



# Coraid Corporate Overview

## Who We Are

Coraid provides storage solutions for cloud service providers and enterprises that are experiencing rapid, unpredictable data growth. Coraid leverages Layer-2 Ethernet to elevate network performance and improve operational effectiveness for companies deploying dynamic, large-scale, multi-workload environments. With its modular, pay-as-you-grow architecture and easy-to-use software, as well as proven support, design, and implementation, Coraid partners with customers to enable just-in-time scaling and versatility with a quick return on investment.

## Why We're Different

Coraid delivers storage that fits your business.

Traditional storage was designed for legacy enterprise IT applications. They aren't engineered to scale to the capacity, or handle the dynamic, uneven workload characteristics of a cloud services environment. Modern applications require flexibility, and point storage systems create management inefficiency, complexity, and capacity issues. They also lead to a labor-intensive environment.

You can't afford to risk your business by changing it to fit your storage. You really need storage to fit *your* needs. And not just your needs today – but the future needs of *your* customers. Plus, the storage system needs to meet these demands without breaking the bank – or requiring lots of staff to keep everything running smoothly.

Coraid's founders anticipated the dynamic, cloud-focused changes coming to the data center and set out to create storage for the future – and make systems more simple, flexible, scalable, and modular in the process. That's why only Coraid delivers a fundamentally different storage experience – from design and purchase, through implementation and

support. We speak your language, and work at your speed. We're lowering your costs and risk, while delivering rapid results – just like you do for your customers. That's why we've earned the trust of cloud service providers and others who are benefiting from our smarter approach to storage infrastructure.

## Products

Coraid offers a full range of file, block and storage management solutions that are ideal for large-scale enterprise and cloud environments with unpredictable, rapidly growing data needs. Coraid EtherDrive and EtherCloud products leverage the simplicity of Layer-2 Ethernet to deliver lower latency, higher throughput, and operational effectiveness.

### Coraid EtherDrive

Coraid EtherDrive is a family of block and file storage products based on Ethernet storage technology that offers superior scalability, simplicity, and affordability.

**EtherDrive SRX** – Scale-out block storage appliances that leverage a massively parallel, connectionless storage networking fabric and software intelligence to aggregate commodity hardware resources and manage them as a pooled resource.

**EtherDrive ZX** – Modern, feature-rich file storage appliances designed to work with Coraid EtherDrive block storage, combining enterprise storage capabilities and massive scalability.

**EtherDrive EX** – Block and file storage solution for companies that want to start small and scale to petabyte+ environments.

### Coraid EtherCloud

Coraid EtherCloud is the industry's first scale-out storage management and performance platform, delivering visibility and control across the entire data path from the server,

through multiple network paths, and into the distributed storage infrastructure.

## Key Market Segments

- Cloud Service Providers
- Media Applications
- Private Clouds
- Data Protection

## Major Customers

Cloud: Axcient, U.S. Department of Defense, EVault, RackForce, Shutterstock

Enterprise: Chipotle, Ford, Legg Mason, NASA, Penn State University, Siemens MR, Tableau, XO Communications

Media: 365 Media, Brightcove, DLA, Sony, T3 Media

## Strategic Relationships

- 100+ channel partners in US, APAC, EMEA
- Technology partners include Allied Telesis, Arista, Avaya, Big Switch Networks, Caringo, CommVault, Intel, OpenStack, Oracle, Super Micro Computer, Veeam, and VMware.

## Management Team

- CEO – Dave Kresse
- CFO – Stewart Grierson
- CTO – Nakul Saraiya
- SVP Engineering – Paul Emery
- VP Worldwide Sales – Keith Carpenter
- VP Product Mgmt - Gokul Sathiacama
- VP Technical Support – Brandt Mackey
- VP Human Resources – Gail Boddy

## Key Investors

Coraid investors include Allegis Capital, Azure Capital Partners, Crosslink Capital, Kinetic Ventures, Menlo Ventures, and Seagate Technology.