

INFINIDAT

The Standard in Enterprise Storage


DALLAS
DIGITAL SERVICES

Enterprise Storage Solutions Delivering Dramatic Savings

Eric Herzog
CMO

April 20, 2023

 eherzog@infinidat.com

 @zoginstor

162%

ROI in 5
years

48%

Reduced
overall
OPEX

3x

Less Power
Consumption

11mo

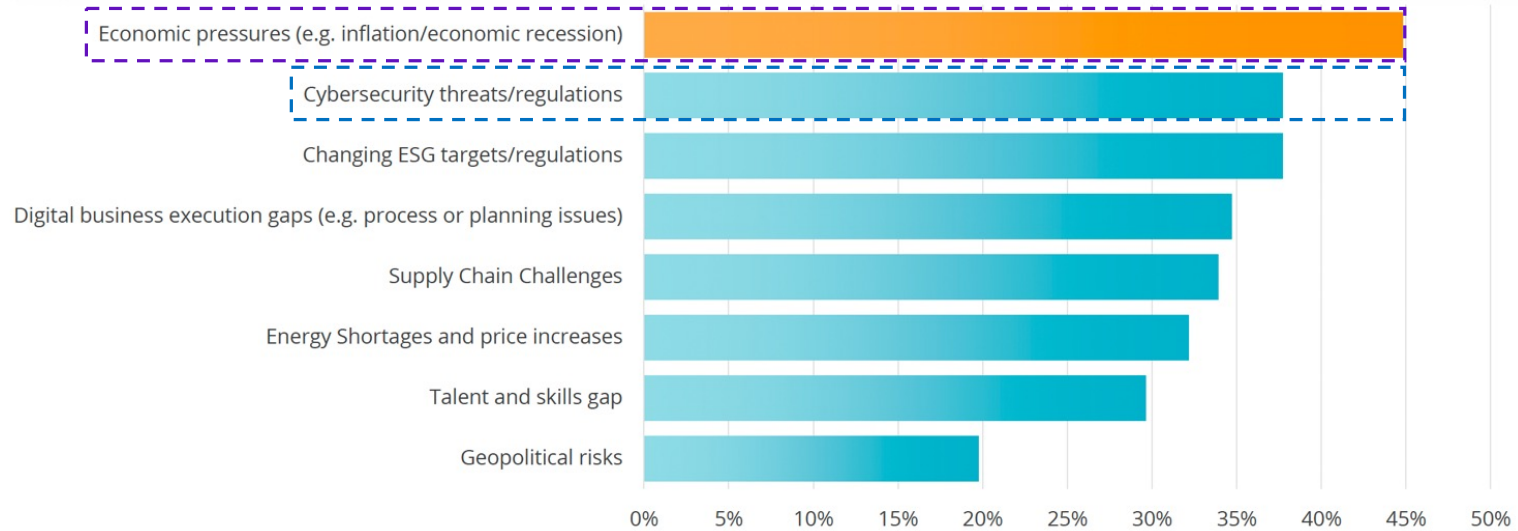
Payback in
11 months

InfiniBox

Top Risks for CEOs 2023

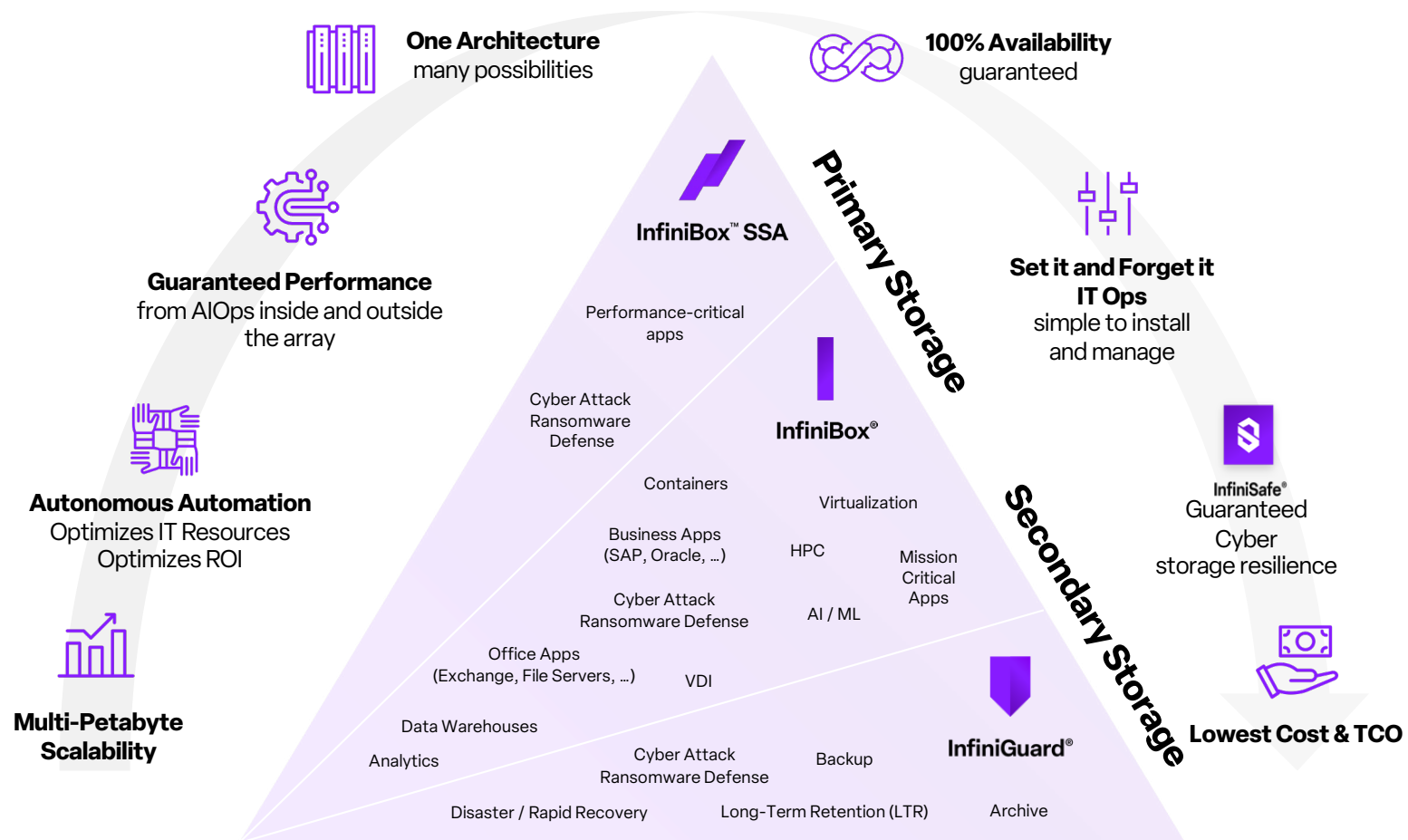
Economic Pressures Top the List of Risks for CEOs in 2023

Of the following political, social, and economic risks – which 3 do you expect will have the greatest impact on your organization in 2023?

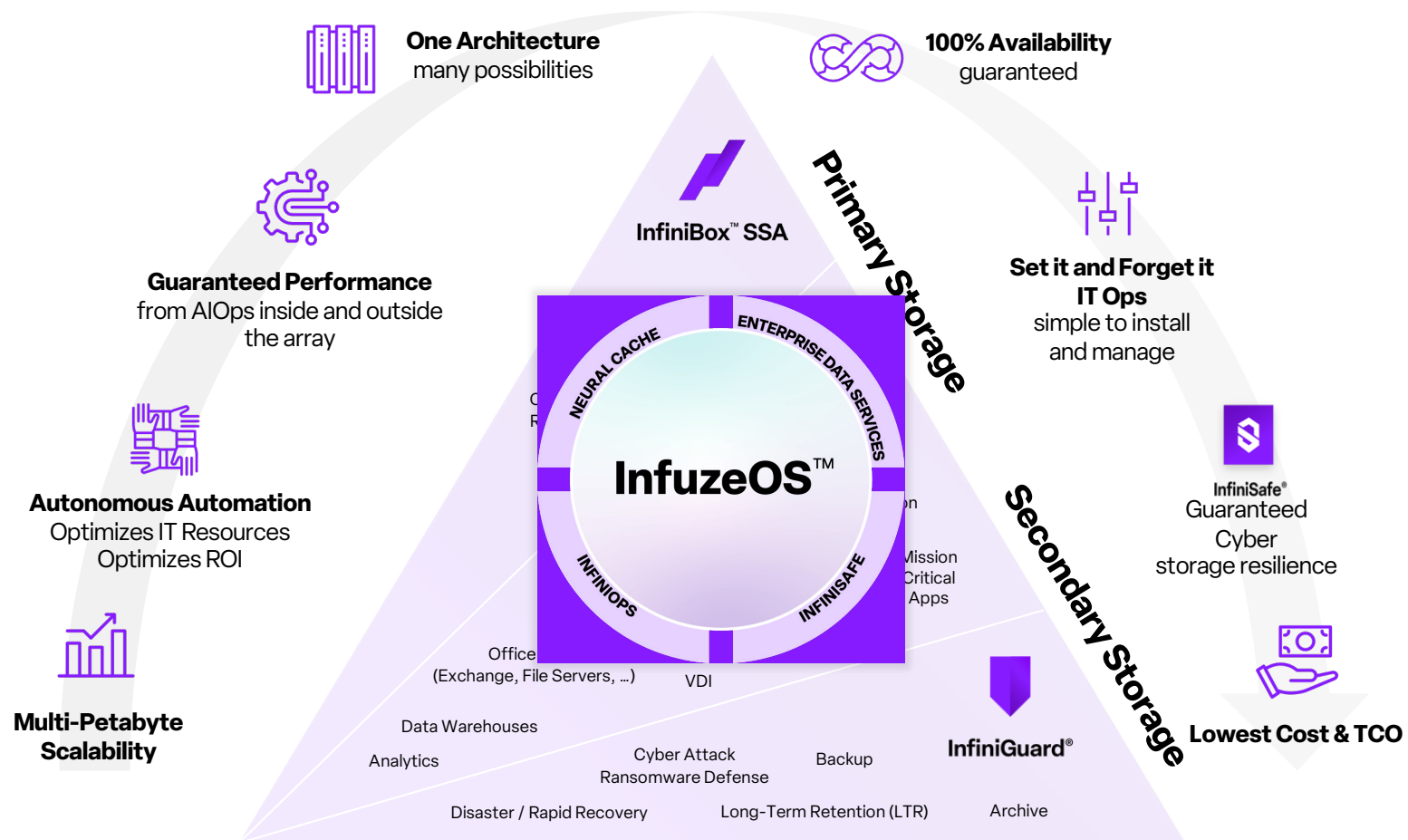


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Powerful Enterprise Portfolio



Powerful Enterprise Portfolio



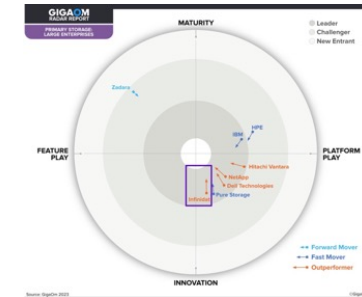
Industry Acclaim: 2023



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

Industry Acclaim: 2023



Storage Product of the Year:
InfiniBox™ SSA II “Gold Winner”
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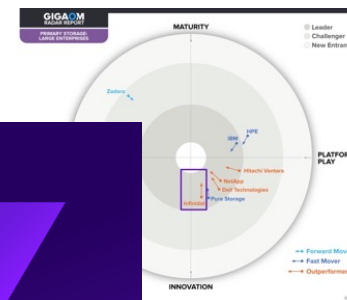


INFINIDAT

“Storage at its best.”

Storage Engineer, Healthcare & Biotech | InfiniBox™ SSA

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and an Outperformer
for primary storage for
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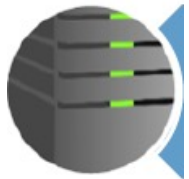


One of the 2023 Power 500
software companies



The Keys To Dramatic Savings

IDC Business Value Methodology



IDC conducted detailed research exploring the financial value and benefits for enterprises of the InfiniBox platform



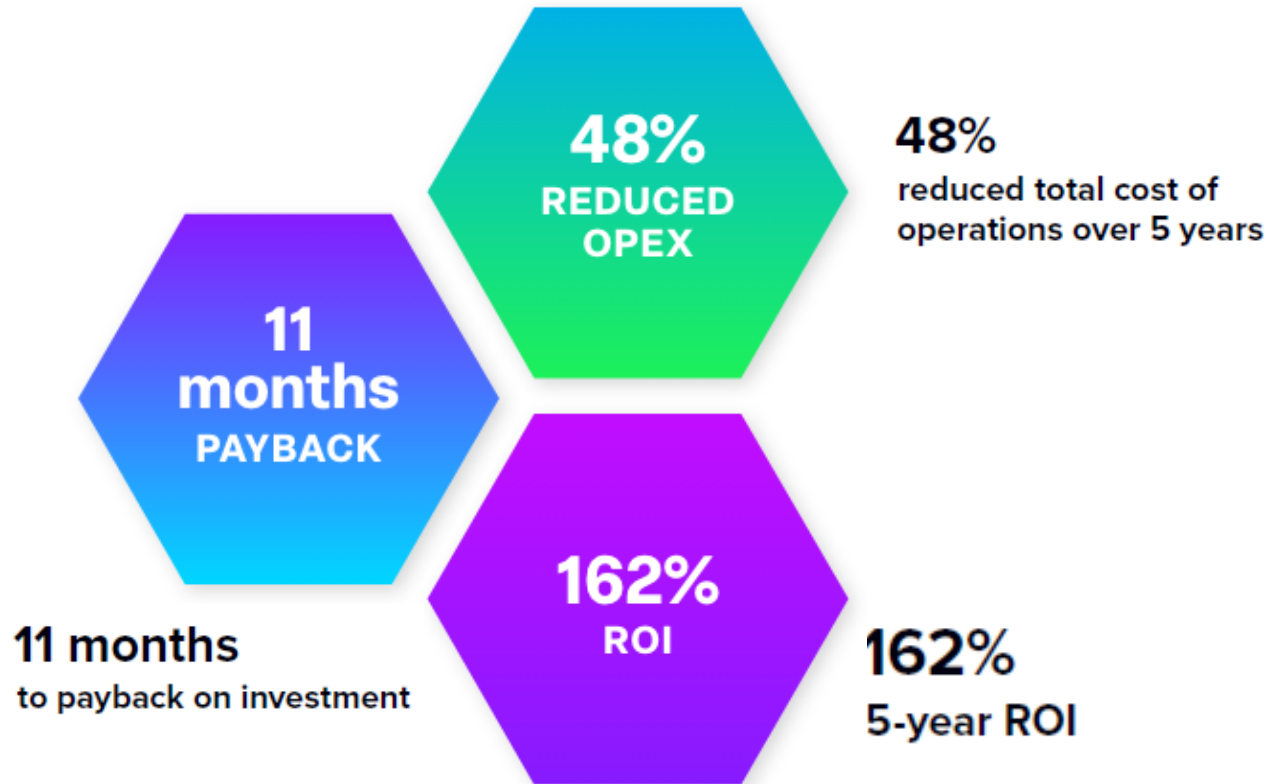
In-depth interviews with executives at InfiniBox enterprise customers that have experience with and knowledge of the financial benefits and value



IDC created a model that demonstrates the financial value and costs for enterprises utilizing the InfiniBox platform



Key Economic Impacts



InfiniBox Platforms Yield Incredible Financial Benefit

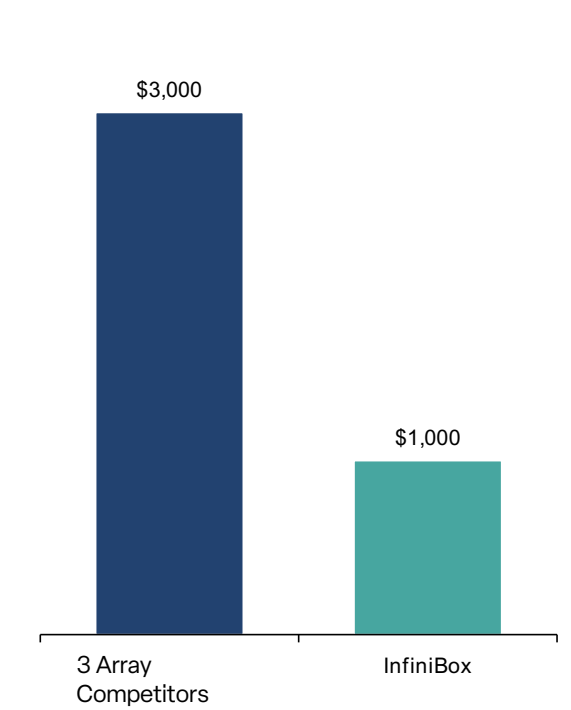
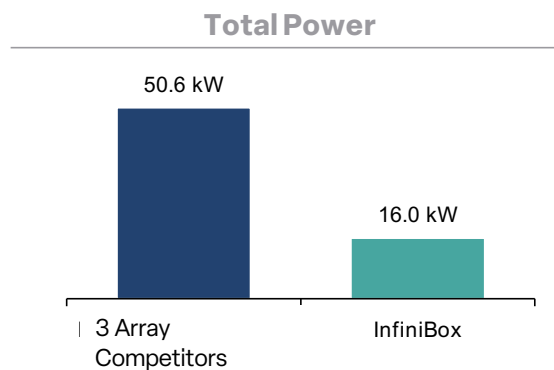
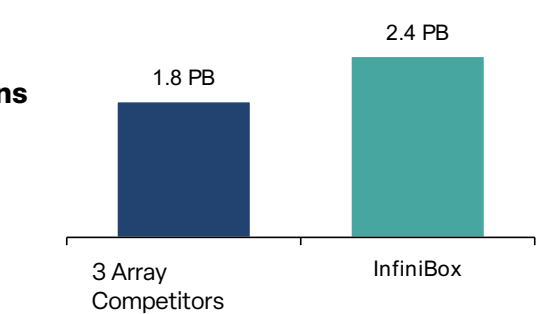
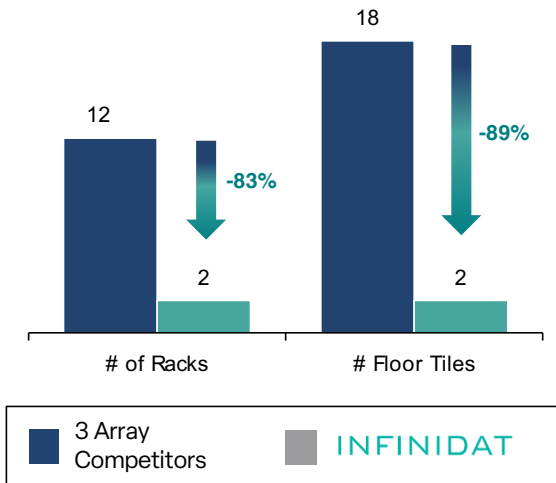
- \$20B Retailer replaced 24 arrays from 3 different competitors with 4 InfiniBoxes
- \$10M first year CAPEX and OPEX savings
- Consolidated competitive arrays to provide flexibility, scalability, application performance, and ease-of-use

Data Center Floor Space

Usable Capacity

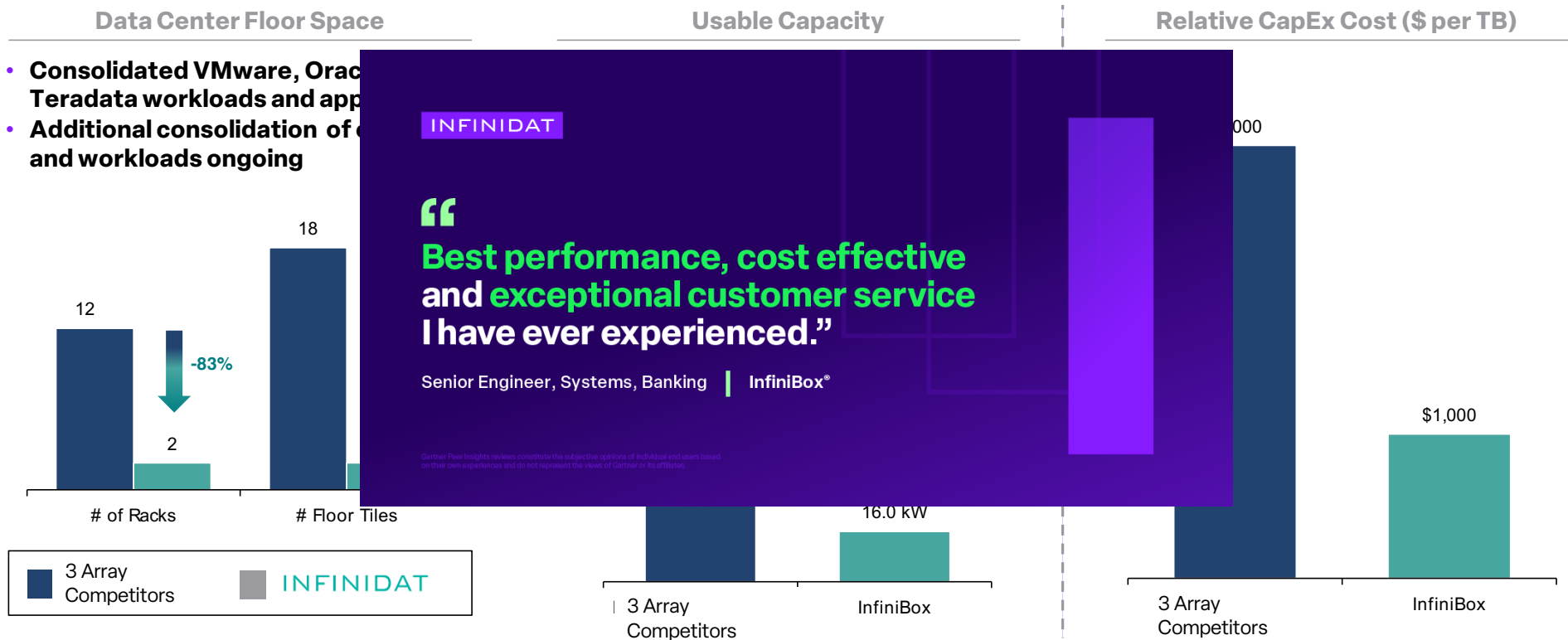
Relative CapEx Cost (\$ per TB)

- Consolidated VMware, Oracle, SQL, and Teradata workloads and applications
- Additional consolidation of other applications and workloads ongoing



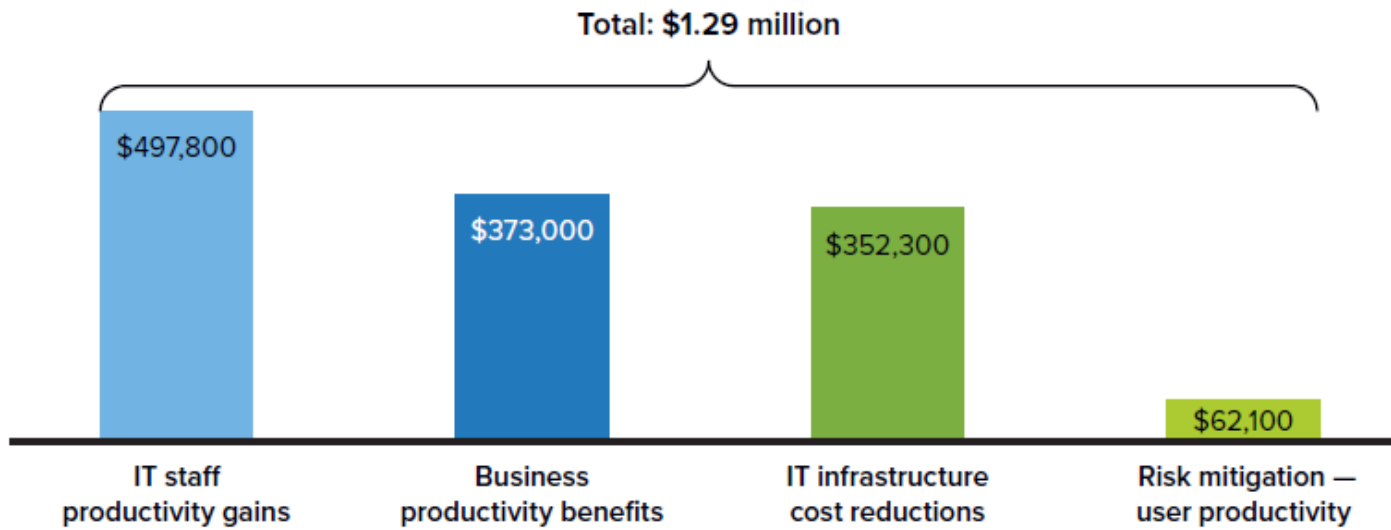
InfiniBox Platforms Yield Incredible Financial Benefit

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Key Findings

Annual Average Benefits Per Organization

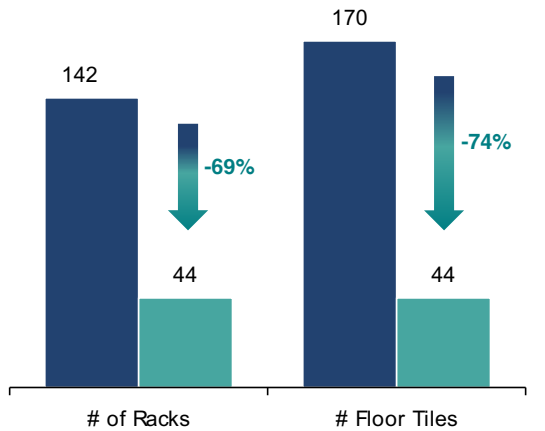


InfiniBox Platforms Yield Incredible Financial Benefit

- Fortune 200 Financial Services replaces >100 competitor arrays with 48 InfiniBoxes and 6 InfiniBox SSAs
- CAPEX savings of \$61M
- In process of replacing an additional >100 PB of competitors' arrays and purpose-built-backup-appliances

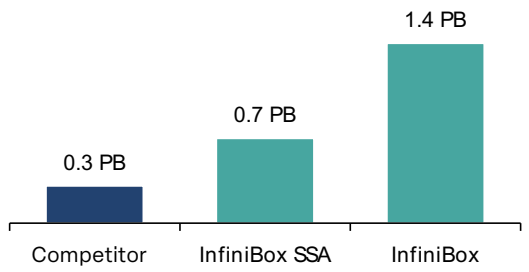
Data Center Floor Space

- Fortune 200 Financial Services
- Consolidating VMware, Oracle, SQL, and custom financial applications and workloads

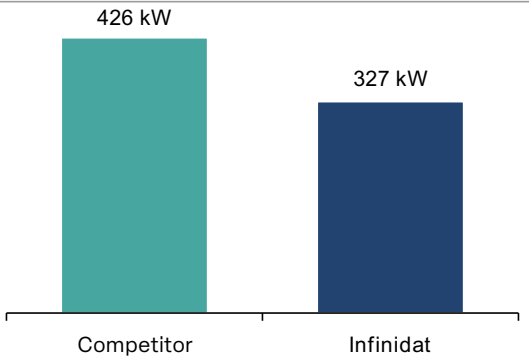


Note: Competitor system consists of 7 racks
 1. Competitor's racks deliver total power of 21 kW and total usable scale of 2 PB

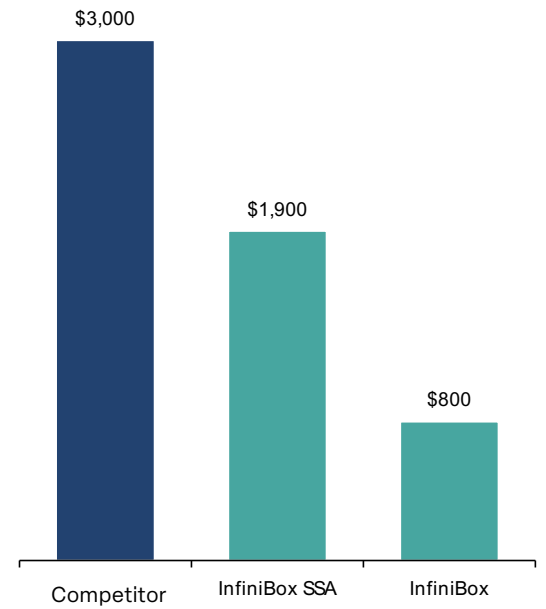
Usable Capacity per Rack¹



Total Power



Relative CapEx Cost (\$ per TB)



Enterprise 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”*

Enterprise Customer Results

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Fortune 500 H

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Fortune 500 F

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Maintenance
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INFINIDAT



It gave us the performance, the capacity, the reliability and the service wrapped around it. Just not having to choose to discard one of those and still be able to get ROI, great value and really high performance... I'd never had that in my career!"

Phil Buckley-Mellor, Core Infrastructure Product Owner, BT TV

InfiniBox

x SSA

uard

rmaceutical

for the customer with

lthcare

seen 40 percent
the board with InfiniBox.

In one test, there was an **812% improvement**
— from 85 minutes to 10 minutes”

Critical Capabilities that Lead to Savings

- Storage Consolidation
- Single Software Defined Architecture on All Platforms
- Autonomous Management Automation Management
- All Inclusive Licensing
- Very High Performance
- 100% Availability
- “Set it and Forget it” Operations and Management
- White Glove Support and Service
- Cyber Storage Resilience
- Cloud and Data Center AIOps Integration
- Comprehensive Enterprise Feature Set
- Guaranteed SLAs for 100% availability, performance, and cyber storage resilience



IDC Survey Customer Comments

INFINIDAT

“
The biggest benefit is the ease of management. It just runs, and it's extremely reliable. We found basically everything the Infinidat InfiniBox sales team pitched to us was true. **It works as advertised, which is huge.**”

| North American Professional Services

Source: IDC White Paper, Sponsored by Infinidat, The Business Value of Efficient Storage, Doc. #D164979202, February 2023

INFINIDAT

“
We learned that this system will take whatever we throw at it with very rare exceptions.”

| EMEA Retail

Source: IDC White Paper, Sponsored by Infinidat, The Business Value of Efficient Storage, Doc. #D164979202, February 2023

INFINIDAT

“
The benefit for us is ease of use and superior support. We have had these for around 6 years, and we've had 0 incidents. **The platform is exceedingly simple to manage.**”

| EMEA Retail

Source: IDC White Paper, Sponsored by Infinidat, The Business Value of Efficient Storage, Doc. #D164979202, February 2023

INFINIDAT

“
The capacity-on-demand model made it extremely **easy to augment our capacity** earlier this year, and it was much easier than before. Their support organization has been wonderful so far. We estimated at the time when we were pitching the proposal that **we projected saving \$3 million over 5 years.**”

| North American Professional Services

Source: IDC White Paper, Sponsored by Infinidat, The Business Value of Efficient Storage, Doc. #D164979202, February 2023

INFINIDAT

“
We see more effective business operations because we have a much quicker time-to-market. People don't need to wait because we are much more flexible.”

| EMEA Retail

Source: IDC White Paper, Sponsored by Infinidat, The Business Value of Efficient Storage, Doc. #D164979202, February 2023

INFINIDAT

“
We were able to do other projects as a result of doing less management. It shortened our implementation time, for example, on data protection modernization initiatives.”

| North American Professional Services

Source: IDC White Paper, Sponsored by Infinidat, The Business Value of Efficient Storage, Doc. #D164979202, February 2023

Executive Summary



Business Value White Paper, sponsored by Infinidat
FEBRUARY 2023

Business Value Highlights

↑ **162%**
5-year ROI

→ **11 months**
to payback

↓ **48%**
less storage
operations costs

↑ **54%**
quicker storage
upgrades

↑ **55%**
more efficient
storage performance
monitoring team
productivity

↑ **70%**
help desk time saved

↑ **49%**
improved backup time

↑ **89%**
improvement in
unplanned downtime

↑ **19%**
faster time to market

Executive Summary



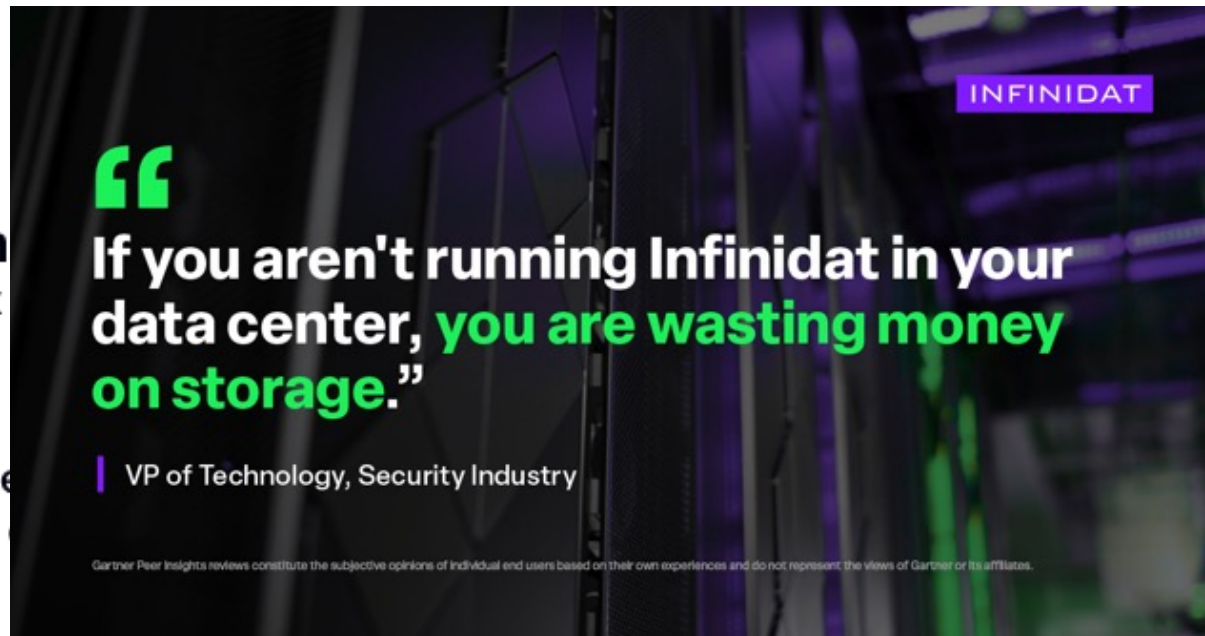
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Infinidat Drives Dramatic Storage Infrastructure Savings

162%
5-year ROI

48%
Reduced
OPEX

51%
More efficient
storage
management

11 Month
Payback in
11 months



[May 10 at 2pm CET](#)
[May 10 at 1pm ET/10am PT](#)



[On-demand](#)

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

The End Users Have Spoken



All Categories > Primary Storage > Infinidat > InfiniBox



InfiniBox Reviews

by Infinidat in Primary Storage

4.9 ★★★★★ 444 Ratings

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



As of Apr 19, 2023

NEWEST Gartner Customer Peer Insights

INFINIDAT

“
Infinidat **World Class.**”

Storage Consultant, Banking | InfiniBox™

INFINIDAT

“
InfiniBox is a **fast, feature-rich solution** that
has brought **stability** to our environment.”

Principal IO Engineer, Healthcare & Biotech | InfiniBox™ SSA

INFINIDAT

“
Infinidat is the **Golden Standard**
for Enterprise Storage.”

Storage Operations Supervisor, Banking | InfiniBox™

NEWEST Gartner Customer Peer Insights

INFINIDAT

“
Infinidat World Class.”

Storage Consultant, Banking | InfiniBox™

INFINIDAT

“
Storage at its best.”

Storage Engineer, Healthcare & Biotech | InfiniBox™ SSA

INFINIDAT

“
InfiniBox is a fast, feature-rich solution that has brought stability to our environment.”

Principal IO Engineer, Healthcare & Biotech | InfiniBox™ SSA

INFINIDAT

“
5 Stars for this product.”

Storage Engineer, Finance | InfiniBox™

INFINIDAT

“
Infinidat is the Golden Standard for Enterprise Storage.”

Storage Operations Supervisor, Banking | InfiniBox™

INFINIDAT

“
Price it, POC it, Purchase it.”

Cloud Engineer, Healthcare & Biotech | InfiniBox™ SSA

NEWEST Gartner Customer Peer Insights

INFINIDAT

“
Infinidat World Class.”

Storage Consultant, Banking | InfiniBox*

INFINIDAT

“
Storage at its best.”

Storage Engineer, Healthcare & Biotech | InfiniBox™ SSA

INFINIDAT

“
Why can't all our vendors be more like Infinidat?”

Systems Admin, IT Services | InfiniBox*

INFINIDAT

“
InfiniBox is a fast, feature-rich solution that has brought stability to our environment.”

Principal IO Engineer, Healthcare & Biotech | InfiniBox™ SSA

INFINIDAT

“
5 Stars for this product.”

Storage Engineer, Finance | InfiniBox*

INFINIDAT

“
Best in class storage.”

Principal System Engineering, Banking | InfiniBox*

INFINIDAT

“
Infinidat is the Golden Standard for Enterprise Storage.”

Storage Operations Supervisor, Banking | InfiniBox*

INFINIDAT

“
Price it, POC it, Purchase it.”

Cloud Engineer, Healthcare & Biotech | InfiniBox™ SSA

INFINIDAT

“
Exceptional high-performance array and great support team. Great communication and service has been top notch.”

Principal IO Engineer, Healthcare & Biotech | InfiniBox™ SSA



Thank you

IDC Business Value – Information Links

IDC Business Value White Paper: The Business Value ...

PDF

IDC Business Value Snapshot Infographic: Business Value...

PDF

IDC Executive Summary: The Business Value of Infinidat...

PDF

Webinar: Infinidat InfiniBox Storage: Business Value in the Digital Era

Speakers: Eric Herzig (Chief Marketing Officer), Dave Pearson (Research VP for Infrastructure IDC)

DIGITALISATION WORLD INFINIDAT

Phil Alsop (Editor), Eric Herzog (Chief Marketing Officer)

Webinar: Under Pressure: The Business Case for Better Enterprise Storage

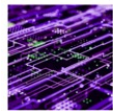
May 10 | 1 PM ET - 10 AM PT



Press Release: Infinidat Provides Super... [🔗](#)



Blog Post: Infinidat's Storage Solution ... [🔗](#)



Infinidat's Impact on IT Infrastructure Cost Reductions

Recently, IDC, the premier global provider of market intelligence, conducted a detailed survey and analysis of enterprise end users in North America...

Date: April 20, 2023 By: Tim Dales

[Read More](#) →

THE BUSINESS CASE FOR INFINIDAT INFINIBOX STORAGE

The Study

Demographics of Interviewed Organizations	Average	Range	Median
Number of employees	380 to 100,000	100 to 2,500	2,500
Number of IT staff	70 to 1,000	15 to 250	250
Number of external customers	200 to 10,000	10 to 1,000	1,000

THE FINANCIAL IMPACT OF INFINIDAT STORAGE

Executive Summary

Business Value Highlights:

- 162% 5-year ROI
- 11 months to payback an investment
- 54% quicker upgrade
- 49% improved backup time
- 86% cost savings

Speaker Bureau

CIO OVER EDITION

Topics of Choice – not listed by the below

How You Can Get Dramatic Savings in a Turbulent Economy

Infinidat is here to help you make our joint end users succeed. We invite you to have us on an end user webinar, seminar, or other demand generation event to showcase our award-winning enterprise storage platforms and solutions that achieve unmatched performance, availability, cyber storage resilience, and tremendous economics of enterprise scale.