

Toshiba Customer Success Story

"We are leveraging our innovation, quality, value and reliability that we demonstrated in the block storage space, into solutions for larger, diverse markets. One of the reasons we choose to use Toshiba HDDs in our most popular solutions is they complement the characteristics of our solutions."

—Vijay Char
Vice President Business Development and WW QA/Support,
PROMISE Technology



> INDUSTRY

Storage Solutions

> WEBSITE

www.promise.com

> BUSINESS OBJECTIVES

- Provide business-agile technology for diverse markets
- Acceleration of demanding media workflows
- Scalable capacity to meet increasing content volume

> SOLUTION

- Toshiba MG04ACA for PROMISE VTrak Series
- Toshiba DT01ACA for PROMISE Pegasus2
- Toshiba MG03ACA for PROMISE Vess Series

> BENEFITS

- Innovative, resilient, cost-effective storage solutions
- Extremely reliable products and quality collaboration
- Robust support for intensive media workflows and heavy bandwidth requirements

PROMISE TECHNOLOGY LEVERAGES TOSHIBA STORAGE TO OPTIMIZE MEDIA AND ENTERTAINMENT WORKFLOWS

Promise Technology, an award-winning storage innovator, continues to captivate global audiences with answers to escalating content and capacity demands, tighter deadlines, accelerating workflows, and efficiency requirements.

With about 500 employees and more than 16 million deployments worldwide, PROMISE continues to shape new storage possibilities and strategic alliances. Its suite of solutions spans rich media, data center, surveillance, and cloud offerings, including scale-out platforms, unified storage and more. From R&D, manufacturing and operations to global logistics, sales and support, PROMISE Technology is equipped to handle many aspects of the customer life cycle.

> PRIMETIME PRODUCT LINEUP WITH TOSHIBA HDD

The PROMISE portfolio of storage solutions boasts many standouts. As the market is transitioning from attached storage to cloud based environments, PROMISE has evolved from providing block storage components to on demand comprehensive solutions. Toshiba is a preferred storage vendor for PROMISE's most popular products including the VTrak A-Class Series, Pegasus2 Series, and Vess A/E/J Series.

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VTrak A/E/J-Class with Toshiba Enterprise Capacity HDD

PROMISE VTrak Series is an all-in-one shared SAN appliance designed for rich media multi-user collaboration and optimizing video-centric environments.

The VTrak relies on Toshiba's MG04SCA 7200 RPM¹ 3.5-inch² enterprise capacity HDD to save rack space and correlating energy costs. Additionally, the MG04SCA 512e format provides storage capacity efficiency for video edit-intensive jobs.



Pegasus2 with Toshiba DT01ACA Series

The Pegasus2 storage solutions are designed for accelerated 3D and 4K workflows, content editing, streaming and backup.

PROMISE populates the Pegasus2 solution with thousands of Toshiba's DT01ACA desktop HDDs in 2TB³ and 3TB capacities. The DT01ACA family addresses the primary requirements for the Pegasus2 platform by providing reliability, capacity points, and performance. The robustness and versatility of the DT01ACA platform is a solution of choice for a broad range of non-PC applications, including set-top-box/DVR, surveillance, gaming, and external storage.

"It is critical to ensure that we can deliver resilient video editing solutions and performance at cost-effective prices. Since 98 percent of our storage solutions utilize HDDs, we select drives with the highest levels of performance and quality, to not only meet, but exceed the expectations of our customers. Toshiba hard disk drives optimize performance in ways that are consistent with our solution requirements," notes Char.

Vess A2000 Series with Toshiba Enterprise Capacity HDD

PROMISE and Toshiba collaboration successes continue into storage systems for midrange surveillance applications. The Vess A2000 Series is a network video recorder (NVR) appliance for midsize to large-scale IP surveillance deployments, on-line gaming and other video-centric markets.

The Vess series uses the Toshiba MG03ACA family nearline HDDs, suited for high stream count applications. These models are equipped with rotational vibration sensor (RVS) technology critical for storage systems used in high density architecture, such as the Vess system. RV sensor enabled HDDs provide a high level of performance which helps to reduce the number of frame drops, which is critical in surveillance applications. The RV sensors detect and compensate for disturbance, stabilize head control position and keep the head within the proper operating regions on the media.

> BROADCASTING BENEFITS, COMPETENCE AND A VALUE-ADD FUTURE

From designing solutions that fulfill constantly changing demands to driving new products into the market, PROMISE is well positioned for a successful future. Char also envisions a continued successful relationship with Toshiba.

"We've been doing business regularly with Toshiba over the past several years. We work with Toshiba Customer Support Engineers to develop joint qualification plans. We also leverage Toshiba resources to optimize how we can both bring our products to market and how requirements can be met at the same time," he says. "Toshiba brings us very special value, and we believe Toshiba staff is very competent, which helps us to be competent in return."

1. Read and write speed may vary depending on the host device, read and write conditions, and file size.
2. "inch" means the form factors of HDDs. They do not indicate drive's physical size
3. One Terabyte (1TB) = 1,000 Gigabytes (GB). One Gigabyte (1GB) means 10⁹ = 1,000,000,000 bytes using powers of 10. A computer operating system, however, reports storage capacity using powers of 2 for the definition of 1GB = 2³⁰ = 1,073,741,824 bytes, and therefore shows less storage capacity. Available storage capacity will also be less if the computer includes one or more pre-installed operating systems, pre-installed software applications, or media content. Actual formatted capacity may vary.
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