



Burlywood TrueFlash™

Solution Brief version 2

Software-defined Flash for Cloud and Hyperscale Datacenters



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Burlywood TrueFlash™ Software

About Us

Burlywood is an innovator of flash-based storage for high-capacity, high-performing data centers.

Founded in 2015, Burlywood's highly experienced team have designed a flash storage solution that can keep pace with the accelerating innovation driving growth in cloud and hyperscale datacenters.

Our patented storage controller and flash management software provide a flexible architecture that is precisely tuned to the most challenging workloads in a way that standard, inflexible SSDs simply cannot match.

Challenges with SSDs

Nearly every component of the today's hyperscale and cloud datacenters has been redesigned and modernized to keep pace with the rapid evolution of cloud applications. Everything from networking to servers, even power systems and racks, have been redesigned to match the needs of the cloud datacenter. The notable exception to this modernization is the storage drive itself. Even with the introduction of NVMe, the SSD still resembles the HDD that was originally designed for PCs. These storage building blocks are largely inflexible, one-size-fits-all products that fail to meet the needs of cloud applications.

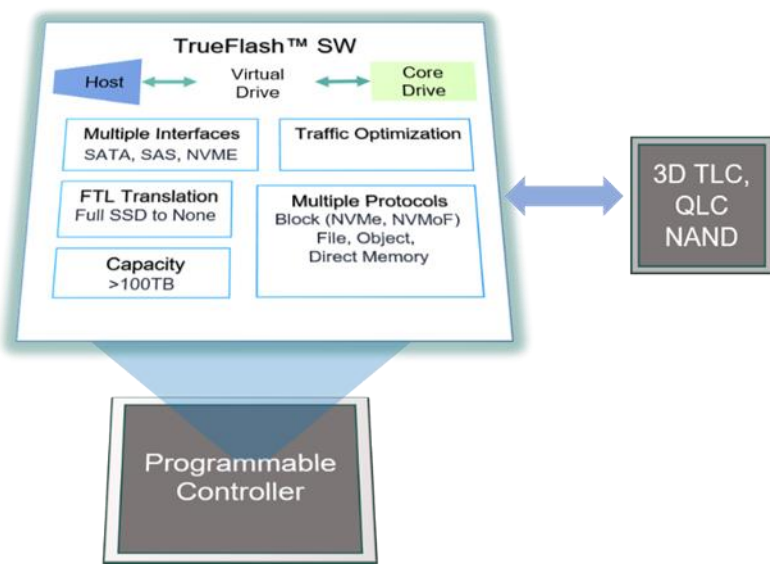
Standard SSDs are designed for mass-market application. As such, they are inflexible in how they handle changing workloads, have an unnecessary amount of overprovisioning for many applications, utilize only the highest grade and most expensive flash, and cannot be tuned to match data traffic patterns of today's leading-edge cloud applications. These one-size-fits-all offerings force customers to make compromises in performance or throw money at the problem to achieve their goals. Customers deploy more SSDs than necessary, add additional servers or storage hardware, and create layers of software to overcome the underlying inadequacies of the basic storage components.

TrueFlash – a new storage paradigm

Burlywood was founded to solve this problem. With hundreds of man-years of storage expertise, Burlywood has developed a revolutionary product called TrueFlash™ software.

Burlywood puts our customers' applications at the center of our design process. We work with customers to define the features that are important to them, characterize their workloads, understand the data traffic patterns, and then tune the TrueFlash software to perfectly match their application to the flash storage device. Instead of force-fitting a drive with the lowest common denominator feature set, customers now have a storage solution that is a perfect fit for each and every application in their datacenter.

TrueFlash uses the lowest cost flash available for a specific application combined with Burlywood's storage controller, error-handling, and flash management software to deliver an optimized, enterprise-class flash drive solution. The TrueFlash solution increases performance, expands capacity, and is 20-40% less expensive than traditional SSDs,.



TrueFlash is ideal for hyper-scale and cloud data centers. Hyper-converged and All-Flash Array systems benefit from our plug-compatible solution that supports existing SSD form factors and industry standard drive interfaces. TrueFlash's programmable controller can be customized to meet evolving application requirements and custom form factors.

Furthermore, our unique business model allows customer

to purchase flash directly from flash manufacturers or via a turn-key SSD from Burlywood's contract manufacturers.

Best of all, there are no software changes required by your engineering team. Burlywood TrueFlash replaces traditional SSDs with higher-performance, higher-capacity flash storage delivered at the lowest possible cost.