INFINIDAT
The Standard in Enterprise Storage

Be a Cyber Resilience Superhero

InfiniSafe Demo Webinar

Eric Herzog
CMO

Joe Roa
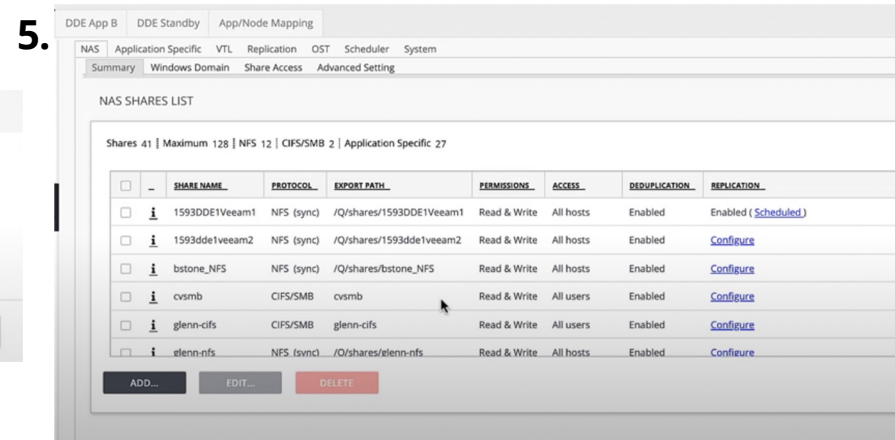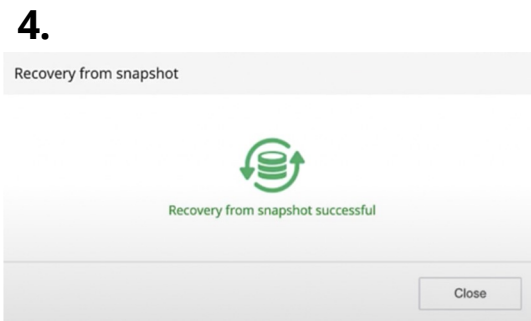Senior Storage Engineer

April 4, 2023

InfiniSafe on InfiniGuard: Near Instantaneous Recovery Demo

Easy and Fast

- ONLY 1 InfiniGuard needed - No data movement required
- Reduced CAPEX and OPEX
- Simplifies entire forensic and recovery process
- Simple mount to the standby DDE taking only minutes
- Rapid accessibility to entire backup dataset – up to PBs
- No capacity size penalties
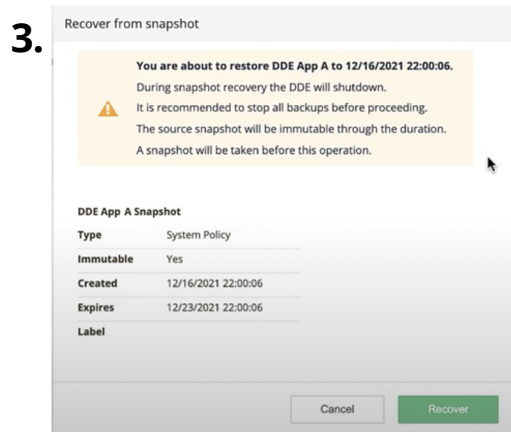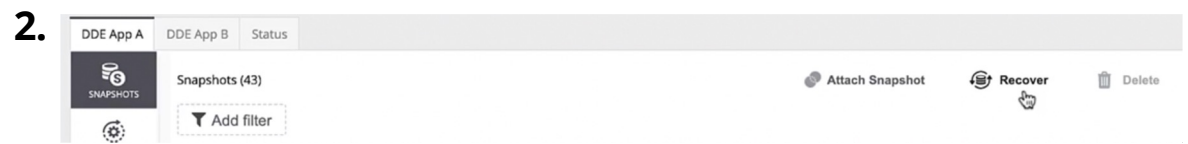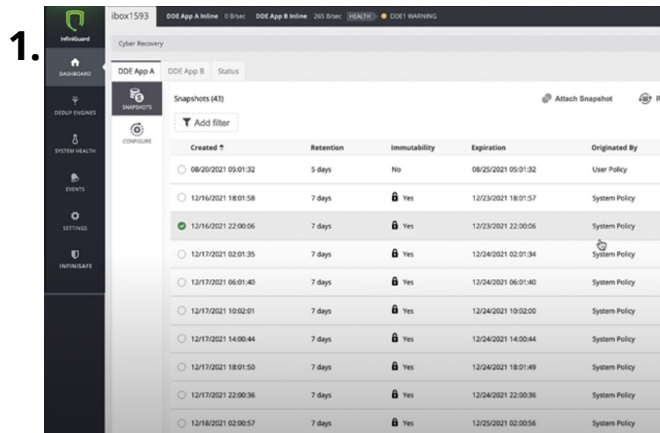- DDE operating environment is protected and available

InfiniSafe on InfiniGuard: Near Instantaneous Recovery Demo

Easy and Fast
- ONLY 1 InfiniGuard needed - No data movement required
- Reduced CAPEX and OPEX

1.

3.
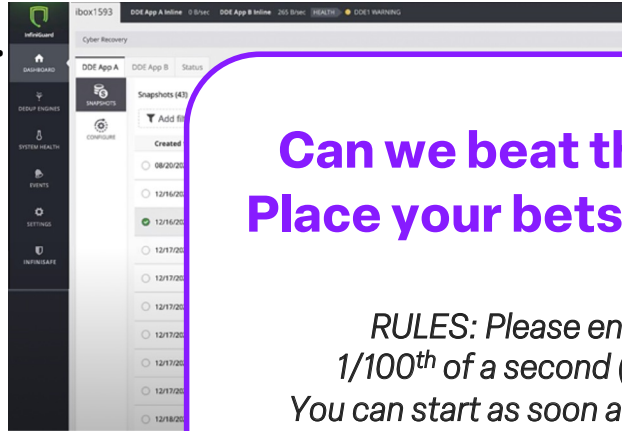
Can we beat the last record today?
Place your bets after the count down!

RULES: Please enter your precise guess to the
1/100th of a second (eg 18:33.13) in the public chat.
You can start as soon as we have finished counting down.
The 2 quickest, most accurate answers win a Black Panther
Lego Build & Display Model!

3...2...1... GO!

Broad Enterprise Portfolio

InFuzeOS SDS Architecture
1 architecture - many possibilities

100% Availability
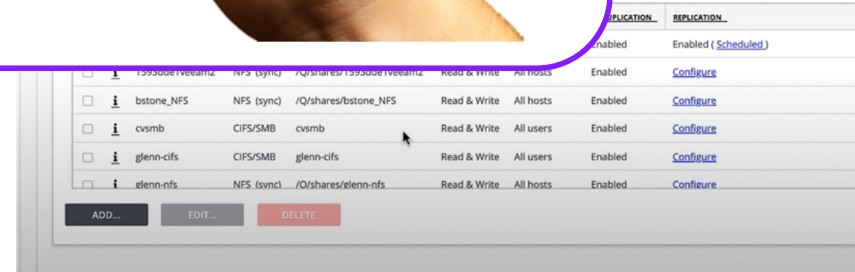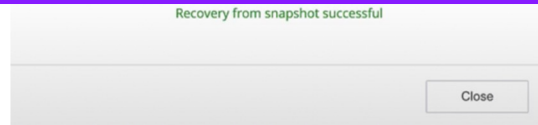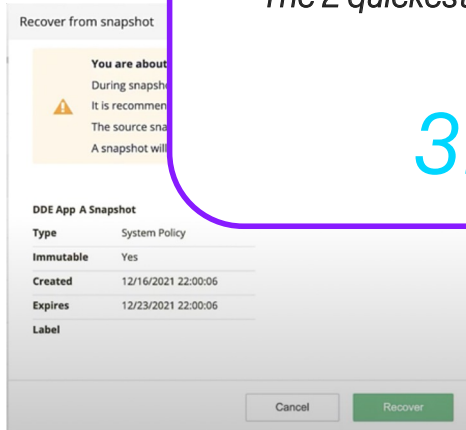guaranteed

Guaranteed Performance
from AIOps inside and outside the array

InfiniBox™ SSA

Primary Storage

Set it and Forget it IT Operations
simple to install and manage

Performance-critical apps

Cyber Attack Ransomware Defense

InfiniBox®

InfiniSafe
Guaranteed Cyber storage resilience

Multi-Petabyte Scalability

Containers

Virtualization

Business Apps (SAP, Oracle, …)

HPC

Mission Critical Apps

Cyber Attack Ransomware Defense

AI / ML

Secondary Storage

Office Apps (Exchange, File Servers, …)

VDI

Lowest Cost & TCO

Data Warehouses

Analytics

Cyber Attack Ransomware Defense

Backup

InfiniGuard®

Disaster / Rapid Recovery

Long-Term Retention (LTR)

Archive

Broad Enterprise Portfolio

InFuzeOS SDS Architecture
1 architecture - many possibilities

100% Availability
guaranteed

$167,000 Average Annual Benefit per PB

51% more efficient storage management

$41,600 OPEX reduction per PB

11 months ROI

IDC Business Value of InfiniBox/InfiniBox SSA, Jan 2023

Office Apps
(Exchange, File Servers, …)

VDI

Data Warehouses

Analytics

Cyber Attack
Ransomware Defense

Backup

InfiniGuard®

Storage

Lowest Cost & TCO

Disaster / Rapid Recovery

Long-Term Retention (LTR)

Archive
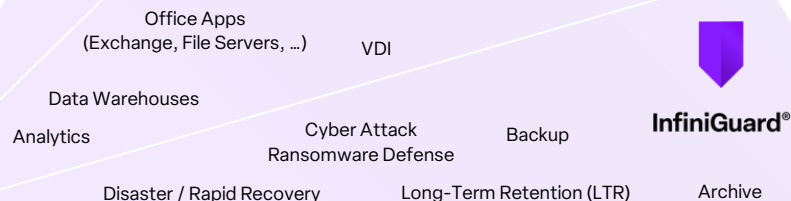
Exploding Cyber Risks

Headline News

World ◎ Business ◎ Finance ◎ Travel ◎ Sport ◎ Weather

- **$8 Trillion Annual Cost** of cyber crime by end of 2023
- **Cyber Security the #2 concern of Enterprise CEOs** (IDC Global CEO Survey, Feb 2023)
- **US Federal Government Releases the "National Cybersecurity Strategy"** (Mar 2023)
- Large enterprises average **1,168 cyberattacks per week**
- **2022 cyberattacks reach an all-time high**
- In 2022 **cyberattacks increased 38% YtY**
- **60%** of businesses will **pay the ransom**!
- **48% of CEOs** are increasing investment in cyber security 2023
- Ransomware attacks will happen every **2 seconds by 2031**
- **USA LAW:** "Cyber Incident Reporting Act" requires reporting cyberattacks (Mar 2022)

InfiniSafe for InfiniBox and InfiniGuard

Comprehensive cyber storage resilience at no additional cost

1 IMMUTABLE SNAPSHOTS

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

2 LOGICAL AIR-GAPPING

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

3 FENCED FORENSIC ENVIRONMENT

Isolated environment for validation, testing, and recovery

4 NEAR INSTANTANEOUS RECOVERY

Execution of the plan

Cyber Resilient Storage enabled by InfiniSafe

Primary Storage

Primary Storage

InfiniBox™ SSA

InfiniBox®

InfiniSafe Immutable Snapshot

Secondary Storage

Backup Application

Backup Application NOT providing DEDUP	Backup Application providing DEDUP	Backup Application Aging to Cloud

InfiniBox®

InfiniGuard®

InfiniSafe Immutable Snapshot
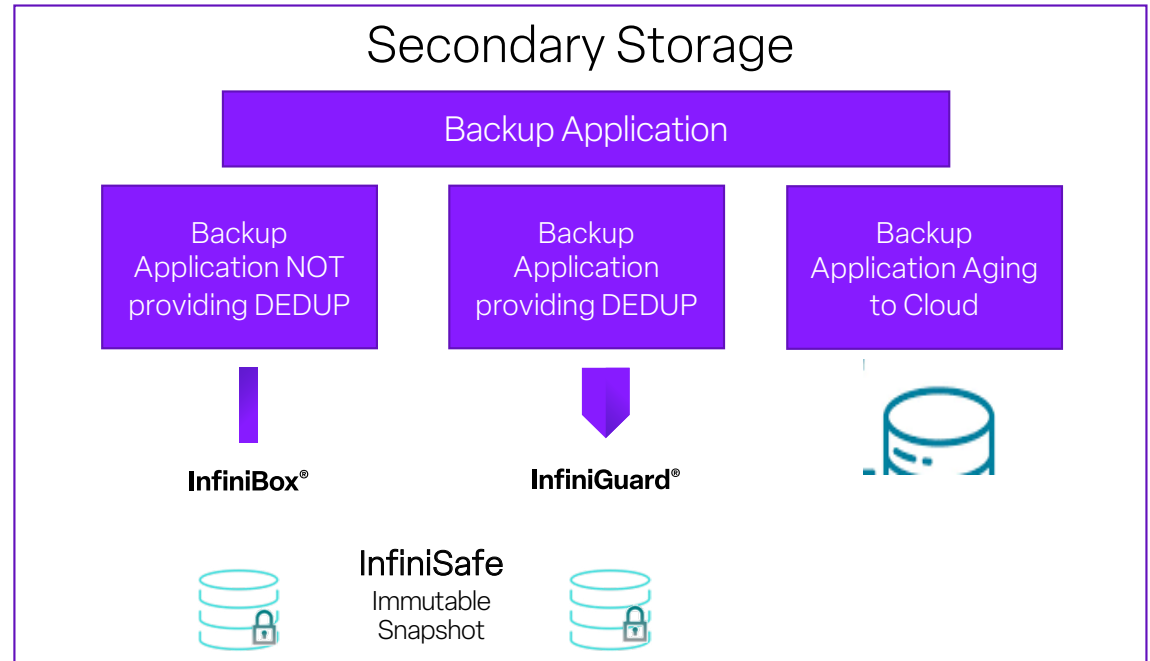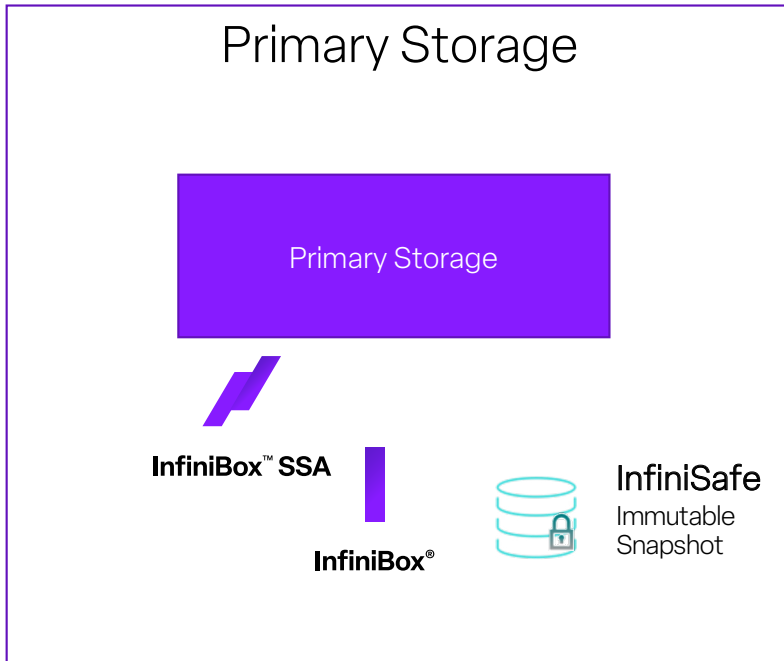
InfiniSafe Cyber Storage Resilience Guarantees

- Guaranteed immutability of InfiniSafe immutable snapshots
- Recovery time guarantee of those immutable snapshots
  - Less that 20 minutes for InfiniGuard
  - Less than 1 minute for InfiniBox SSA II and InfiniBox
  - Regardless of immutable snapshot size

InfiniSafe Cyber Storage Resilience

- Immutable Snapshots
- Logical air-gapped protection
- Fenced forensic environment
- Near-instantaneous recovery of any size backup repository

Infinidat Guarantees It!!!!!

- **InfiniSafe Cyber Storage Guarantee**
  - First primary storage platform cyber storage guarantee
  - Guaranteeing immutability of our InfiniSafe immutable snapshots
  - Guaranteeing near instantaneous recovery of an InfiniSafe immutable snapshot:
    - 1 minute or less with InfiniBox/InfiniBox SSA II
    - 20 minutes or less with InfiniGuard
- **100% Availability Guarantee**
  - InfiniBox/InfiniBox SSA II
- **Performance Guarantee**
  - InfiniBox/InfiniBox SSA II - Based upon your actual real-world applications

Powerful Backup Repository – *Integrated with Applications*

"With their new performance and cyber storage recovery guarantees, Infinidat is breaking new ground in these areas in ways that drive meaningful value for their enterprise customers." – Vice President IDC

RESTORE

REPLICATE
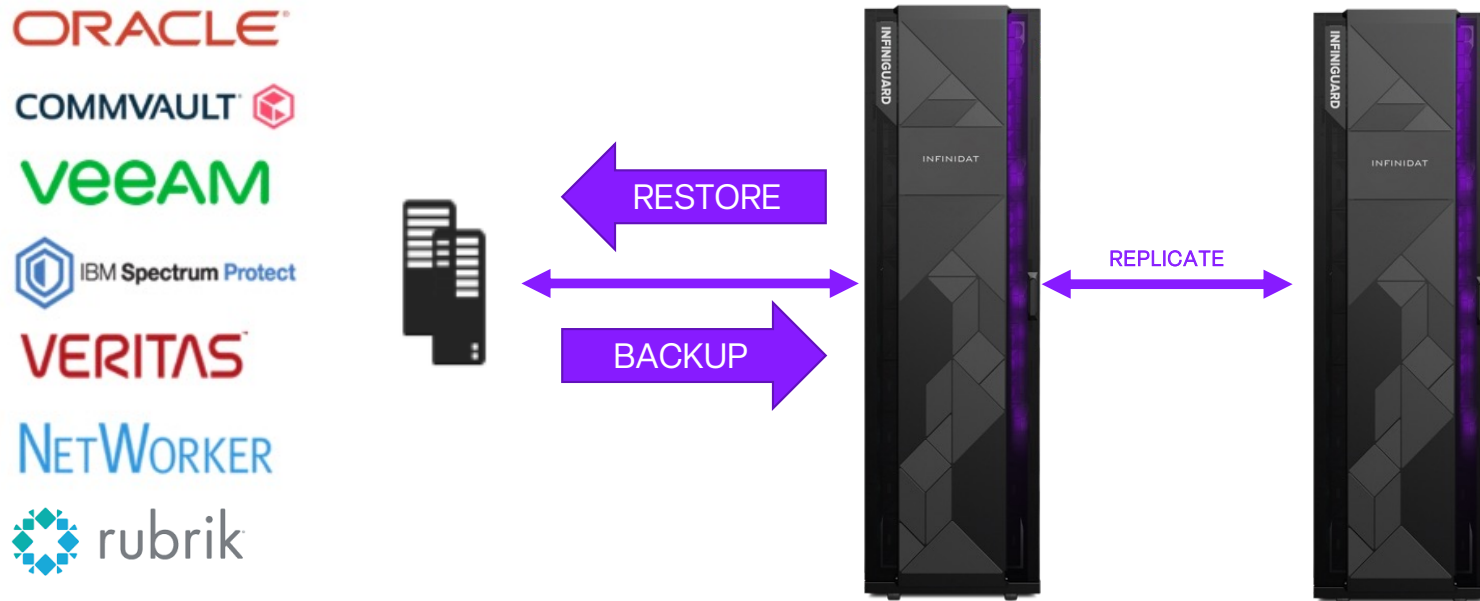
BACKUP

"Teradata Oracle backup has been taking over 2 days to run, and now they run in under 8 hours to InfiniBox " – Large Food Distributor
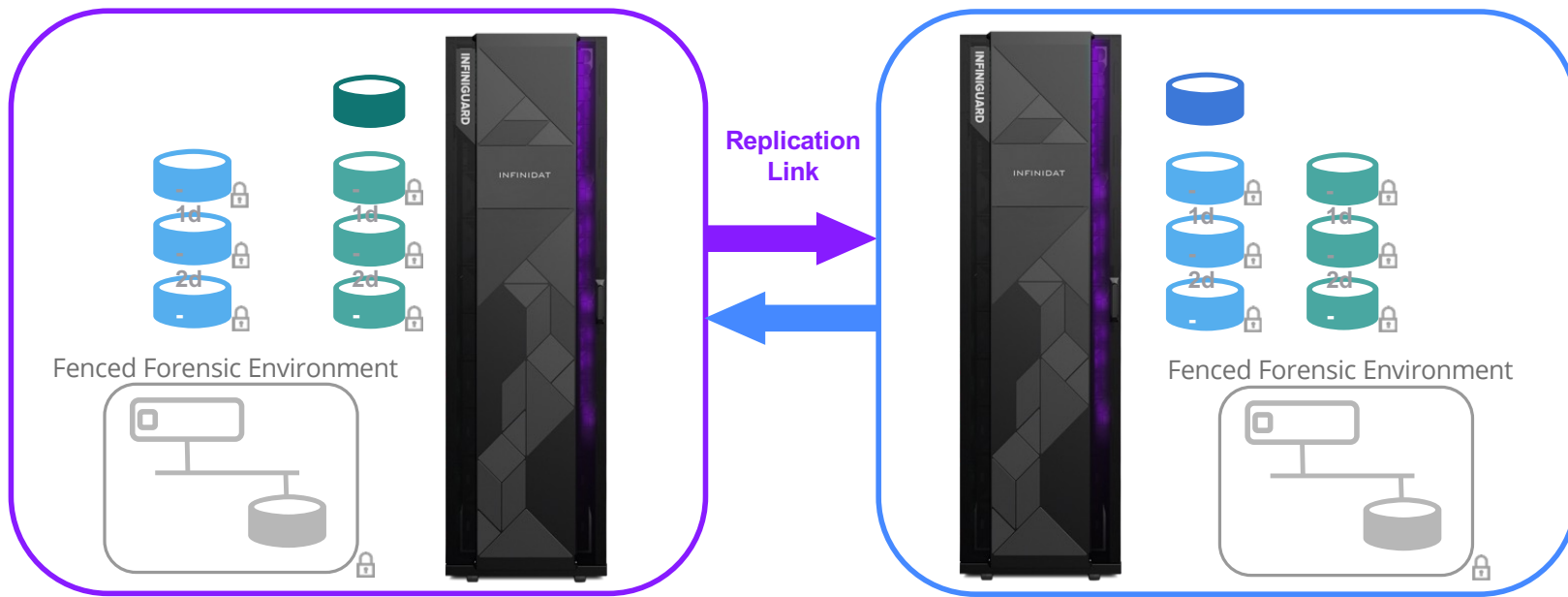
InfiniGuard's InfiniSafe Immutability

- Protection of entire backup storage via Infinidat immutable snaps
- Granular recovery and separately managed policy for each DDE
- Enable CyberRecovery or discovery tests in a standby environment*
- Synchronized protection of the Backup Servers' Catalog(s) and Information**
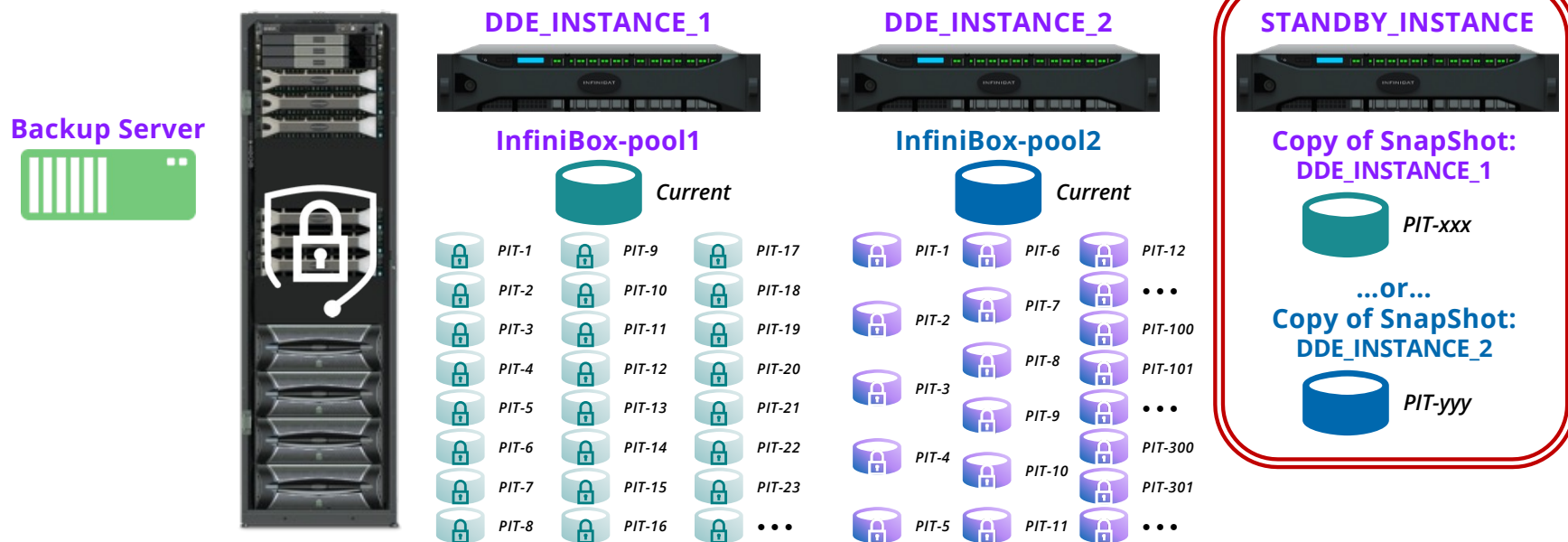
InfiniSafe on InfiniGuard – Logical Remote Air-Gap

- Backup & Replicate using dedupe aware native replication
- Allows longer data retention in remote 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 using the standby DDE

Fenced Forensic Environment

Replication Link

Fenced Forensic Environment

InfiniSafe – Fenced Isolated Forensic Network

10.10.X.X

Private Switch

10/25GbE

10/25GbE **172.31.X.X**

Switch A   Switch B

DDE A   DDE B   Stand-By Node

10.10.X.X

Fenced/Isolated
Test Environment

Test VM Cluster   Test Oracle Servers   Test Backup Servers
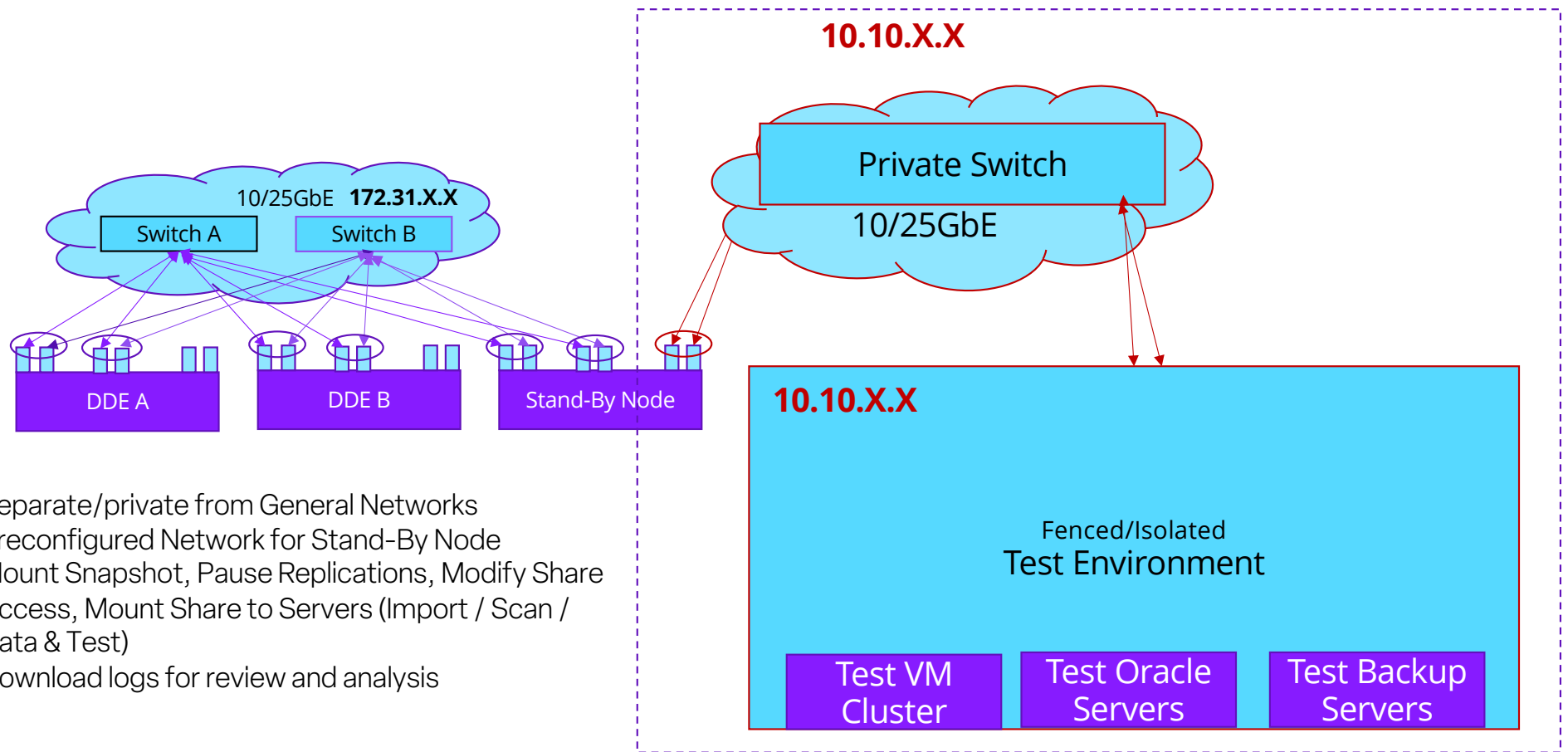
- Separate/private from General Networks
- Preconfigured Network for Stand-By Node
- Mount Snapshot, Pause Replications, Modify Share Access, Mount Share to Servers (Import / Scan / Data & Test)
- Download logs for review and analysis

InfiniSafe on InfiniBox – Near Instantaneous Recovery

Easy and Fast
- ONLY 1 InfiniBox needed, but can replicate for added resilience
- Reduced CAPEX and OPEX
- Any snap mountable in a fenced forensic environment
- Near instantaneous recovery – guaranteed in under 1 minute
- Thin provisioned and space efficient by design
- Detailed guides for UI/CLI as well as Ansible playbooks for automation

The Business Value of InfiniBox

Key Findings:

- **11** months ROI
- **$167K** avg annual benefits per PB
- **51%** more efficient overall storage management
- **$93.8K** avg annual value of increased end-user productivity
- **49%** more usable PB
- **48%** lower cost of total operations
- **162%** 5-year ROI
- **89%** fewer hours of lost productivity per year due to unplanned downtime
- **$41.6K** OPEX reduction per PB
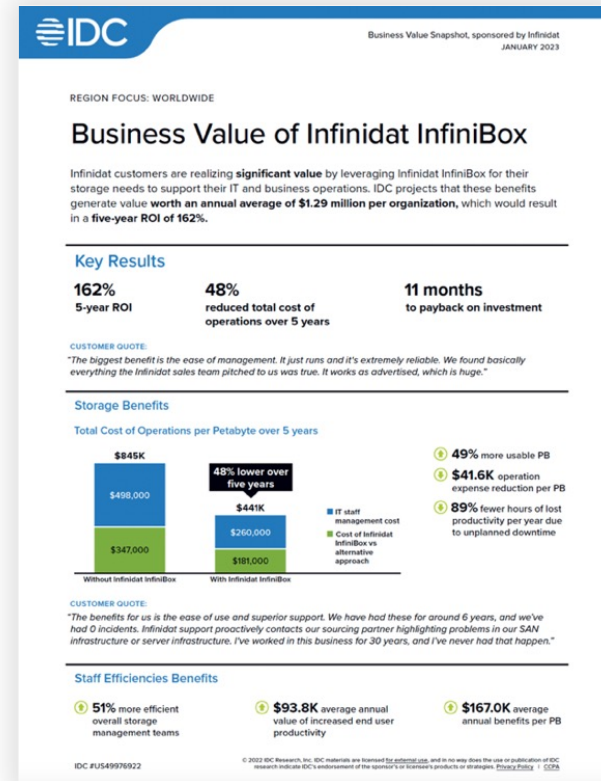
Industry Acclaim: 2023

Storage Product of the Year:
InfiniBox™ SSA II "Gold Winner"
for "Best Enterprise Storage Arrays"

Storage Product of the Year:
InfiniGuard® "Gold Winner" for
"Top Backup and Disaster Recovery Services"
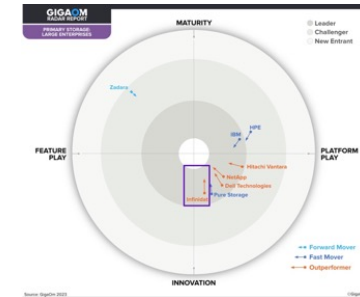
A Leader and an Outperformer
in GigaOms' Radar for primary storage for
large enterprises

Mitch Diodato Named a
2023 CRN Channel Chiefs

5-Star Rating in CRN® Partner Program Guide
for the Second Consecutive Year

InfiniBox Family - One of
Top 5 High-end Storage Arrays in the World

One of the 2023 Power 500
software companies

The End Users Have Spoken

All Categories > Primary Storage > Infinidat > InfiniBox

InfiniBox Reviews

by Infinidat in Primary Storage

4.9 ★★★★★ 444 Ratings

Gartner.
Peer Insights™

All Categories > Primary Storage > Infinidat > InfiniBox SSA

InfiniBox SSA Reviews

by Infinidat in Primary Storage

5.0 ★★★★★ 9 Ratings

Data Center - Others

InfiniGuard Reviews

by Infinidat in Data Center - Others

4.9 ★★★★★ 17 Ratings

Gartner.
Peer Insights™

As of Apr 3, 2023

The End Users Have Spoken

All Categories > Primary Storage > Infinidat > InfiniBox

InfiniBox R

INFINIDAT

by Infinidat in Primary Storag

4.9 ★★★★★ 444 Ratin

INFINIDAT

"
Infinidat is the Golden Standard for Enterprise Storage."

Storage Operations Supervisor, Banking | **InfiniBox®**

Gartner Peer Insights reviews constitute the subjective opinions of individual end-users based on their own experiences and do not represent the views of Gartner or its affiliates.

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Peer Insights™

InfiniGuard Reviews

INFINIDAT

by Infinidat in Data Center - Others

4.9 ★★★★★ 17 Ratings

As of Apr 3, 2023

Congratulations to Today's Prize Winners!

👏 If your name has been called, <u>you can enter your shipping address in a private chat Christie now</u> or we will reach out to you via email to arrange delivery! 👏

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Infinidat is here to save you money and headaches at work while giving you back precious free time to spend with your loved ones!

To Find Out More

- <u>Infinidat Products & Technologies</u>

- <u>Guaranteed Service-Level Agreements</u>

- <u>Shielding Backup Data with InfiniSafe®</u>

- <u>GigaOm Recognizes Infinidat as the Industry Leader in Ransomware Protection for Block Storage</u>

Contact Us

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Infindat Drives Dramatic Storage Infrastructure Savings

162%
5-year ROI

48%
Reduced OPEX

51%
More efficient storage management

11 Month
Payback in 11 months

INFINIDAT | WEBINAR

Under Pressure:
The Business Case for Better Enterprise Storage

📅 May 10, 2023

REGISTER NOW

INFINIDAT | ON-DEMAND WEBINAR

Infinidat InfiniBox® Storage:
Business Value in the Digital Era

IDC
Analyse the Future

InfiniBox

May 10 at 2pm CET
May 10 at 1pm ET/10am PT

On-demand

REGISTER HERE:
www.infinidat.com/en/news/events

Thank you

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Be a Cyber Resilience
Superhero at Work
and at Home

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