

## Racerunner FAQ

### ➤ Who is WhipTail Tech?

WhipTail Tech, a **SAN solid-state storage manufacturer**, was founded 2008 in Summit, NJ. The company is named after the WhipTail Racerunner lizard, an extremely fast species indigenous to the southwestern United States. The Racerunner SSD SAN array was released to “general availability” late 2008.

### ➤ What is SSD?

A solid-state device or drive (SSD) is the next generation of data storage. The architecture of an SSD does not employ rotating disks at all. A SSD utilizes a memory chip with erasable, writeable cells that can hold data even when powered off. Solid-state memory is popular consumer devices such as iPhones, Blackberries, digital camera's, etc.

### ➤ What are the advantages of SSD's over traditional magnetic disks?

This is the fun part...

- **Speed.** Clients will see incredible increases in performance up to 30X (60X latency advantage) so that large reports that used to take 24 hours can now take minutes.
- **Dramatically Lower TCO.** Racerunners can replace a fully populated storage shelf at a 30:1 ratio, 90% less power and space as well. Huge for **Green IT** initiatives.
- **Durable.** The underlying architecture allows for more stability and endurance in non-optimal environments (e.g. heat, cold).

➤ What is the Racerunner?

The Racerunner is a patent-pending SSD SAN appliance. Not a single solid-state drive, but rather an array of drives overlaid with expert software to create a powerful primary storage device that accelerates mission critical data and dramatically expands virtual capacity.

➤ What is the Racerunner's performance?

- 150,000 IOPS

➤ What are the optimal application candidates for a Racerunner?

With Intel and AMD breaking new barriers with CPU technology, servers today are being starved for data; the current magnetic spinning disk storage arrays are maxed-out on their speed (15K), and they will never get any faster. The future is solid-state storage, and that future is now.

Thus, those who require a higher performing array than magnetic legacy spinning disks offer:

- *Virtualization or VDI*
- *Server Virtualization*
- *Poor Performing Applications (email, ERP, CRM)*
- *Enterprises with highly transactional online applications (OLTP)*

➤ What protocol does the Racerunner support?

- Fibre Chanel, iSCSI, Infinband, NFS, CIFS

➤ Isn't flash memory a candidate to wear out quickly? It's very expensive to keep buying new drives...

In almost every scenario, the answer would be yes. However, all versions of the WhipTail Racerunner come imbedded with out proprietary software that extends the lifetime of the drives to beyond seven (7) years...and dramatically optimize the

potency of the underlying flash architecture. Thus, the Racerunner allows Tier 0 performance to be a realistic option as a primary SAN for enterprises today.

### ➤ What is In-line Data Deduplication?

Data Deduplication is a method of reducing redundant data. While many companies offer a similar technology to reduce backup or recovery storage (Data Domain, NetApp, Symantec, etc.), WhipTail is the *ONLY* vendor currently offering in-line data Deduplication, where data redundancy is eliminated on the ingress at a block level. This is the holy grail of deduping because it dramatically decreases the amount of storage an enterprise requires. This is of huge benefit in virtualized environments, and is critical in establishing Tier 0 performance as a viable solution for the enterprise.

In-line data deduplication is a standard feature of the Racerunner, each enterprise can customize their experience by turning in-line deduping, per LUN, on or off at will. So whether they are optimizing virtualization, accelerating data, or toggling between the two, the Racerunner provides optimal business flexibility and performance to meet ever changing needs.

### ➤ Doesn't NetApp say that they can accomplish In-line Deduping?

In reality, NetApp's primary deduping is an attempt at delivering on the promise of primary storage that misses the mark. With their Deduplication, not only will the amount of storage needed not be decreased but performance will greatly suffer as well. Their deduplication commits all writes to physical media during production hours. Consequently, customers require enough space to hold all of their data, on their most expensive storage, before reduction. At scheduled times the filer performs fingerprinting of all new data, compares it to the disk fingerprint table, and performs deduplication. This process is done as a batch job and is computationally intense reducing performance while it is running.

➤ How long does it take to implement the Racerunner?

“LUN & DONE” : Plug it into a power source (less than 200 watts), attach Network Protocol, assign LUNs. Rinse. Repeat.

➤ Can I procure a Racerunner for an evaluation?

Absolutely. WhipTail has a corporate evaluation program. Simply contact us by phone: (908) 743-1280 or visit the website, [www.whiptailtech.com](http://www.whiptailtech.com), to submit your information for a 30-day evaluation.

➤ What awards has WhipTail Tech accomplished thus far?

WhipTail Tech 2009 Highlights:

- World’s ONLY vendor to release “On-the-Fly Data Deduplication” for primary storage arrays. *“Now THAT is deduping...”* Storage Soup
- *“Innovative Storage Technology”* Sprout Award Winner from Everything Channel. *“...the WhipTail SSD Tier 0 storage technology was the cream of the crop.”*
- *“Most interesting Product”* of Storage Networking World 2009 – Dave Simpson, Editor-in-Chief, Infostar
- Named *“Company to Watch”* by Network World
- *“Emerging Vendors: Hot, Young Technology”* by CRN Magazine
- *“...hot start-up to watch”* by CNET
- Certified *Citrix Ready*
- WhipTail expands globally, starting with EMEA office in Surrey, UK