



From a market need comes an idea:

**A more efficient approach to storage.
Simplify. Consolidate. Save.**



The Need

The storage industry today faces some daunting challenges. No centralized view of storage assets. No single point of control. No way to dynamically allocate storage assets to where they are needed most.

Many have promised to meet this need. No one has delivered. Until now.

An alternative.

Pillar Data Systems® takes a more efficient approach to networked storage.

One that dramatically simplifies data management.

One that consolidates storage into a single pool.

One that saves money and time, letting administrators focus on managing their workload – not the storage system.

Pillar designs and builds integrated, automated, cost-effective storage systems. Systems that seamlessly unite SAN and NAS environments. Systems that enable management of multiple tiers of storage on a single platform. Flexible systems that grow with your needs. All at a cost far below typical storage systems.

This is a more efficient alternative. This is Pillar Data Systems.

“Pillar has created a new category of tiered storage within one system. The Pillar Axiom Storage system is designed from the ground up to address many of the limitations of other storage systems.”

Marc Farley, Author, Building Storage Networks



You spoke. We listened.

Before we wrote a single line of code, we spent more than nine months talking to potential customers like you. We asked: What do you really need? How do you use storage resources? Where have you been let down before?

Then we took what we learned and went to work. We streamlined processes, reduced cost and complexity, and combined familiar components with our own innovative technologies.

Finally, we took one step further, thinking beyond outdated ways to build storage. We created a fresh approach to storage that frees your business from dependence on single-purpose solutions managed with multiple layers of products.

A revolutionary shift in storage convergence.

We designed Pillar Axiom® storage systems around three key principles that separate Pillar from the rest of the storage crowd.

Simplify.

**Deploy and manage
ONE platform**

Pillar Axiom enables you to significantly reduce the complexity and costs related to managing multiple storage systems and platforms. Pillar Axiom simplifies the installation, configuration and maintenance of data storage.

- Intuitive interface – lets you stay in total control of automated, repetitive tasks and reduce operational costs
- Dynamic Performance priority settings automatically allocate hardware assets where they are needed based on metrics, not manual tuning
- Guided maintenance capabilities – take care of routine procedures without calls to customer support or visits from a technician.

Consolidate.

**SAN, NAS or multiple
applications on
ONE platform**

Pillar Axiom allows you to consolidate multiple platforms, applications, and tiers of data on one storage platform, and deliver the appropriate performance to each from a single management GUI.


Only Pillar has the flexibility and modularity to help adjust capacity according to your system's needs.

Save.

**Reduce administration
time, costs, and footprint
on ONE platform.**

With Pillar Axiom, you can improve business profitability by reducing the time and costs to purchase, manage and service storage. You will also reduce power and space requirements by consolidating on one storage platform.

- Highly available, highly reliable – extensive diagnostics and self-healing functions support all components, ensuring maximum uptime with minimal human intervention
- High quality, high-volume components – Pillar delivers a cost-effective system with modular components throughout
- One-time software licensing – with a single operating system controlling an entire Pillar Axiom system, you pay only once, no matter how large the system grows



"Pillar has developed an efficient approach to consolidating storage by enabling users to tier on a component level. The basic premise is that data located on the outside of the disk is more readily available than that on the inside of the disk due to disk I/O access methods. Pillar's technology tiers data on each disk, placing 'Tier 1' data on the outside of the disk, 'Tier 2' in the middle and 'Tier 3' on the inside, providing intelligent algorithms to ensure priority access to each tier. This technology will change the way users approach tiering storage."

Enterprise Strategy Group (ESG)

The Pillar Architecture

One system does it all.

Complex management. Distributed, underutilized assets. Spiraling costs. Had enough? Pillar's revolutionary new approach helps simplify, consolidate, and save.

AxiomONE™ is a rich suite of software that provisions, protects, and manages your data. Combine it with the Pillar Axiom Storage system and you've got an unbeatable team. Get ready to experience the quality and value of an enterprise-class solution – without the traditional price tag.

Meet the Pillar Axiom Storage system.

ONE Integrated System.
ONE Scalable Platform.
ONE Unified Architecture.
ONE Storage Pool.
ONE Management View.

parameters through easy-to-use policies.

Pillar Axiom System in action.

A single Axiom system delivers three tiers of performance, availability, data protection, capacity, and scalability.

Tier 1 – highest performance and availability levels for mission-critical applications

Tier 2 – increased performance and high availability for mid-performance applications

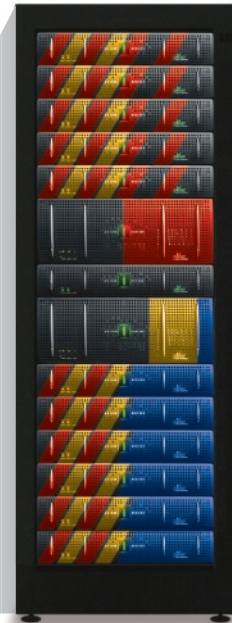
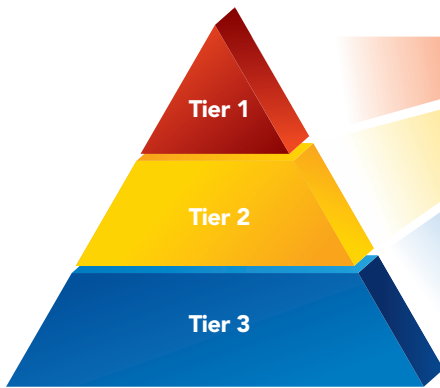
Tier 3 – adequate performance and availability to support business-utility applications such as file sharing and archive.

Efficient.

Coupled with dynamic I/O queuing prioritization, the Axiom system writes data on the section of the physical disk that best supports its performance priority. It writes premium and high priority data to the outermost tracks and lower-priority data on the inner tracks.

Economical.

Using disk drives based on Serial ATA technology, Pillar delivers near Tier 1 storage performance at Tier 3 prices. To increase capacity, simply add more disk drives without compromising overall performance.



Three tiers. Multiple Applications.

One system.

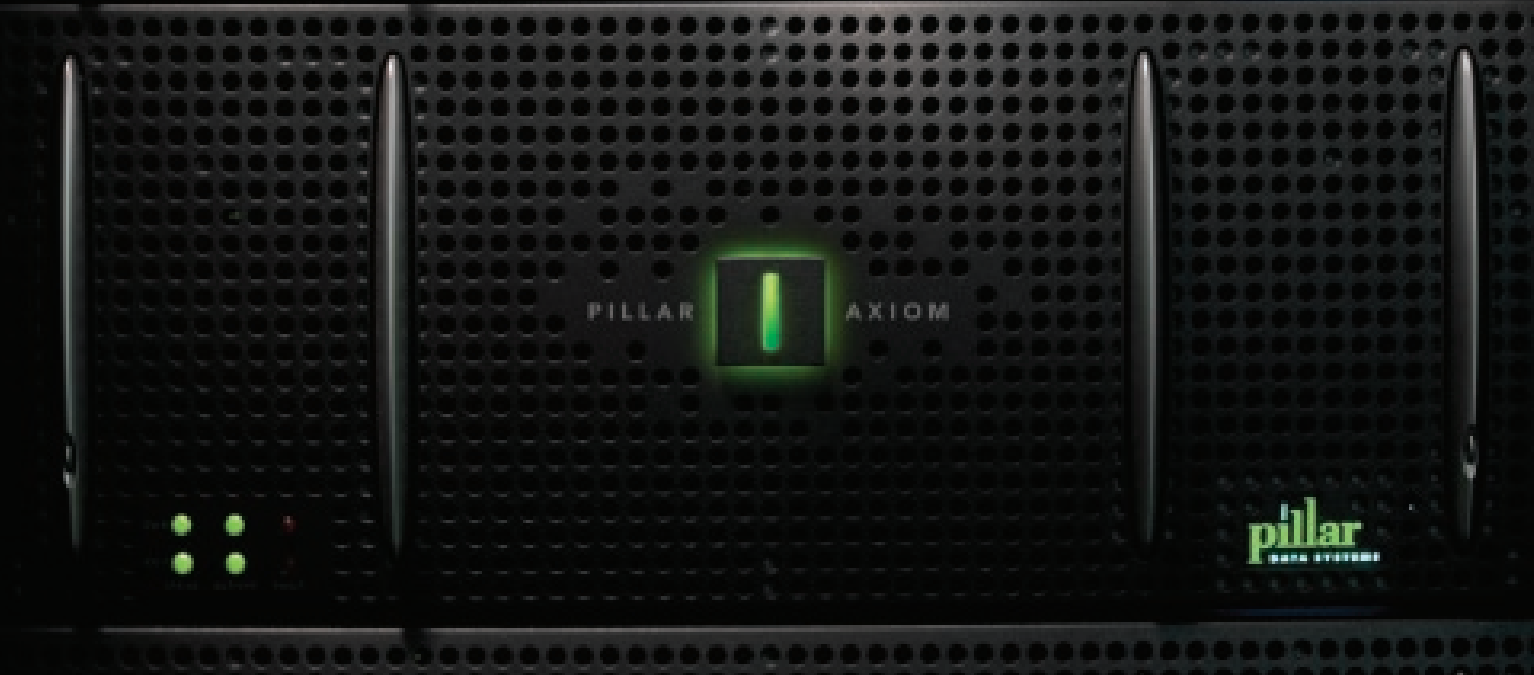
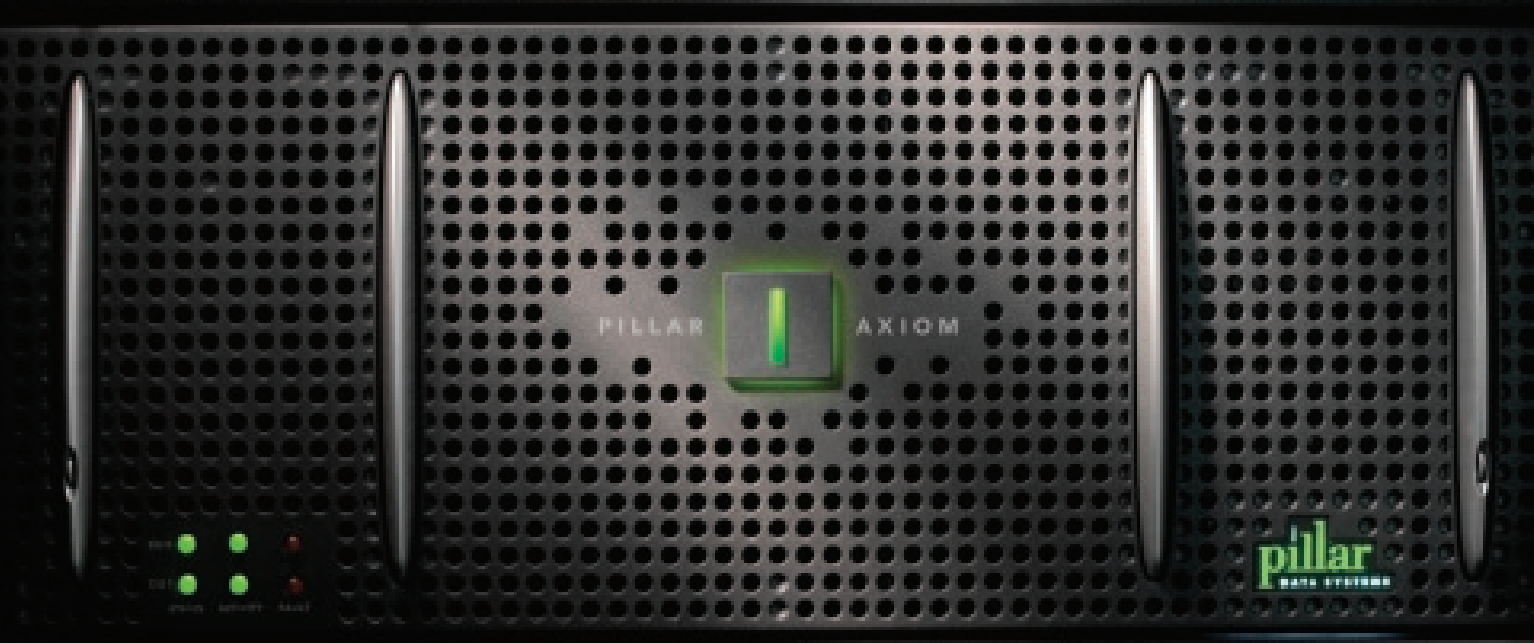
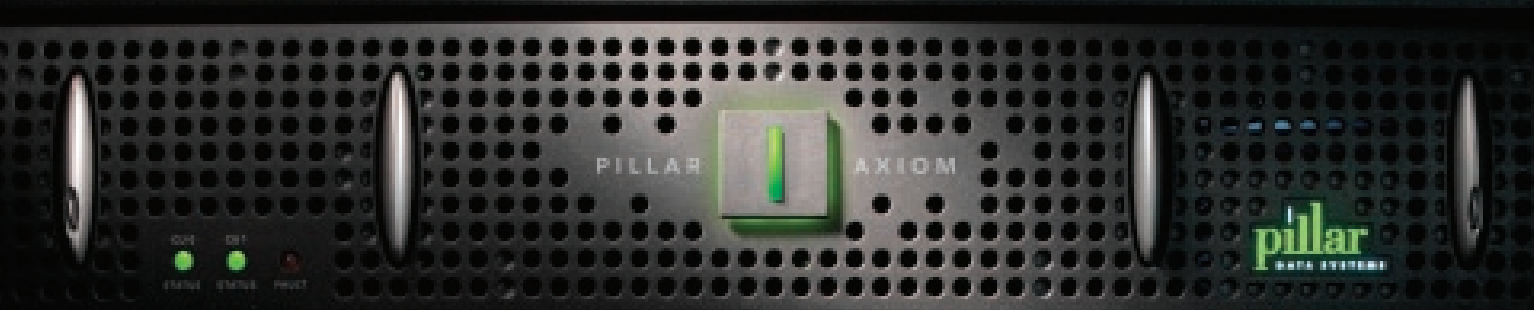
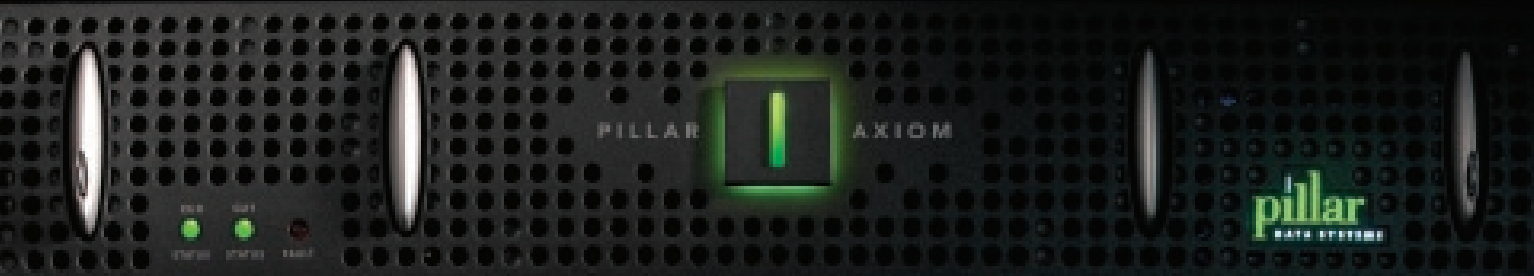
With Pillar Axiom, storage is simply configured with high, medium, low, and archive priorities. System resources are automatically applied to deliver the requested quality of service. Axiom Storage Manager Software allows system administrators to allocate storage resources, and define storage automation

Simple.

Configuring Axiom storage is simple – assign a priority level of premium, high, medium, low, or archive. The system automatically applies resources to deliver a Dynamic Performance level appropriate for each data set.

Flexible.

The true value of the Pillar Axiom Storage system lies in its flexibility to deploy capacities to meet the ever-changing demands of your business.



Pillar Axiom Storage System

Changing the rules.

Whether you need the cost-effective quality of the Axiom 300 system for small businesses or the robust performance of the Axiom 500 system for the enterprise, the Pillar Axiom storage system offers flexibility and dependability, around the clock.

SAN, meet NAS. NAS, meet SAN.

Storage managers don't have to choose between the performance advantages of SAN technology and the cost effectiveness of NAS. The Axiom 500 system seamlessly accommodates both SAN and NAS, giving both technologies direct access to the same storage pool.

Reliability, Availability, and Serviceability.

Pillar understands the criticality of dependable, data access. Pillar Axiom Storage systems are easy to repair. The Axiom system is built with industry-standard components to reduce replacement costs.

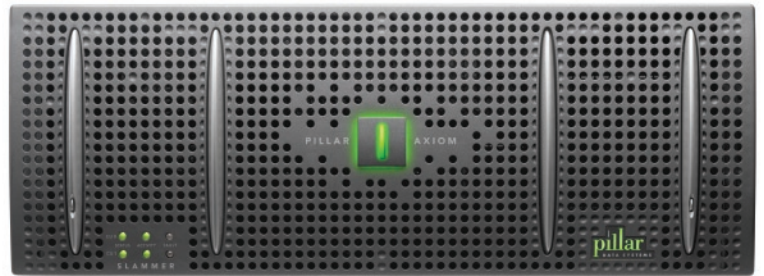
- Redundant active backup components eliminate any single point of potential hardware failure
- Hot-swappable critical components allow on-the-fly replacement
- Battery-backed RAM protects data integrity in case of power interruption

Pillar Axiom Storage systems consist of three basic building blocks, each designed for high availability and reliability:



Pilot.

The Pillar Axiom Pilot policy controller has AxiomONE™ software which supplies the interface to configure and manage the Pillar Axiom storage system. It allocates resources, specifies Dynamic Performance levels, defines settings and support, and controls backup services.



Slammer.

The Pillar Axiom Slammer storage controller is a high-performance data manager and mover. Available in a SAN or NAS front end, Slammers ensure data availability and I/O performance.



Brick.

Pillar Axiom Brick storage enclosures provide highly available storage for the SAN/NAS storage pool, available with either Serial ATA or Fibre Channel disk drives to meet cost and performance demands.

"...Integrated solutions such as the Pillar integrated SAN and NAS platform promise companies significant cost savings by enabling them to aggregate disparate storage resources via policy-based solutions that automate labor-intensive management tasks."

Dave Reinsel, Program Director, Storage Research IDC



Pillar AxiomONE Software

The Power of ONE:

Simplify complexity. Consolidate storage. Reduce costs.

The Pillar AxiomONE software suite offers application optimization, data protection, and data archive and compliance – all in one simple to manage, highly available, highly scalable storage solution. Its modular architecture offers enterprise-class capabilities:

AxiomONE Storage Services

Manager is the management interface for the Pillar Axiom platform

AxiomONE Dynamic Performance

Manager delivers up to five Dynamic Performance priority levels based on the performance requirements of each data set

AxiomONE Capacity Planning

Manager provides pre-deployment capacity-planning services

AxiomONE Path Manager delivers multi-path capabilities to hosts connected to the Pillar Axiom platform

AxiomONE SecureWORMfs

delivers immutable data storage for long-term information lifecycle management, enabling easily accessible, unerasable, non-rewriteable, retention-based data storage

AxiomONE File Replicator

provides file-based replication, backup consolidation, and archiving

AxiomONE Volume Replicator

offers heterogeneous volume-replication services

AxiomONE Continuous Data

Protection guarantees data protection and rapid recovery

Non-Disruptive Upgrade reduces downtime and potential data loss when upgrading Pillar AxiomONE software or adding hardware

Support for 4Gb/s external Fibre Channel interface

in the SAN Slammer also provides backward compatibility with previous investments in FC SAN components and storage

Support for Fibre Channel Brick enclosures

provides significant I/O performance improvement over SATA drives, enabling premium Dynamic Performance service levels for mission-critical data

Microsoft Volume-copy Shadow

Service enhances data protection through integrated, snapshot-based backup and improved integration with Windows 2003 Server platforms and Windows Storage Server

Support for Storage Management Initiative Specification 1.1

lets you view and manage Axiom storage from third party management framework applications, so you can integrate Pillar storage with your existing storage management applications





Pillar Services

Designed around one customer. You.

Customer Service

Pillar delivers a world-class warranty and support program that comes with essential services such as remote event notification, Web support, technical assistance, and more. Optional components let you design a program that precisely meets your budget and needs.

Technical Support Center:

You're heard.

Our Technical Support Center provides unlimited, around-the-clock phone and email support, as well as software upgrades and fixes.

Field Support:

You're not alone.

Fast onsite assistance, within hours of your call. Under our premium customer support plan, the Pillar field services team comes right to you, right when you need it.

Warranty:

You're covered.

The Pillar warranty protects your hardware for three years, including next-day delivery of hardware components and unlimited phone, email, and Web support. The Pillar warranty protects software for 90 days with extension options.

Remote System Event Notification:

You're off the hook.

Built-in, automatic notification capabilities in your Pillar Axiom system contact our service experts to order replacement parts or software fixes – usually before you even know there's a problem.

Web Support:

You're online.

The Pillar online system provides a complete set of self-service tools designed to help you effectively manage your storage system.

Software Support and Subscription:

You're up to date.

Technical support engineers provide both software fixes and ongoing upgrades quickly and easily.

Professional Services

Pillar designed its professional consulting services to help you maximize the return on your storage investment.

- Storage planning and implementation – helps you be more productive
- Storage optimization – for maximum system efficiency
- Storage protection – keeps data safe

Pillar combines state-of-the-art technology with a sensible approach to customer services. It's a winning combination that ensures your Pillar Axiom Storage system satisfies your business needs, now and into the future.



The Pillar Experience

The Power of One.

You're eager to find new solutions to maintain leadership in the data center. You're looking for a fresh, sensible approach that simplifies the data center and reduces costs.

Pillar Data Systems delivers this more efficient alternative. One that meets the needs of today's data center.

With Pillar Data Systems, you receive one integrated, automated, enterprise-class system that delivers flexibility of choice without paying enterprise cost.

Pillar Data Systems designs and builds more efficient storage systems. It's the sensible alternative.

One company.

One goal.

One integrated system.

One storage pool.

One management tool.

One strong value proposition.

One customer. You.

Pillar Data Systems takes a sensible, customer-centric approach to networked storage. We started with a simple, yet powerful idea: Build a successful storage company by creating value that others had promised, but never produced. At Pillar, we're on a mission to deliver the most cost-effective, highly available networked storage solutions on the market. We build reliable, flexible solutions that, for the first time, seamlessly unite SAN with NAS and enable multiple tiers of storage on a single platform. In the end, we created an entirely new class of storage. www.pillardata.com



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