SoftNAS Sales Battlecard

Customer Pain Points
FSS is too costly
High Latency
Downtime

Upselling Proposition
High Performance
Reduced Operational Costs
Simplified Deployment

Customer Benefits
High-Availability
Disaster Recovery
Scalable Storage
Easy OCI Integration

Questions to Ask Customers

1. Are you struggling with latency or throughput for high-performance data workloads?
2. Do you require shared file access across multiple applications or environments?
3. Are your storage needs growing rapidly and you need a scalable solution?
4. Do you need a disaster recovery solution to support cross-region replication?
5. Do you want to optimize how you store and access frequently used data?
6. Do you need higher levels of availability and failover than Oracle Block Volumes offer?

A "YES" to any of these questions means: Call the SoftNAS Team!

SoftNAS
Data Storage

Redefining Cloud Storage

How to Handle Customer Objections

1. Are you struggling with latency or throughput for high-performance data workloads?
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Customer Use Cases

Energy: HALLIBURTON

Finance: Vanguard

Retail: Albertsons

Media: Disney NETFLIX

Important Links

SoftNAS Pricing

Request a Demo

Technical Pre-Sales

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Support Team

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