



## XIV Overview

XIV revolutionizes enterprise storage by providing the world’s first real “single-architecture” system — doing away entirely with tiered storage management.

XIV’s flagship product, Nextra™, combines the characteristics of high-end offerings — performance, reliability, and feature-richness — with full scalability and low total cost of ownership. By using Nextra, enterprises can address all their storage and business requirements in one system, without tiering, Information Lifecycle Management (ILM), or other such practices.

XIV launched its first systems in 2005. Among its rapidly growing installed base are deployments of two years and more. CIOs and storage administrators are motivated by the results: 75% of the Nextra systems already in use are repeat orders. XIV’s customer base includes banks, telecom providers, Internet companies, and government offices.



*Our previous storage system exhausted 20-25% of our administration resources on monitoring performance, migrating volumes between shelves, and changing RAID configurations. With Nextra, we need none of this — and enjoy superior performance.*

*IT director, leading nationwide bank*



## The Storage Guru: Moshe Yanai



Moshe Yanai is one of the most influential people in the storage industry today. As executive chairman of XIV Ltd., he is guiding the company to its future as a major player in the storage world.

Yanai began his career in the 1970s, building IBM-compatible mainframe storage based on mini-computer disks. He went on to develop high-end storage systems for Nixdorf.

In the late 1980s, Yanai joined EMC, leading the team that developed Symmetrix (today’s “DMX series”) — the leading tier-1 storage solution ever since. Yanai’s creation of those first storage products and long tenure at the helm of its R&D division made EMC the top-selling storage company it is today.

A few years ago, Yanai joined XIV, imbued with the vision of creating the next-generation storage system. Yanai is the author of more than 40 storage-related patents.



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*It took an entire week to collect the data our vendor needed just to start planning. With Nextra, I fully configured the system myself, and within half that time.*

*Storage manager, major Internet and telephony services provider*

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## Nextra™: A Breakthrough in Storage

Just about every other enterprise storage system on the market today uses an architectural infrastructure that dates back to the 1980s. Nextra is fundamentally different. It takes a whole new approach, with superior results:

- » **Standard Components:** All other storage vendors design and build their own hardware. Nextra uses only standard, off-the-shelf components.  
**Benefit:** a cost-effective, future-proof system
- » **Grid Architecture:** Nextra interconnects components via any-to-any topology.  
**Benefit:** superior scalability, performance and reliability
- » **SATA Disk Drives:** Nextra uses SATA drives, exacting enterprise-level results through mass parallelism and a unique cache architecture.  
**Benefit:** low-cost, “green” approach with uncompromising performance
- » **Built-in Virtualization:** Nextra performs true virtualization within the system, separating logical and physical entities, while applying all volume to all disks.  
**Benefit:** top performance and easy management
- » **Scalability:** Nextra delivers a single architecture that scales from the smallest capacity to Petabytes, in every dimension.  
**Benefit:** an optimal approach to adding capacity

Nextra treats all data at the same level, cost-effectively, while delivering first-class performance, reliability, ease of management, and scalability. Unlike other systems, Nextra is built with the flexibility for integrating new technologies as they emerge.

## Trailblazers and Storage Expertise

XIV is led by Moshe Yanai, one of the key architects of modern data storage (see box on front).

XIV was founded in 2002 by five graduates of Talpiot, Israel's preeminent military incubator for technology leaders. The company spent three years developing Nextra's innovative technology prior to implementing the first customer system.

XIV has built an outstanding team of storage and computing talent, including veterans of IBM, EMC, and other storage giants, and world-class engineers. All bring their vast best-practice knowledge to every aspect of the company's endeavors.

**XIV trivia:** Where did the name come from? The company's founders joined the elite Talpiot program — known for groundbreaking innovation and computing brilliance — in its 14<sup>th</sup> (Roman numeral “xiv”) year.

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*Our most demanding application almost couldn't run on our [existing] systems. Snapshots were out of the question. With Nextra, we get three times the performance — and with 28 snapshots!*

*CIO, prominent financial institution*

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**XIV WELCOMES YOU TO A NEW ERA IN ENTERPRISE STORAGE.**



Storage Reinvented

### USA

XIV Inc.  
175 Crossing Blvd., Suite 400  
Framingham, MA 01702  
Tel: +1-800-4700-XIV (+1-800-470-0948)  
Fax: +1-508-620-3786

[info@xivstorage.com](mailto:info@xivstorage.com) | [www.xivstorage.com](http://www.xivstorage.com)

### Israel

XIV Ltd.  
1 Azrieli Center  
Tel Aviv 67021  
Tel: +972-3-6074672  
Fax: +972-3-6959749