



VAST Data

The Data Platform for the A.I. Era

**Chris Bisson – Regional Sales Director
Government, Defence, Space & Intelligence**

**Doug Hadfield – Senior Technologist
Government, Defence, Space & Intelligence**



AGENDA –

- Introductions
- Who are VAST?
- What do VAST do?
- VAST customers
- Questions & A.O.B



“VAST Data's mission is to **shatter the tradeoffs that clip the wings of innovation**, enabling organizations to build beyond conventional limitations.”

” The Ministry of Defence's technology mission is to secure the future of the UK's armed forces by developing and deploying cutting-edge capabilities through science and technology. This involves identifying and rapidly developing innovative concepts and technologies to meet major military challenges, collaborating with industry, academia, and international partners, and ensuring that the UK Armed Forces have the best modern capabilities to deter and confront adversaries.”



Peter Gadd
VP – EMEA & APJ
International



Jason Hammons
VP – SE
International



Stuart Abbott
MD - UK



TBC
UK – SE MD



Chris Bisson
RSD
Defence & Gov, Sec



Doug Hadfield
Senior - SE
Defence, Gov, Sec



Jonathan Ball
Analytics & AI
Specialist



Randy Hayes
VP
Federal – U.S



Chris Snow
Analytics & AI
Specialist - SE



Fastest-Growing Data Company in History...

84
Net Promoter Score
(validated by OCX Cognition)

Founded
December 2015

Worldwide Team
1,000+ Employees, ~30 Countries

Headquarters
NYC (GTM), London UK

Venture-Backed
\$380M Raised – \$9.1B Series E Valuation (2024)

Investors: Fidelity, NEA, BOND, TIGERGLOBAL, GENERAL ATLANTIC, NVIDIA, DELL Technologies, Goldman Sachs, DRIVE

A Breakout Growth Story

Fiscal Year	Growth Multiplier
FY22	1x
FY23	2.5x
FY24E	3x

Key Metrics
\$1B Sold in 4 Years
3x Annual Growth
Cash Flow Positive

Worldwide Data Platform Adoption

Enterprise AI and Data Processing

PIXAR, verizon, BOOKING HOLDINGS, NASA, Man, COMPANY3, ALLEN INSTITUTE, zoom, U.S. DEPT OF DEFENSE, HARVARD MEDICAL SCHOOL, PacBio, expedit

New Multi-Tenant AI Clouds

CoreWeave, core42, Lambda



The World's Leading AI Cloud Is Powered By VAST

Photo: First Cloud-Provider GB200 Bring-Up





Building A Hyperscale Data Foundation For Generative AI

Powering Some of the World's Largest GPU Clusters
20K+ GPUs, One Namespace

Zero-Trust Infrastructure
Multi-Tenant, Encrypted Namespaces for Different Tenants

Pioneering New Deployment Modalities: AI Factories
CNodes implemented in DPUs to enable savings and QoS



2025

AI Operating System

Distributed Agentic Computing & AI Agents

2023

AI Data Platform

Structured & Unstructured Data Services for AI

2019

Universal Storage

One Tier To Rule Them All

2016

DASE

Our Revolutionary Architecture



Direct-Attached, Shared Nothing



“The architecture of the future”



DASE: Disaggregated, Shared-Everything

Consistent High Performance

For ALL of Your Data

- NO MORE TIERS!
- Unleash Big Data & AI Learning
- Radically simplify data management (eliminate data movement)
- Make historical data available to extract insights
- Consistent best user experience

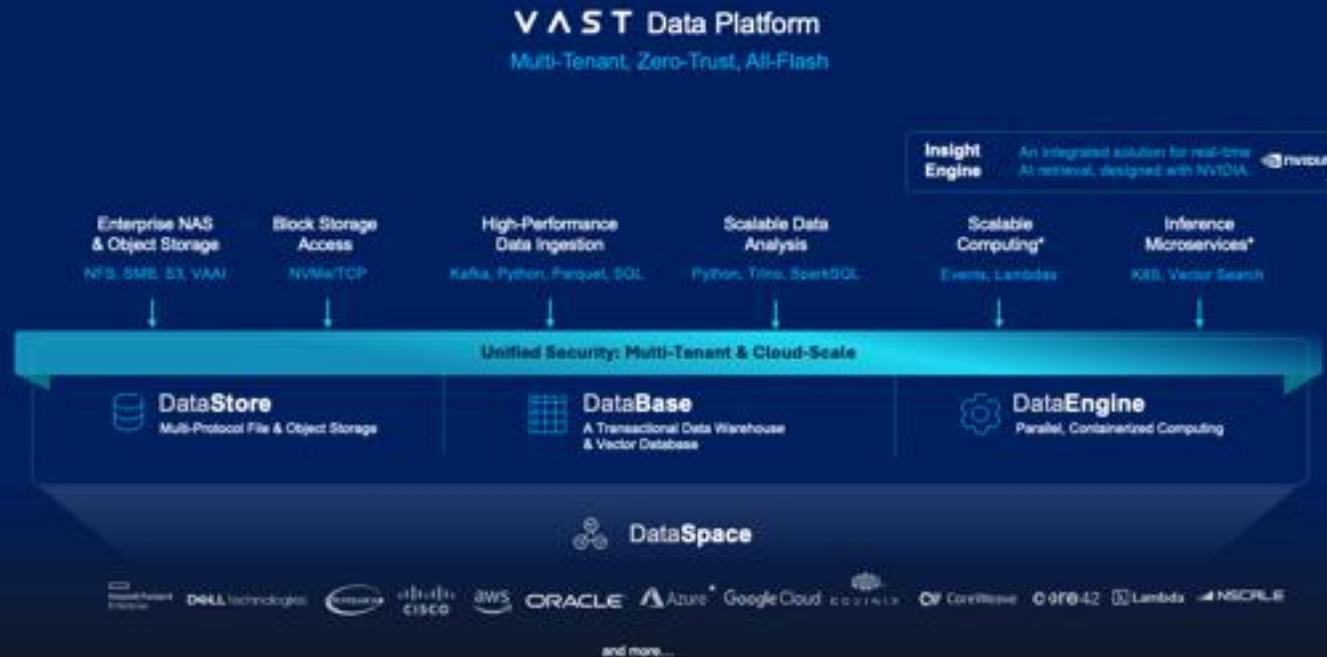


Unleash Data & AI with the VAST AI Data Platform...

Business priorities



Analytics & AI



VAST Data Platform

Multi-Tenant, Zero-Trust, All-Flash

Insight Engine An integrated solution for real-time AI retrieval, designed with NVIDIA. 

Enterprise NAS & Object Storage
NFS, SMB, S3, VAAI

Block Storage Access
NVMe/TCP

High-Performance Data Ingestion
Kafka, Python, Parquet, SQL

Scalable Data Analysis
Python, Trino, SparkSQL

Scalable Computing*
Events, Lambdas

Inference Microservices*
K8S, Vector Search



Unified Security: Multi-Tenant & Cloud-Scale



DataStore
Multi-Protocol File & Object Storage



DataBase
A Transactional Data Warehouse & Vector Database



DataEngine
Parallel, Containerized Computing



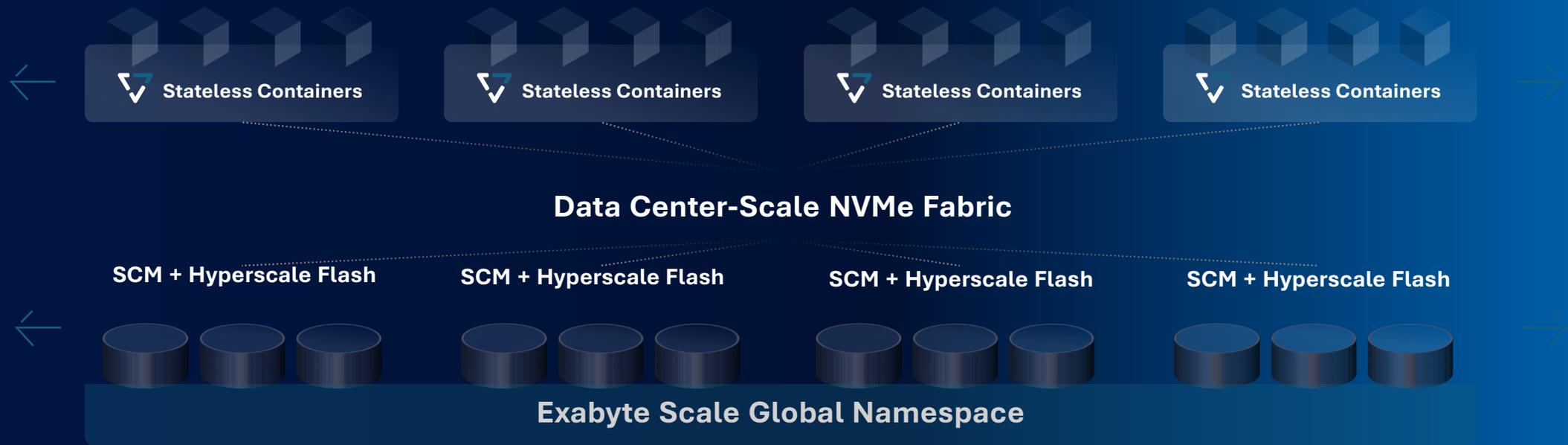
DataSpace



and more...

Disaggregated, Shared-Everything (DASE)

Introducing A New Hyperscale Architecture



“The Architecture Of The Future” - IDC

Disaggregated

Stateless Nodes Are Composable,
Data Always Redundant

Shared-everything

No Need For Cache Coherence,
Massively Scalable Data Services

Radically Efficient

New Global Efficiency Codes To
Revolutionize NVMe Economics

The **VAST** AI Operating System



DataEngine

Scalable, Event-Driven Computing



AgentEngine

Agent Tools & Orchestration



InsightEngine

Real-Time RAG



DataStore

Universal Storage Infrastructure



DataBase

Transactional & Analytical Database



DataSpace

Globally-Distributed Data Computing



The VAST AI Operating System



DataEngine

Scalable, Event-Driven Computing
Triggers, Functions, Containers



AgentEngine

Agent Tools & Orchestration
Agents, Tools, Observability



InsightEngine

Real-Time RAG
Embeddings



DataStore

Universal Storage Infrastructure
NFS, SMB, S3, VAAI, CSI, vLLM, NVMe/TCP



DataBase

Transactional & Analytical Database
Kafka, Python, Parquet, SQL, Similarity



DataSpace

Globally-Distributed Data Computing



and more...



Enterprise Security to Enable Zero-Trust Data Environments

On-The-Wire Security

NFS: Kerberos, TLS

SMB: Signing

S3 & DataBase: HTTPS

Replication: mTLS, Encryption

Audit and Event Detection

Zero-overhead full audit log, query-able in VAST DB

Anomaly detection

Multi-Tenancy

Per tenant encryption keys

Independent authentication domains

External Key Management

IBM Key Protect + Thales CypherTrust 2.10

Tenant Isolation

HW based isolation

Network based isolation

At-Rest Encryption

FIPS 140-3

Enterprise Authentication

LDAP, AD, NIS, Trusts

Flexible ACLs

POSIX, SMB, S3 Bucket ACLs (Objects/Tables)

S3 Identity Policies/Bucket policies

Attribute-Based Access Controls

Secure Linux

RockyOS (Managed)

Valid for STIG environments

Indestructible Snapshots

Ransomware-Safe

Multiple Layers of Security Assurance for Model Builders



Cyber Resilience

Ransomware Protection

- Indestructible Snapshot Policies
- Anomalous Event Detection



Data Provenance

Data Tampering Protection

- In-Flight and At-Rest Data Encryption
- Enterprise Authentication
- SEC-Calibre WORM Lock
- Audit Trails



Model Reproducibility

Pipeline Versioning

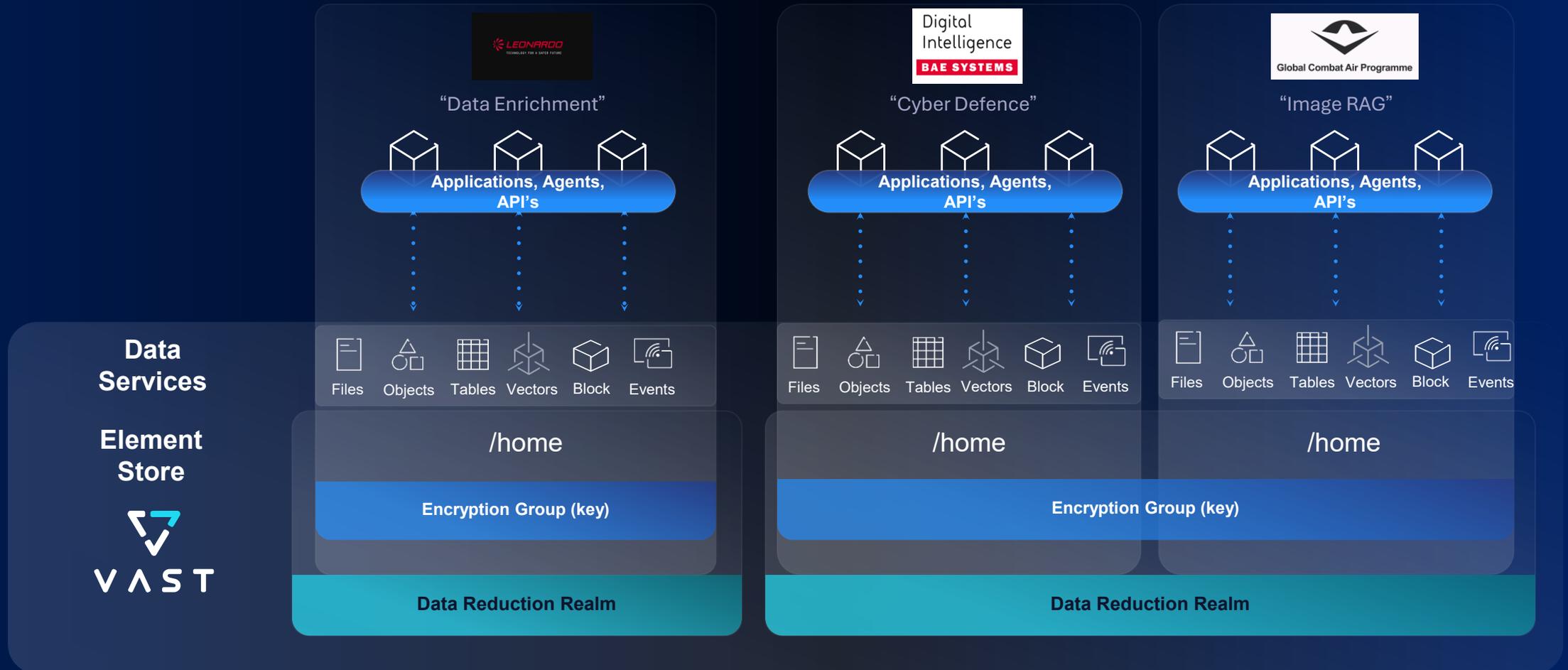
The VAST DataSet

- Materialized Views for DL Pipelines
- For Instant Model Reproducibility

Code + Examples + Indexes (TBA)

Designed for Secure Multi-tenancy

VAST Data Platform Secure Multi-Tenancy for IaaS, PaaS, SaaS Services on a Single Unified Platform



AI Defence Solution

Build a learning, adaptive AI solution to dynamically defend your organisation

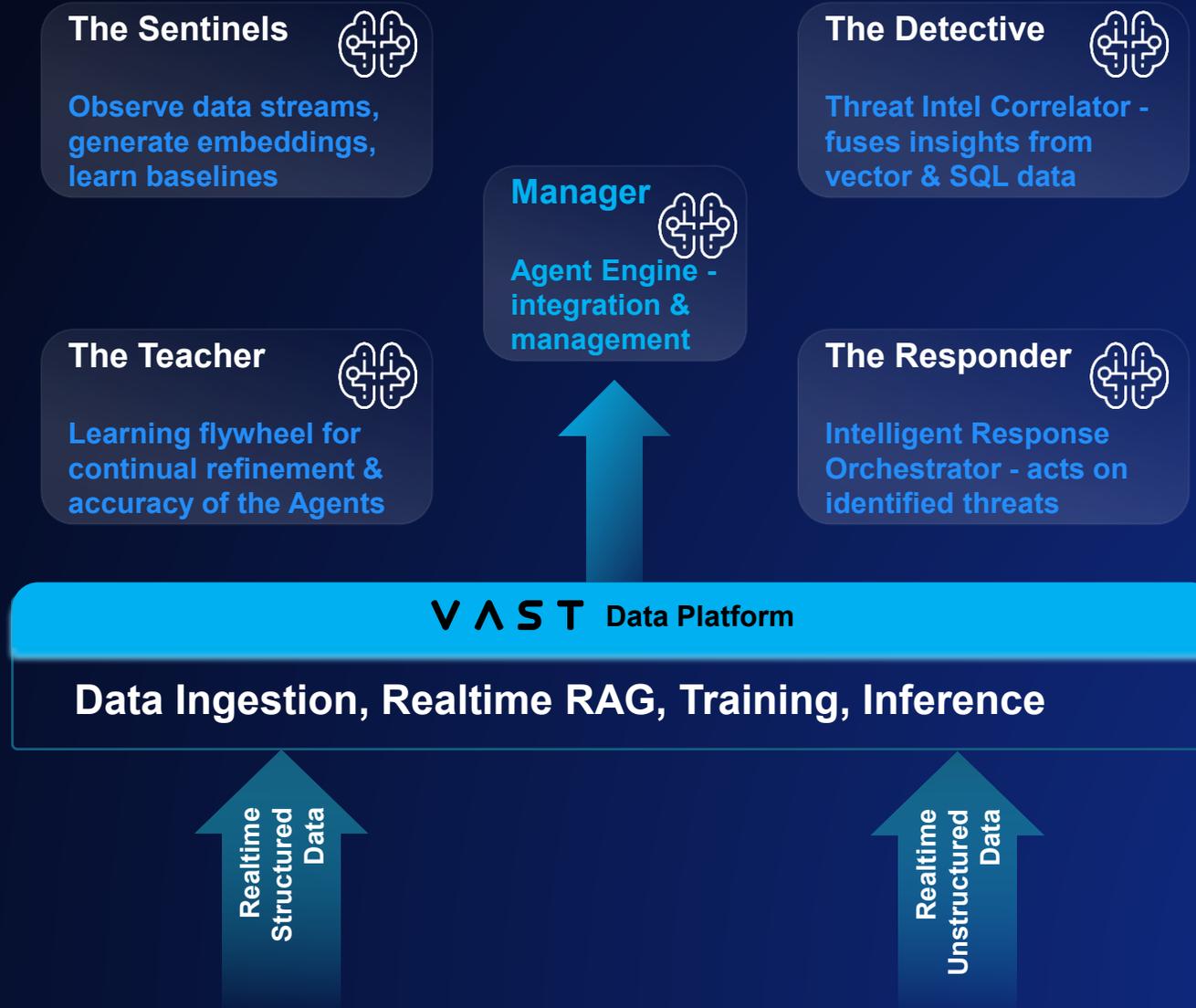
The End of Reactive Security: VAST Unveils the World's First AI Agent Platform for Autonomous Cyber Defense

Authored by

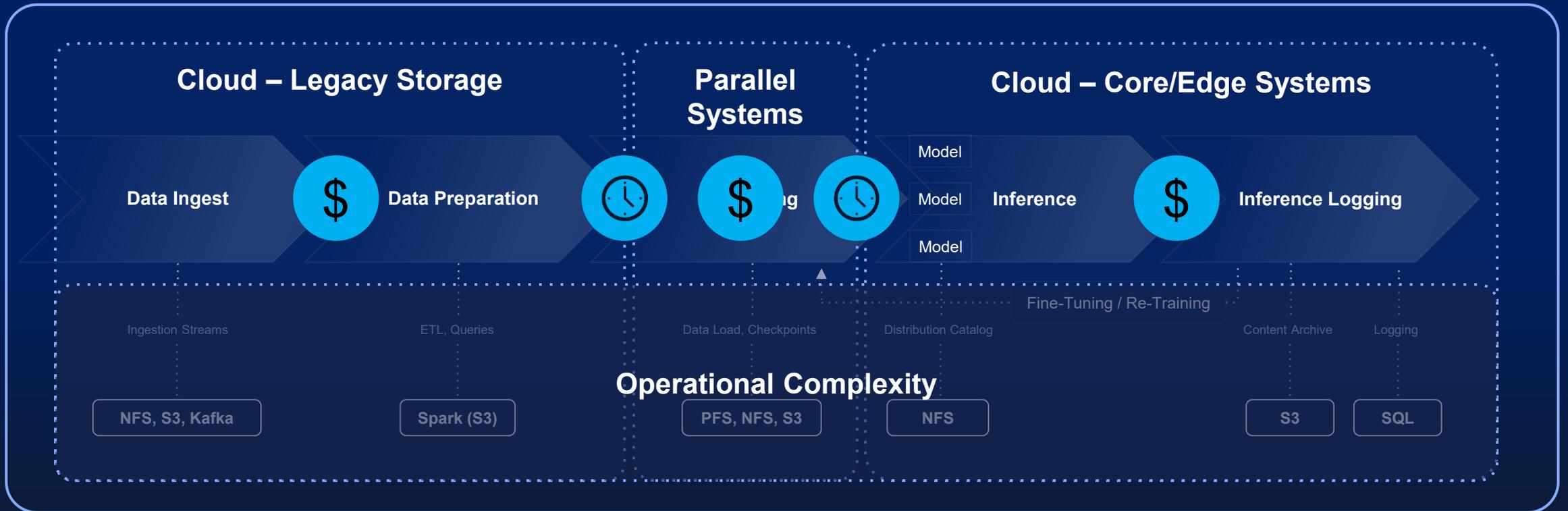
Jonathan Hays, Director of Product Management



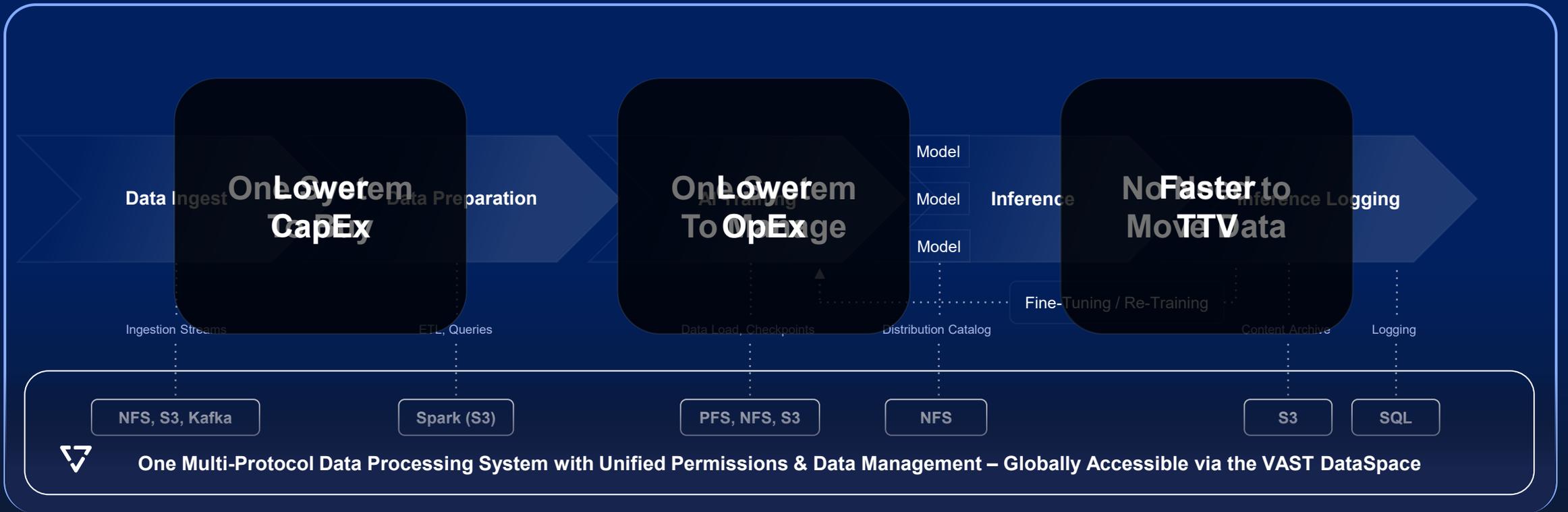
AI Defence Solution



VAST: The **Only** Comprehensive Data Platform for AI Pipelines



VAST: The **Only** Comprehensive Data Platform for AI Pipelines





Ministry
of Defence



Future battles will be fought across **multiple domains** - land, air, sea, space and cyber - **simultaneously**; they will be driven by data derived from sensors on **crewed and uncrewed platforms** operating across all domains.

Enabling AI to drive **real time insights** that can be **shared securely** across all domains and simulate **multiple mission scenarios** will help win future battles.





One Universal Data Platform for All Your Data Needs

Enterprise Applications | Backup | Archive | Analytics | AI

VAST Data

Customer Stories

Artificial Intelligence

Accelerated Infrastructure For AI Workloads

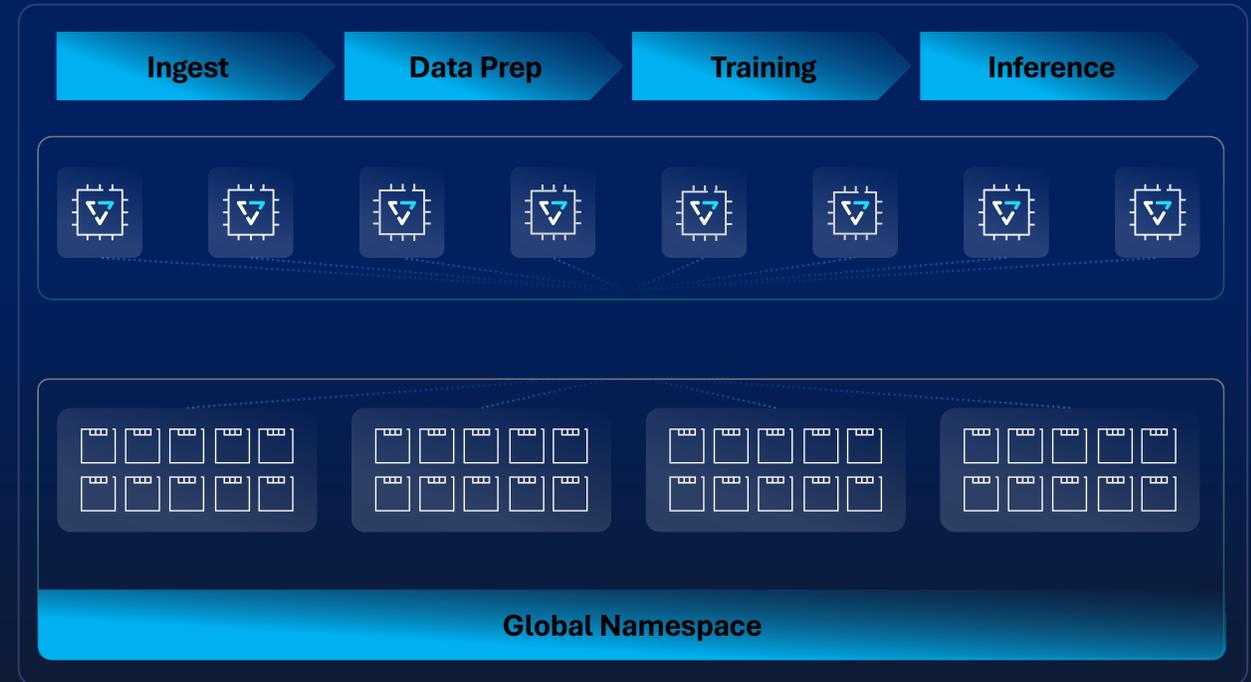
One Simple, Parallel Tier Of NVMe To Serve Files, Objects & Tables

A Full-stack Solution For End-to-end AI Pipelines

The Only Solution To Integrate Structured & Unstructured Data

An Enterprise-grade, Zero-trust Services Platform

Multi-tenancy, Data Retention, QOS, Ransomware Protection



F E A T U R E D C U S T O M E R S



A photograph of a server room with blue ambient lighting. Several server racks are visible, some with their doors open, revealing internal components. The racks are arranged in a row, and the overall scene is dimly lit with a strong blue color cast.

The World's Leading AI Cloud Is Powered By VAST

Photo: First Cloud-Provider GB200 Bring-Up



The World's Most Important Frontier Models Are Trained On VAST

Photo: Memphis Data Center with 100Ks of GPUs





“With VAST, we have found a silver bullet: a platform that supports our efforts now and will help to accelerate our roadmap for the future too.

Success Story

- High throughput performance for multiple protocols
- Large-scale machine learning jobs running continuously from users across many teams
- Capacity and concurrency scalability with ease of operational management



5 VAST Data Platform For

Enterprise Backup & Recovery

The Most Affordable Path To Rapid Recovery

Similarity Is The Industry's Best Data Reduction...Guaranteed

Restore Data At Up To 50x The Speed Of Competing Arrays

VAST's Parallel NVMe Architecture Makes Recovery Easy

Cyber-hardened Data Protection Infrastructure

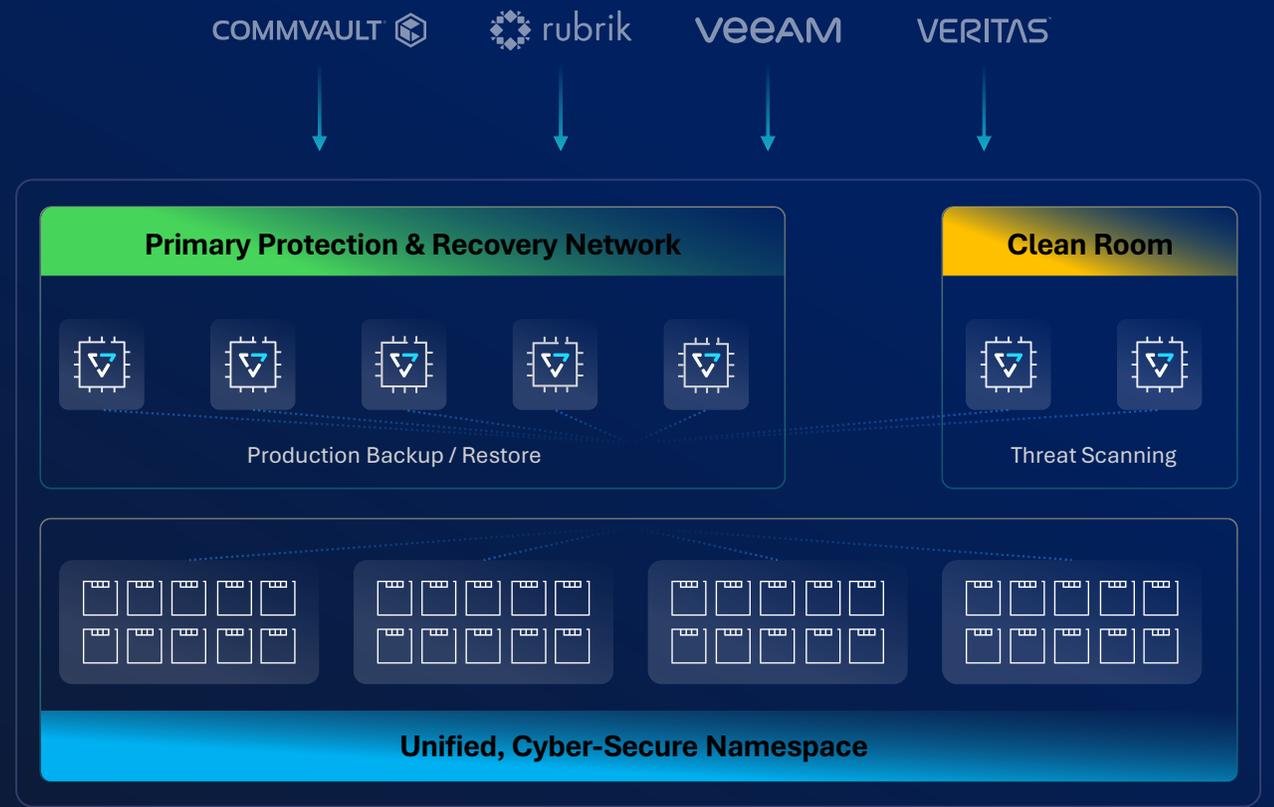
Ransomware-proof With Full-auditability And Anomaly Detection

COMMVault

rubrik

veeam

VERITAS



FEATURED CUSTOMERS





Delivering Efficiency and Security For A Data Protection SaaS Platform

A High-speed Data Protection & Recovery Platform
Up To 50x The Restore Speed Of DataDomain For Veritas

A Consolidated Data Protection Cloud
Radical Savings Vs Legacy Data Protection Targets

A Secure, Zero-Trust Cloud Delivery Platform
Designed From The Ground Up To Service Multiple Tenants

High-Performance Computing

Simplify And Accelerate HPC Cluster I/O

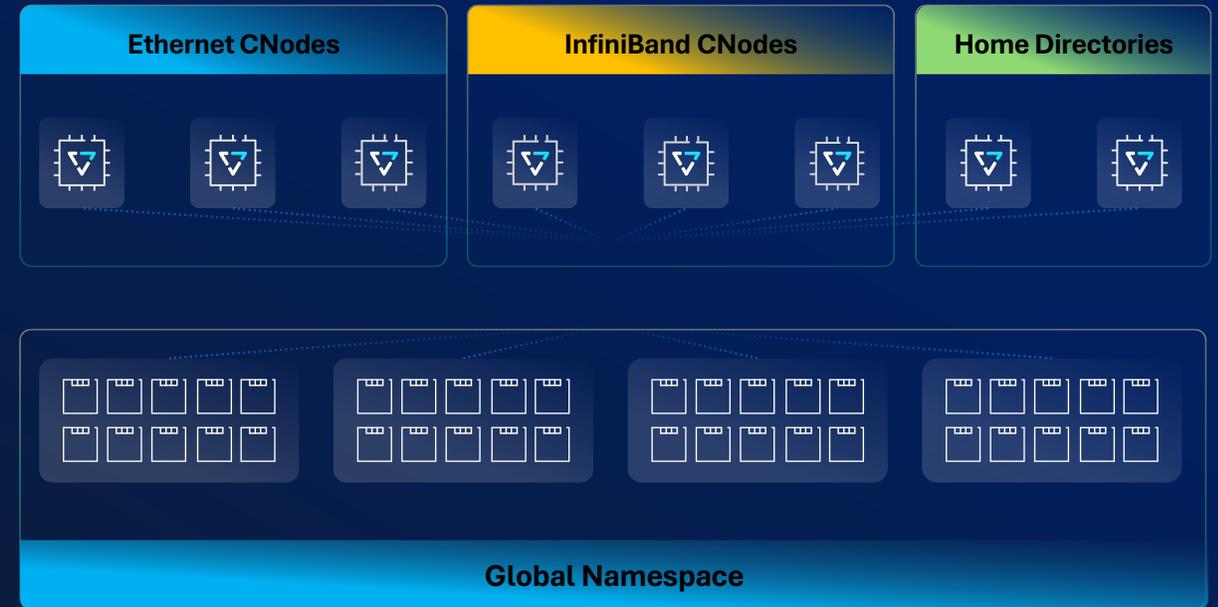
1 Tier Of Parallel NVMe, Eliminates HPC File System Headaches

Radical Infrastructure Efficiency

2:1-3:1 Data Reduction Enables Savings And Tier Consolidation

Enterprise Data Management Without Scale Compromise

Native Data Protection, Data Catalog, Ransomware Protection...



F E A T U R E D C U S T O M E R S



Simplifying and Scaling HPC Supercomputing

A Composable, Site-wide File System

Cnode Pools Enable Clusters To Enjoy Dedicated I/O Engines

Optimized For A Whole Spectrum Of HPC I/O

Small Files, Large Files – Everything Just Works Fast

An Enterprise Appliance Experience

Online Upgrades Make It Easy To Preserve Operational SLAs





Driving Synergy Between Data Science Motorsport

Williams Racing uses the VAST Data Platform to process racing telemetry and optimize car designs in near-real-time.



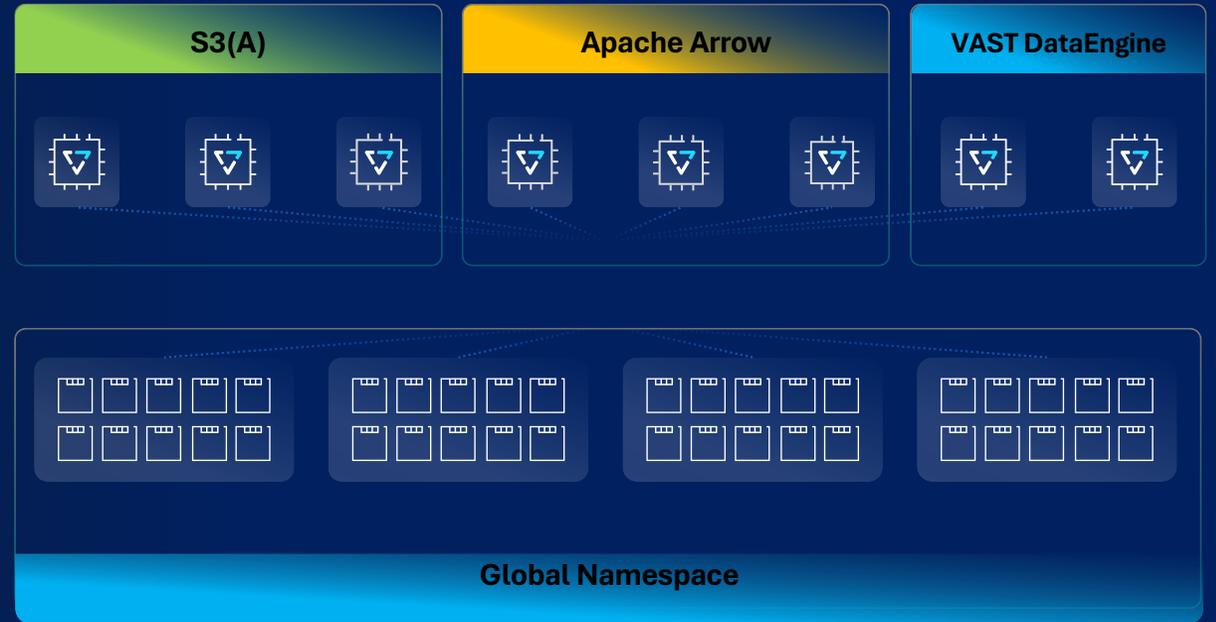
VAST Data Platform For
Big Data Analytics



The Persistence Layer For Modern Analytics.
 Support For A Wide Variety Of Analytics Toolsets

Acceleration Options: From Great To Astounding
 VAST-DB Enables Revolutionary Acceleration And Engine Efficiency

Synthesized With Vast's Unstructured Datastore
 Full-stack Support For Structured & Unstructured Data Processing



FEATURED CUSTOMERS





+



A BEYOND ONE Company

Reimagining Big Data Infrastructure For Better Telco Data Analytics

Scalable Infrastructure To Power Multi-channel Analytics

Petabytes Of Data Warehouse Capacity

Radical Infrastructure Efficiency

Similarity-Based Data Reduction Delivers Added Savings

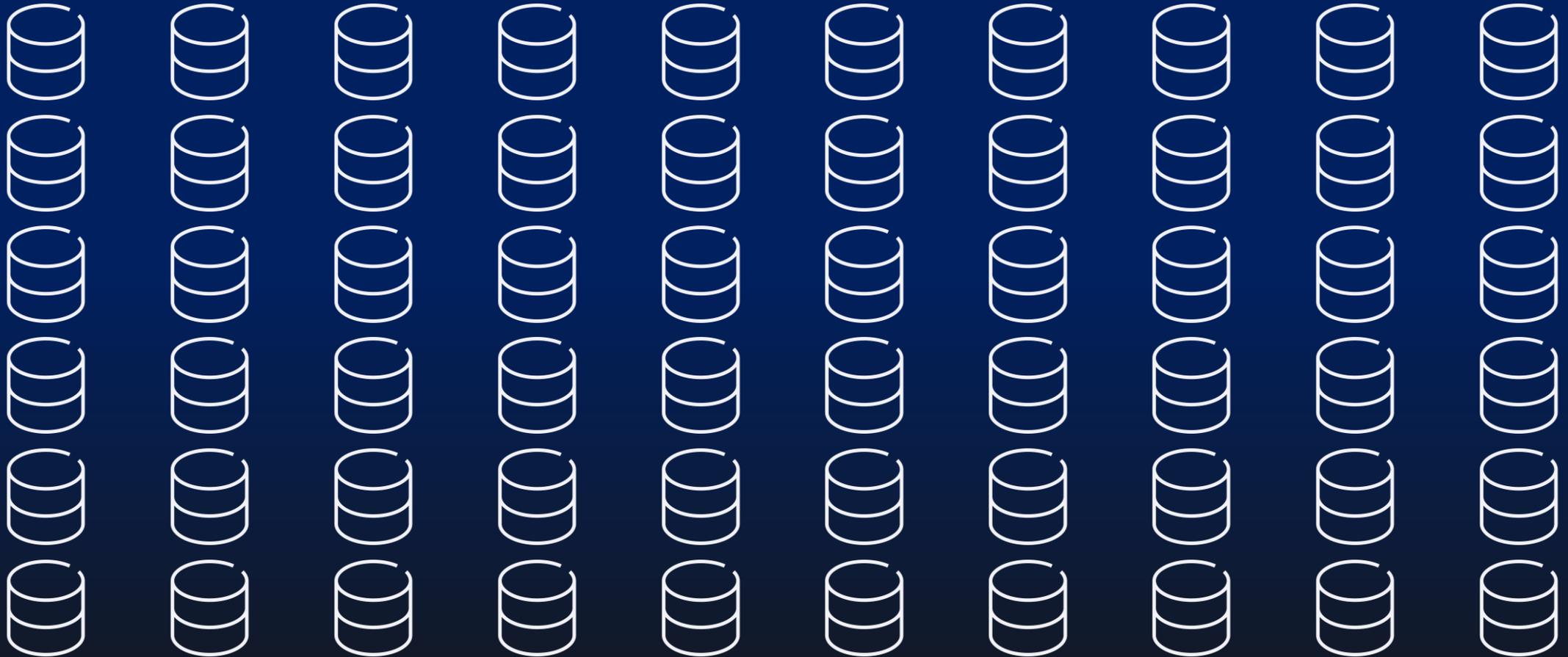
A Zero-trust, Secure Enterprise Data Platform

End-To-End Encryption To Protect PII Data



Maximizing Efficiency, Reducing Costs, and Future-Proofing Infrastructure

Benefits Seen by Top 10 Global Bank with VAST



Maximizing Efficiency, Reducing Costs, and Future-Proofing Infrastructure

Benefits Seen by Top 10 Global Bank with VAST



Media & Broadcast

One Platform, with QOS, for The Entire Production Pipeline

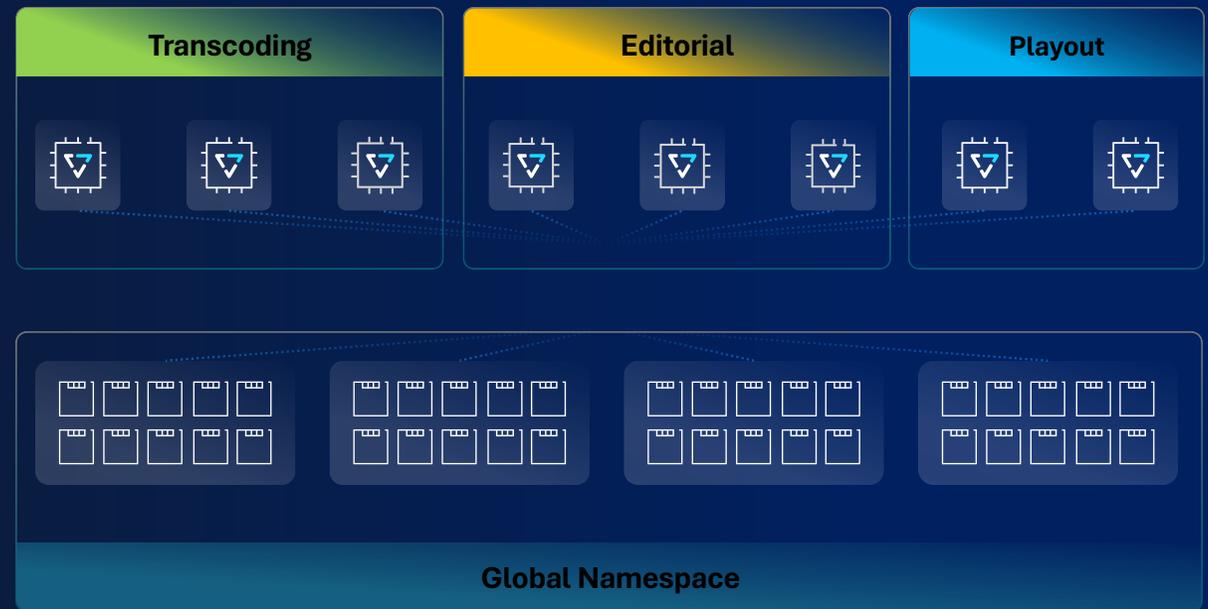
Co-Locate Transcode, Editorial, Rendering and Playback

Radical Infrastructure Efficiency

DRR savings for different broadcasters can reach 2:1+

Enterprise Data Management Without Scale Compromise

Native Data Protection, Data Catalog, Ransomware Protection...



F E A T U R E D C U S T O M E R S





Modernizing and Simplifying Digital Asset Management

All Archive Content is Online in Real-Time

Elevated 10s Of PBs Of Data From LTO Libraries Into VAST

Scalable Infrastructure to Support NHL's Workflows

All Of NHL's Content Production Pipeline Runs On VAST

Data Intelligence, Built-In

VAST Data Catalog Provides Built-in Metadata Management





Thank You

