HPE Primary Storage Update

armin.kerl@sws.de Januar 2021



Hewlett Packard Enterprise

AMBASSADOR * * * * *

PRIMARY STORAGE

HPE InfoSight

Artificial Intelligence beyond the conventional call-home





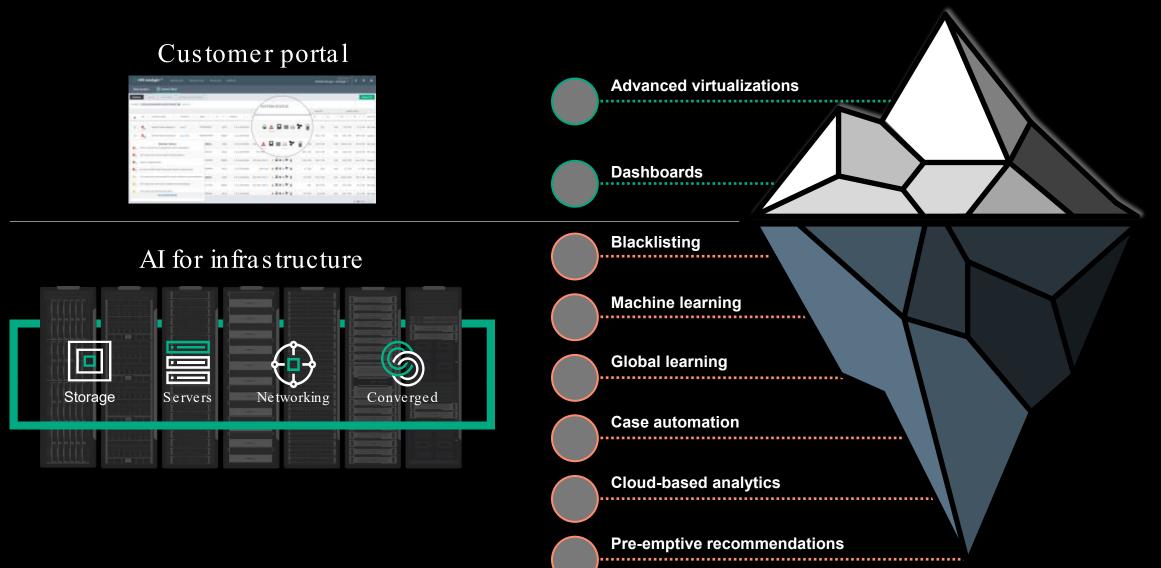
GESCHICHTE BAHNBRECHENDER INNOVATIONEN HPE InfoSight 2011 2014 2017 2019 MEHRERE ZEHN BILLIONEN 375 BILLIONEN 1250 BILLIONEN 45 MILLIONEN DATENPUNKTE DATENPUNKTE DATENPUNKTE DATENPUNKTE V O R A U S S C H A U E N D E VM-ANALYSEN SUPPORT-AUTOMATISIERUNG 1,58 MIO. **STUNDEN GESPART DURCH** VORAUSSCHAUENDE **ANALYSE**

E M P F E H L U N G S -E N G I N E





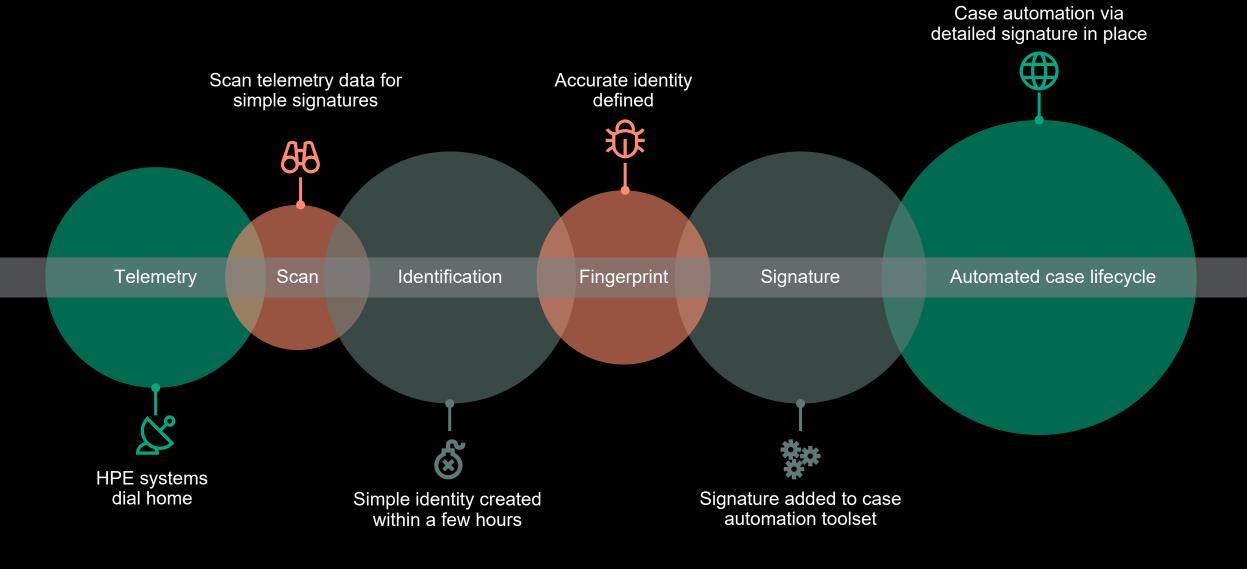
HPE InfoSight sees and predicts behind the scene







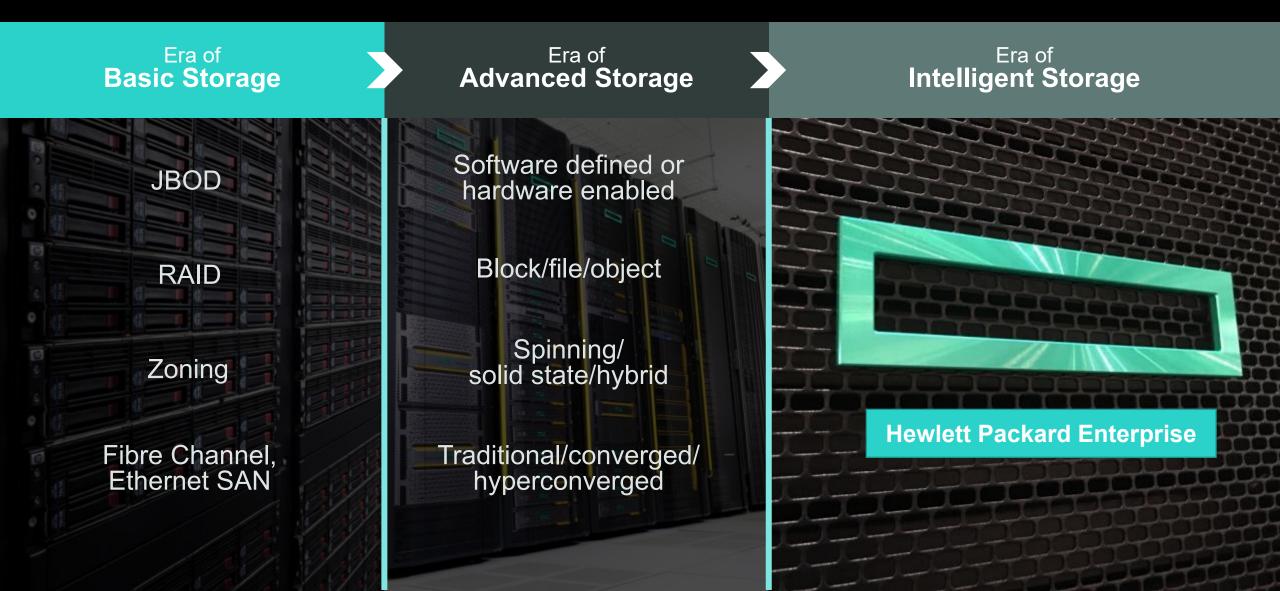
The AI process for HPE self -healing storage







Storage is entering a new era





What's the point?

Virtual machines

Storage network

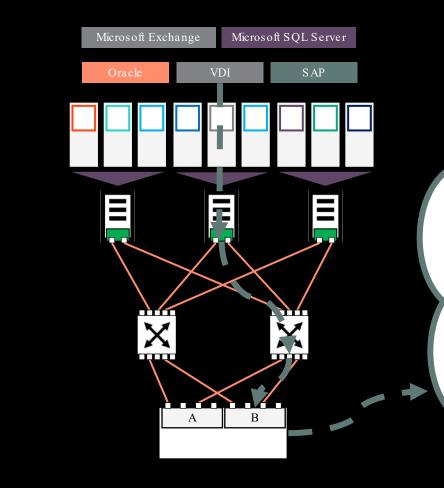
Storage array

Apps

Servers



HPE InfoSight



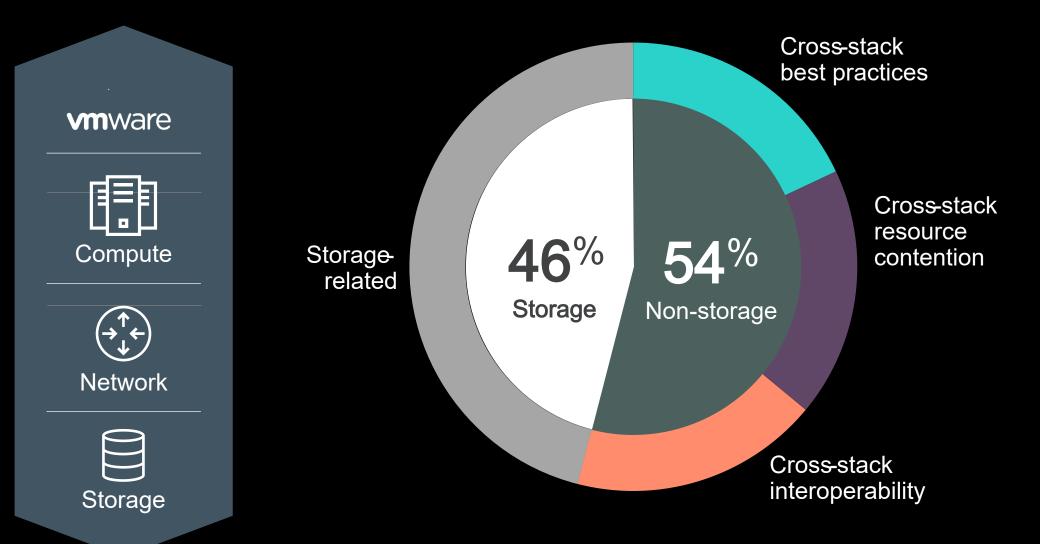
HPE InfoSight —Big Data AlOps Collecting infrastructure metadata

- Global visibility and learning
- **86%** of issues solved automatically
- **Eliminates** most Level 1 + 2 calls
- Level 3 response in ~1 min
- Average time to resolution 43 min
- **73%** fewer trouble tickets
- **79%** lower OPEX





There is no one cause... and it's too complex for humans to fix



Source: InfoSight analysis of HPE customer base



HPE Greenlake



THE MARKET IS SHIFTING TO AN IT CONSUMPTION DRIVEN MODEL



Simplification of IT



Scalable & Elasticity



Speed & Flexibility



CONFIDENTIAL | AUTHORIZED HPE PARTNER USE ONLY





HPE consumption models

Purchase

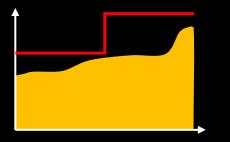
CAPITAL AGREEMENT Pay now

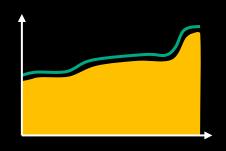
- Customer prefers CAPEX
- Customer has budget
- Customer owns systems

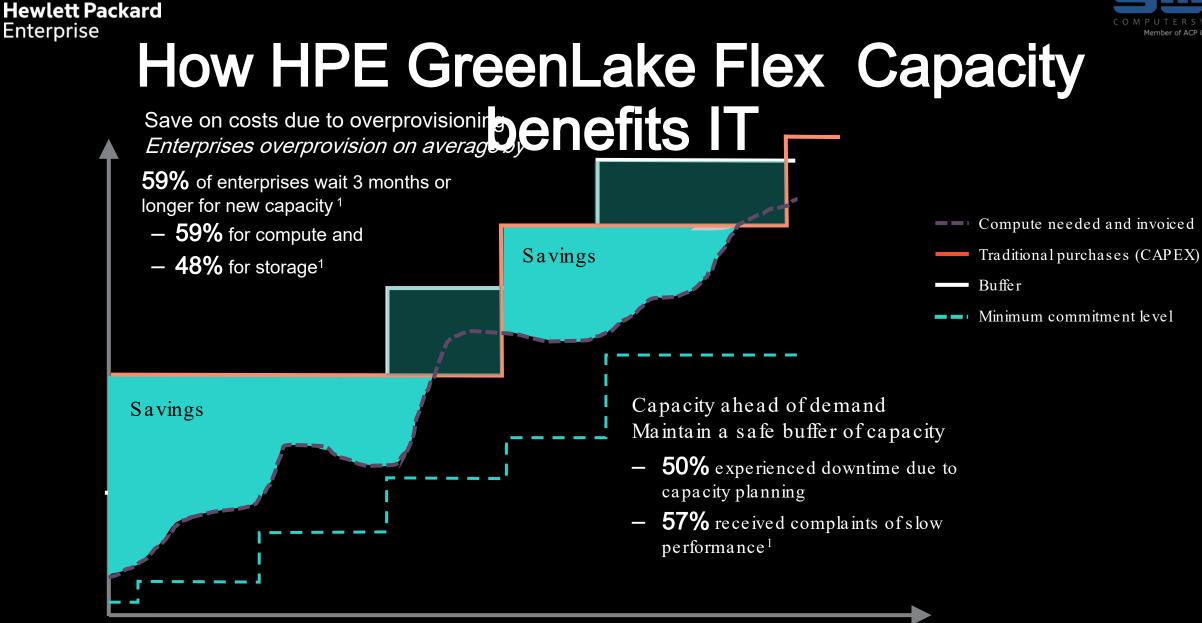
HPE GreenLake Services

SERVICES AGREEMENT
Pay as you go

- Customer requires best TCO
- HPE GreenLake provides the best of cloud and onpremises IT
- HPE owns systems
- Based on service agreement: customer pays average used capacity per month







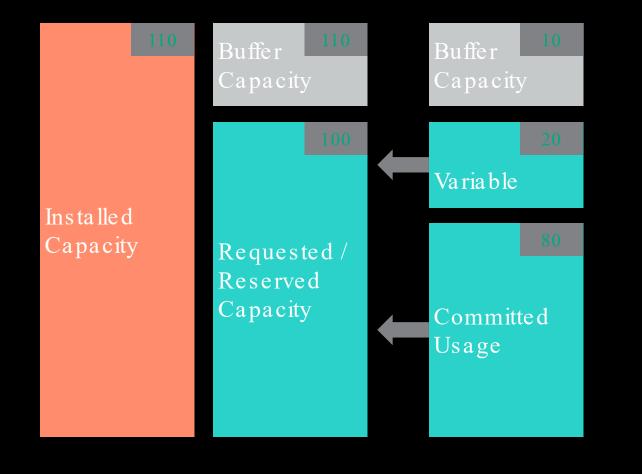
¹ 451 Research November 2016





Greenlake Capacity

Results:



- Start with a pre-packaged configuration that meets required capacity
- We add buffer capacity that is not charged
- Establish committed usage as agreed upon
- As you grow, use some of the buffer; monthly payment increases
- With active capacity management, we jointly plan, and increase the buffer with a simple change order

		Get s	ta rte d	quickly	with	mo	dulaı	choices
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- Add available capacity in minutes, not months
- Grows ahead of demand



HPE | HPE GREENLAKE | ARUBA | HPE FINANCIAL SERVICES | DISCOVER VIRTUAL E

斺 Dashboard

Configure

 \equiv

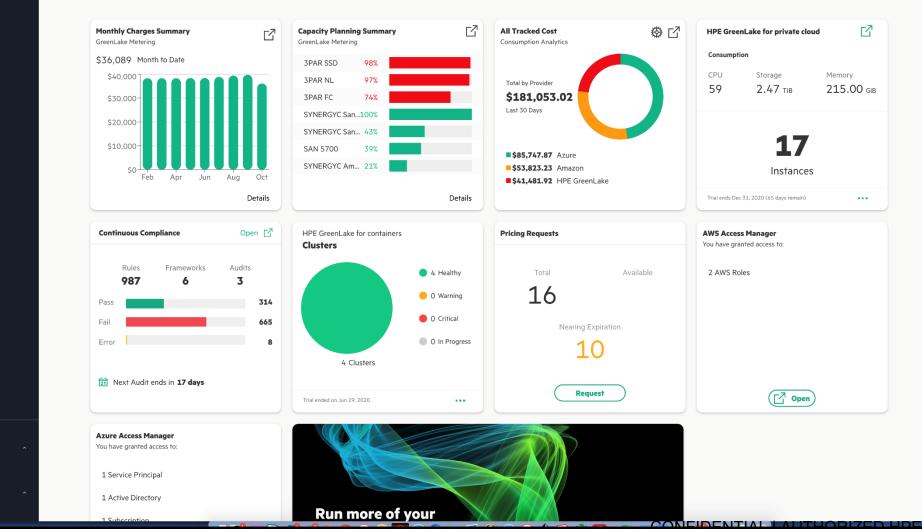
ピ

SPACE

Default

TENANT HPE GLC Demo HPE GreenLake Central

Dashboard



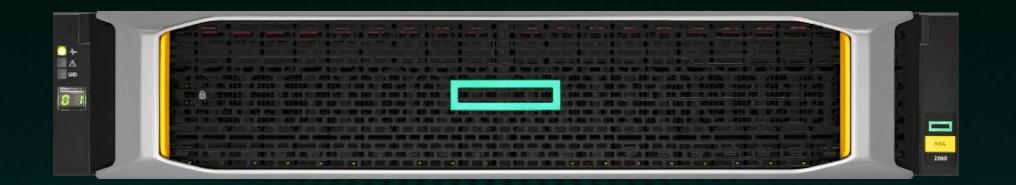
HPE Storage array positioning

The industry's broadest and deepest flash portfolio

100% Availabilit



HPE MSA GEN6











HPEMSA 1060

Low-cost entry into SAN storage

Perfect for:

- Small deployments
- Static solutions w/fixed capacity, and Encrypted data storage performance needs
- Tight budgets

HPEMSA 2060

Flexible à la carte storage

Perfect for:

- Demanding and dynamic workloads
- Large-scale solutions such as CCTV

HPEMSA 2062

Cost effective hybrid storage

Perfect for:

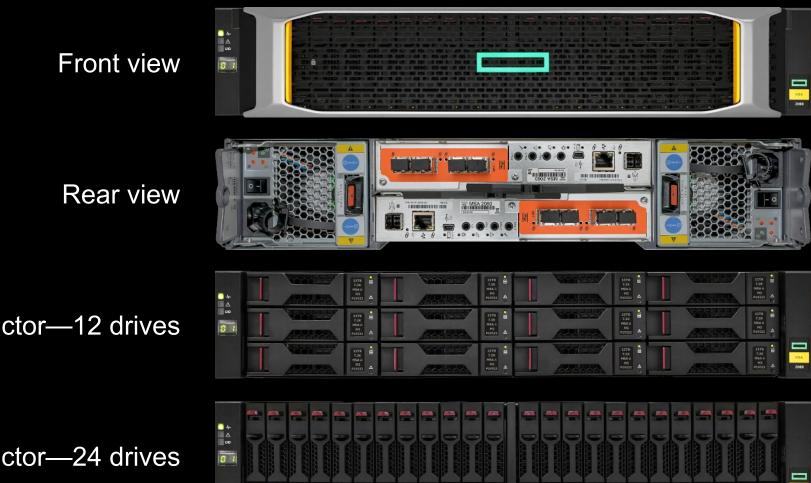
- The SMB using a single array for everything
- High performance mixed workloads (random and sequential)
- High capacities



HPE MSA Gen6 array family



2060



Large form factor—12 drives

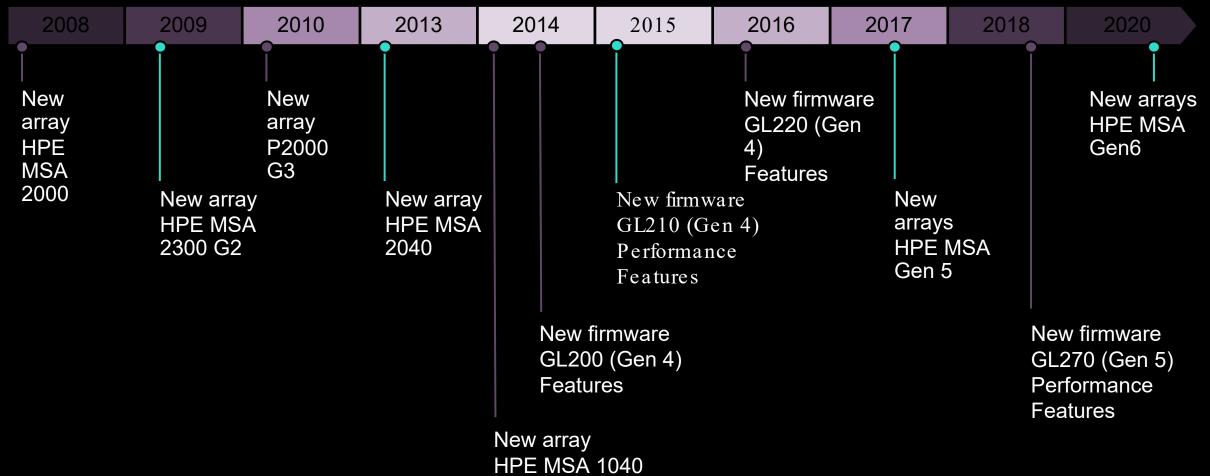
Small form factor—24 drives





Consistent commitment to excellence

12 years of driving innovation and value







Chassis

- New HPE MSA chassis with Gen 10 style bezel
- 2U array head and disk enclosures
- 12 drive LFF¹ and 24 drive SFF² disk enclosures
- 12Gb SAS midplane
- Next-generation drive modules
- New locking bezel kit

Controllers

- Dual controller active/active design³
- Next-generation RAID offload ASIC & CPU
- 12Gb SAS expansion ports
- 24GB system cache
- Support for Fibre Channel, iSCSI, and SAS protocols

Controller per protocol (no converged SAN controllers)

¹ Large Form Factor ² Small Form Factor ³ System can be configured as active/active (dual pool), or active/passive (single pool)

Storage services

- Virtual storage Up to two pools (1PB each) Automated tiering v2.0 SSD read cache extension Thin provisioning Volume Copy
- New disk group type (MSA-DP+) providing Integrated sparing Super-fast rebuilds Improved sequential performance Incremental disk group expansion

Array-based asynchronous replication Now supports failback

Management

New Storage Management Utility (version 4)

Supported with HPE MSA Health Check

New RESTful interface using the Redfish standard New alerting when new array firmware is available









- Power rocker switch
- Redundant Power and Cooling Module¹ (PCM)
- 3 Controllers A (top) & B (bottom)







- 12Gb SAS expansion port
- 2 0

3

4

6

- Out-of-band Ethernet management port
- Mini-USB serial port (CLI)
- Controller locking handle
- 5
- 4x serial connections (not for customer use)
- Host ports¹ (FC Pictured)





- Gen6 drives are not supported with previous generations of array or disk enclosures
- Previous generations of drives are not supported with Gen6 arrays or enclosures
- Adds support for 12Gb SAS internal connectivity





LFF Drive

SFF Drive

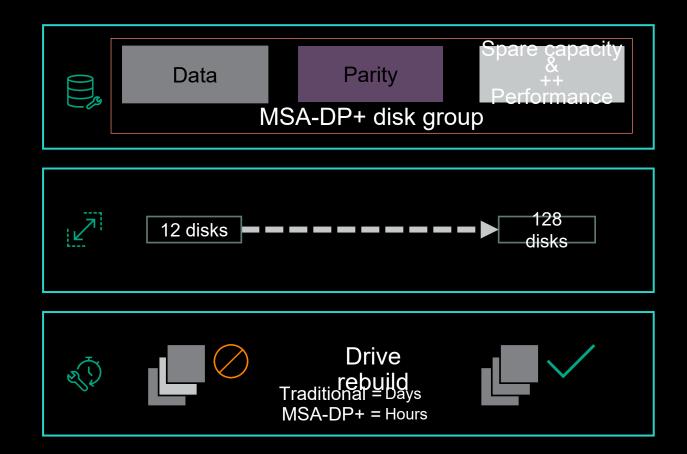




High performance and availability at lower cost

MSA-DP+ brings significant improvements upon traditional parity-based RAID disk groups, including:

- Higher performance¹
- Higher availability
- Integrated sparing, and no inactive drives
- Flexible drive layout and expansion from 12 to 128 disks
- Support for different drive capacities within a disk group Super-fast rebuilds





Downtime avoidance

Health Check interrogates logs for signs of noncompliance with 12 availability related best practices, including component firmware versions and physical health Advanced signature detection engine

Searches sensor data for evidence of known issues

HPE hosted cloud -based tool

Remote, on-line and easy to access via a simple web UI, HPE MSA Health Check reduces local administrator overhead to manage

No support contract required

HPE MSA Health Check can be accessed by anybody, including customers at no cost, and without a current support contract¹

Check your MSA Storage Array's Health

(supported for MSA P2000 G3, 1040/204x, and 1050/205x)

How does it work? Upload your log file and receive a report summarizing important findings, recommended improvements and opportunities to maximize your array's availability.



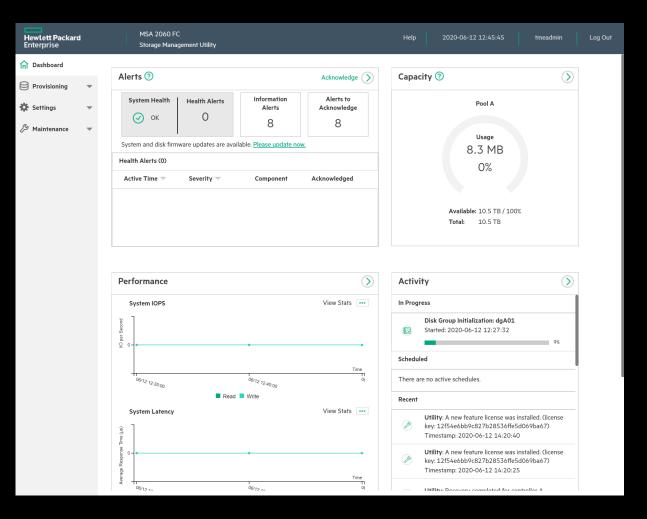
Customer accessible web-based interface

¹ A support contract is still required for access to HPE support and firmware.

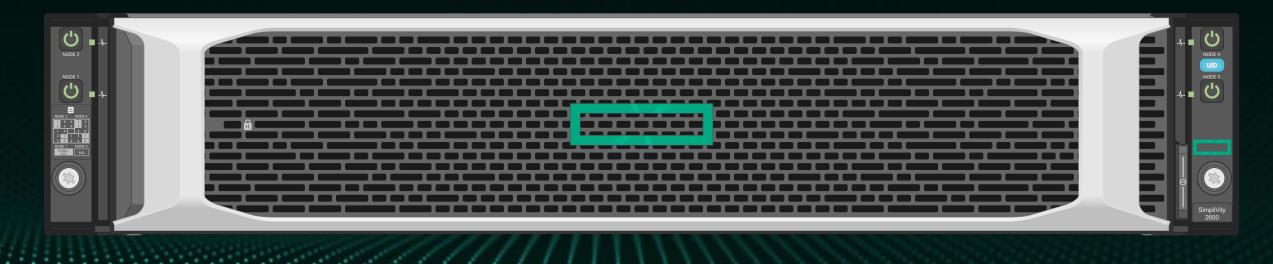


General

- The SMU is the web-based management interface for all HPE MSA arrays. Gen6 HPE MSA arrays are launching with v4 of the SMU, which includes new features and numerous improvements over prior HPE MSA arrays, including:
 - Polished OOBE¹
 - Automated alerting of new recommended firmware
 - Simplified 'Dashboard'
 - Dynamic informational screen updates
 - Logical activity grouping
 - Modernized look and feel, which keeps to HPE management software design concepts
 - Easy switching of the stive firm waing yersions new array.

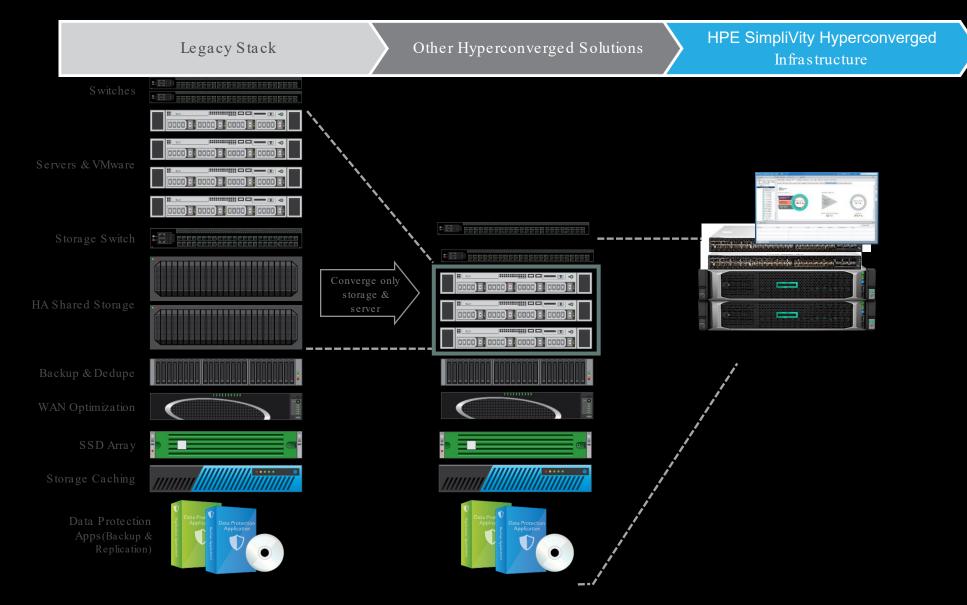


HPE Simplifity





What's to simplify? Evolution of convergence

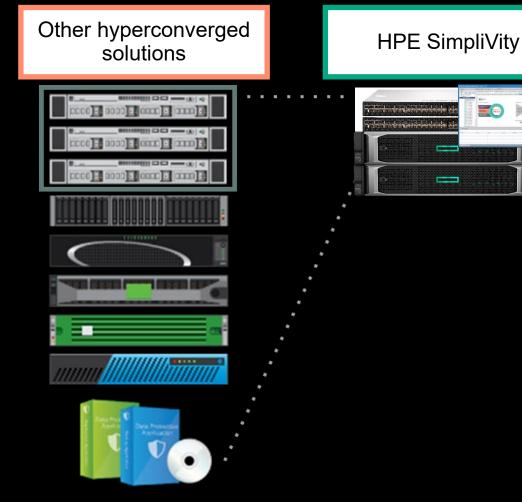






HPE SimpliVity: The powerhouse in hyperconvergence

The industry's most powerful hyperconverged platform for enterprise deployments, uniting best-in-class data services with the world's most secure server platform



Simple

Intuitive per-VM management with rapid deployment and scale

Powerful

All IT infrastructure and advanced data services in a single building block

Efficient

Scale easily while saving 90% capacity, guaranteed 69% TCO savings compared to traditional infrastructure





HPE SimpliVity: Powerhouse hyperconvergence

The industry's most powerful hyperconverged platform for enterprise, uniting best-in-class data services with the world's most secure server platform

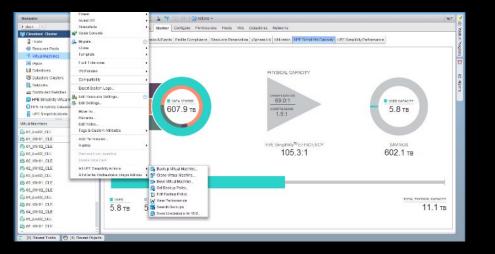
Simple	Powerful	Efficient
Intuitive per-VM management with rapid deployment and scale	All IT infrastructure and advanced data services in a single building block	Scale easily while saving 90% capacity, guaranteed 69% TCO savings compared to traditional infrastructure





VM-centric management

Alignment of data to VMs managed through vCenter



Just a few clicks to...





Over half (57%) of customers benefitted from an average of

53%

increase in staff productivity

- -Simple, intuitive interface
- -No LUNs, shares, or volumes
- -Empowers IT generalists and VM admins
- -Familiar tools and interfaces like VMware vCenter[®] and vRealize[®]



HPE SimpliVity: Powerhouse hyperconvergence

Hewlett Packard

Enterprise

The industry's most powerful hyperconverged platform for enterprise, uniting best-in-class data services with the world's most secure server platform

Simple	Powerful	Efficient
Intuitive per-VM management with rapid deployment and scale	All IT infrastructure and advanced data services in a single building block	Scale easily while saving 90% capacity, guaranteed 69% TCO savings compared to traditional infrastructure





HPE SimpliVity Data Virtualization Platform

Built-in resiliency, backup, and disaster recovery

- Full, logical backups with nearzero overhead
- Guaranteed 60-second restore of a 1 TB VM
- Granular RTOs and RPOs from hours to seconds
- Simple, affordable offsite DR
- RAIN and RAID protection of data

51%

of customers using HPE SimpliVity built-in data protection **retired existing third-party backup or replication** (IDC)¹

70%

improvement in backup/recovery and DR reported by HPE SimpliVity customers (IDC)¹

57%

of HPE SimpliVity customers **reduced recovery times** from days or hours to minutes (TechValidate)²





¹IDC white paper, "<u>HPE SimpliVity Hyperconvergence Drives Operational Efficiency and Customers are Benefiting</u> "August 2018 2016 TechValidate survey of HPE SimpliVity infrastructure customers





HPE SimpliVity: Powerhouse hyperconvergence

The industry's most powerful hyperconverged platform for enterprise, uniting best-in-class data services with the world's most secure server platform

Powerful	Simple	Efficient
All IT infrastructure and advanced data services in a single building block	Intuitive per-VM management with rapid deployment and scale	Scale easily while saving 90% capacity, guaranteed 69% TCO savings compared to traditional infrastructure





Top use cases

Data center consolidation	SMB/ROBO	VDI	Cloud computing
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Tier-1 applications	Data protection	Test/dev
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Hewlett Packard Enterprise



The HPE SimpliVity Data Virtualization Platform

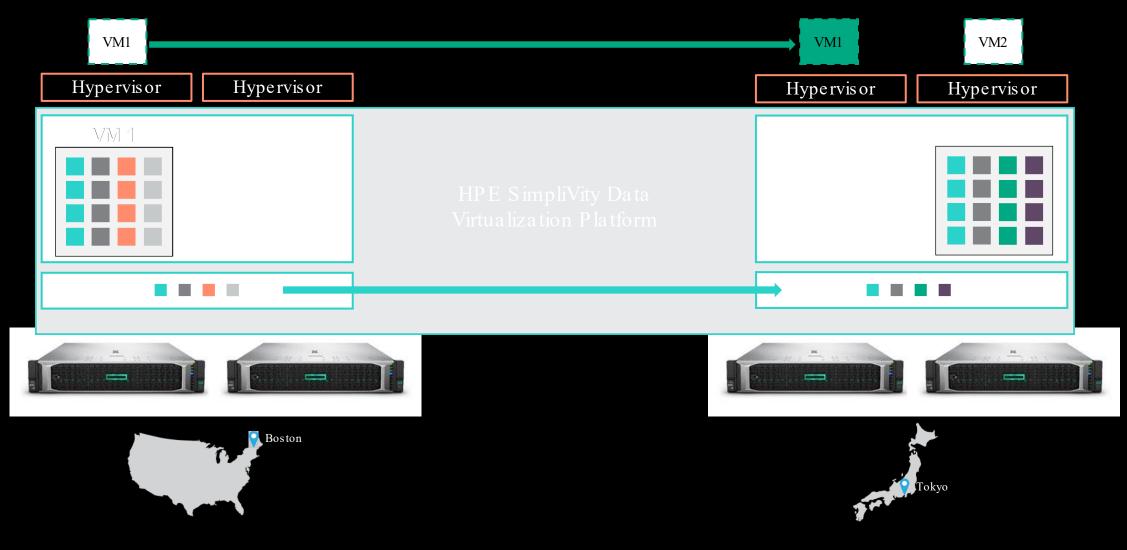
Global VM-Centric Management and Mobility	Built-in resiliency, backup, and disaster recovery	Guaranteed Data Efficiency
 Policy-based, VM-centric management No LUNS, shares, or volumes Right-click operations Native tool integration Single view of all data centers and ROBOs 	 Full logical backups with near zero overhead Guaranteed 60-second restore of 1TB VM Granular RTOs and RPOs from hours to seconds Simple, affordable offsite DR RAIN + RAID protection of data 	 Always-on compression and deduplication All data at inception, globally Offloaded to OmniStack Accelerator Guaranteed 90% capacity savings across primary storage and backup

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Maximize efficiency and effectiveness of existing WAN

Remote backup and replication in seconds. Enabled through globally aware deduplication.

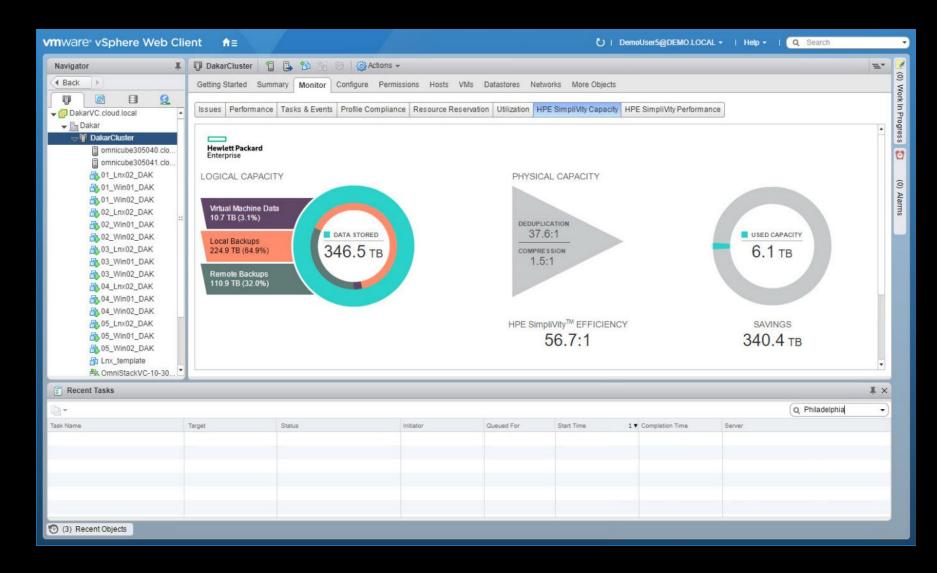




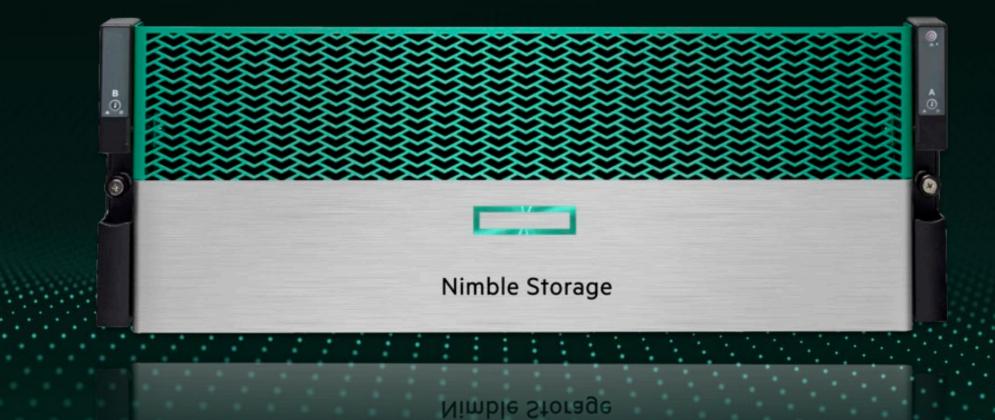


Demo video link

https://www.youtube.com/watch?v=xa99wcQNoJk



HPE Nimble



HPE NIMBLE STORAGE DATENSPEICHER NEU DEFINIERT

Nimble Storage

Nimble Storage

ZEITLOS

INTELLIGENT







10 Years of Proven Market Success

45,000+	20,000+	>100.00%		
Solutions deployed globally	Deployed customers	Measured data availability across installed base		

4.91 out of 5

Global customer support rating (anything above 4 is world class) Top 1%

Business to Business NPS within Storage Industry





SELBSTKORRIGIEREN D

86 %

der Probleme werden vorhergesagt und behoben

SELBSTVERWALTEND

79 %

niedrigere Datenspeicher-Betriebskosten

SELBSTOPTIMIEREND

99,9999 %

nachweisliche gemessene Verfügbarkeit – **Garantiert**

* Basierend auf Daten der Installationsbasis und Untersuchungen Dritter zu HPE Nimble Storage

Hewlett Packard Enterprise



Erstklassige Dateneffizienz







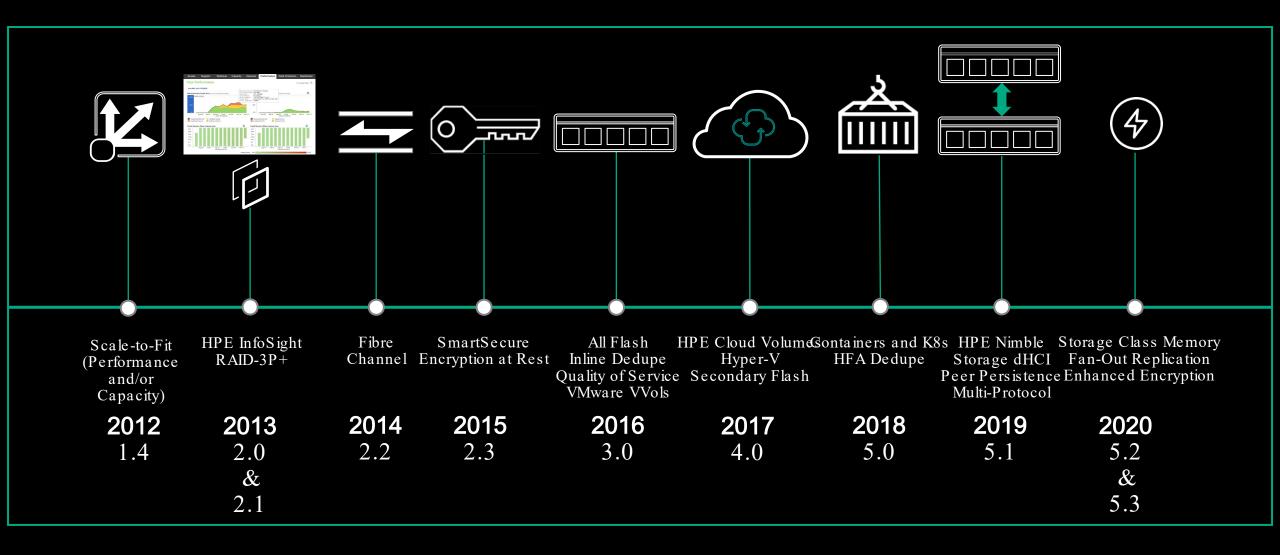
Q1 FY21

- NimbleOS 5.3.1.0 released as GA Candidate.
- NimbleOS 5.2.1.x designated as GA, now <u>default shipping NimbleOS release for HPE Nimble Storage & dHCI</u> <u>arrays</u>.
- NimbleOS 5.0.10.0 designated as LTSR.
- Many new Al-driven integrations for HPE InfoSight.
- Cross-Generational platform upgrades for Gen3 customers (AFx000 / CSx000).
- New Remote Data Migration Services from HPE Pointnext Services for migrating HPE 3PAR & Dell EMC arrays to HPE Nimble Storage.





NimbleOS release history, complimentary to customers—always







HPE Nimble Storage

Summary:

Nimble Storage delivers a radically simpler storage and support experience and 6-9s availability. Nimble provides the best price for performance and capacity efficiency – in a common experience across AFA, hybrid, and cloud.

Reasons to Believe:

- 79% lower management OpEx
- Store More Guarantee on AFA + hybrid
- Simple integrated data management
- Non-disruptive scale & upgrades across models
- Integrated data protection
- 100% predictive Level 1 and 2 support

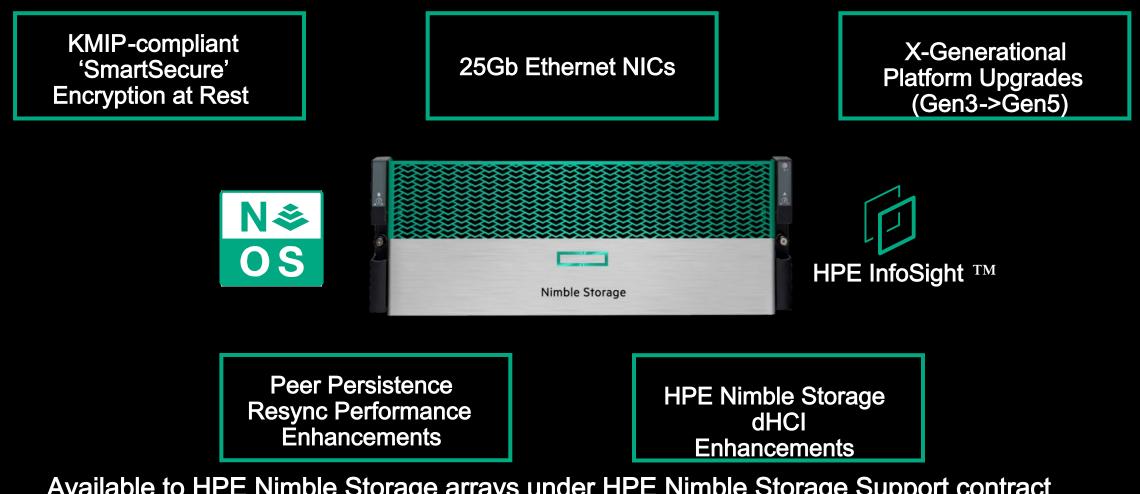


Distinct Use Cases

- Multicloud flash fabric
- Very high performance and efficient hybrid
- Secondary storage target (with Veeam)
- VDI

Hewlett Packard Enterprise





Available to HPE Nimble Storage arrays under HPE Nimble Storage Support contract As part of our Timeless Storage guarantee





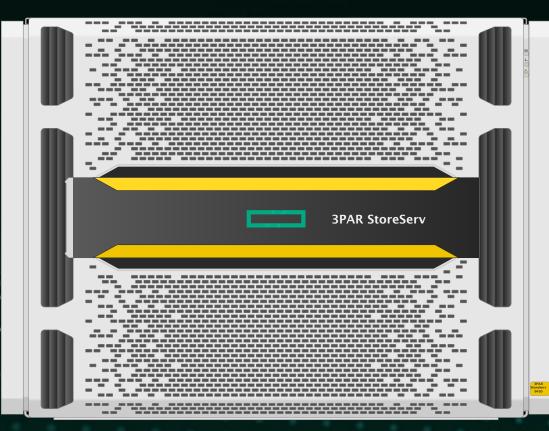
Array Features:

- KMIP-integrated encryption for enterprise key managers
- 25Gb dual-port Ethernet NIC support (Gen5 only)
- Gen3 -> Gen5 cross-generational upgrade kits (with Timeless subscription included)
- Peer Persistence resync performance
 enhancements
- HPE Nimble Storage dHCI-specific enhancements:
 - Segregated ILO network support
 - 1-click upgrades for ProLiant SPP
- Secure password enhancements for root & HPE Nimble Storage support accounts (for dark sites)

NEW Application Integration (not formally tied to 5.3)

- VMware vRealize Operations Manager (vROps) pack
- HPE Nimble Storage Ansible collection
- NWT enhancements for host log collection for HPE Nimble Storage Support troubleshooting (NWT -> Array -> HPE InfoSight)

HPE 3PAR







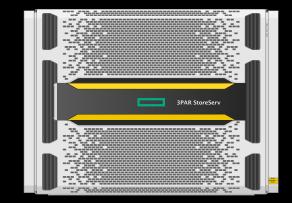
HPE 3PAR

Summary:

3PAR delivers proven Tier 1 performance and resiliency with simplified management. 3PAR provides the fastest raw performance, meets the most demanding SLAs, and guarantees 6-9s availability.

Reasons to Believe:

- Fast failover
- Multi-site replication
- Zero RPO disaster recovery
- Persistent Ports (NPIV)
- Secure multi-tenancy with latency target QoS
- Active/Active architecture



Distinct Use Cases

- Multitenancy/service provider
- Multi-app consolidation
- Synergy attach
- HANA at scale
- Unified block and file

HPE Primera



V E R Ä N D E R T A L L E S

March Martin





On-Demand Erfahrung

Anwendungsorientierte **Zuverlässigkeit**

Nachhaltiges **Ownership**

100 % Verfügbarkeit garantiert Kein Vertrag. Keine Einschränkungen. Keine Ausfallzeiten.





UNTERBRECHUNGSFREIE ONLINE- UND INLINE-UPGRADES MIT DATE-IN-PLACE

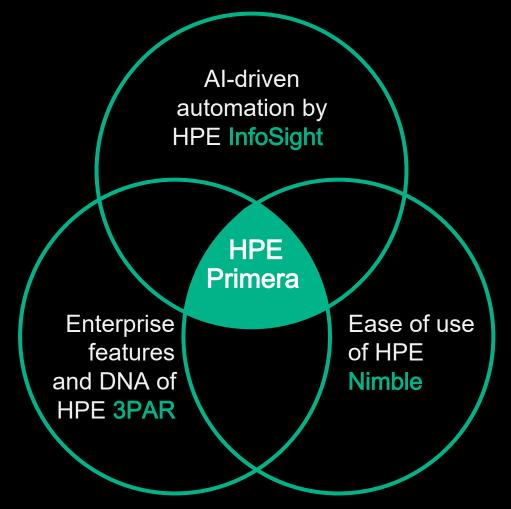


Hewlett Packard Enterprise



[•]HPE Primera — The new measure for mission -critical storage

Combines the best technologies of HPE

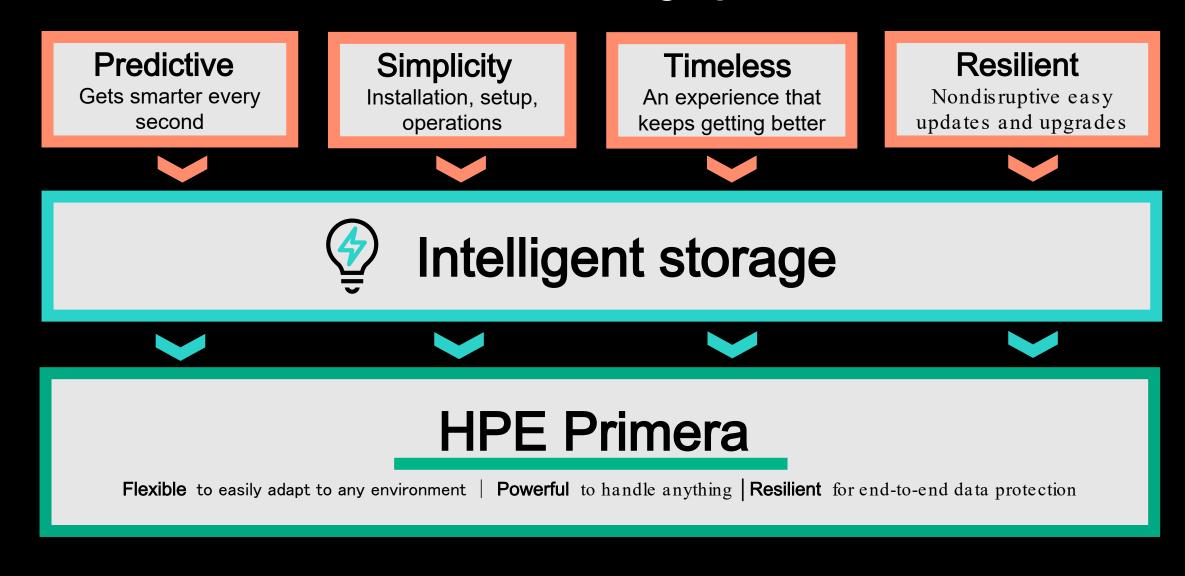


						Info	Organization sight Demo 👻		• •
3PAR StoreServ 📄 Systems									
Systems (Beta) VP2-157 Actions									
SUMMARY CANC JPAR Serial Rumber: 9902440 Model C639 C5 Winise 4.0.0.139	- \$29.05 TH 6 2 · 1	STATUS Mo Hardware Issue Of No Support Issue No Best Practice is Saturation 755			0 10/sec 6.1 PS TH	PERFOR INCLUDE 5 GiB/Sec ROUGHPUT	0.3 ms READ LATENCY	0.9 n WRITE LAT	NS DICY
Overview Capacity Performance Performance Insights Disk D	etails Correlated System History	Status Details	Status History	Alert History	Case History	Licenses			
Software Recommendation				Support De	etails				
Recommended HPE 3PAR StoreServ Operating System 1 Corner 05 version 4.0.0.120 No recommended versions for this system.	Versions	Schedule Up	ngrade	General System Na Secial Num Hodel		VP2-1 99014 C630	57 49 (JPAR)		~
Recommended Patches for the Current OS Version		Schedule Up	igrade	Supported by Partner No					
Current patches: none				System Details >					
Health	Capacity				Peri	formance			
13 New alerts View details	13.4 TiB Free Space View details			16 Online hosts View details					
Storage EVEN System Call home	(2 12	1.8 TIB Total	až 232		50 50 50/71/284	3. Ba	oriugeseu 30 KOPS 5 MiB/s ndwidth	Litrary	
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Hewlett Packard Enterprise



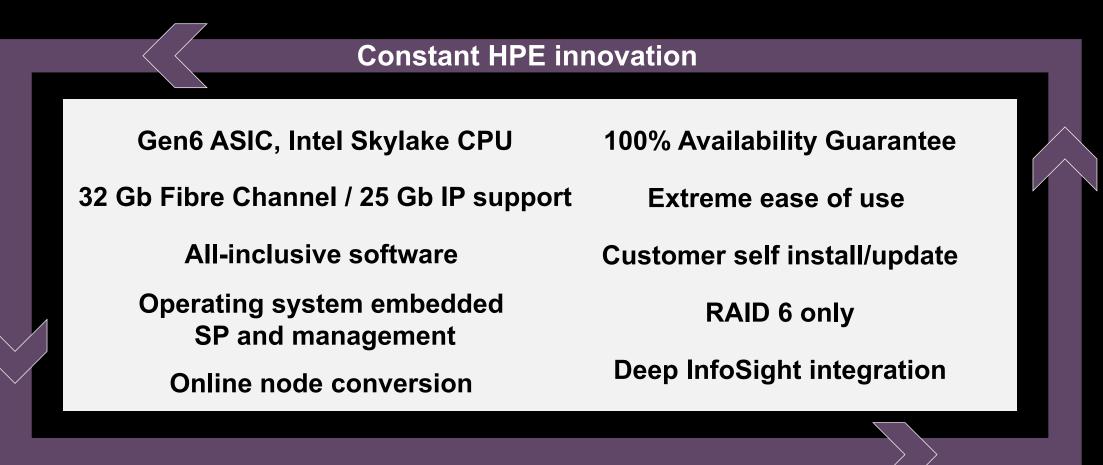
HPE Primera storage platform

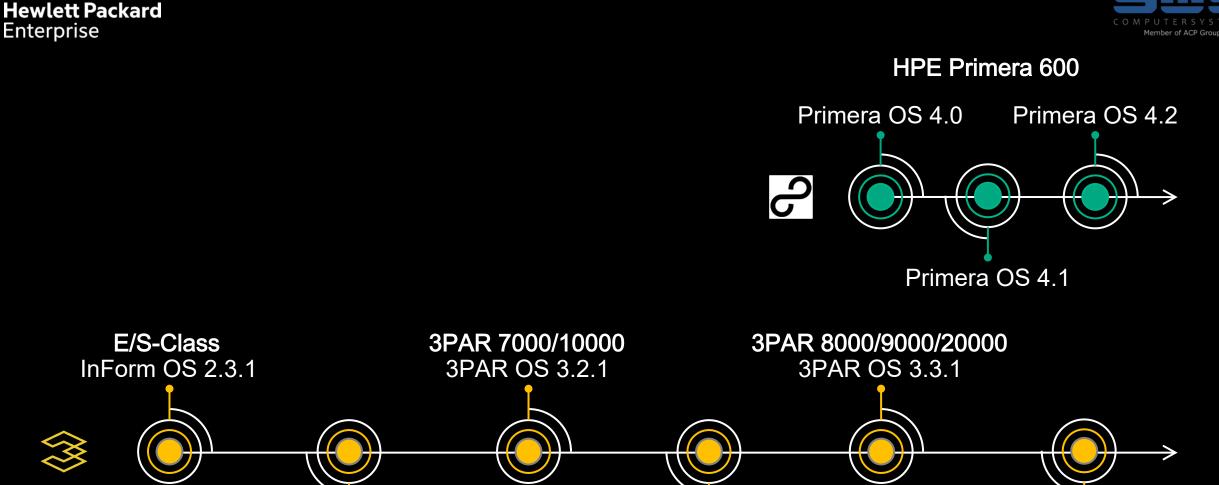






Highlights of the HPE Primera arrays





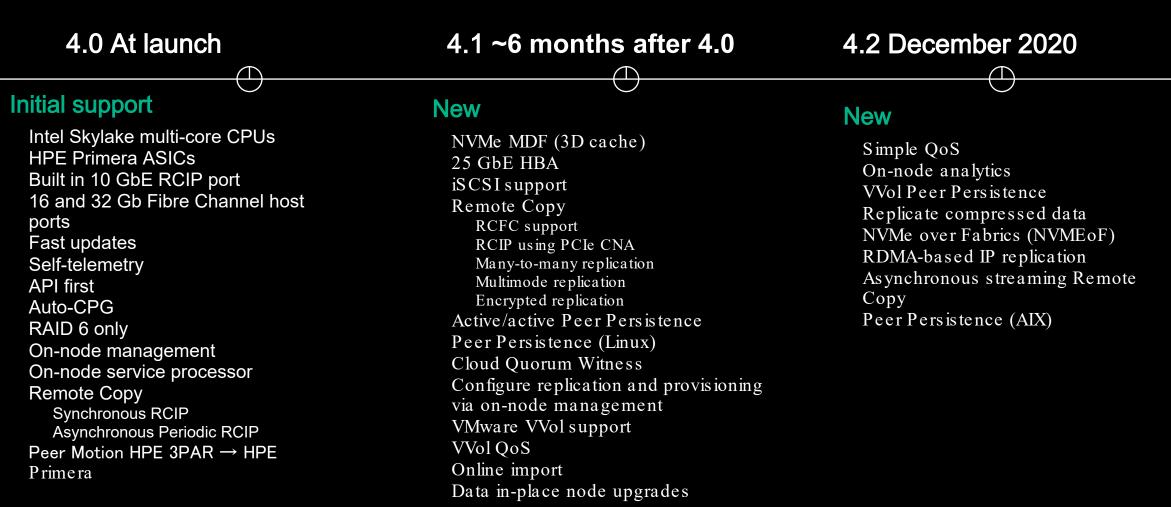
 F/T-Class
 3PAR 8000/20000
 3PAR 8000/9000/20000

 InForm OS 3.1.1
 3PAR OS 3.2.2
 3PAR OS 3.3.1 MU5





HPE Primera OS 4.x feature roadmap







Software-defined

For features and functionality, software implementations provide flexibility, simple delivery, and easy maintainability, but software-only platforms are held back by generalpurpose hardware performance

Hardware-defined

Custom hardware solutions provide the highest possible performance, but lack flexibility and can be complex to maintain; it is often difficult, if not impossible, to add new features

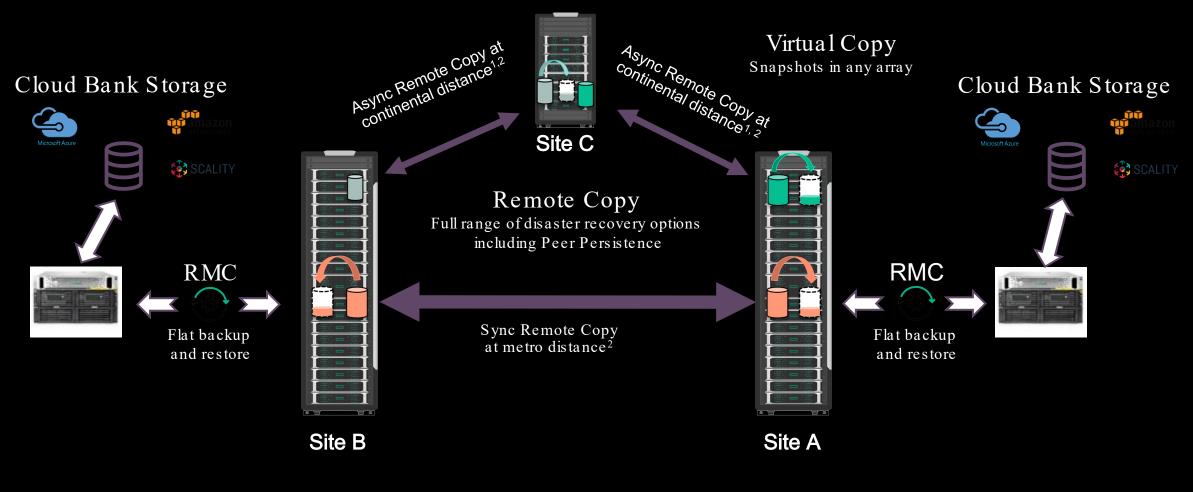
HPE Primera Software-defined, hardware-enabled Extending general-purpose hardware with custom ASIC acceleration allows for extreme performance without the complexity by enabling features through software Inte **Hewlett Packard** Enterprise Skylake Primera ASIC





HPE Primera leadership —Replication

Full set of replication and recovery options



- 1. 3DC Peer Persistence support for HPE Primera is planned with HPE Primera OS 4.1
- 2. HPE Primera OS 4.0 only supports RCIP; Remote Copy over Fibre Channel (RCFC) is planned for HPE Primera OS 4.1

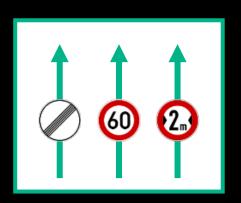




HPE Leadership -Efficient

HPE Primera customers reduce TCO by more than 50%

Quality of Service



Priority Optimization Built-in QoS and mixed-workload support

Flash -optimized



High performance @ < 1ms latency

Data reduction

Wear-out optimization

Get the most out of your systems



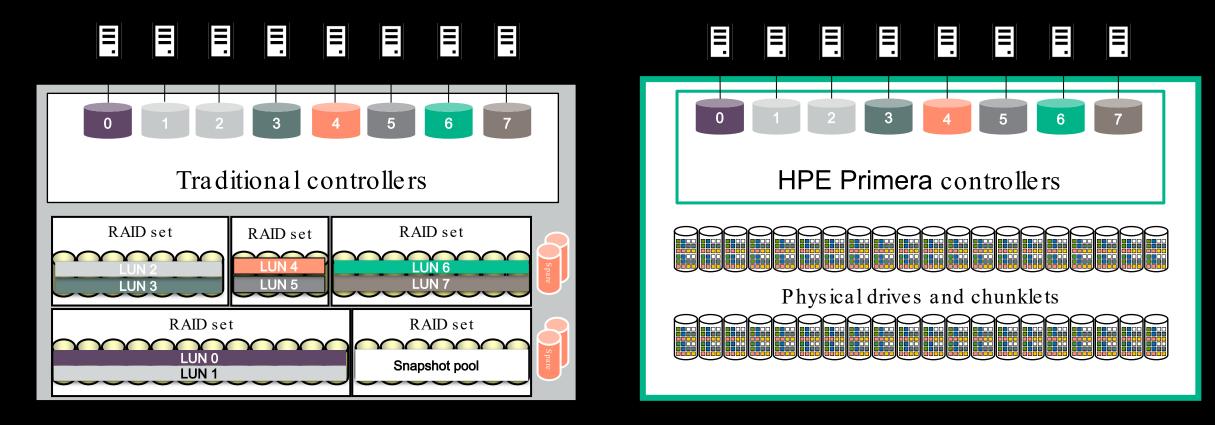
Hewlett Packard **HPE Primera OS virtualization advantages**

Traditional arrays

- Drives are added in groups of RAID sets
- Provide limited single LUN performance
- Require dedicated spare drives
- Some require dedicated snapshot pool drives

HPE Primera

- All drives are concurrently used and virtualized
- Built-in wide-striping based on chunklets
- Distributed sparing, no dedicated spare drives
- No pools or reservation required

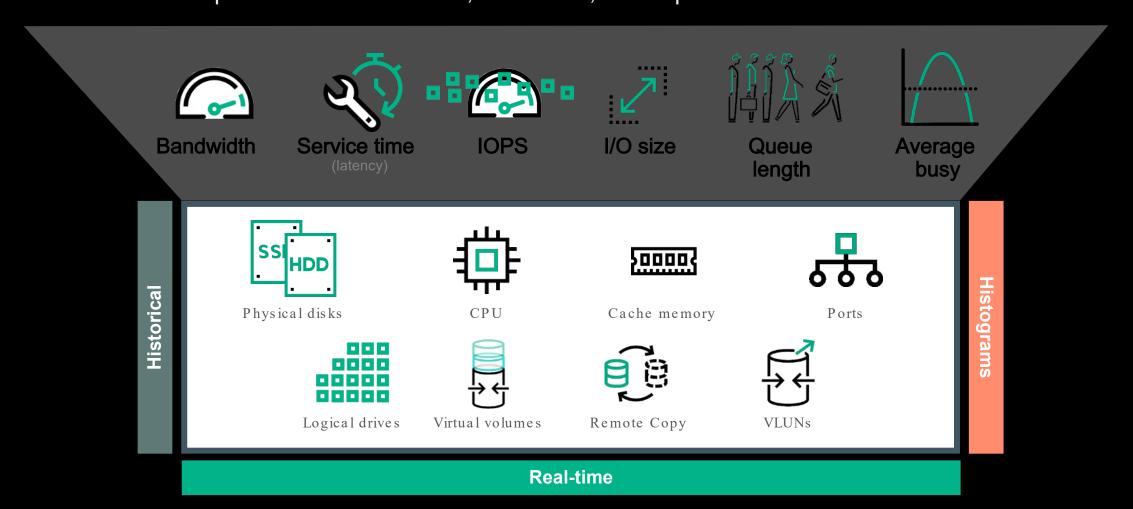


Enterprise





Performance metrics available using API, GUI, CLI, Reports can be automated, scheduled, and exported via email or as a PDF

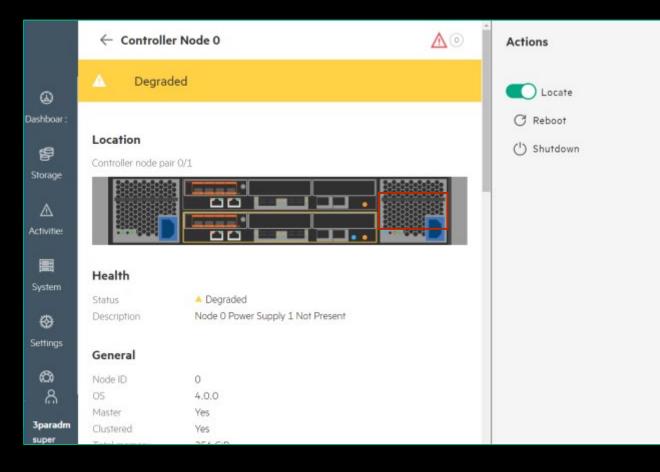






Customer self repair option

- Guided within the on-node management GUI
- Array components that can be serviced by the customer
- Controller:
 - Controller node
 - Node boot drive
 - Node memory DIMM
 - Node coin battery
 - Node power, cooling, battery module
 - PCIe adapter and SFP
- Drive enclosure:
 - Enclosure I/O module
 - Enclosure power, cooling module
 - Data drive







StoreServ Management Console (SSMC)

HPE OneView look and user experience—Dashboard and Mega Menu

GENERAL Dashboard Activity Schedules Settings	BLOCK PERSONA Hosts Host Sets Virtual Volumes Virtual Volume Sets Common Provisioning Groups Templates	PILE PERSONA File Shares File Stores Virtual File Servers File Provisioning Groups File Persona Configuration	storage optimization Adaptive Flash Cache Adaptive Optimization Priority Optimization	REPLICATION Remote Copy Configurations Remote Copy Groups	STORAGE SYSTEMS Systems Controller Nodes Ports Drive Enclosures Physical Drives	FEDERATION Federation Configurations Peer Motions	SYSTEM REPORTER Reports Threshold Alerts	secuerry Users LDAP Roles Connections Domains	Show less verwake Storage Containers Virtual Machines
evice Type Capacity	> SSD (7,136 Gel) FC (84,538 Gel) NL (75,338 Gel)	46% 37% Most rece	▶ <u>6</u> <u>A</u> 230_ Oct 5, 2016		24 Hour Top Host		55 FC	Used 3,272	1 7,136 G/B Free 3,864 1 61,538 G/B Free 38,839
Status		Tasks Most rece failure	311 🔔 0 er Oct 5, 2016 1054:03 AM MDT				Te	e Used 1,416	Free 13,918
listorical Capacity 3		Common Create Virtual Vi	n Actions And Views View Name Victual V						

Sep 58 Orr 58

10,000 GR

III Total II Allocated

Host

Host Sets

Reports





SSMC Advanced Analytics system page

Giving you even more insights

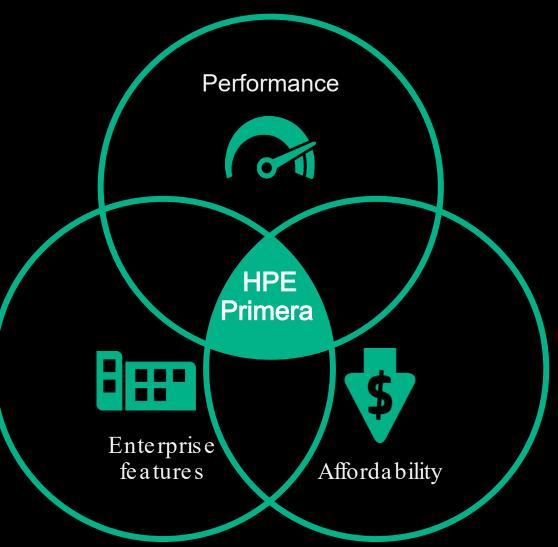






Why HPE Primera?

- Has high performance benchmarks
- Provides all critical capabilities Gartner expects from an enterprise system
- Offers five years unconditional SSD warranty and seven years wear-out protection for SSD¹



1. All HPE Primera SSDs with life left less than 5%, with drive age less than seven years from warranty start date and no interruption in HPE support coverage are eligible for free replacement





HPE Primera SSD advantages over 10K rpm

Large-capacity SSD with dag AS cticises game changer enabled by HPE

Delivering high and consistent system **performance** and very low **latencies**

- + **Charge** drive warranty 7 years with support contract
 - + big data center cost savings

HPE Primera 670 providing 1.71 PiB of usable capacity ^{1, 2, 3}						
2.4 TB/10k SAS	Drive type	15.36 TB SSD	All-flash difference			
900	Number of drives	48	- 94 %			
12046 Watts	Power consumption	2098 Watts	- 82 %			
41102 BTU	Thermal output	7157 BTU	- 82 %			
76U	Rack space	4U	- 95 %			
1018.8 kg	Weight	29.3 kg	- 97 %			
95,000 IOPS	Performance ³	295,000 IOPS	+211%			

- 1. RAID 6 (10+2)
- 2. SSD with 3 :1 data reduction
- 3. 8 KB random 60/40 read/write



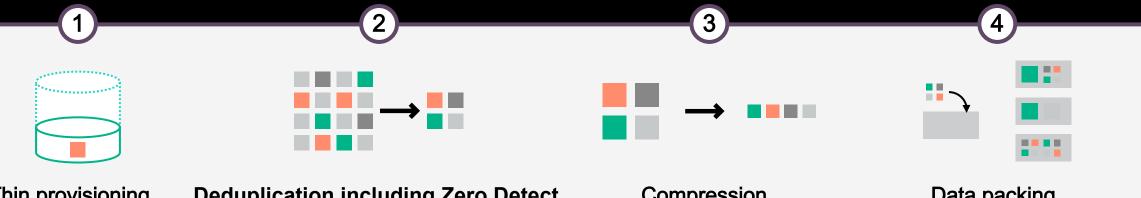


HPE Primera data reduction

Designed for total system efficiency to lower TCO without compromise



- Data reduction can be enabled by volume
- Savings estimation and modeling built into the SSMC
- Guaranteed data reduction



Thin provisioning Reservation-less Deduplication including Zero Detect Prevent storing duplicate data

Compression Reduce data footprint Data packing Pack multiple pages together

Express Indexing + Express Scan

HPE Store More Guarantee Solution brief





HPE Primera 2U controller enclosure



The 2U enclosure can hold two nodes and up to 24 drives



16 x 12 Gb SFF SAS SSD/HDD² slots

Eight dual-use SFF slots - 12Gb SAS SSD/HDD² or - NVMe SCM¹

1. Planned with HPE Primera OS 4.1.0

2. HDD are only available through an HPE exception process





HPE Primera 4U controller enclosure



16 x 12 Gb SFF SAS SSD/HDD² slots for nodes 2/3



16 x 12 Gb SFF SAS SSD/HDD² slots for nodes 0/1

1. Planned with HPE Primera OS 4.1.0

2. HDDs are only available through an HPE exception process



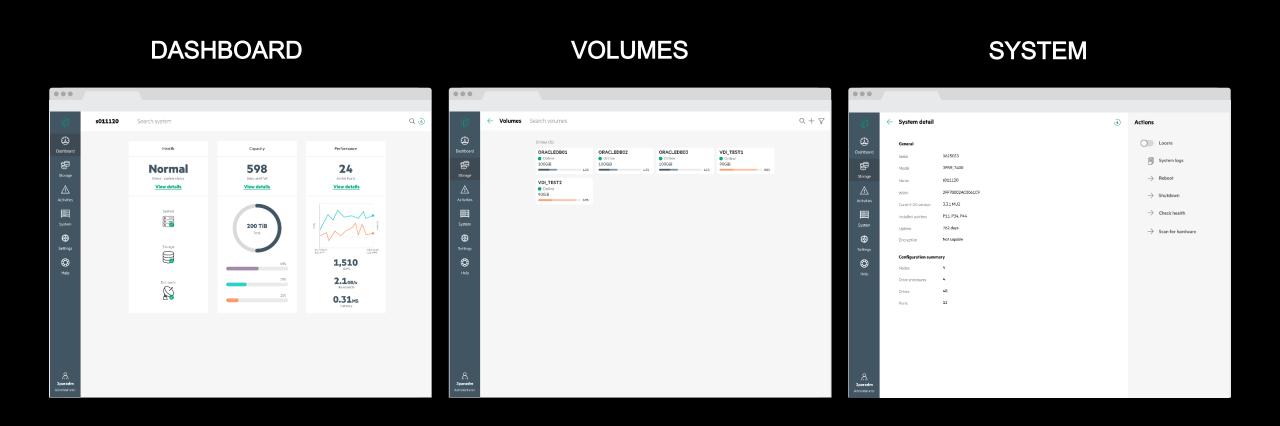


HPE Primera 630 system





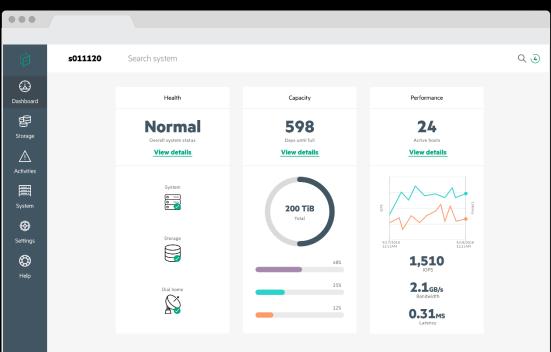








DASHBOARD



3paradm Administrate

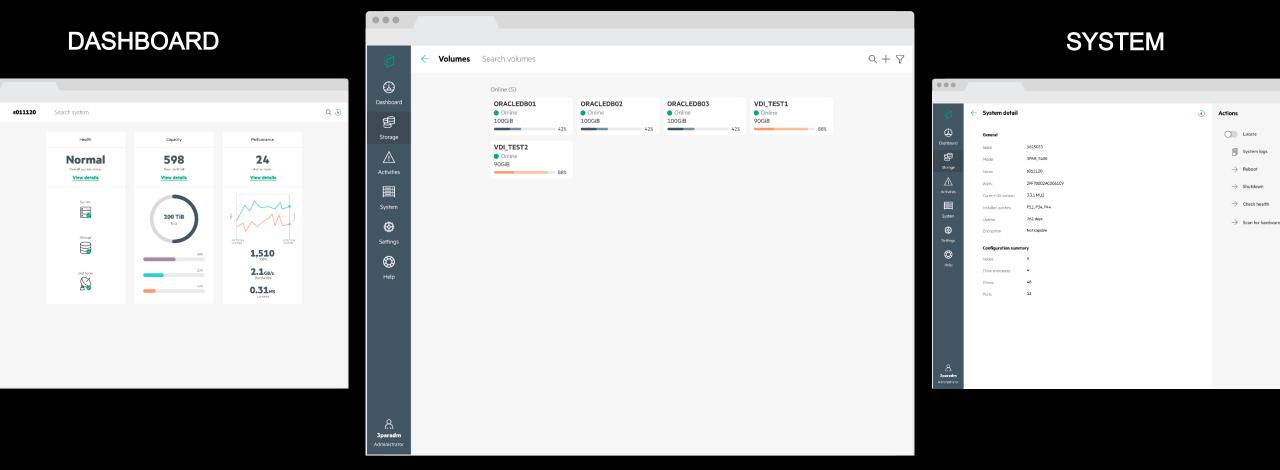
VOLUMES

Ø	÷	Volumes	Search volumes				
٨			Online (5)				
Dashboard			ORACLEDB01	ORACLEDB02	ORACLEDB03	VDI_TEST1 Online	
Storage			100GiB 42%	1006iB 42%	100GiB 423	90GiB Bax	
Activities			VDLTEST2 Online 90GIB BEX				
System							
۵							
Settings							
(C) Help							
Administrator							





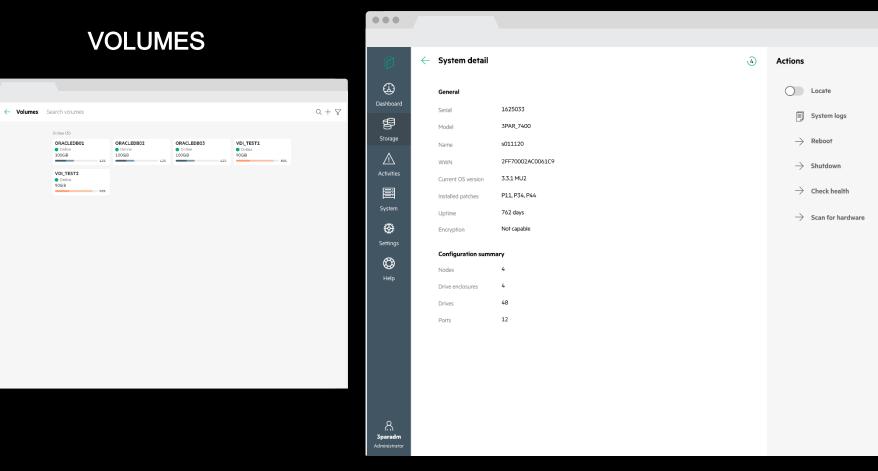
VOLUMES



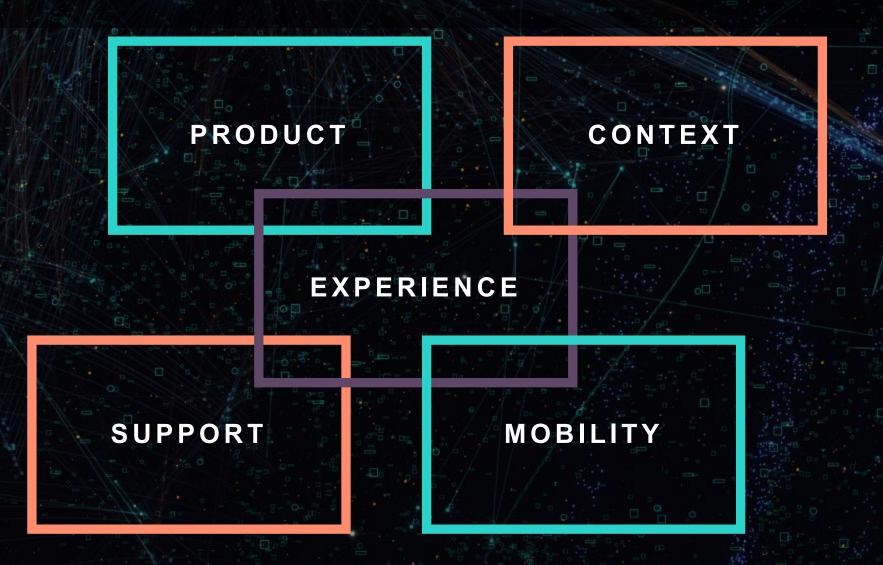




SYSTEM



DELIGHTING CUSTOMERS



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