying critical applications such as SAP/SCADA/Oracle RAC/HIS/PACS/E-learning (for newly built DC or upgrade)</p>	<ul style="list-style-type: none"> • Provide continuous operation without any disruption • Improve the IO performance of business access <p>Enhance data protection (backup and DR is necessary)</p>	<p>Sangfor Enterprise Application Solution & Best Practices:</p> <ul style="list-style-type: none"> • Starts with 3 nodes • Built-in load balancer and firewall components • Built-in CDP function • Support full flash if needed <p>Recommended to cooperate with local ISV for this scenario</p>
<p>- Backup & Disaster Recovery based on HCI (focus on Larger level customer)</p>	<ul style="list-style-type: none"> • Have a specific business continuity requirements (RTP and RPO) • Expect to have a simple, stable and affordable DR solution <p>Need to get the real time support and response from Vendors</p>	<p>Sangfor backup and DR solution:</p> <ul style="list-style-type: none"> • Achieve RPO=0,RTO=seconds between 2 sites • Low cost investment • Easy for management and operation <p>Do not support application-aware level backup</p>
<p>- Private Cloud & Managed Cloud Service (Larger enterprise, tier-1 level GOV agency and local ISP)</p>	<ul style="list-style-type: none"> • Expect to have a Cloud platform delivering internal & external IT services • Need multi-tenant management and self-service portal • Need billing and metering as well as operation automation • Provide services catalog such as compute, network, security and storage 	<p>Sangfor Provide Cloud Solution :</p> <ul style="list-style-type: none"> • Simple cloud architecture • Affordable investment • Easy to manage & operate • Starts with 3 nodes to build an evolvable platform <p>Sangfor Managed Cloud Service Program :</p> <ul style="list-style-type: none"> • Reduce cost and gain new business opportunities for service provider • Just need 1 to 2 IT generalists to manage and operate a large cloud platform with more than 30 nodes

Business Scenarios	Customer Core Requirements & Expectations	Go-To-Market Strategy
<p>- Reliability and Cloud Data Center Evolution for VMware (For customers still using vSphere and SAN storage)</p>	<ul style="list-style-type: none"> • External storage single failure with some performance issues • Only part of applications are running in vSphere. Customer wants to migrate all applications but the cost is not affordable • Have a backup plan for VMware platform but the VMware solution is somewhat complex 	<p>Sangfor Backup solution for VMware:</p> <ul style="list-style-type: none"> • VM-level backup • Unified management for both VMware and backup <p>Unified Management and Evolvable Cloud Solution:</p> <ul style="list-style-type: none"> • Further convergence of existing resources for both VMware, physical and external storage • Unified management for VMware cluster and Sangfor HCI cluster • Build a cloud platform to meet customer future new applications & services requirements, and simplify the IT architecture

*Hybrid-Cloud /Multi-Cloud/ CCTV Storage/ Big data with Hadoop/ DevOps scenarios are not recommended to promote, but Container solution will be validated in Q3 2020 by Sangfor HQ

Continuously Address More Customers in Larger-level Size Market (where employees are usually between 800 – 3000 people)

1 Recommended to propose Sangfor concept of future “Smooth Evolution of Data Center” for both their CIO and organization

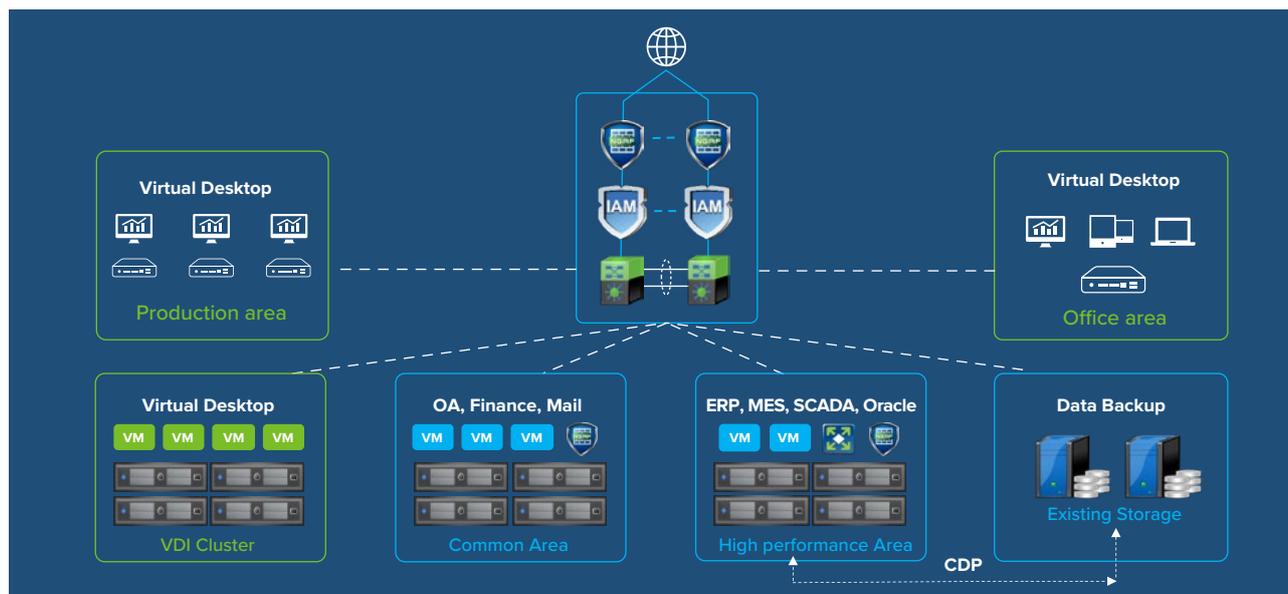


2 In selected target market or industry, propose our tailored industry solution and customer success story to inspire new customers

Industry: Manufacturing

Customer Role: CIO, IT manager

Customer Characteristics: Still running all or part critical applications in traditional physical 3-tier architecture, pay attention to business availability, just have 3-5 IT employees, already facing some performance issues



Sangfor Solution Values

- Significantly improve the performance and availability for both ERP and SCADA
- Reduce cost by at least 40% compared with traditional solution
- Save 50% time and manpower for daily operation and maintenance

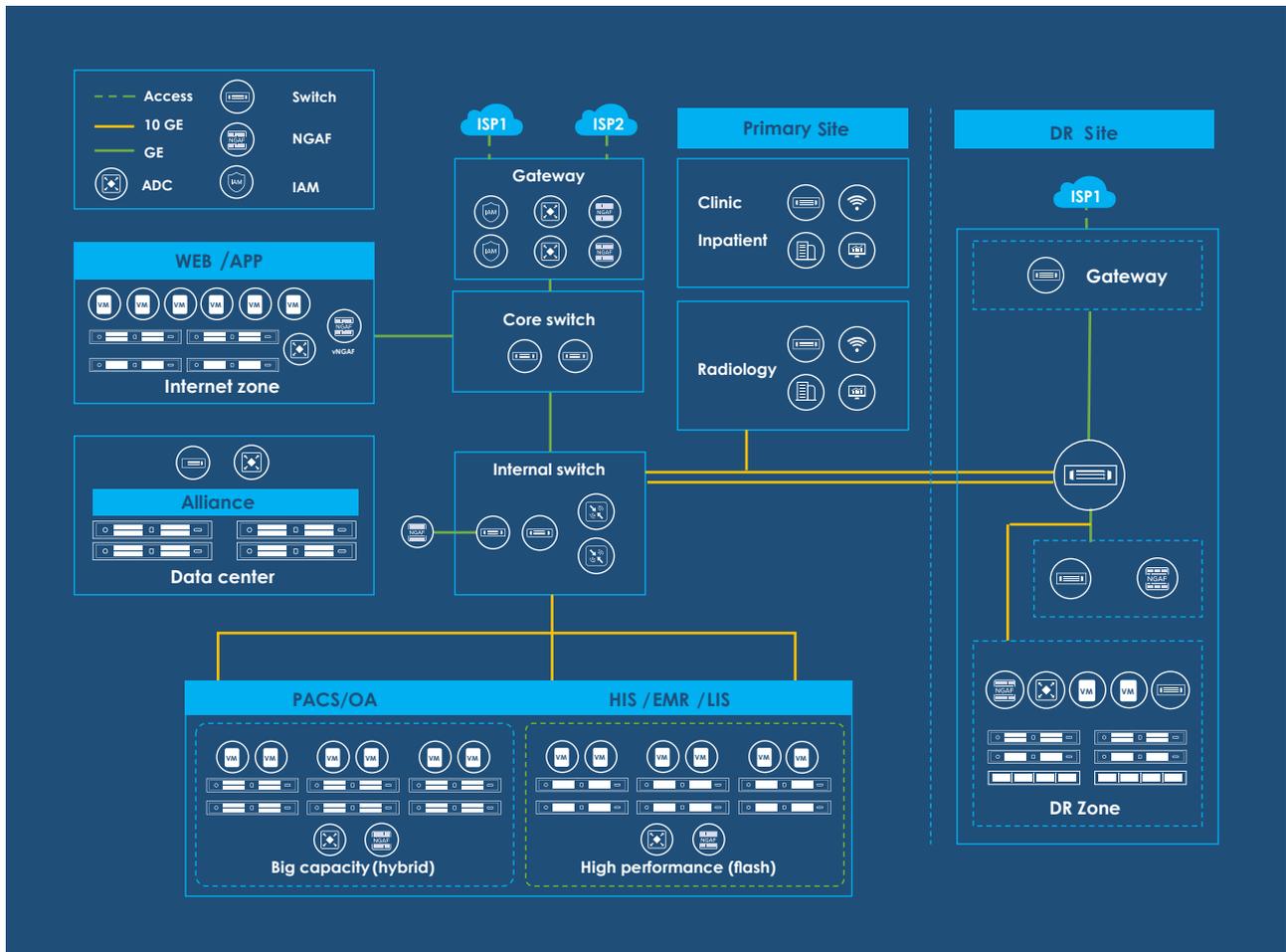
Advantages

- Have best practices and case studies for different applications in the manufacturing sector
- Built-in rich components such as HA,DRS,CDP for high reliability and Security features
- Ultimate visibility and unified management platform

Industry: Healthcare

Customer Role: CIO, IT leader

Customer Characteristics: Patients per day exceeds 500, already have or planning to build HIS, EHR, PACS, Database applications. Already have some performance issues.



Sangfor Solution Values

- Reduce the waiting & treatment time by 75%, improve the patient satisfaction and can service more patients
- Achieve RTO=0,RPO=0 for both HIS, PACS
- Save average 50% time and manpower to manage and operate the entire infrastructure
- Cost effective and simple DR solution

Advantages

- Have best practices and plenty of case studies for different healthcare applications
- Built-in rich components such as HA,DRS,CDP for high reliability and Security features
- Best performance for database and one-stop web-based user interface

Competitive Advantages

Capabilities & Features	Sangfor	VMware	Nutanix
Architecture	HCI components: aSV, aSAN, aNET and management Cloud: SCP	vSpere, vSan,NSX, vCenter Cloud: vRealize	AHV, Acropolis ,Prism Cloud: Xi Beam
Security Capabilities	Native integrated Firewall, WAF, AD,SSL VPN	Rely on 3 rd party vendors (Fortinet, Checkpoint, Kaspersky)	Rely on 3 rd party vendors (Palo Alto, Fortinet ,Trend Micro)
High Availability	Sangfor HCI provides HA, DRS, DRX, Snapshot and CDP features to achieve business continuity ,meet the RPO=0,RTO=mins targets. Sangfor HCI also has built-in load balance feature	Need to deploy, purchase and manage extra 3rd party backup software to achieve the same target as Sangfor. VMWare HCI does not support CDP function	Nutanix support built-in backup features, but doesn't have CDP and load balance features. Nutanix also can't work with external storage which means the data can only be backed up to cloud or to another Nutanix cluster
High Performance	<ul style="list-style-type: none"> • Sangfor storage does not only provide data caching, data striping features ,but also offer data tiering, data locality and performance optimization for database. • The total IOPS performance is 50% higher compared with vSAN under the same configuration 	Doesn't support Data tiering and data locality	Supports both data tiering and data locality
Management	<ul style="list-style-type: none"> • Unified management with the ultimate visibility • Specifically designed guiding wizard for Oracle and SQL Server • Simplifies network operations and troubleshooting • Only requires minimal manpower and basic skill to manage & operate the whole infrastructure 	vCenter needs to be deployed separately. The 3rd party backup software and security components also need to be managed separately. VMWare doesn't have "what you draw is what you get " feature. It is more complicated to operate & maintain	No network virtualization to simplify network deployment and management in daily operation. Also need high technical skills and much more time to track and solve different kinds of issues once problems have appeared
Small Scale	2 nodes minimum	2 nodes minimum for ROBO	2 nodes minimum for ROBO

Capabilities & Features	Sangfor	VMware	Nutanix
Data Service	<ul style="list-style-type: none"> • Sangfor will support deduplication and compression in 2020 Q4 • Sangfor will support data encryption in 2020 Q3 	Deduplication & Compression (only all-flash) Support data encryption	Best support (at the moment)
Service	Sangfor can offer direct vendor level support for both online and onsite, as well as professional service items and data center consulting services	Mostly rely on online support and partners	Mostly rely on online support and partners

More sale tools, solution documentation and case studies can be downloaded from [Sangfor community](#).



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Make IT Simpler, More Secure and Valuable !



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