



**TECHNOLOGIES INC**

# **Nimble Storage vs HPE 3PAR: A Comparison Snapshot**

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## INTRODUCTION:

Founders incorporated Nimble Storage in 2008 with a mission to provide customers with exceptional enterprise application performance that would meet their increasing storage demands.

They believed flash, cloud and big data analytics were going to disrupt the storage market so they introduced several solutions over the years, including their integrated infrastructure solution, SmartStack, created with partner Cisco.

This versatile and predictive platform allows IT teams to free up important time and drive down OPEX without sacrificing performance.

3PAR, incorporated in 1999, was working on 11 years of industry experience when Nimble was founded. Two years later in 2010, HP bought it for \$2.35B, winning over Dell after an aggressive bid.

## You Will Discover a Side-by-side Comparison in the Following Areas:

- Performance & Capacity Efficiency
- Scalability & Integration
- Data Protection
- Solution Support & Simplicity
- Pricing
- Type of Business Solution is Best-Suited For



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## INTRODUCTION CONT.:

In 2015, Hewlett-Packard split in two forming HP Inc. and Hewlett Packard Enterprise. The latter, working as an enterprise information technology company, kept control of 3PAR and offers its high-end storage solution, StoreServ.

Both of these solutions are known to provide users with non-disruptive scalability and reduced data center footprint. However, they differ in how they achieve these results and in other areas, as well.

In the next section, you will see how HPE 3PAR and Nimble Storage stack up against each other when it comes to enterprise SAN storage.



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## Performance & Capacity Efficiency

### How They Compare:

- Both solutions effectively decrease data center footprint by up to 75% by consuming less power, cooling, etc., which translates to lower OPEX for users.
- Nimble, however, wins on flash performance.
  - HPE 3PAR cannot match Nimble on performance (IOPS) and capacity (TB) densities within a small (3U) rack space.
    - Nimble designs flash and disk together from the ground up.
    - HPE lacks capacity optimization (no compression or efficient way to use low-RPM HDDs).
  - Nimble can adapt to accommodate applications' entire working sets in flash without any wasted IOPS or flash capacity consumed by RAID or data reduction function, whereas HPE uses expensive SLC SSDs, requires RAID and offers 128-MB tiering granularity, making for a less efficient use of flash.
  - Nimble offers built-in performance monitoring with its InfoSight Predictive Analytics, but HPE requires a separate piece of software.
  - Nimble Storage's CASL architecture decouples performance from disk.



## Scalability & Integration

### How They Compare:

- Both companies offer thin provisioning.
- HPE is highly available.
  - Backed by highly-redundant mesh architecture, which allows customers to connect multiple controllers to the same storage
  - Very good synchronous replication story with HP cluster extension S/W
  - Integration with vSphere and vCenter
- Both solutions offer non-disruptive HW and SW upgrades.
- Both solutions scale up, out and deep within same platform, but Nimble's solution is more flexible when it comes to scaling and clustering.
  - HP requires forklift upgrades within the 3PAR product families.
  - Nimble can scale using all product families.
  - Customers can independently scale flash and disk as needed.
  - Users enjoy automated data migration and near-linear performance scaling through automated load-balancing.



## Data Protection

### How They Compare:

- Nimble Storage provides zero-cost HA and integrated, efficient data protection at no additional cost to users.
- Impervious to Flash failures, Nimble relies on its innovative CASL (Cache-Accelerated Sequential Layout) to leverage flash in a way that extends its endurance 5x.
- Predicted 5X9s availability based on real Nimble customer data in the field.
- HPE's solution does not include integrated data protection at no extra cost.



## Solution Support & Simplicity

### How They Compare:

- Both solutions offer proven 5X9s availability.
- Nimble wins on support.
  - Nimble's InfoSight deep data analytics capabilities and support are unmatched by HPE, as well as by other top vendors.
    - It's included in solution price, reducing OPEX greatly and making it easy to maintain peak storage health.
    - Provisioning/Management/Proactive recommendations
    - Infosight enables Channel partners to become trusted advisors to customers.
    - Policy-based, granular snapshots and replication
- HPE 3PAR's support is lacking.
  - 3PAR requires additional SW for performance monitoring.
    - To approach the level of support you get from Nimble, a 3PAR customer would have to buy critical service-level support in order to have an account support manager.
    - And even with that, all of the escalations are manual and painful.
- 3PAR is very FC-Centric when it comes to volumes so array configuration requires more steps than with Nimble.



## Pricing

### How They Compare:

- Solution pricing varies.
- HPE is known to offer deep discounts, which is great.
  - Customers beware that these discounted quotes take time, which means changes in configurations lead to project delays.
- HPE 3PAR's use of custom silicon makes the product more expensive.
  - Overall solution pricing is high, which is likely due to this antiquated hardware design involving ASICs.
- Nimble Storage pricing is competitive, but salesmen may not be as inclined to offer deep discounts because of included features.
  - Infosight Predictive Analytics lowers management and support costs.
  - Compression and optimized layout reduces footprint (OPEX).
  - Solution scalability and simplicity of upgrades leads to lower CAPEX over time.





## BEST-SUITED FOR

### Take company specifics into consideration.

Both HPE 3PAR and Nimble Storage offer solutions with pros and cons that may benefit different companies differently. Because each business' storage needs and future goals are unique, one solution will seem like a better choice than the other.

#### We believe HPE 3PAR is best-suited for:

- Large enterprise companies that need to meet the constant requirements of their highly-consolidated cloud service providers and may not be as concerned with immediate support and shipments.

#### We believe Nimble Storage is best-suited for:

- Companies interested in a dynamic hybrid flash solution that offers out-of-house management in the form of predictive analytics, easing workload while keeping system robust and running 24/7.

If you need help narrowing down your options, call and speak to one of our sales associates today.



## WE CAN HELP

### CTC Technologies, Inc. Can Help With Your Next Steps To Enterprise SAN Storage.

Our team at CTC Technologies has implemented several SAN storage solutions for companies of all sizes in light of their growing storage demands and the increasing flash availability in today's market.

Whether you're looking for hybrid or all-flash storage, our sales team has the experience and the know-how to help you choose the right vendor, and our highly-skilled engineers can help implement whichever solution you choose.

We can help you find the perfect solution with respect to your budget, expected growth, physical data center space, storage demand and more.

Tell us a little more about your storage needs by [filling out our form](#) or giving us a call at 734.408.1993.

