

# Digital Storage and Memory Technology (Part 1)

Tom Coughlin, Roger Hoyt, and Jim Handy November 2017



This report is the first of a two-part series for the IEEE discussing developments in digital storage technology. In this first part, the opening section looks at developments in basic digital storage and memory technology at the storage and memory device level, extending to interfaces and protocols for connecting storage systems such as hard disk drives (HDDs) and solid-state drives (SDDs) to other computer hardware to create storage systems.

The second section discusses developments in storage systems and software to manage that storage. Developments and expected developments in semiconductor memories are examined as well as the move from volatile to nonvolatile memory, including flash memory and emerging nonvolatile memories such as three-dimensional (3-D) XPoint and magnetic random-access memory (MRAM). Current and expected developments in HDD and magnetic tape technology as well as optical storage technology are reviewed. Important factors that prompt storage-system developers to use one or more of these storage technologies to create working storage systems are described.

The final section looks at the business of storage and memory, comparing capital equipment costs, industry consolidation trends, regional developments, and employment, ending with recommendations for industry professionals to remain relevant and employed during this time of intense change in the memory and storage industry.

# **Table of Contents**

Table of Contents	3
Storage and Memory Device Developments	5
Hard-Disk Drives	6
Magnetic Tape	8
Optical Storage	9
Flash Memory	10
Emerging Nonvolatile Memory Technologies	12
Choosing Storage Technologies	13
Response time	14
Touch rate	15
Touch rate versus response time	15
Technology regions	16
I/O object size curve	17
Digital Storage Interfaces, Protocols, and Form Factors	20
Device Interfaces: SATA, SAS, NVMe, and the Memory Channel	20
SATA	20
SAS	22
NVMe over PCIe	22
Memory Channel	23
Network Interfaces: Ethernet, Infiniband, and NVMe-oF	25
Ethernet	25
InfiniBand	26
NVMe over fabric	26
Business Trends for Storage and Memory Devices	27
Capital Investments, Regional Developments, and Industry Consolidation	27
Recommendations for Industry Professionals	28
How IEEE Can Help You Stay Employable	29
Piographics	21

## **Table of Figures**

Figure 1. Data created compared to data stored. (Reproduced by Tom Coughlin from the Seagate Technology keynote talk at the 2017 Flash Memory Summit.)5
Figure 2. The ASTC HDD areal density road map. (Courtesy of ASTC.)7
Figure 3. The LTO magnetic tape road map. (Courtesy of the LTO Consortium.)9
Figure 4. The Blu-ray optical disc road map10
Figure 5. The NAND flash technology road map. (Courtesy of TechInsights.)11
Figure 6. A smart modular nvNITRO NVMe storage device. (Courtesy of Everspin.)12
Figure 7. Memory-storage hierarchy versus performance. (Objective Analysis, 2017.)14
Figure 8 The touch rate versus response time, indicating various types of uses16
Figure 9. The storage technology regions overlaid on the touch rate/response time chart in Figure 8
Figure 10. The touch per year and response time for 100% random I/O in a 4-TB capacity HDD18
Figure 11. Touch per year and response time for 4-TB capacity HDD, LTO tape, and Blu-ray discs
Figure 12. History and projections for annual shipped capacity of magnetic tape, SSDs (with NAND flash), and HDDs. (Coughlin Associates, 2017.)20
Figure 13. SATA cable and connector. (Courtesy of SATA-IO.)21
Figure 14. An M.2 form factor NVMe storage device. (Courtesy of Samsung.)23
Figure 15. An NVDIMM-N block diagram. (Objective Analysis, 2017.)24
Figure 16. A Samsung flash factory in Xi'an, China. (Courtesy of Samsung.)28

## **Storage and Memory Device Developments**

International Data Corporation has estimated that, in 2016, 16 zettabytes (ZB, 10 to the 21st power bytes) of data were created and that this amount of generated data will increase to 163 ZB by 2023. At the same time, the shipped storage capacity for HDDs, magnetic tape, and flash memory was about 4.3% of the estimated generated ZB in 2016 (0.7 ZB) and is expected to be between 2 and 3% of the estimated total ZB generated in 2023. This is because most of the data generated are meant to be processed and used, rather than stored as raw data. For instance, sensor data from the Internet of Things (IoT) devices or driving assistance in cars are meant to be processed to make real-time decisions and require memory and storage to enable this processing. The results of this processing might be stored for a longer time. Figure 1 shows a visual representation of estimated data generated and stored out to 2025.

180 100% **Data Created** 160 80% Data Stored 140 120 ew Data Stored Only 2% to 3% of the 100 Datasphere created 80 ZB is shipped each 60 year 40 20

Figure 1. Data created compared to data stored. (Reproduced by Tom Coughlin from the Seagate Technology keynote talk at the 2017 Flash Memory Summit.)

Thus, different types of nonvolatile memory and digital storage are required for different applications. Further, more than one technology might be used together with others to achieve the optimal tradeoff in cost versus performance. This results in a hierarchy of memory and storage technologies.

Digital storage and memory technologies began in the 1950s with the introduction of digital magnetic tape, magnetic HDDs, magnetic drums, and various early memory technologies. Since their introduction, digital storage and nonvolatile memory have broadened to encompass a wide range of technologies and applications. Current technologies include solid-state nonvolatile flash memory based on NAND semiconductor cells, ferroelectric, MRAM, magnetic recording on rigid disks and tape, and a number of different optical storage technologies.

The list of potential additional emerging digital storage and nonvolatile memory technologies that have already or may soon enter the mainstream continues to increase, including solid-state phase-change memory (PCM) such as Intel's Optane, hybrid flash/disk drives, various resistive memory storage, spin-torque MRAM, and other magnetic spin-based memories and optical holographic-based storage.

### **Hard-Disk Drives**

Magnetic-recording-based HDD technology continues to play a large and important role in mass data storage. With about 424 million shipped units in 2016 and expected volumes slowing to ~317 million units by 2022, HDD technology continues as a cost-effective, nonvolatile online storage solution (particularly for cooler long-term data storage). Price reductions and cost efficiencies led to vertical integration of all but one of the remaining three HDD manufacturers (Western Digital, Seagate Technology, and Toshiba) and the further consolidation of head, disk, electronics, and mechanical suppliers.

Enablers for continued HDD areal density and performance improvements include current perpendicular-to-plane giant magnetoresistance (CPP GMR) heads, heat-assisted magnetic recording, microwave-assisted magnetic recording, shingled magnetic writing, bit patterned media, advanced signal processing, and improved security through disk data encryption.

HDDs are gradually declining in the personal computer market although, for users who need 1-TB or higher capacity, they are still the preferred storage media because of their lower cost. These HDDs may be combined with an SSD or act as a hybrid HDD with embedded flash memory to improve the overall drive performance. The main growth in HDDs will be for inexpensive storage for content repositories that need lower latencies than magnetic tape and optical library systems (note that HDD costs are now lower than US\$.04 per raw gigabyte). While total unit shipments are expected to decline going forward, the consolidation in the industry and the growing importance of enterprise HDD storage will limit the decline in total HDD revenue (and profit).

The Advanced Storage Technology Consortium (ASTC), consisting of representatives from HDD companies as well as major HDD component vendors, creates annual road maps for HDD technology. In particular, the ASTC charts the areal density of magnetic recording over time. The areal density is the number of bits that can be stored on a unit of disk surface and the product of the average track density on a disk surface times the average linear density around those tracks. Figure 2 shows the 2016 ASTC HDD technology road map.

Perpendicular magnetic recording (PMR) was introduced into HDDs in 2004. At that time, HDD areal density growth was over 100% annually (so you could buy over twice the storage capacity for the same sized disk drive from one year to the next). Today, nearing the end of the density improvements possible with perpendicular recording alone, annual areal density growth is between 10 and 15%. HDD areal densities will need to continue growing to retain their cost advantage over other storage technologies.

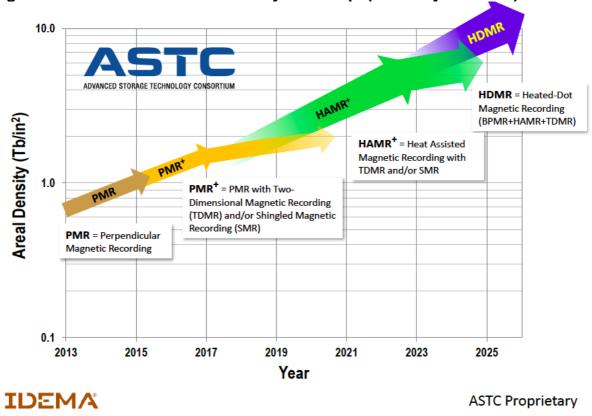


Figure 2. The ASTC HDD areal density road map. (Courtesy of ASTC.)

To continue areal density growth, new technologies must be used in HDDs. Shingled magnetic recording writes adjacent tracks overlapping one another (like shingles on a roof) to increase the track density, while two-dimensional magnetic recording combines this with multiple read heads on adjacent tracks. These technologies can increase the areal density, but they are best used for HDDs that write data only once because overwriting previous data involves a multistep process that increases the write time of the drive. For applications that need to rewrite often, other approaches to increase areal density must be used.

Up until October 2017, this additional improvement was expected to be what is called heat-assisted magnetic recording (HAMR), where a laser is used to allow the HDD write transducer to write on very-high-coercivity magnetic recording media on a disk surface. The high coercivity allows writing higher linear densities, but conventional write heads can't produce sufficient field to write this media. The heat of the laser lowers the media coercivity, so the write head can write on the media. HAMR is the approach that Seagate Technology has announced it will use for the next generation of HDDs, with engineering samples available in 2018 and products in 2019.

In October 2017, HGST, a division of Western Digital, announced it would manufacture HDDs that used another technology to help write heads write on high-coercivity media. HGST plans to put a spin-torque oscillator into the gap of the write head that will generate microwaves of high enough energy to help the write head write on the media. This approach is called *microwave-assisted magnetic recording (MAMR)*. Western Digital says that engineering samples of these products will be available in 2018, with

production in 2019. The company also says that MAMR will allow it to increase areal density by 15% annually, making 40-TB HDDs possible by 2025.

Whether using HAMR or MAMR, higher-capacity direct-overwrite HDDs will be available with higher storage capacities into the next decade. These HDDs will enable storing the vast bulk of the world's data with acceptable latency and data rate at a low price.

## **Magnetic Tape**

Linear tape technology leverages as much as possible from the much higher-volume and more advanced disk drive industry. Tape-drive developers use a number of technologies available from disk drives. These include read and write heads, read preamplifiers, write driver electronics, channel electronics such as partial-response maximum-likelihood (PRML) coding and detection, servo control systems, and error-correction codes.

The challenge for the tape-drive developer is to adapt these technologies to multichannel devices. With multiple channels recording or reading simultaneously, the error correction code can be spread across all of the channels and thus provide added reliability in recovering the data. It is noteworthy that, although tape has dependencies on technology developed earlier for disk drives, tape products currently deliver one to two orders of magnitude higher bit-error reliability than disk products.

Linear tape-open (LTO) tape cartridges (the most popular digital tape format) include a built-in file system capability. This file system, called the *linear tape file system* (*LTFS*), was first introduced with the LTO-5 tape format and expands the capabilities of tape library systems. The LTFS allows network-attached storage (NAS)-like single-tape behavior and, in library systems, also allows faster access time to data. Recently, RESTful application programming interfaces using LTFS tapes have also enabled object-based storage built around the use of magnetic tapes. The LTO road map was recently extended two more generations to LTO-12; see Figure 3.

NATIVE COMPRESSED GEN12 **UP TO 192TB** 480TB IONING ENABLING LTFS | ENCRYPTION | GEN11 **UP TO 96TB** 240TB GEN10 **UP TO 48TB** 120TB GEN9 **UP TO 24TB 60TB** GEN8 12TB **30TB 6TB 15TB** GEN7 GEN6 2.5TB 6.25TB

Figure 3. The LTO magnetic tape road map. (Courtesy of the LTO Consortium.)

NOTE: Compressed capacity for generation 5 assumes 2:1 compression. Compressed capacities for generations 6-12 assume 2.5:1 compression (achieved with larger compression history buffer).

SOURCE: The LTO Program. The LTO Ultrium roadmap is subject to change without notice and represents goals and objectives only. Linear Tape-Open, LTO, the LTO logo, Ultrium, and the Ultrium logo are registered trademarks of Hewlett Packard Enterprise, IBM and Quantum in the US and other countries.

LTO tapes are now available with a price below US\$.01 per gigabyte of storage capacity. The latest LTO-8 tapes offer 12 TB of native (uncompressed) storage capacity and over 470 MB/s sustained data rates.

LTO-12 will support 192 TB of uncompressed storage capacity. With new LTO generations being introduced roughly every three years, LTO-12 should be available by 2029. Recent laboratory demonstrations by IBM and Sony have shown magnetic tape areal densities on sputtered film tape of 201 Gb/i², which would lead to a 330-TB uncompressed LTO-style cartridge.

## **Optical Storage**

**GEN5** 

1.5TB

Digital optical discs have been used to record and store information since the 1980s. Optical discs record information by creating areas of differing contrast on the disc surface that are used for encoding digital bits. While the bulk of optical discs have been used for the distribution of music and video, there has long been a market for consumer and enterprise write-once and write-multiple-time products. While optical drives are becoming scarce in computers, they are still being used for write-once archiving of content by some organizations. The latest generation of optical media employed for data archiving uses Blu-ray technology. Figure 4 shows a road map for write-once Blu-ray optical storage technology for archiving applications released by Sony and Panasonic.

Capacity 500GB 300GB **High Linear Density** (Multi Level Recording Technology) Signal Processing **High Linear Density** Technology (Inter Symbol Interference Cancellation Technology) Narrow Track Pitch (Crosstalk Cancellation Technology) Rasic **Double-Sided Disc Technology** Specification λ=405nm, NA=0.85, Layer Structure: 3Layers/side

Figure 4. The Blu-ray optical disc road map.

Blu-ray write-once optical discs are now available with 300 GB per disc capacity. These discs are combined into cartridges containing 12 discs (resulting in a 3.3-TB total cartridge capacity) that are loaded in a library system, like the tape libraries used by many organizations. By 2018 or 2019, it is expected that 500-GB discs will be available, with 1-TB discs expected by 2021–2022 (based upon Blu-ray Archive Disc statements). Like magnetic tape, optical discs are used for high-latency archive applications.

## **Flash Memory**

As the fastest-growing market in the history of semiconductors, NAND flash has expanded to over US\$35 billion in annual revenues, largely by displacing other storage media and enabling new applications.

This significant growth was fueled by NAND's cannibalization of the film market for cameras, the videotape market in camcorders, the floppy disk market with universal serial bus (USB) flash drives, and the compact disc (CD) market in MP3 players and digital maps, as well as the use of CD-R and CD-RW for data sharing. The technology also grew by displacing small form factor hard drives in MP3 players and camcorders and some HDDs in laptop computers, and it is gradually replacing high-performance HDDs used in enterprise and data-center applications.

Although NAND flash solid-state drives have replaced HDDs in several markets, they have also served to complement HDDs as a nonvolatile cache between HDD storage and dynamic RAM (DRAM) main memory. Spending an equivalent amount of money on flash memory capacity generally provides a greater performance improvement than spending that money on more DRAM. Thus, NAND flash represents a threat to DRAM memory growth.

Flash memory-based SSDs are poised to become the primary storage for many enterprise applications, with HDDs being used for higher-latency, cooler storage. Although, due to greater manufacturing costs but lower storage capacity, flash memory is more expensive than HDD technology on a raw cost per terabyte basis, there are some applications where flash memory is approaching or has achieved operating cost parity with HDDs.

It is anticipated that flash memory will continue to play a larger role in both low- and high-end computing systems as well as consumer products, as prices decline and capacity and reliability improvements are realized. The price decline may be faster than that expected based on Moore's law, enabled by capacity improvements from multibit cells and three-dimensional (3-D) multilayer flash memory, although scaling limits due to small cell size and fundamental signal-to-noise limits may eventually inhibit the technology's advance. Also, the endurance tradeoffs for increasing the number of bits per cell may not be acceptable for high write applications. Current flash memory products are up to 4 b per cell and 64 3-D layer stacks. In 2017, Western Digital (SanDisk), Toshiba, and Samsung announced that they would start to manufacture 92- to 96-layer 3-D NAND products.

### As

Figure 5 shows, products with 128 layers and higher should become available by the end of the decade, likely with up to 4 b per cell. Laboratory demonstrations show that several-hundred-layer 3-D flash memory may be possible.

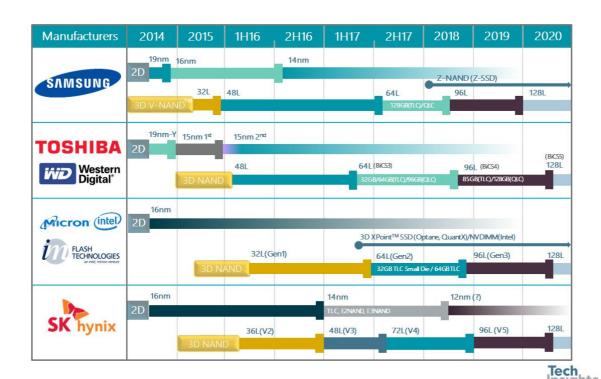


Figure 5. The NAND flash technology road map. (Courtesy of TechInsights.)

Flash memory is temporarily in short supply compared to demand (and thus higher cost) as the industry transitions to 3-D structures to continue the increase in storage capacity per chip, because planar flash memory line widths have nearly reached their

minimum. While prices for flash memory at the end of 2017 were higher than a year ago, these should start to decrease again in 2018 as the 3-D fabricators become fully online.

## **Emerging Nonvolatile Memory Technologies**

New solid-state storage technologies will displace today's prevailing technologies only by offering better value in the markets they serve. All technologies have technical weaknesses that position them for replacement. For example, HDDs drain battery life; and, although NAND flash memory may offer nonvolatility, it suffers from slow writing speeds and a limited number of rewrite cycles. However, these emerging memories have found niche applications and are likely to find ways to displace other memory technologies or enable new applications.

Today's most promising alternative technologies are MRAM, viewed as a potential successor to DRAM; resistive RAM (ReRAM), which many expect to inherit the market for NAND flash; and PCM, which is being newly promoted in the role of an additional memory/storage layer to fit between NAND flash and DRAM.

MRAM is a nonvolatile memory based on magnetic storage elements integrated with complementary—metal-oxide-semiconductor circuitry. Magnetoresistive-based MRAM nonvolatile memory products are established in the marketplace, although at fairly low capacity and high prices. The long-term success of this technology critically depends on a successful transition to more areal-efficient and less costly spin-torque or thermal-switched cells, which enable higher capacities and a wider application spectrum. Spin-torque switched MRAM products are now available from Everspin and as an embedded memory from its manufacturing partner, GlobalFoundries. An expected 2018 delivery of spin-transfer torque MRAM products by Toshiba and Samsung (among others) is indicative of vibrant and growing progress in this technology. Figure 6 shows an image of an MRAM nonvolatile memory express (NVMe) Everspin device.

Figure 6. A SMART Modular nvNITRO NVMe storage device. (Courtesy of Everspin.)



ReRAM is a large umbrella category that covers a number of subcategories, namely PCM, programmable metallization cell memory (PMCm), and oxygen-depletion memory. All of these products use changes in resistance to store data.

The announcement by Intel and Micron of their 3-D XPoint technology, now available as Optane SSDs, could lead to a wider use of PCM technology. 3-D XPoint is expected to play an important intermediate role between DRAM and flash memory in the near future. Intel currently offers Optane as SSDs, but Micron and Intel have said that they will deliver this technology as dual in-line memory modules (DIMMs) in computer memory channels.

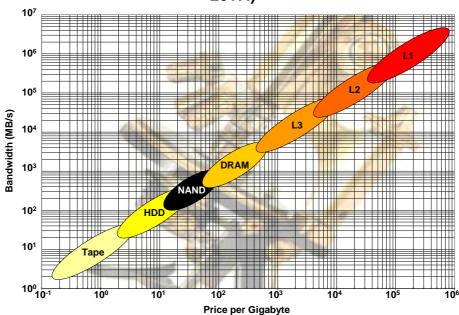
Some companies such as Adesto and Crossbar are shipping or have announced PMCm-type ReRAM products. The benefits of these devices are similar to those of PCM. But, where PCM is temperature sensitive, requiring special solder flow processes to attach a preprogrammed PCM chip to a PC board, PMCm is not temperature sensitive and can withstand the rigors of a standard soldering process. HP introduced a version of oxygen-depletion ReRAM several years ago with its memristor, but this has not resulted in actual products.

## **Choosing Storage Technologies**

Here, we will first consider why people use different storage and memory technologies. Our initial approach is to look at the tradeoffs between bandwidth (data rate) and cost, and the second is a more in-depth look at demands for different applications and how the accessibility to data and responsiveness to commands make different storage technologies attractive for these applications, either singly or in combination. Next, we provide some projections for shipping capacity of NAND flash, HDDs, and magnetic tape out to 2022.

In general, the higher-performance memory or storage is also the most expensive on a dollar per terabyte basis, as shown in Figure 7.

Figure 7. Memory-storage hierarchy versus performance. (Objective Analysis, 2017.)



In computer systems, the various memory cache technologies (L1, L2, and L3) are the fastest in terms of performance, followed by DRAM. All of these technologies are effectively volatile memories that lose their data when power is removed. NAND flash is nonvolatile memory and provides performance and cost per terabyte that lie between DRAM and HDDs. Below HDDs are technologies like tape (or optical discs) that have slower performance (primarily due to mechanical latencies) but also have the lowest overall storage costs in dollars per terabyte. Note that most of the emerging solid-state storage technologies are aiming to replace either NAND flash, DRAM, or, possibly, the various processor cache memories.

We will now take another look at how to decide which memory or storage technology is best for which applications using what is called the *touch rate* and the response time of the storage technologies for moving stored objects of various sizes.

We define a scale-independent method for classifying performance of storage systems for differing workloads (see Hetzler and Coughlin, 2015). The goal is to find a metric that could be used as a rule of thumb as well as for detailed analysis. This analysis is designed to be easy to understand and useful for comparing different system designs. Furthermore, this metric should reflect the behavior of the system as it is being used, not when it is idle (unless that is how it will be used). As noted previously, we call this new metric *touch rate*.

#### **Response Time**

Because we want touch rate to be a measure for a busy system operating at load, we need first to define what is meant by being "at load." We define the *load* as back-to-back input/output (I/O) operations, which represent 100% utilization without queuing. We leave queuing aside, as it makes the analysis simpler.

The response time is the time to complete an I/O operation, including the transfer of data and restoring the system for a subsequent I/O operation. The response time is,

therefore, a function of the I/O object size as well as the speed of ancillary support operations. This is distinct from the access time, which is the time to the first byte of data after a request to an idle system. The response time is thus a measure of how rapidly an object can be retrieved under operating conditions.

#### **Touch Rate**

Touch rate is defined as the portion of the total system capacity that can be accessed in a given interval of time. Using a shopkeeper's metric, it can be thought of as the number of inventory turns on the data set. This analogy leads us to look at touch rate as a measure of the value that can be extracted from the data set. We need to pick a time interval for measuring the touch rate that is appropriate to an application—for instance, a year is a suitable period for archival data.

Equation (1) gives a definition of the touch rate over a year:

$$Touch \ Rate = \frac{ObjectSize(MB) \times 31.536}{ResponseTime(s) \times Capacity(TB)}. \tag{1}$$

There are 31,536,000 s in a year; after the terms are cancelled for the object and total capacity size, we are left with the factor of 31.536. Equation (1) assumes that the object size is in megabytes and the system or unit capacity is in terabytes. *Response time* is the steady-state response time in seconds (as described previously) for this object size undergoing back-to-back 100% random I/Os.

Note that a touch rate greater than one doesn't necessarily mean that the same data are accessed repeatedly, although they may. It can also mean that new data are coming in, which is also counted in the touch rate. What matters here is the amount of data accessed. The touch rate is thus a measure of how much of the data in a system can be accessed during a given interval of time.

#### **Touch Rate Versus Response Time**

We can learn a great deal about the behavior of a system by plotting the touch rate versus the response time. The response time measures the time to act on a single object, while the touch rate relates to the time to act on the data set as a whole. Figure 8 shows such a chart that includes some indications of various sorts of applications (performance regions) and general tradeoffs important to the system design indicated. Note that this is a log-log chart with log base-10 scales on both the vertical and horizontal axes.

Figure 8 shows touch rate as log touch per year on the vertical axis and log response time on the horizontal axis, with faster response times on the left. A shorter response time means data can be accessed more quickly, increasing the data's value. Higher touch rate means more data can be processed in a given time period, increasing the value that can be extracted. Thus, the data value increases for objects to the upper right. However, system costs also tend to increase to the upper right, driving the greater use of storage technologies to the left of the chart. Note that the total value of the data includes the amount of data, so most of the data value could be in the lower-performance regions.

We have defined six performance regions, as shown in Figure 8. While the boundaries are somewhat arbitrary, they are representative of the performance bounds for many

workloads.

Touch Rate vs. Response Time 100,000 10,000 Hi IOPS 1,000 Accessibl Transaction 100 ouch/Y More / Near Line 10 Fast enough for disk stack 1 Limit of human response tolerance 10% ColdActive Faster 1% InActive 0.1% 100,000s 10,000s 1,000s 100s 10s 1s 100ms 10ms 100µs 1 ms 10µs 1D 1H

Figure 8 The touch rate versus response time, indicating various types of uses.

The high in–out operations per second (Hi IOPS) region is for storage system performance beyond the capabilities of HDDs and may require flash memory or even volatile RAM. The touch rate lower bound for the Hi IOPS region is near three per day. The transaction region is for transaction data, and the performance limits are those of high-performance enterprise disks and flash memory. The touch rate lower bound for the transaction region is about one every three days (or 0.33/day).

Response Time (s)

The near-line region has performance limits matching the characteristics of high-capacity HDDs. The touch rate limit is one per month. The semi-active region is defined as having a response time fast enough so as not to have timeouts when used with an HDD software stack (typically about 10 s). A system in this region would then be functionally plug-compatible with an HDD-based system, albeit slower. The touch rate lower limit for the semi-active region is one per year.

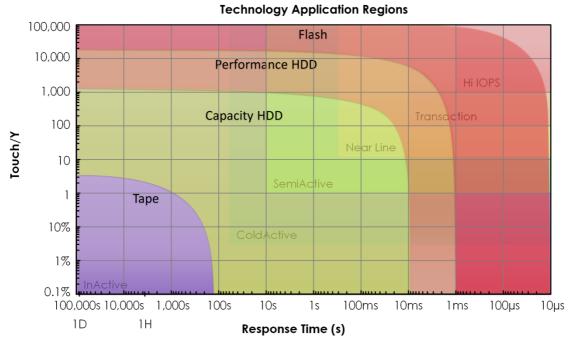
The cold-active region is characteristic of online archives with human interaction. Thus, the response time limit is 60 s, which reaches about the human tolerance level for an I/O operation. If I/Os take longer than this, most humans would assume that the I/O has failed or wander off and do something else. The touch rate lower bound here is 3% per year. Everything slower and below 3% touch per year is in the inactive archive region (the slowest response times in Figure 8).

## **Technology Regions**

Figure 9 shows where various storage technologies lie in the touch rate chart shown in Figure 8. Flash, HDD, and tape are used to address workloads in different regions. These storage technology regions have a hockey-stick shape due to the way performance limits impact the overall system performance. On the right side of a

region, the performance for small objects is dominated by the access time (time to get to the first byte of data). On the left side, the performance for larger objects is dominated by the data transfer time.

Figure 9. The storage technology regions overlaid on the touch rate/response time chart in Figure 8.



A given technology is most cost-effective at the upper right boundary (the knee of the storage technology curve), where its full performance can be extracted. It becomes less cost-effective as it uses more to the left of this knee. At some point, as the requirements move to the left, a lower-performing technology is usually more cost-effective.

Moving the performance of a storage technology to the upper right (beyond its native capability) is difficult and usually a very expensive proposition. It frequently involves reducing the capacity of each storage unit by overprovisioning. For example, short-stroking HDDs can reduce the response time and increase the touch rate, but they also significantly increase the dollar per terabyte. If the capacity is limited to 25% of the total available HDD capacity, the touch rate will go up by four times—but so will the dollars per terabyte. In a removable media library (as with tape and optical disc cartridges), increasing the ratio of drives to storage media similarly increases the touch rate.

The touch rate chart can be extended up beyond flash, and new nonvolatile storage technologies that are entering this region are becoming available (such as MRAM and PCM ReRAM).

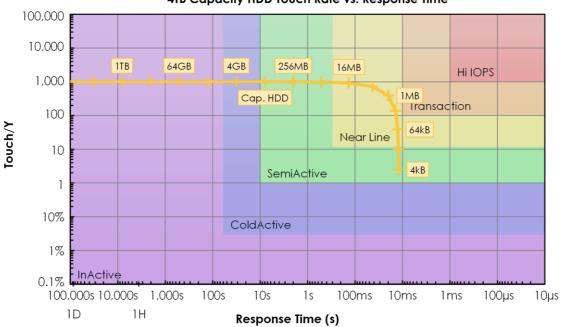
#### I/O Object Size Curve

The object size used by an application influences both the touch rate and the response time. Thus, we get a curve for the touch rate versus response time as a function of the object size for various storage technologies. The object size is indicated along this

curve. The curve shown in Figure 10 is for 100% random I/O at the given object sizes for a typical 4-TB capacity HDD system.

Figure 10. The touch per year and response time for 100% random I/O in a
4-TB capacity HDD.

4TB Capacity HDD Touch Rate vs. Response Time



The touch rate versus response time curve for this capacity HDD has a shape similar to that shown for technologies in the technology regions chart (Figure 9). At a 4-kB object size, the response time is 12 ms, and the touch rate is 2.5 per year. While this represents a near-line drive, the small object size falls outside the near-line performance region: 4 kB is an object size associated with transaction workloads, and the curve shows why capacity HDDs aren't favored for such workloads.

At a 64-kB object size, however, the touch rate has grown to 39 per year, and the response time has increased only slightly, to 12.6 ms. Thus, this is a better object size for this class of HDD and a more typical object size for near-line workloads. At a 1-MB object size, the touch rate has reached 400 per year, and the response time has increased to 20 ms. With this object size, we are reaching the point where the data transfer time component of the response time is becoming important.

At a 64-MB object size, the touch rate has nearly saturated at 990 per year, but the response time has now grown to 530 ms. Beyond this, the touch rate is essentially constant, and the response time grows linearly with the object size. We use the term saturation touch rate to refer to this region with constant touch rate over a wide range of response times.

When reading the touch rate chart (Figure 10), the object size chosen should be suitable for the application under consideration. Similarly, when comparing different systems for a given application, the touch rate and response time values should be compared at the same object size.

We can do the same sort of analysis for each of the different storage technologies and use it to make decisions regarding the best storage devices (media) to use for a given application. One example, shown in Figure 11, compares high-capacity HDDs versus optical storage versus magnetic tape for archiving applications.

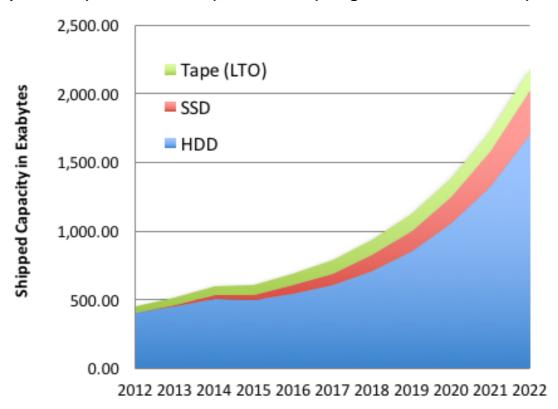
10,000 1TB 64GB 4GB 1GB 64MB Hi IOPS 1,000 1TB 64GB 1MB iransaction 100 1GB 64kB Near Line 10 Cap. HDD 64MB 4kB **BD** Library Semi-active 1TB 64GB 1MB d-active 10.0% 1GB 1.0% 64MB 0.1% LTO InActive 4MB 0.01% 100,000s 10,000s 1.000s 100s 10s 1s 100ms 10<sub>ms</sub> 1.0ms 0.1 ms **Response Time** 

Figure 11. Touch per year and response time for 4-TB capacity HDD, LTO tape, and Blu-ray discs.

We can see from Figure 11 why different storage technologies are used for different storage applications. The touch rate curves can be used to discuss storage systems, as well as individual storage devices, as long as certain assumptions about the storage systems can be made. In particular, these curves can be used to find the optimal design of storage systems that use different types of digital storage to find the optimal tradeoff between storage cost and performance.

In Figure 12, we give some history and projections for the growth of annual shipped capacity of NAND flash, HDDs, and magnetic tape from 2012 through 2022. While magnetic tape is expected to stay relevant for some archiving applications (because of its continuing low net cost for storage), the greatest growth is in NAND flash and HDD storage capacity, where NAND flash grows to support high performance and processing of the huge amount of annual capacity generation and HDDs are used to store the resulting content that has long-term value but doesn't require the performance of NAND flash for quick access and processing. Data are expected to flow back and forth between these various storage technologies as the access requirements for content change.

Figure 12. History and projections for annual shipped capacity of magnetic tape, SSDs (with NAND flash), and HDDs. (Coughlin Associates, 2017.)



# Digital Storage Interfaces, Protocols, and Form Factors

## **Device Interfaces: SATA, SAS, NVMe, and the Memory Channel**

Hard drives and SSDs use four major interfaces to communicate with the host system: serial advanced technology attachment (SATA), serial-attached SCSI (SAS), NVMe over peripheral component interconnect express (PCIe), and the memory channel. In this section, we explain each of these four interfaces.

### **SATA**

The SATA interface comes from a long history of HDD interfaces, and its name reflects that fact. It is a serialized version of the parallel ATA interface that preceded it [which communicated using the Integrated Drive Electronics (IDE) protocol], named for IBM's PC-AT (advanced technology) computer of the early 1980s. When the bus was serialized, it was also redefined to be point to point, as opposed to the multidrop architecture of its parallel predecessor. SATA can communicate using either the IDE protocol or Intel's Advanced Host Controller Interface (AHCI) protocol.

The SATA interface is the most widely used of the four discussed here, largely because it is more economical than SAS and NVMe, due to its high unit shipment volume, and it is better suited to storage than the memory channel. As of this writing, most personal computers use a SATA interface, with the emergence of the NVMe interfaces for SSDs representing a relatively new phenomenon. As production volume increases lead to NVMe controller price reductions, the NVMe interface is likely to displace SATA because it supports the high native speeds of solid-state media.

The interface is limited to four pins: two transmit pins and two receive pins for outbound and inbound data. These two ports are differential, a feature that helps the interface reach very high data rates. While the original SATA interface ran at a maximum data rate of 1.5 Gb/s, SATA-2 doubled that rate to 3 Gb/s, and SATA-3 doubled the speed again to 6 Gb/s raw (about 0.6-GB/s available data rate when 8-b/10-b encoding is taken into account). Figure 13 shows examples of SATA cables.

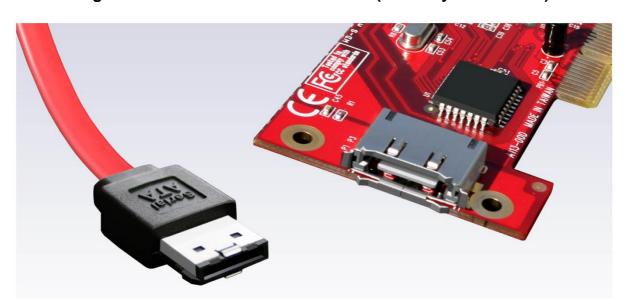


Figure 13. SATA cable and connector. (Courtesy of SATA-IO.)

SATA revision 3.2 announced a SATA express specification that combines both SATA and PCIe buses, making it possible for legacy SATA and PCIe storage devices to coexist. This SATA revision enabled 16-Gb/s raw data rate (up to 2-GB/s effective data rate), using two lanes of PCIe 3.0. SATA express was intended to support the very high speeds made possible with SSDs as well as hybrid flash memory and HDD solid-state hybrid drives (SSHDs). SATA 3.2 also introduced M.2 small form factor, a microSD standard for single-chip SATA implementation of embedded solid-state storage, as well as several command functions for power saving and hybrid drive-caching support. SATA revision 3.3, introduced in 2016, supports SMR HDDs.

In 2004, a variety of SATA for external connectivity, called *eSATA*, was introduced. eSATA uses more robust and longer cables and also allows for the direct connection of storage devices without a bridge between an external peripheral and a SATA system interface (as is the case for USB external storage devices). This allows an increase in external eSATA storage device data rates compared with USB speeds.

Although eSATA is available with data rates up to 6 Gb/s, it is not very popular and is found mostly on set-top boxes for possible external storage expansion on a DVR.

#### SAS

Like SATA, the SAS interface has a long legacy. As noted earlier, the acronym stands for "serial-attached SCSI," with *SCSI* referring to the Small Computing System Interface pioneered by floppy disk drive maker Shugart in the mid-1980s. Also like SATA, the evolution of a serial version was accompanied by a redefinition of the bus from a parallel multidrop to a serial point-to-point topology.

SAS, again like SATA, has evolved to higher speeds by doubling its data transfer rate. This, too, has been enabled through the use of differential signaling because SAS has two transmit and two receive pins as differential pairs. SAS-1 had a maximum transfer rate of 3 GB/s, which was doubled in SAS-2 to 6 Gb/s. This was followed by SAS-3, which runs at 12 Gb/s, and an SAS-4 standard at 24 Gb/s will be available in 2018 or 2019. Although SATA can only either transmit or receive at any one time (half duplex), SAS can both transmit and receive simultaneously to increase system performance (full duplex). This feature is not supported by most host systems.

SAS supports high-availability (HA) systems design because it has two ports for every drive. If one port fails, the other should still operate. In many cases, the second port is used to double the data bandwidth to the drive, rather than for HA functioning. Other features include error recovery and error reporting, both of which are also tailored to HA systems. These additional features increase the cost of SAS controllers, causing SAS HDDs and SSDs to be more expensive than their SATA counterparts. This higher price has limited the adoption of SAS in personal computers, but SAS is embraced in HA servers and storage arrays.

SATA-2 and SATA-3 drives can be attached to an SAS interface, but SAS drives will not operate on a SATA bus.

#### **NVMe over PCIe**

NVMe is an interface specification for controlling nonvolatile memory attached to a computer over the high-speed PCIe bus. The PCIe interface is an outgrowth of Intel's PCI interface, devised in the early 1990s to support graphics and floating-point coprocessors. These coprocessors needed to be intimately tied to the central processing unit (CPU), so the interface is a direct CPU-peripheral connection. After the DRAM bus, PCI is the fastest interface to the CPU. High-bandwidth redundant array of independent disks (RAID) controllers and host bus adapters (HBAs) took advantage of this interface's superior performance to provide much greater storage bandwidth than that available through standard ATA and SCSI protocols.

PCIe is a serial bus, similar to SAS and SATA, with differential signaling. The bus can support communication over multiple lanes; that is, an SSD can transmit and receive data over one, two, four, eight, or 16 lanes simultaneously to increase bandwidth in proportion to the number of lanes used. Like SATA and SAS, each lane has two differential signaling pairs, one pair for transmit and one for receive, and, like SAS, these signaling pairs can be used in full duplex, i.e., both transmit and receive pairs

can be used simultaneously. Five versions of PCIe have been defined, with version 1 supporting 2.5 giga-transfers per second (GT/s) per lane, version 2 at 5 GT/s, version 3 at 8 GT/s, version 4 at 16 GT/s, and the upcoming version 5 expected to run at 32 GT/s per lane. Today's implementations are embodiments of version 4.

When SSDs started to become a part of high-performance enterprise systems, it was only natural that storage designers looked to PCI as a way to harness all of the bandwidth that NAND flash could offer. Unfortunately, there was no standard command protocol for storage on the PCI bus, so RAID cards, HBAs, and SSDs from different manufacturers each communicated differently, with commands loosely based on an AHCI protocol but with differences that prevented original equipment manufacturers from using multiple manufacturers as alternate sources for products.

Intel stepped in and created the NVMe protocol not only to support the use of the PCIe bus for storage but also to optimize the protocol to make the most of both NAND flash and other memory technologies such as DRAM, MRAM, PCM, and more. Figure 14 shows an M.2 form factor NVMe SSD.

Figure 14. An M.2 form factor NVMe storage device. (Courtesy of Samsung.)



The NVMe protocol focuses on high performance through updates to AHCI commands that were limited due to cost considerations when the specification was originally written in 2005. The AHCI command set was designed to allow a PCI-based HBA to control multiple HDDs and was not defined to make the best use of flash-based (or faster) storage. One good example of the differences between these two specifications is NVMe's support of 65,535 command queues (as opposed to AHCI's support of a single queue), with 65,535 outstanding commands supported per queue (compared to AHCI's 32). Parallelism and multiple threads are supported without locking in NVMe, whereas AHCI could support this kind of traffic only through the use of a lock.

In brief, NVMe provides a better match between the parallel processes in the CPU and the parallel nature of solid-state storage than did its more serial-oriented predecessors, while the PCIe interface supports extremely high bandwidth.

## **Memory Channel**

Because the fastest interface to the CPU is the memory channel, there have been a few efforts to bring storage to this bus and outperform the NVMe/PCIe interface. Two of these have been given the names NVDIMM-N and NVDIMM-F.

An NVDIMM-N is similar to a standard registered DIMM (RDIMM) but with the addition of a NAND flash chip that stores the DRAM's data in the event of a power failure. This makes the DIMM nonvolatile or persistent, and persistence is a key attribute of storage. Because the memory on an NVDIMM-N can be treated as storage, application programs that focus on data integrity can use an NVDIMM-N as an extremely fast form of storage. An NVDIMM-N is roughly 1,000 times as fast as an SSD.

This comes at some expense. The NVDIMM-N not only contains the components of a standard RDIMM; it also requires an external supercapacitor to provide the energy that allows the NVDIMM to perform its backup sequence while the rest of the system is shutting down (Figure 15). A controller has the job of moving the DRAM's data into the NAND flash after a power failure as well as restoring the data from the NAND back into the DRAM once power is regained.

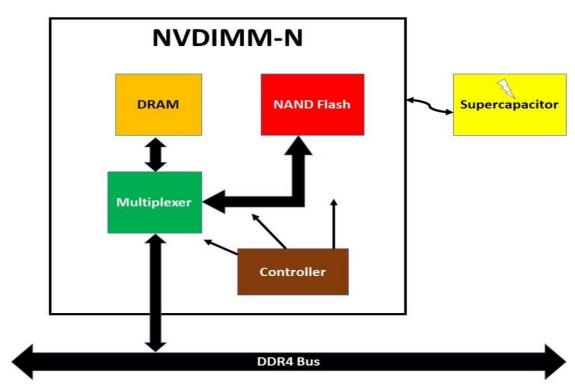


Figure 15. An NVDIMM-N block diagram. (Objective Analysis, 2017.)

But the DRAM is connected to the server's memory bus and so must be disconnected before the NAND and controller chips can talk to the DRAM. A number of high-speed multiplexer chips connect the DRAM, either to the memory bus or to the NAND flash chip. These multiplexers are right in the middle of the server's most critical speed path, so they must be very fast, because any delay in the multiplexer will slow down the DRAM. This, plus the fact that a faster DRAM chip must be used, drives up the cost of the NVDIMM-N significantly.

The NVDIMM-F is a very different way to use the DRAM bus than is the NVDIMM-N. Just as HBAs can be used to attach multiple HDDs or SSDs to the PCIe bus, the NVDIMM-F uses a controller similar to the kind used in an HBA to connect multiple

SSDs to the DRAM bus. Although this approach drew a lot of interest in 2014–2015, its benefits did not live up to expectations, and the idea has since been abandoned by its supporters. It appears that the lack of an interrupt mechanism on the double data rate 3 (DDR3) and DDR4 buses unacceptably limited this approach's performance.

Table 1 compares these various memory and storage interface technologies.

Table 1. A comparison of storage interfaces.

Interface	Mnemonic Meaning	Application	Transfer Speed	Characteristics
SATA	Serial ATA	HDD/SSD interface	Up to 16 Gb/s	Low cost and performance Bus overhead >1 µs
SAS	Serial Attached SCSI	Device and subsystem Interface	Up to 24 Gb/s	Supports multiple ports Error detect and correction
FC	Fibre Channel	Device and network subsystem interface	Up to 128 Gb/s	Predominately SCSI commands and features
NVMe	Nonvolatile memory express over PCie	Connection of peripheral devices including SSDs	32 GT/s per lane	Up to 32 lanes High command queue support
NVDIMM	Nonvolatile memory on memory channel	Memory Sometimes used for storage	Up to 4 GT/s over a 64-b bus	Very low latency No interrupts Deterministic

## **Network Interfaces: Ethernet, Infiniband, and NVMe-oF**

Today's virtualized systems are built using clusters of servers that communicate with shared storage. This allows any process to be run on any of the servers in the cluster and to share data sets that are in the shared storage pool, all of which vastly improve efficiency over systems with servers and storage devoted to a single task.

Such systems require a high-speed network to connect these servers to the shared storage. Different networks are used to satisfy different storage requirements, with Ethernet and InfiniBand broadly deployed in today's systems and NVMe over fabric (NVMe-oF) being defined for future use.

The following sections briefly describe each of these.

#### **Ethernet**

Ethernet is the mainstay of data-center communications, having provided good performance and economy since 1980. The interface has evolved over time from 2.94

Mb/s over coaxial cable to today's 10 Gb/s over more economical twisted-pair cables. Data-center backbones include 40-Gb and even 100-Gb Ethernet over fiber. Note that, when 10-Gb/s Ethernet was first introduced, it was supported only on optical fiber and later was made to work over twisted pair, so it's quite possible that future developments will support 100-Gb/s communication over twisted-pair copper wires. Like the SATA, SAS, and PCIe standards discussed earlier, Ethernet uses two differential signal pairs, one pair for transmit and one pair for receive.

The standard's four greatest strengths are its economy, widespread use, support of long copper cable lengths (up to 100 m), and reliability, having been field proven for nearly four decades. Where Ethernet loses out to other network protocols is in those applications for which bandwidth and/or latency are sufficiently important to justify shorter cable lengths and higher costs.

#### **InfiniBand**

InfiniBand is a higher-performance short-haul network widely used in supercomputers. This network, introduced in 1999, is used for backend server connections, often as part of external storage systems.

InfiniBand supports channels of four, eight, or 12 links, each with a signaling rate of up to 10 Gb/s (for quad data rate) over copper or 25.7 Gb/s for fiber optic. Each link consists of one differential pair of inputs and one differential pair of outputs.

The latency of InfiniBand is less than 20% that of 10-Gb Ethernet at fewer than 2  $\mu$ s compared to the 12.5  $\mu$ s of 10-Gb Ethernet. (The latency for 1-Gb Ethernet ranges from 29 to 100  $\mu$ s.) Both copper and optical fiber interconnects are supported by InfiniBand, with copper cable lengths limited to 10 m and fiber supported in lengths up to 10 km.

InfiniBand is less widely used than Ethernet, and it employs a wider interface with more costly connectors. These all serve to drive its price much higher than that of Ethernet.

### **NVMe-oF**

Now that NVMe has gained acceptance and is being widely used for PCIe SSDs, it is only natural that the industry is investigating other ways to use the protocol to accelerate storage interfaces. The protocol's deep queues and solid architecture make it suitable for communications between two asynchronous devices, such as two servers in a data center. The protocol's queueing structure allows deep queues to act as shock absorbers for traffic between servers, giving the traffic a place to wait until the system on either side frees up for communication.

The NVMe-oF topology can be used with Ethernet or InfiniBand, and it is sometimes also used with other interfaces, such as Fibre Channel. This interface can also be used to allow computers access to each other's storage via a remote direct-memory-access (RDMA) approach rather than through conventional I/O methods. This means that one computer can access another computer's memory as if that memory actually resided within the first computer—which is especially useful when shared data that must be accessed by the first computer are stored within the second computer's persistent memory.

Because RDMA does not go through the operating system's I/O stack, it can run at speeds closer to the speed of memory. Naturally, this could create conflicts unless the servers were synchronized, a possibility that could slow down all the servers in the cluster. NVMe's queueing structure allows asynchronous systems to communicate efficiently without having to be synchronized with one another.

## **Business Trends for Storage and Memory Devices**

The digital memory and storage industry is a very dynamic one. Nonvolatile memories are poised to replace volatile memories, making memory persistent. This will lead to big changes in firmware and computer architecture. Faster persistent memories will ultimately be an important element in future memory or data-centric computing in which the processing is disaggregated and brought closer to the locations where data are stored rather than moving increasingly large data sets back and forth from central processors. The latter approach is common today and results in latencies in processing data as well as considerable energy expended to move the data to and from processors. Some emerging nonvolatile memory technologies, such as MRAM, could even be part of spintronic processing systems, where the processing element is intimately connected to the memory being processed.

# Capital Investments, Regional Developments, and Industry Consolidation

The huge growth in digital storage demand is creating great interest in storage and memory technologies of every type. The HDD industry has experienced considerable consolidation, to the point that there are only three manufacturers of HDDs (Seagate Technology, Western Digital, and Toshiba) and a small number of subcontractors and component manufacturers (such as Broadcom, Marvell, MMI, NHK, Nitto Denko, Showa Denko, and TDK/SAE).

Likewise, the magnetic tape market looks as though it has narrowed to support the LTO tape format, with likely one contract manufacturer of tape drives and two suppliers of tape media (Fujifilm and Sony). The LTO program participants are Atmel, Fujifilm, HPE, IBM, Imation, Maxwell, Mountain Engineering, NXP Semiconductors, Quantum, Sony, Spectra Logic, TDK, Teijin Dupont Film, and Toray Industries. These magnetic storage companies have facilities all over the world and, in particular, in Asia and North America.

While current HDD and magnetic tape manufacturing capacity is sufficient to meet demand storage capacity growth for several years, the demand for NAND flash memory is exploding. This is leading to intense investments by the largest established flash manufacturers (Samsung, Toshiba, Western Digital, Intel, Micron, and SK Hynix) as well as entry into the market by new players, particularly in China.

NAND flash chips have been manufactured by Intel Corporation and Micron Technology through a joint venture in the United States. Micron has another plant in

Singapore, and Intel has one in China. SanDisk (Western Digital) and Toshiba have a joint venture in Japan, Samsung has manufacturing in Korea and China, and SK Hynix manufactures in Korea and China as well. Figure 16 shows a Samsung flash manufacturing plant in Xian, China.

Figure 16. A Samsung flash factory in Xi'an, China. (Courtesy of Samsung.)



Flash memory factory investments are expensive. A leading-edge 3-D NAND flash fabrication facility is estimated to cost over US\$10 billion to build. China's Yangtze River Storage Technology (YMTC) is building three 3-D NAND flash production lines in Wuhan, China, estimated to cost US\$24 billion. Tsinghua Unigroup (one of the investors in the YMTC facility) is also building a US\$10 billion NAND flash plant in Nanjing, China.

In addition to the makers of flash memory chips, there are many companies that sell flash memory-based products and components as well as products that support NAND flash. These include flash memory controllers, USB memory sticks, and flash-based memory cards such as SD cards, as well as the many varieties of SSDs. There are over 200 companies currently in the flash memory component and device business. This situation (a very crowded market) is similar to that of the HDD industry in the mid-1990s.

There is already some consolidation in the flash memory component industry and some signs of future consolidation as well, such as the rather complicated divesture of Toshiba's NAND flash factories. We expect that, over the next few years, there will be considerable additional consolidation as the industry moves to increase overall production scale and efficiencies—although the entry of new players in China might put off this consolidation for a few years.

## **Recommendations for Industry Professionals**

The creation of various types of mainstream and emerging solid-state storage technologies is spurring many other developments in the digital storage industry and

leading to significant investments in the manufacture of these products as well as their integration into overall digital storage solutions. This has led to expansions of existing memory and storage device and system companies as well as the formulation of many start-ups.

For recent college graduates and individuals with experience in programing, signal processing, semiconductor manufacturing, data analysis, and machine learning, there will be many job and contract opportunities as engineers, programmers, program managers, and technical managers. Most of the new semiconductor factories use IoT technologies and various types of artificial intelligence to improve their time to market, increase their throughput, and provide timely machine maintenance. Making these expensive manufacturing facilities efficient and effective will be a major factor in achieving a reasonable return on investment. These factories will be at the forefront in factory automation and management.

In addition to factory support, there are many job and contract opportunities for technical professionals in research and development for storage devices, controllers, and interfaces; the testing and monitoring of products and solutions; and product support in the factory as well as in the field. To be most productive in these emerging fields, a technical professional must continue to deepen his or her knowledge in all the relevant areas.

There are many job and contract opportunities for properly trained and experienced professionals in the digital storage industry as well as possibilities for getting involved in very new memory and storage deployments in software-defined, object-based, containerized and cloud and hybrid cloud storage systems. These developments and opportunities will be explored more thoroughly in the second part of this white paper on trends in the digital storage industry.

## How the IEEE Can Help You Stay Employable

Membership in the IEEE and taking advantage of the many ongoing education and standards-generating opportunities provided—through the IEEE, its Societies and Councils, local Society and Council Chapters, and standards and educational activities groups—are key ways for technical professionals to stay sharp and employable as the industry undergoes dramatic changes over the foreseeable future. The following list includes some suggestions regarding IEEE resources to help professionals stay informed about digital storage and memory technologies as well as interface developments:

- IEEE Magnetics Society
- IEEE Signal Processing Society
- IEEE Solid-State Circuits Society
- IEEE Computer Society
- IEEE Communications Society
- IEEE Consumer Electronics Society
- IEEE Sensors Council
- IEEE Standards Association
- IEEE Educational Activities

- IEEE Member and Geographic Activities
- IEEE.tv.

# **Additional Reading**

- 1) S. Hetzler and T. Coughlin, *Touch Rate*, 2015 white paper, <a href="https://tomcoughlin.com/tech-papers/">https://tomcoughlin.com/tech-papers/</a>.
- 2) 2017 iNEMI Mass Storage Roadmap, part of the 2017 iNEMI Roadmap, <a href="http://community.inemi.org/content.asp?contentid=531.">http://community.inemi.org/content.asp?contentid=531.</a>
- 3) The Enterprise SSD: Technologies and Markets, Objective Analysis, 2017.
- 4) Profiting from the NVDIMM Market, Objective Analysis, 2017.

## **Biographies**

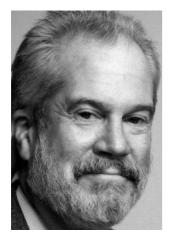


Tom Coughlin, president of Coughlin Associates, is a widely respected digital storage analyst as well as a business and technology consultant. He has over 35 years in the data storage industry with multiple engineering and management positions. He has many publications and six patents to his credit. He is an IEEE Fellow and active with the IEEE (as IEEE-USA president-elect and chair of the IEEE Consumer Electronics Society Future Directions Committee) and other professional organizations. He is the founder and organizer Visions annual Storage Conference (www.storagevisions.com) as well as the Creative Storage Conference (www.creativestorage.org). For more

information about him and his publications, go to www.tomcoughlin.com.



Roger F. Hoyt is a technology consultant in mass data storage and manufacturing. He has over 25 years of professional and managerial experience including positions with IBM Research and Storage Systems divisions and Hitachi Global Storage Technology. He is an IEEE Life Fellow and active in the IEEE Magnetics Society and with the iNEMI Mass Data Storage road map.



Jim Handy of Objective Analysis has over 35 years in the electronics industry, including 20 years as a leading semiconductor and SSD industry analyst. Early in his career. he held marketing and design positions at leading semiconductor suppliers including Intel. National Semiconductor, and Infineon. A frequent presenter at trade shows, he is known for his technical depth, accurate forecasts, widespread industry presence, and volume of publication. He has written hundreds of market reports, articles for trade journals, and white papers and is frequently interviewed by and quoted in the electronics trade press and other media. He posts blogs at www.TheMemoryGuy.com and www.TheSSDguy.com.