# SoftNAS Oracle Battlecard: Unlock More Wins!

## CORPORATE FACTS & CLAIMS

### SoftNAS

SoftNAS, is a cloud-native NAS solution that helps businesses migrate data and applications to the cloud without re-engineering any of their applications.

In addition to OCI, SoftNAS supports AWS, Azure, and VMware, offering features like thin/thick provisioning, compression, and deduplication for reliable, efficient storage.

### What SoftNAS Does

SoftNAS provides high-performance, software-defined storage across multiple cloud providers and on-premises environments. It provides capabilities not available in Oracle native Storage offerings.

SoftNAS is built to meet the demands of diverse industries, offering advanced features like data compression, deduplication, high availability, and replication for optimized storage management.

With robust security, backup, and cost control, SoftNAS is trusted by companies across the globe, making it the ideal solution for scalable and cost-effective cloud storage. SoftNAS is the ideal choice for organizations looking for reliable, cloud-native storage solutions.

## STRENGTHS

### Storage Customer Pain Points

- High Latency
- Low Application Productivity
- Downtime
- Scalability Challenges
- Data Security Risks

### SoftNAS Benefits

- Latency reduction (vs other solutions)
- Eliminates storage bottlenecks that slow down business-critical applications
- High-Availability & Disaster Recovery
- Storage Scalability & Flexibility
- Encryption at rest and in-flight
- Seamless OCI Integration
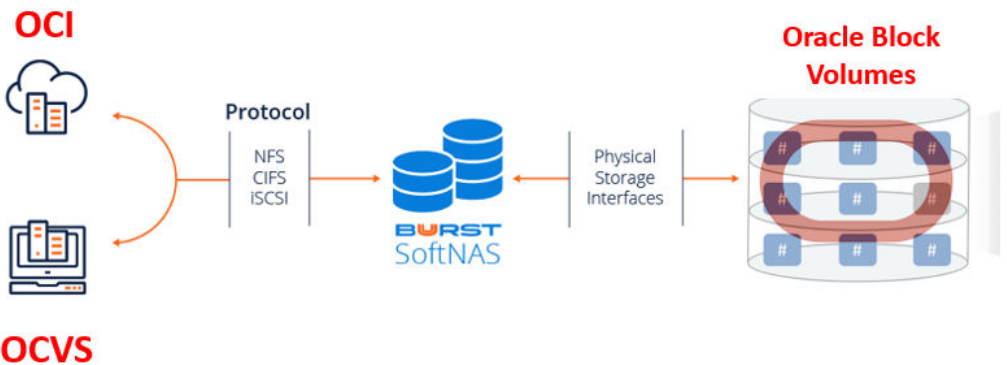
## CUSTOMER VALUE

### Lower Pricing - More Protocol Support!

- 50-80% lower than Oracle File Storage Service
- Supports Multiple Protocols: NFSv3 & v4, SMB, iSCSI
- Persistent mapping for Windows shares
- Hybrid or Multi-cloud deployment capability

### SoftNAS: Extending the Power of Oracle

- Integrates seamlessly with Oracle Cloud Infrastructure (OCI)
- Deploy SoftNAS as a software solution on OCI virtual machines
- Enables customizable, high-performance and resilient solution that can substantially increase your Deal pipeline
- Solution to Customers = SoftNAS + Oracle Compute + Block Volumes + VPUs (if needed)



**SoftNAS | Compute | Oracle Block Volumes | VPUs**

# Compete Battlecard – SoftNAS

## ENABLEMENT

### Differentiators
- SoftNAS offers competitive pricing, for access comprehensive pricing for your customer on the Oracle Marketplace
- Pricing also accommodates the following specialized environments:
  - OCI Commercial
  - US GovCloud / UK GovCloud
  - Sovereign Clouds

### Objection Handling – Call SoftNAS team
- Oracle File Storage is too expensive
- ZFS Appliance is too cumbersome to operate
- Multi- or Hybrid-Cloud solution needed
- I'm on AWS/Azure, I need a migration tool to get to OCI

### CUSTOMER DISCOVERY QUESTIONS
- Are you struggling with latency for business-critical workloads?
- Do you require shared file access across multiple applications/environments?
- Are your storage needs growing rapidly and you need a scalable solution?
- Do you need a disaster recovery solution to support cross-region replication?
- Do you want to optimize how you store and access frequently used data?
- Are higher levels of availability and failover needed for your business?

### GLOBAL CUSTOMERS USING SOFTNAS

*BOEING*  *Generate: Biomedicines*  *Wolters Kluwer*  *Disney*  *leidos*  *veriforce*

## MORE YOU NEED TO KNOW

### SoftNAS Value Proposition
- High-Performance Storage
- Reduced Operational Costs
- Reliable - Five 9s Uptime (99.999%)
- Simplified Deployment
- Secure Solution

### Use Cases
- Business-Critical Workloads
- High-Availability & Disaster Recovery
- Deduplication & Compression
- Windows File Shares

### Customer Use Case Examples

| | |
|---|---|
| Energy: | HALLIBURTON |
| Finance: | Vanguard |
| Retail: | Albertsons |
| Media Services: | Disney+ Jiostar  NETFLIX |

### Wins for You: Stacked Benefits, Zero Hassle
- Unlock bigger deals
- Seamless integration into Oracle Block Volumes Solution
- Get Paid - Part of the Oracle Commission Plan

## Resources / Quick Links

**Request a Demo**

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Or **Submit a Ticket**