BattleCard

Target Customers
- Those who need who the best performance on high throughput single stream workflows.
- Content creators looking to work with the highest resolution, highest framerate possible with their OneFS storage solution.
- Those who work in high bandwidth, low latency sequential workloads like backup/disaster recovery, radar/telemetry, medical imaging, and Oil & Gas.

Ask This/Listen for...
- Do you have trouble meeting aggressive performance requirements?
- Do you spend too much time monitoring and analyzing when you would rather be doing things that generate revenue?
- Are you frustrated with Ethernet overhead and complicated network theory

What is the customer looking for?
- A way to easily optimize their connection to OneFS storage obtaining best performance without being an expert network engineer.
- To save time and money monitoring and troubleshooting complicated issues with their connection.

Challenges / Pain Points
- Networks are prone to congestion that require a significant amount of resources and money to mitigate
- Achieving desired performance levels is time consuming and frustrating which negatively impacts productivity

Solution Advantages
- OneFS with ATTO 360 is the gold standard for Ethernet storage performance. Custom tuning profiles developed and designed by ATTO and DELL together have given users a solution that optimizes, analyzes, is easy to implement, and saves them time and money
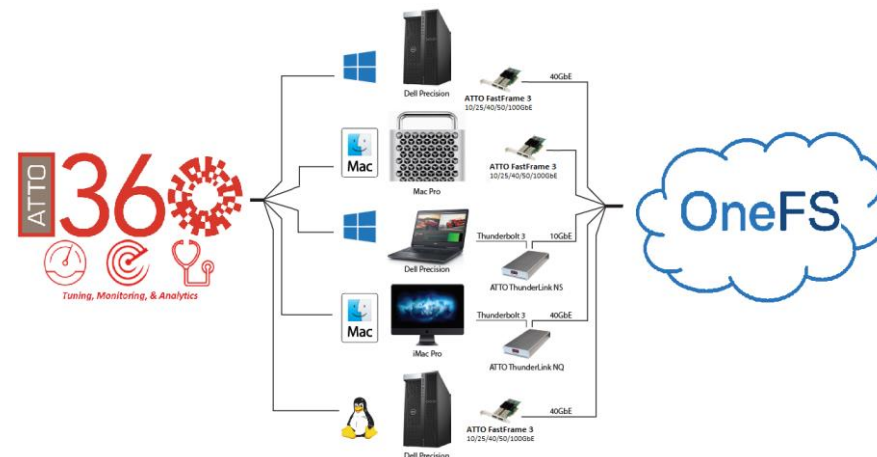
ATTO

Why ATTO Technology?

- Valued partner of DELL Technologies
- Trusted name in Storage
- Reliable products
- Full support and services capabilities
- Complete portfolio of Ethernet and Thunderbolt devices

Regional Contacts

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Topology

Joint Value Prop

- 1-Click operation optimizes ATTO adapter for OneFS storage
- Advanced Analytics troubleshoot with incredible pinpoint accuracy
- Alerts – alarm users to potential issues