Comprehensive Storage Cyber Resilience

Reduce Your Malware and Ransomware Exposure

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@zoginstor

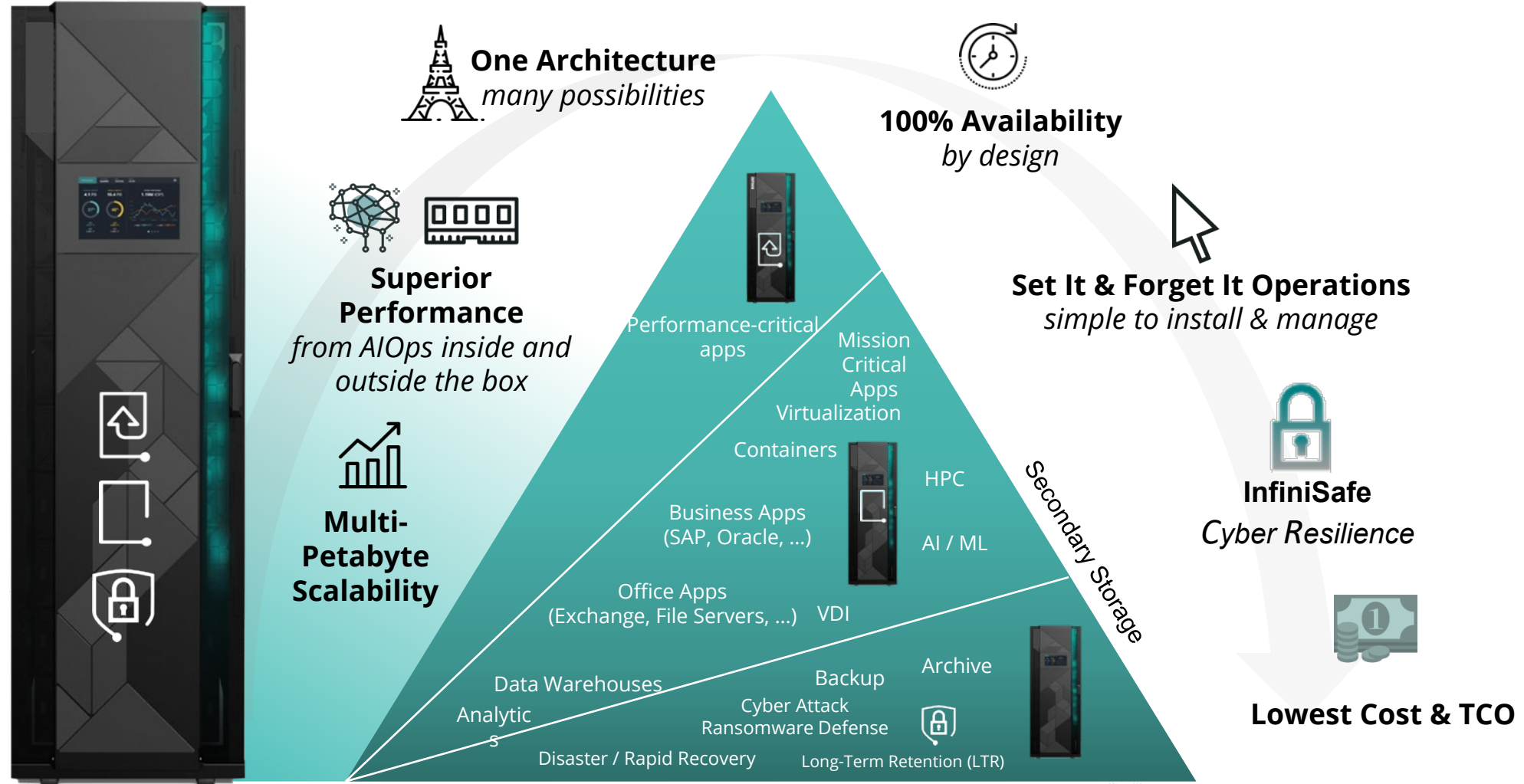email: eherzog@infinidat.com

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Infinidat Covers Extensive Enterprise Workloads

One Architecture
many possibilities

100% Availability
by design

Superior Performance
from AIOps inside and outside the box

Set It & Forget It Operations
simple to install & manage

Multi-Petabyte Scalability

Performance-critical apps

Mission Critical Apps Virtualization

Containers

HPC

Business Apps (SAP, Oracle, …)

AI / ML

Office Apps (Exchange, File Servers, …)

VDI

Secondary Storage

Data Warehouses

Backup

Archive

Analytics

Cyber Attack Ransomware Defense

Disaster / Rapid Recovery

Long-Term Retention (LTR)

InfiniSafe
Cyber Resilience

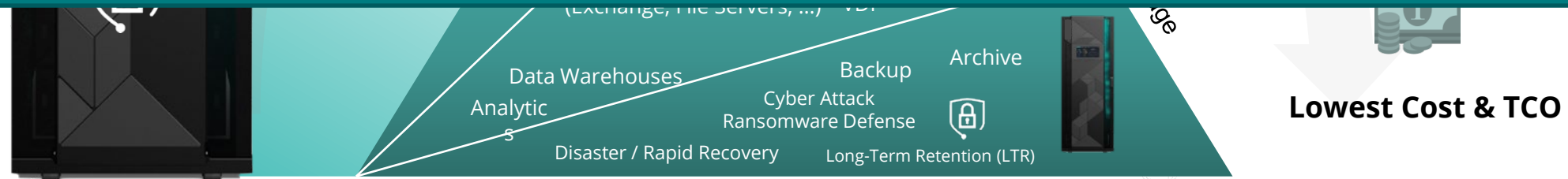**Lowest Cost & TCO**

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Infinidat Covers Extensive Enterprise Workloads

One Architecture

"Infinidat's achieving 35 microseconds of latency is significant not only for the company with the new InfiniBox SSA II solution, but it also sets a new bar for the storage industry. This extremely low latency will enable greater application performance, which allows enterprises to consolidate systems and obtain greater value from data infrastructure. The InfiniBox SSA II has high performance and a 100% availability guarantee – two of the most important considerations for enterprises."

Randy Kerns
Senior Strategist and Analyst
Evaluator Group

(Exchange, File Servers, ...)   VDI

Data Warehouses

Analytics

Disaster / Rapid Recovery

Backup   Archive

Cyber Attack
Ransomware Defense

Long-Term Retention (LTR)

Lowest Cost & TCO

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35 YEARS OF
NAND FLASH MEMORY
INNOVATION

Ransomware Impacts

Headline News
World ◎ Business ◎ Finance ◎ Travel ◎ Sport ◎ Weather

- **66% of Fortune 500 CEOs** say cyber security is their biggest risk

- Intrusion dwell time averages **287 Days!**

- Ransomware attacks happen every **14 seconds**

- **57X** increase of ransomware costs in 6 years at the end of 2021

- **USA LAW:** "Cyber Incident Reporting Act" requires companies to report cyber attacks (March 2022)

- **$6 Trillion** in Global Damage by the end of 2021

- **$20 Billion** projected ransomware costs by end of 2021

- **55%** of businesses will pay the ransom!

Sources:
https://cybersecurityventures.com/global-ransomware-damage-costs-predicted-to-reach-20-billion-usd-by-2021/
https://cybersecurityventures.com/cybercrime-damages-6-trillion-by-2021/
https://cybersecurityventures.com/cybersecurity-market-report/
https://heimdalsecurity.com/blog/ransomware-payouts/
https://fortune.com/2021/05/21/fortune-500-ceo-survey-post-pandemic-profits-revenue-cybersecurity-risk/

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35 YEARS OF NAND FLASH MEMORY INNOVATION

Comprehensive Cyber Resilience

InfiniBox®

InfiniBox SSA™

InfiniGuard®

InfiniSafe for InfiniBox

- Cyber Resilience on Primary Storage

InfiniSafe for InfiniGuard

- Backup
- DR
- Cyber Resilience on Secondary Storage

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Comprehensive Cyber Resilience

InfiniBox®

InfiniGuard®

"A comprehensive cyber resilience strategy needs to be part of every enterprise, given the fever pitch at which cyberattacks are impacting organizations globally. It's important for buyers to consider products that offer rich capabilities such as a single fenced network, immutable snapshots, logical and physical air-gapping and fast recovery. With its next generation of InfiniGuard, Infinidat's InfiniSafe offering is a key ingredient that delivers these fundamental attributes with a differentiated approach. It's an important part of a holistic cyber resilience solution combining advanced data protection, disaster recovery and business continuity to thwart cyberattacks."

Dave Vellante
Co-founder and Chief Analyst
SiliconANGLE/Wikibon
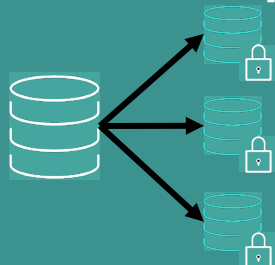
Secondary Storage

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InfiniSafe for InfiniBox and InfiniGuard
Delivering essential cyber resilience at no additional cost

Immutable Snapshots

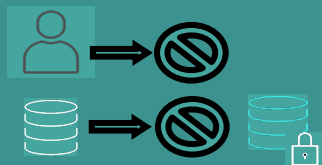Scheduled or manually created unchangeable, secure, immutable point-in-time copies

Logical Air-Gapping

Logically separates immutable data copies from network access, either locally or remotely or both

Fenced Forensic Environment

Isolated environment for validation, testing, and recovery

Near Instantaneous Recover

Unmatched restore performance at scale, independent of dataset size

InfiniBox Immutable Snapshots

- Once locked, **no one** can make any changes (including administrators)

  - **No one can** Modify the content (the snapshot remains read-only)

  - **No one can** Delete the snapshot

  - **No one can** Expedite the lock expiry (it can be extended)

  - **No one can** Modify the snapshot policy

- Stolen Administrative credentials cannot be used to steal or alter snapshot contents

- Built for scale/space efficiency

- Data is encrypted on storage devices

# InfiniSafe on InfiniBox – Logical Remote Air-Gap

- Data can be replicated bi-directionally across sites
- Allows longer data retention in DR site
- Cyber resilience tests and validations can occur in both sites
- Create immutable snapshots in either or both locations
- Validate, test and recover from the Isolated Environment

InfiniSafe for InfiniBox– Fenced Forensic Environment

- Defined access to a secure isolated network
- Use an Isolated HOST to attach immutable snapshots
- Test and validate with your tools or applications
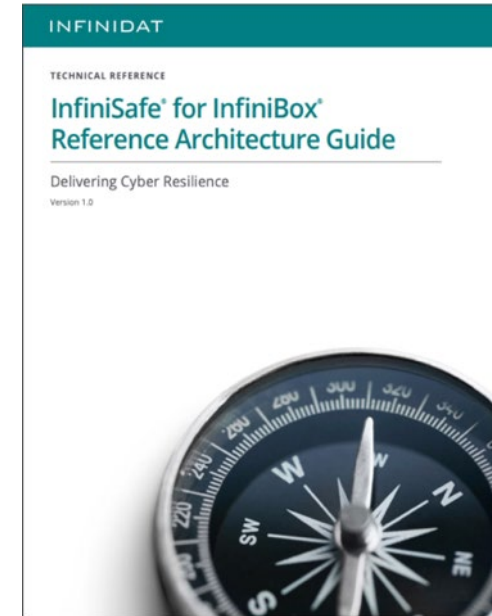- Defined Orchestration methods and processes (eg. Ansible Playbook and Modules)
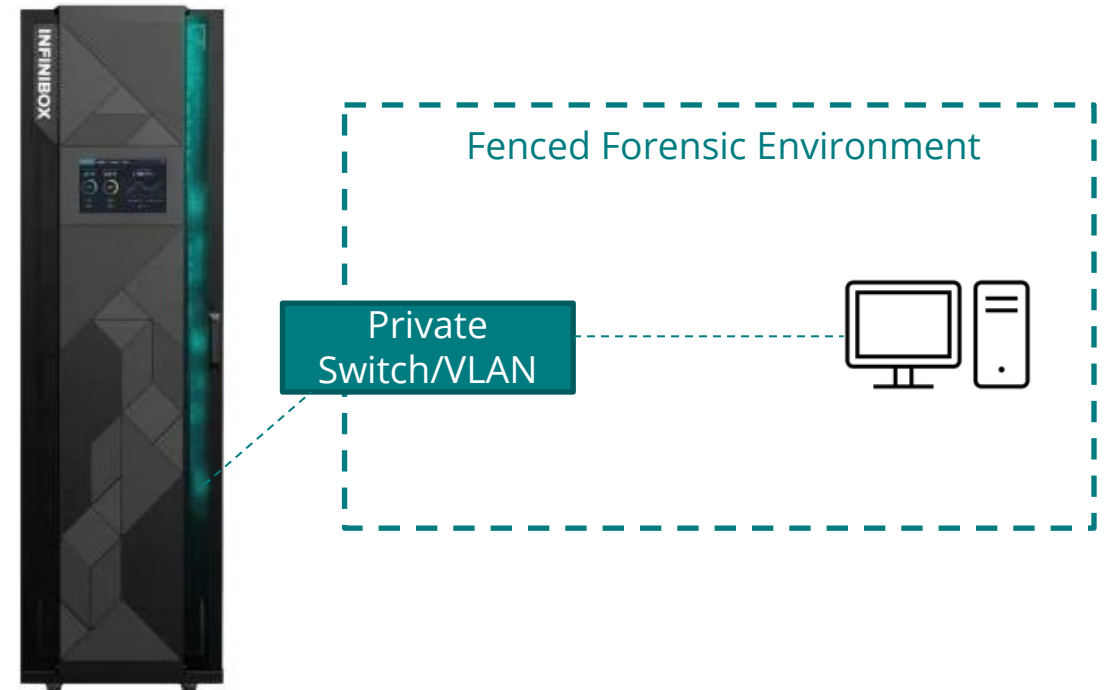
Fenced Forensic Environment

Private Switch/VLAN

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InfiniSafe for InfiniBox Reference Architecture

- Leverages strength of InfiniBox architecture
- Straight-forward, step-by-step guidance
- Built-in, not add-on

- Preparation
- Protection
- Replication
- Validation
- Recovery

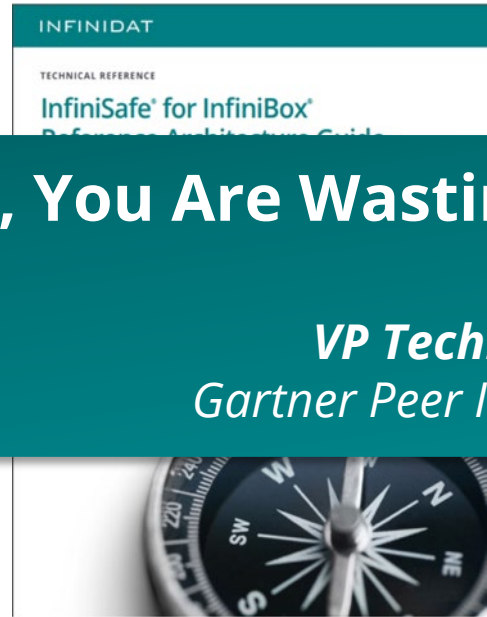INFINIDAT

InfiniSafe for InfiniBox Reference Architecture

- Leverages strength of InfiniBox architecture

- "If You Aren't Running Infinidat In Your Data Center, You Are Wasting Money On Storage!"

  VP Technology
  Gartner Peer Insights

- Preparation
- Protection
- Replication
- Validation
- Recovery

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Infinidat Cyber Resilience

- Storage is an essential component of a Cyber Resilience strategy

InfiniSafe for InfiniBox
- Cyber Resilience on primary storage

InfiniSafe for InfiniGuard
- Purpose-built Recovery appliance/secondary storage with Cyber Resilience

- For a technical deep dive session or curious about which Cyber Resilience solution is best for your requirements, contact Infinidat to set-up an appointment

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Real Life Customer Results

Fortune 500 Telco

- **$104M** capex savings
- **10x** reduction in query response, slashed IT cost by two thirds
- **10x** increase in app performance

Fortune 500 Healthcare

- **6X faster** SAP Queries (2 Hours to 20 Min)
- **30% better** VMWARE Performance

Fortune 500 Financial

- **70%+ cost reduction**
- **80% less floor space -** Reduces cost per TB in CAPEX and Maintenance
- **40% reduction** in storage admin workload
- **30% savings** with Consumed Capacity Savings/Thin Provisioning/Data Reduction

InfiniBox

InfiniBox SSA

InfiniGuard

Fortune 500 Pharmaceutical

- **50% cost reduction** for the customer with a 9-month ROI

Fortune 500 Healthcare

- *"On average, we have seen 40 percent improvement across the board with InfiniBox. In one test, there was an **812% improvement** — from 85 minutes to 10 minutes"*

Real Life Customer Results

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For

- 6X
- 30

For

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InfiniBox

> **"Infinidat are my partners for success. I am very pleased with the product and the service thanks to the product I am able to provide cloud services at a very high level to my customers."**
>
> *Director, Cloud Services*
> *Gartner Peer Insights*

Fortune 500 Healthcare

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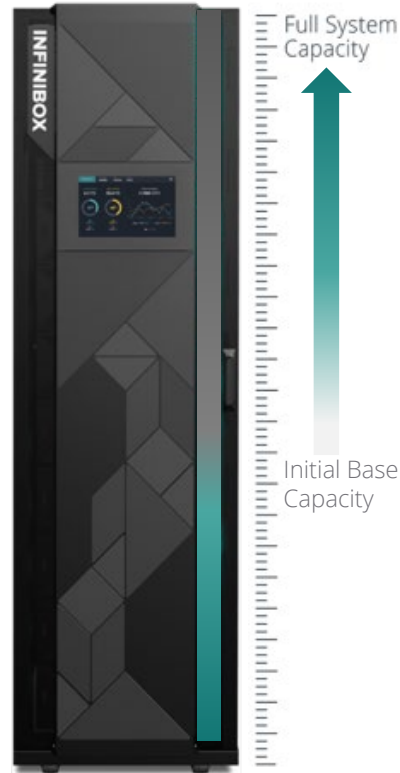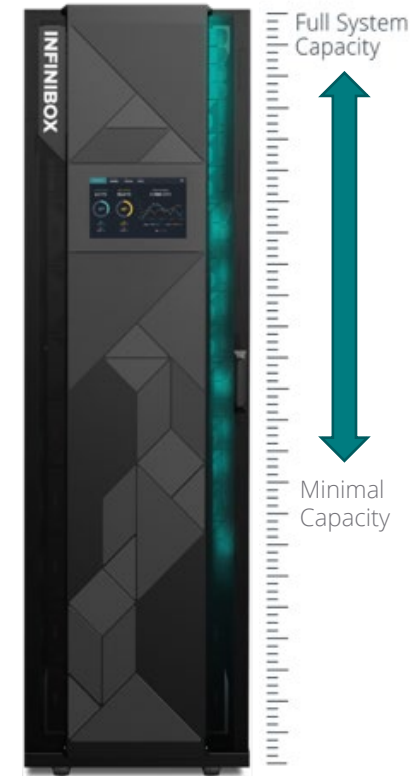
Flexible Consumption Models

Traditional Purchase

Full System Capacity

- **Best TCO**
- **Unmatched performance and reliability**
- **CAPEX consumption**

Elastic Pricing Capacity-on-Demand

Full System Capacity

Initial Base Capacity

- **Partial capacity Day 1 (CAPEX consumption)**
- **Burst up/down (OPEX consumption)**
- **Scale instantly**

FLX Storage-as-a-Service

Full System Capacity

Minimal Capacity

- **On-prem cloud-like consumption**
- **Pay for what you need when you need it**
- **OPEX-like consumption**

All consumption models include:
100% Availability Guarantee ● Performance and InfiniSafe Cyber Storage Recovery Guarantees (Q3 '22) ● White Glove Support ● Technical Advisor
All-Inclusive Software & Licensing ● Performance Analysis ● 2-hour pricing/proposal turnaround

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THANK YOU