

Hyper-scale infrastructure strategy principles



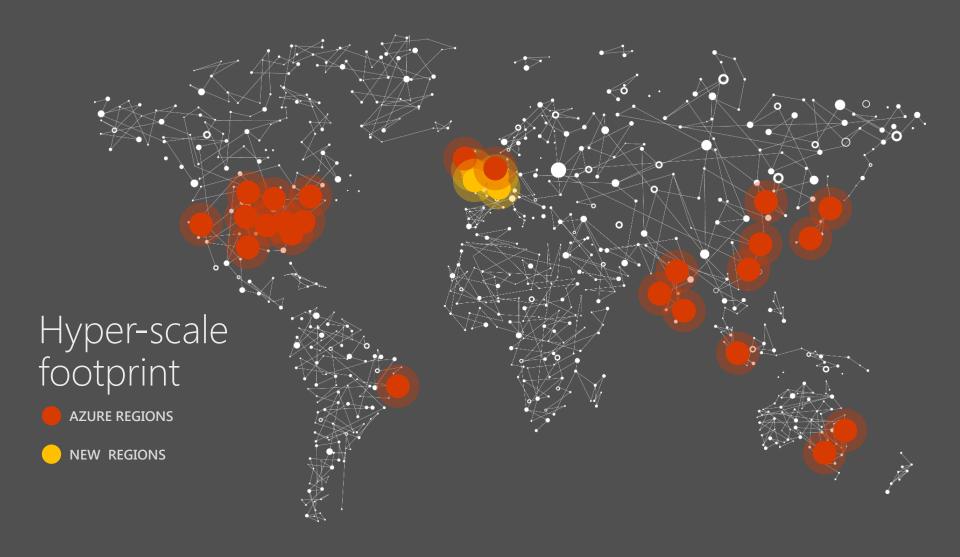












Global Datacenter Playbook



Capacity

- Location data residency to meet law and customer sentiment
- Latency close proximity to users or key network connection points
- Expansion ability to grow at speed and low cost



Data Residency

- "Geography" may be national (e.g. Japan) or multi-national (e.g. APAC)
- Our commitment is to maintain customer data within a geography*



Operating Model

- By default Microsoft personnel according to Microsoft terms of service
- 21Vianet operates Azure services in China



Services

- Services are available across geographies and regions
- Replication & recovery in-geo by default
- Enterprise-grade compliance and security

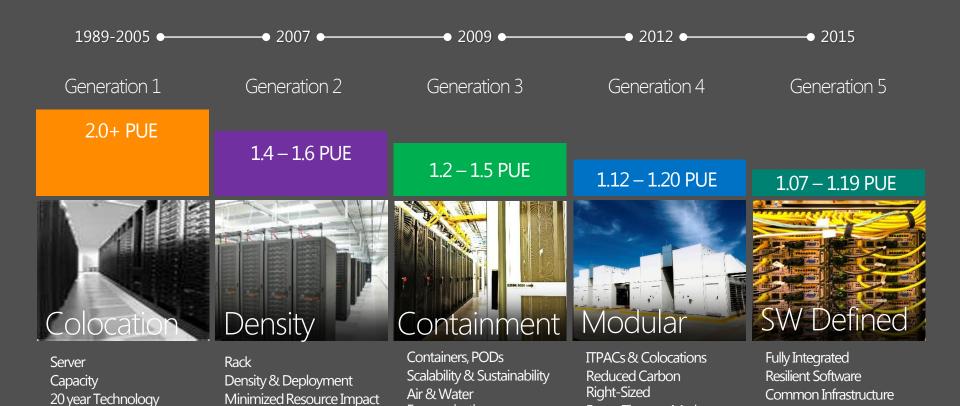


Community & Customers

- Some regions only available to local customers (e.g. Australia)
- Some regions only available to eligible communities (e.g. Azure Government)

*Exceptions at azure.com/trust

Datacenter evolution



Economization

Differentiated SLAs

Faster Time-to-Market

Outside Air Cooled

Operational Simplicity

Flexible & Scalable

Efficient by design

Big data analytics

One million device sample pool

Server optimization

- Remove unnecessary components
- Smart power choices
- 415 volt distribution
- High efficiency DC conversions

Elevated supply temperatures

- 10°C 34°C;
- 10-80% Relative Humidity
- Time Weighted Average <70% RH

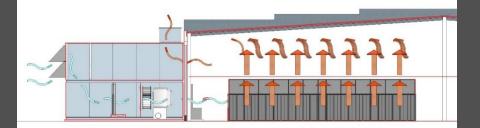
Outside air cooling

- Chiller-less adiabatic cooling
- Extremely low energy consumption

Inlet Temperature and Impact on Hard Disk Failure Rates

Inlet Temp		HDD's in Front, ΔT 1°C		Buried HDDs Design, ΔT 20°C cold de-rated to ΔT 10°C hot	
		HDD Case Temp	Relative AFR	HDD Case Temp	Relative AFR
10 C	50 F	11 C	100%	30 C	100%
15 C	59 F	16 C	100%	34 C	100%
20 C	68 F	21 C	100%	38 C	100%
25 C	77 F	26 C	100%	41 C	106%
30 C	86 F	31 C	100%	45 C	131%
35 C	95 F	36 C	100%	49 C	153%
40 C	104 F	41 C	106%	53 C	189%
45 C	113 F	46 C	138%	56 C	231%
50 C	122 F	51 C	179%	60 C	281%

S. Sankar, K. Vaid, M. Shaw "Impact of Temperature on Hard Disk Drive Reliability in Large Datacenters" Microsoft, IEEE, 2011



Energy innovation

In-rack fuel cell research

- Natural gas converted directly to electricity to power servers
- Wastewater treatment methane recovery pilot

Dramatic improvement in holistic efficiency

- Beyond PUE removes losses inherent in energy production and delivery
- Efficient energy supply chain from source to motherboard

Increased datacenter reliability

• Fewer moving parts, fewer potential points of failure. Increased global commonality

Lower infrastructure costs

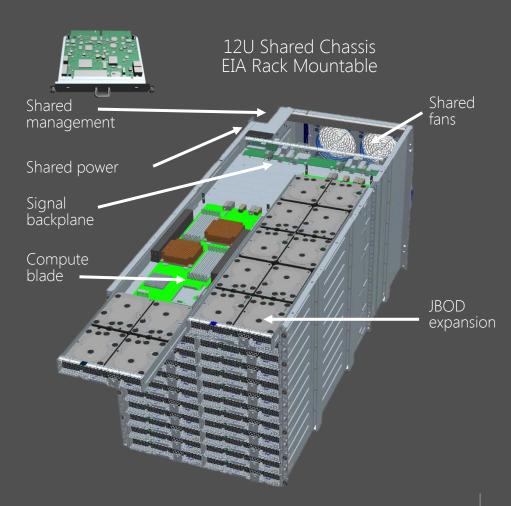
Elimination of electrical distribution, power conditioning, and back-up infrastructure





Microsoft Cloud Server

- Shared infrastructure for efficiency and TCO optimization
- Network and storage connectivity via blind-mate backplane architecture
- Workload enablement via add-on cards
- Secure, scalable and extensible systems management
- Available to all via Open Compute Project Open CloudServer v2 spec

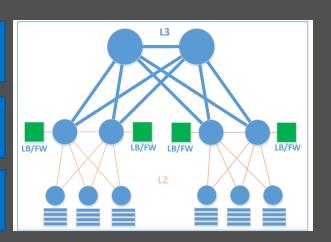


Classic network vs. Hyper-scale network architecture

Large L2 **Domains**

HW-based service modules

Simple Tree Design



Low due to diversity and manual provisioning process

Low due to complex hardware and lack of automated operations

Low due to high complexity and human error



13 at all layers

Services in software

Clos-based design



Automated network provisioning, integrated process



Agility

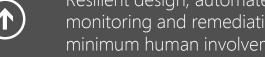


Simplify requirements, optimize design, and unify infrastructure

Availability

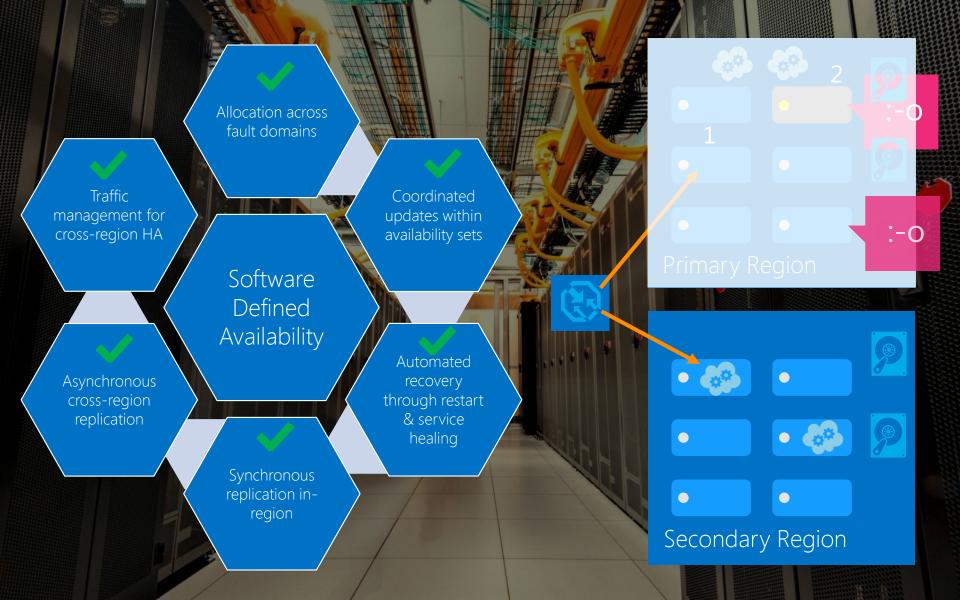


Resilient design, automated monitoring and remediation, minimum human involvement



13

LB/FW





Developer & IT productivity

Hyper-scale

Open & flexible

Enterprise proven

Hybrid **Trustworthy**

> **Platform for SaaS** extensibility

Trustworthy

More compliance certifications than any other cloud

































SAFEHARBOR







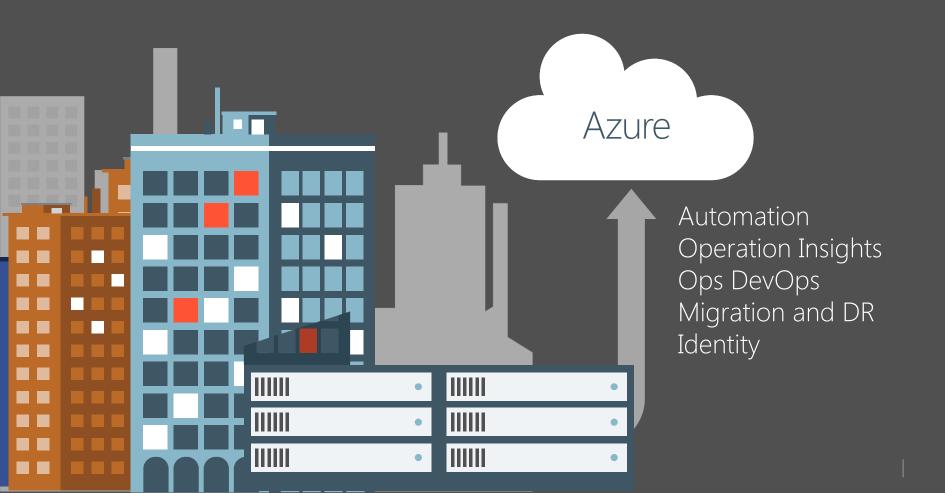
ESI







Connected Services: Bringing it Together





Traffic Manager Large Memory SKU

Sol. Share Point, Birth I. I. SKU
Hyper-V Recovery
Cloud Services SDK 2.0
Mercurial Deployment
Distributed Cache
Scheduler
Partitioned Queues/Topics SQL, SharePoint, BizTalk Images HDInsight Partitioned Queues/Topics Windows Phone Support Dynamic Remote Desktop Log Streaming AutoScale Per Minute Billing Android Support IaaS
IP and SNI SSL Active Directory HTML 5/CORS Custom Mobile API http Logs to Storage BizTalk Services IP/DDOS Protection Multi-Factor Auth Hyper-V Disaster Recovery Support http Logs to Storage MSDN Dev/Test Dynamic Remote Desktop Integration Storage Analytics iOS Notification Support VIP ACLs

Read-Only Secondary Storage Windows Server Backup

WebSockets AMC

New VM Gallery

Queue Geo Replication

New Read-Only Secondary Storage Windows Server Backup

New Read-Only Secondary Storage Windows Server Backup WebSockets AMQP Support **Mobile Services** Notification Hubs Manage Azure in AD Git Source Control Windows 8 Notification Support AD Directory Sync AD Management Portal CORS/JSON Storage Support B2B/EDI and EAI Adapters Point to Site VOD Streaming + Encoding Software VPN Web Sites AutoScale/Monitoring Media Services Message Pump Programming Model Import/Export Hard Drives



Microsoft cloud infrastructure resources



Microsoft Datacenters Website microsoft.com/datacenters



Cloud Infrastructure & Operations Blog blogs.technet.com/msdatacenters



Microsoft Azure Trust Center azure.microsoft.com/support/trust-center



Office 365 Trust Center trustoffice 365.com

Twitter: @ejvanvuuren Linkedin: http://nl.linkedin.com/in/ejvanvuuren

