INFINIDAT

The Standard in Enterprise Storage

Infinidat - Optimizing Your Cloud Environments

Eric Herzog

CMO - Infinidat

January 2024

eherzog@infinidat.com

@zoginstor

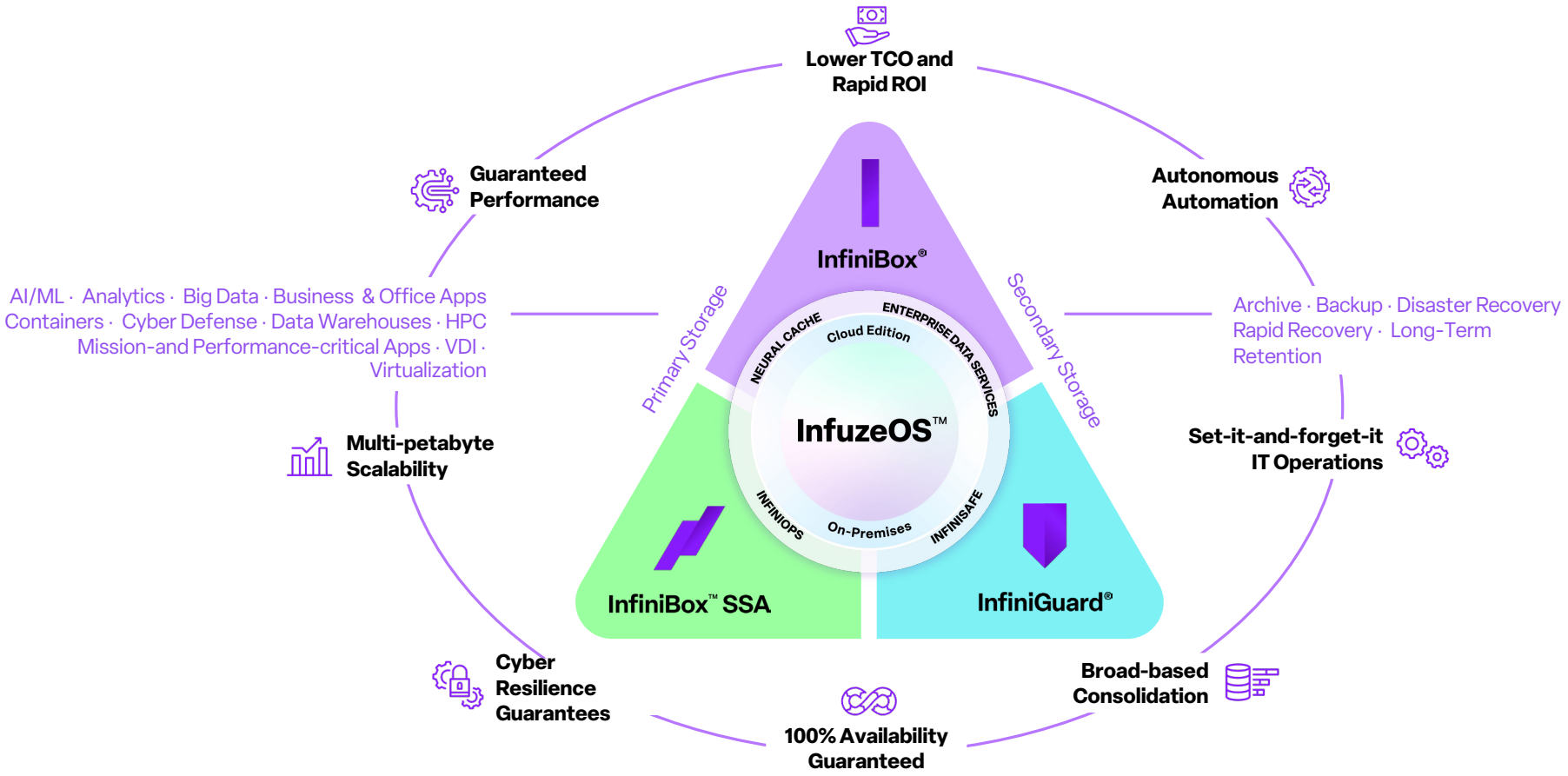
11mo
Payback in 11 months

48%
Reduced overall OPEX

3x
Less Power Consumption

51%
Reduction in storage management

One SDS Architecture, All Platforms



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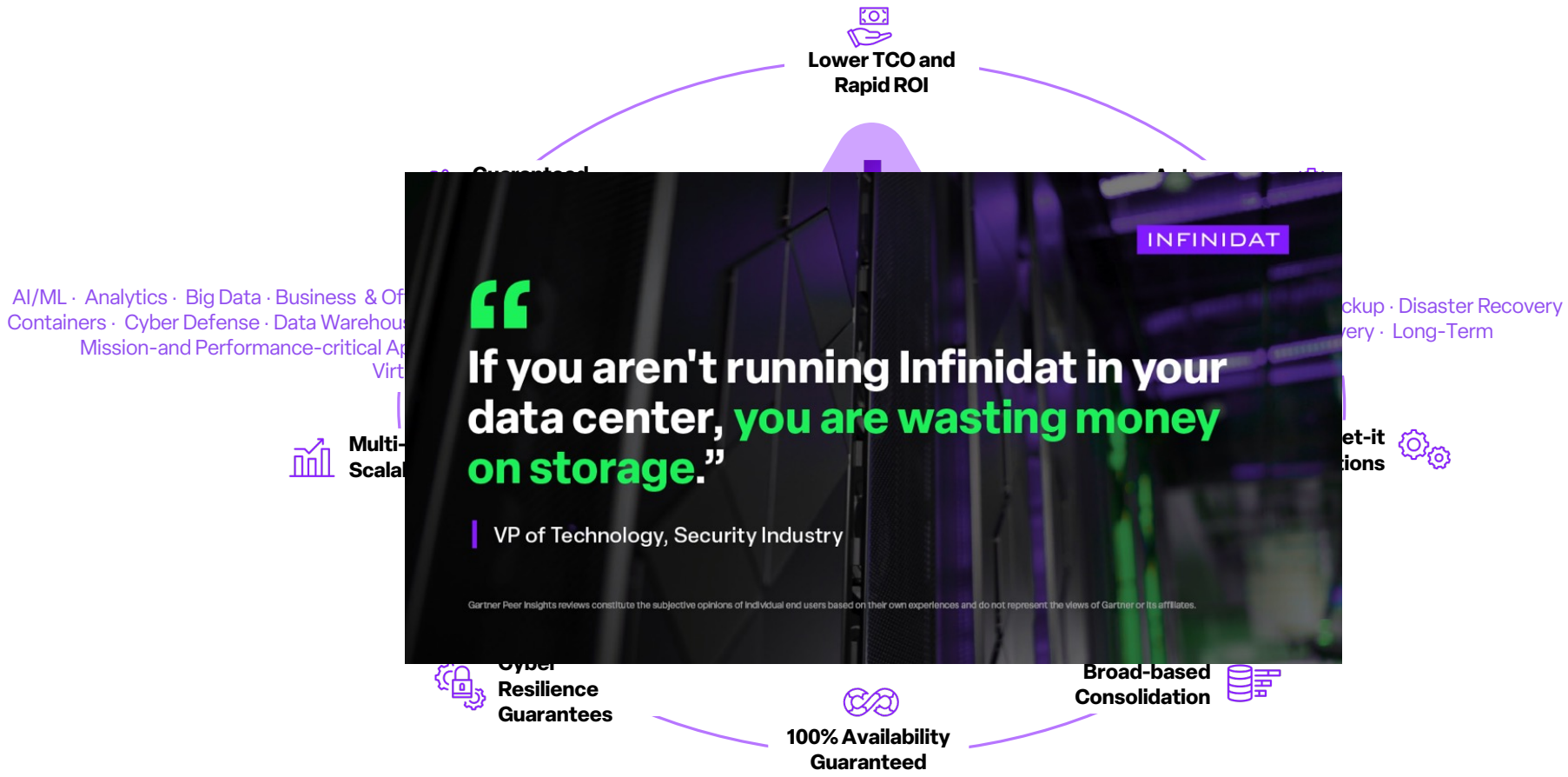

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Industry Acclaim: 2023

Leader in the 2023 Gartner Magic Quadrant for Primary Storage (2023, 2022, 2021, 2020, 2019, 2018)

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

Winner for Storage Optimization Company of the Year and Runner-up in 3 categories – Editor's Choice – Product award, Performance Storage Vendor of the Year, and Storage Innovators award.

Gartner Peer Insights Customers' Choice for Primary Storage based on reviews & ratings of end-users

Storage Product of the Year: InfiniGuard® "Gold Winner" for "Top Backup and Disaster Recovery Services"

2023 GigaOm Sonar for Ransomware Protection - "Leader" and "Fast Mover" for Block and File Storage

Winner for AI/Machine Learning Data Protection Innovation of the Year
Runner up in 5 categories -
Storage Company of the Year
Vendor Channel Program of the Year
Cloud Security Innovation of the Year
Business Continuity/Disaster Recovery Innovation of the Year
Backup/Archive Innovation of the Year

2023 Tech Innovator Awards Finalist- InfiniBox

Mitch Diodato Named a 2023 CRN Channel Chiefs

One of the Power 500 Software Companies of 2023

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

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

One of CRN's 50 Coolest SDS Vendors for Second Consecutive Year

2023 Storage 100

Named a Leader and an Outperformer in Primary Storage for large enterprises

Most Innovative Hyperscalar Implementation

Flash Memory Summit - Most Innovative Hyperscalar Implementation

One of the Top 50 Executive Teams and Top 50 Marketing Teams in the World , 2023

Lynsy Calvario Named as a 2023 CRN - Women of the Year Rising Star Finalist

Eric Herzog Named One of the Top 10 CMOs of 2023

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Storag… Year …ll "G… "B… St…

WINNER SDC AWARDS 2023

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Runner up in 5 categories -
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THE CHANNEL CO. CRN TECH INNOVATORS FINALIST 2023

2023 Tech Innovator Awards Finalist- InfiniBox

THE CHANNEL CO. CRN CHANNEL CHIEFS 2023

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Top 5 High-end Storage Arrays in the World

Second Consecutive Year

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CRN WOMEN OF THE YEAR AWARDS GALA 2023

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Infinidat's Cloud Strategy

- Empower customers to achieve data sovereignty
- Seamless integration between on-premises and cloud deployments
- Enterprise-class data services
- Enterprise and Cloud Application, Workload and Use Case support
- Any cloud approach – public, private, hybrid, multi
- Any financial approach – full CAPEX to full OPEX
- Guaranteed SLAs
  - 100% Availability
  - Performance
  - Cyber Storage Resilience and Recovery

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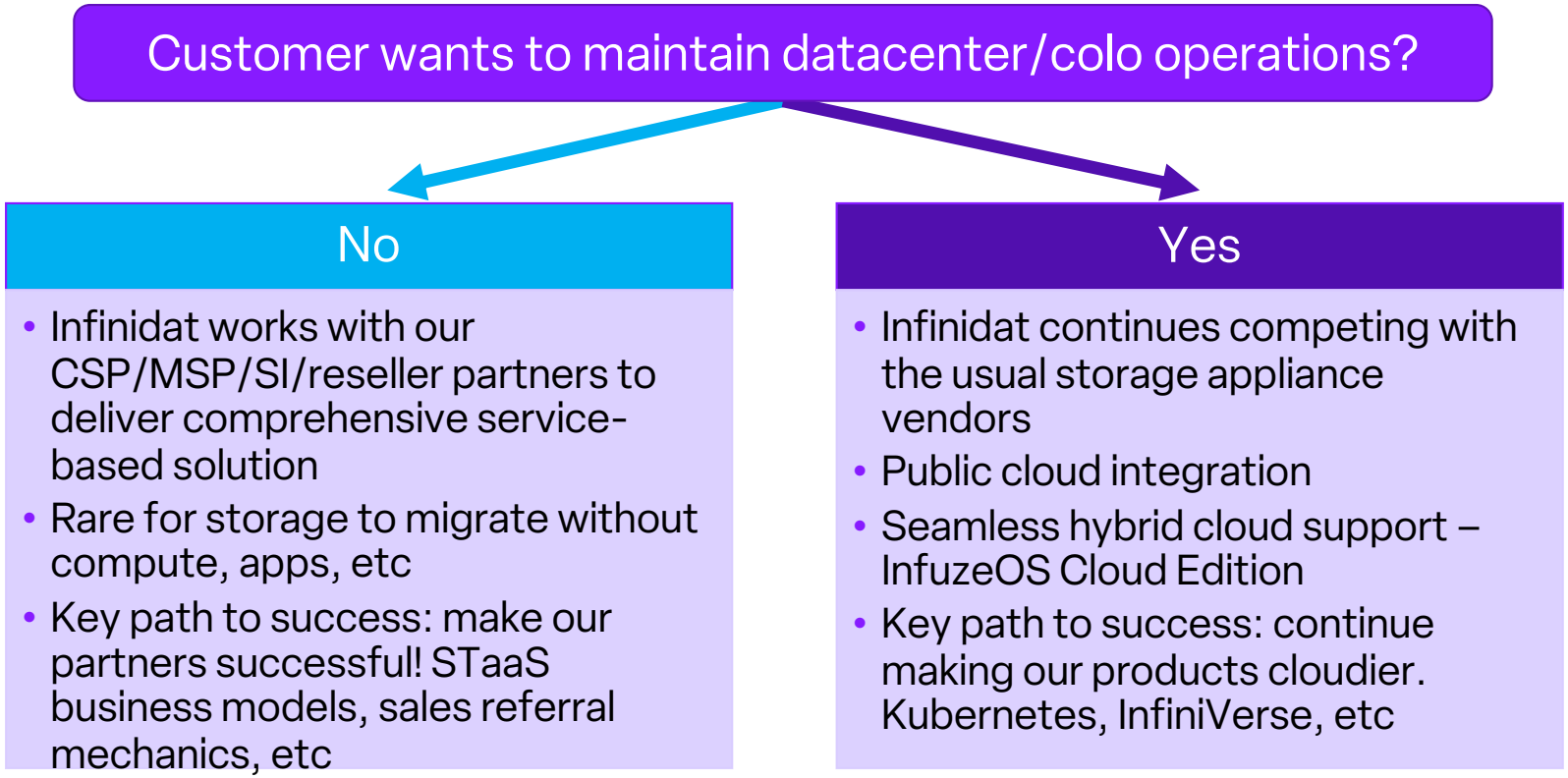
Public Cloud, Private Cloud or Hybrid Cloud? All Three!



“Cloud is an operating model, not a destination”

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Infinidat Cloud Design Principles

True Flexibility

Multi-cloud makes the clouds compete for your business

Guaranteed SLAs

100% availability guarantee, performance guarantee, cyber storage resilience and recovery guarantee

Tier 1 Features

Enterprise class snapshots, replication, seamless hybrid cloud integration

Easy to Manage

REST API, intuitive GUI, simple CLI, InfiniVerse

Best TCO Value

Better economics than cloud object storage; make clouds compete for compute/network

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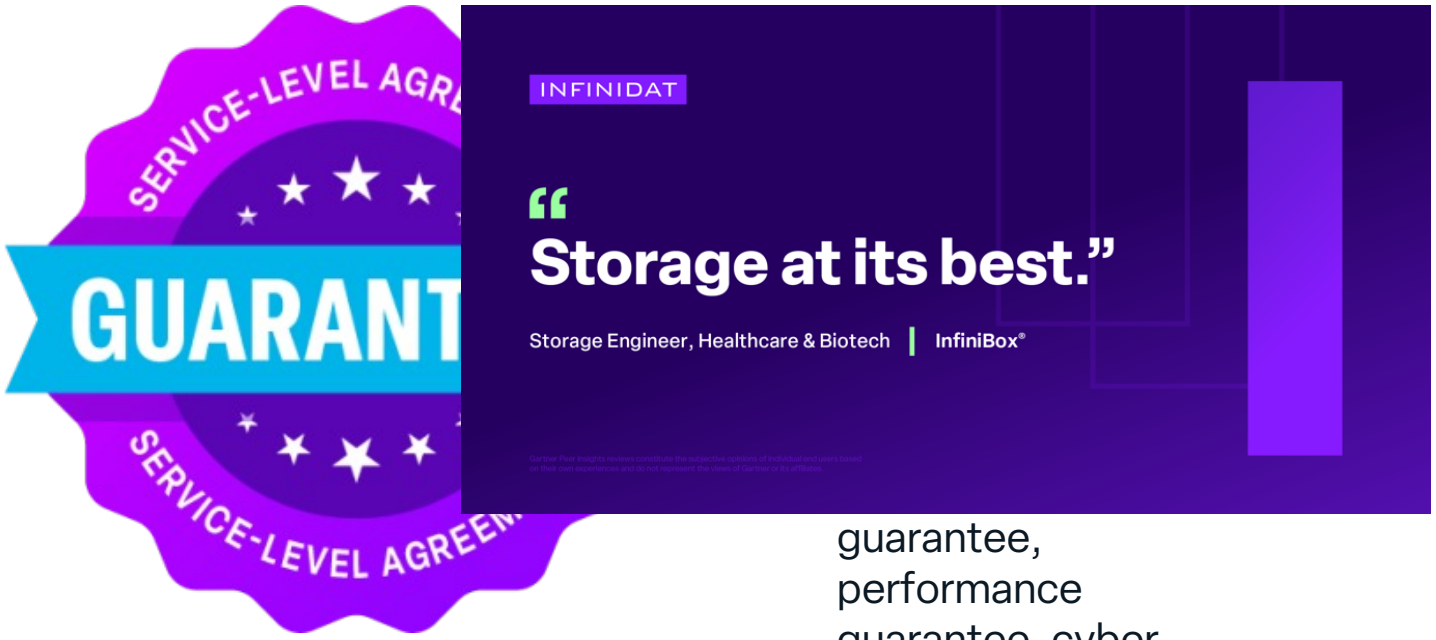

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Infinidat Cloud Customer Experience

Infinidat STaaS = AIOps + FLX

(or Elastic – cloudlike pricing)

Neural Cache

Intelligence inside the box

- Eliminate administrative tasks
- Optimize performance, data placement

InfiniVerse

AIOps outside the box

- Engage with full Infinidat install base
- Monitoring, insights, best practices, recommendations

Ecosystem

ServiceNow, Virtana, BMC, …

- Multi-vendor mapping, monitoring, automation
- Centralized logs/alerts, troubleshooting assistance

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Enabling Cloud Technologies

- Emerging orchestration standard for private and public cloud workloads
- Container Storage Interface (CSI) integration tested with major k8s flavors:
  - Red Hat OpenShift
  - VMware Tanzu Kubernetes Grid
- REST API for automation, Ansible playbooks, etc

- Standard enterprise private cloud building block
- Extensive integrations:
  - VMware Cloud Foundation (VCF) – Principal Storage use
  - vRealize: Operations (vROps), Log Insights
  - vSphere – VASA, vVols, Metro Storage Cluster (vMSC)
  - Site Recovery Manager
  - vCenter – Host PowerTools for VMware

- Original “DIY” private cloud approach popular with telcos
- Cinder – block storage integration
- Manila – file storage integration
- Red Hat OpenStack Platform & IBM PowerVC validated
- Contributor since 2016

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Enabling Cloud Technologies

kubernetes

- Emerging orchestra
  standard for private
  public cloud worklo
- Container Storage
  Interface (CSI) integ
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  flavors:
  - Red Hat OpenShift
  - VMware Tanzu Kube
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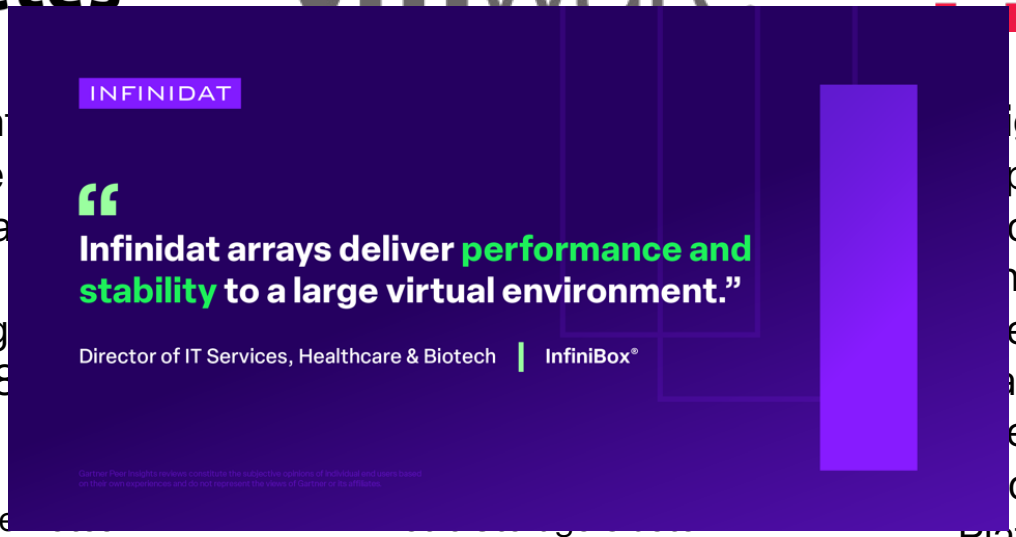

vmware®

(vMSC)
- Site Recovery Manager
- vCenter – Host PowerTools
  for VMware

openstack.

iginal “DIY” private cloud
proach popular with
cos
nder – block storage
egration
nila – file storage
egration
d Hat OpenStack
Platform & IBM PowerVC
validated
- Contributor since 2016

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Best-in-class Container Integration

- Multiple InfiniBox systems
- Dynamic provisioning
- Raw block
- Cloning
- Resize
- Snapshots
- Restore
- Import
- FC / iSCSI / NFS, including multi-writers
- Helm
- OpenShift Operator

- InfiniBox CSI Driver User Guide

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The Foundation of Fortune 500 Telco Cloud

- 100% of private cloud storage runs on Infinidat
- Selling enterprise cloud services running on Infinidat storage
- 122 Infinidat systems deployed across hundreds of workloads
- ~$125M storage CAPEX savings, plus significant OPEX savings
- Displaced >100 competitive storage arrays - IBM SVC, HPE EVAs, HPE XP, Dell EMC VMAX and DMX, VNX-backed vBlocks
- Significant reduction in storage management time
  - Reduced storage FTEs to 4 from previous 15 to manage their older storage configuration
- Moving to 100% Infinidat for core backend infrastructure

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Cloud Provider Use Cases

- Storage-as-a-Service
- Disaster Recovery-as-a-Service
- Backup-as-a-Service
  - Veeam
  - Commvault
  - IBM Protect
  - Veritas
  - Zerto
  - Others
- Private Cloud-as-a-Service
- Infrastructure-as-a-Service
- Platform-as-a-Service
- Managed Healthcare-as-a-Service
- Database-as-a-Service
  - Oracle
  - SQL
  - SAP Hana

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- Private C
- Infrastructure-as-a-Service
- Platform-as-a-Service
- Managed Healthcare-as-a-Service

“The uptime, availability, performance, ease of administration, and flexible consumption models that Infinidat delivers are unmatched compared to any of the arrays we had run previously. With Infinidat, we’re able to operate our cloud services business more cost-effectively and with substantially more confidence.”

Ryan Walker
CIO
Net3 Technology

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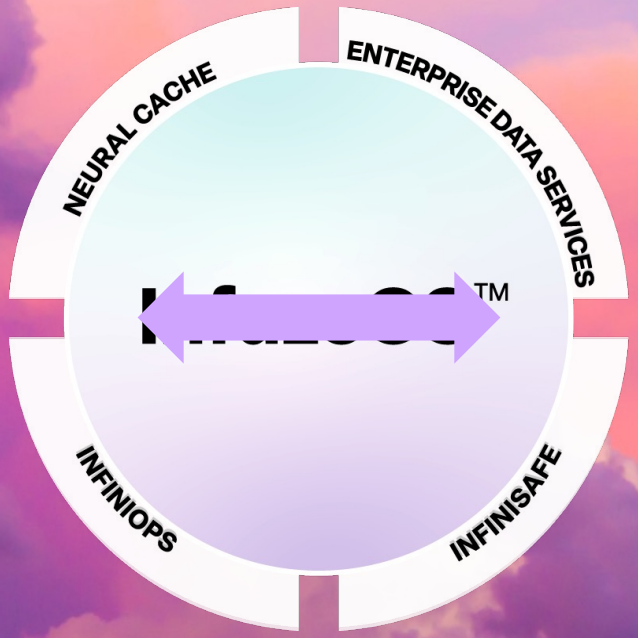
Infinidat Expanding to the Public Cloud

InfuzeOS and InfuzeOS Cloud Edition



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InfuzeOS Cloud Edition

- Functionally Equivalent to our On-Prem Offerings
- Enterprise Data Services
  - InfiniRAID
  - InfiniSafe
  - InfiniOps
  - Neural Cache
  - InfiniVerse
- Management
  - Same GUI/Same user experience/autonomous automation and “Set-it and Forget-it storage management
  - InfiniVerse – Our AIOps analytics
  - API's/CLI's – Same exact integrations
- Block and File
  - Ethernet-based protocols only

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"Infinidat's extension of its operating system to hybrid cloud environments with InfuzeOS Cloud Edition enables use cases that are primed for hybrid cloud storage, ranging from disaster recovery and backup to dev ops to burst capacity to cloud storage."

Dave Pearson
Research VP
IDC

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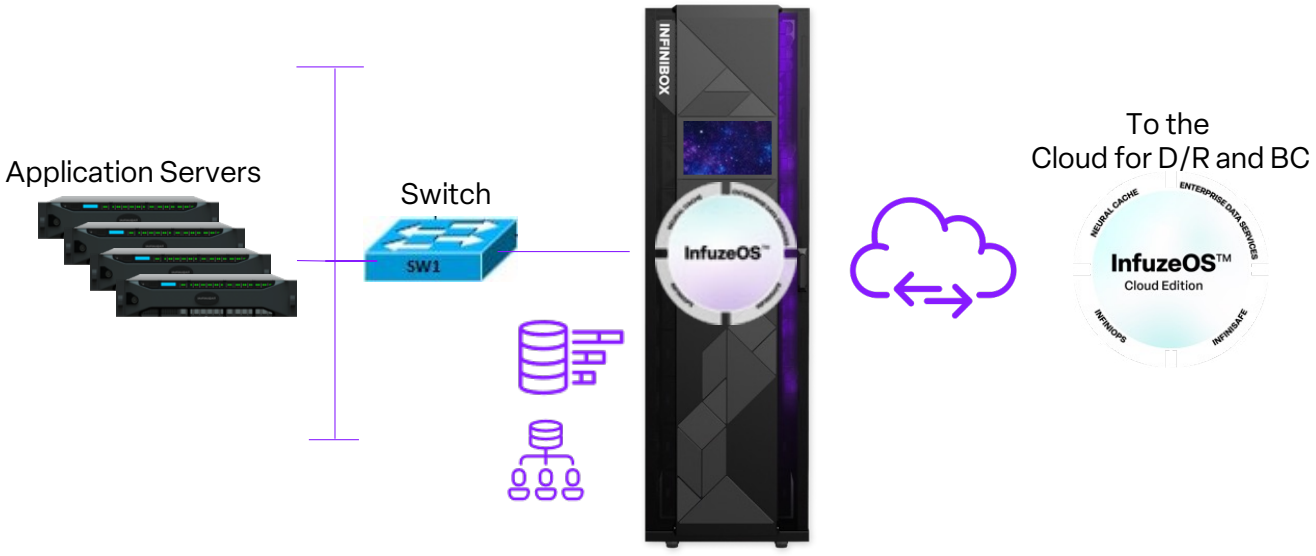
InfuzeOS Cloud Edition Use Case – Disaster Recovery and Business Continuity

- Cloud-based DR for InfiniBox and InfiniBox SSA II
  - Providing additional options for disaster recovery (D/R) and business continuity (BC)
  - Recover quickly from a disaster with reduced complexity
  - Workloads to one or more AWS Availability Zones



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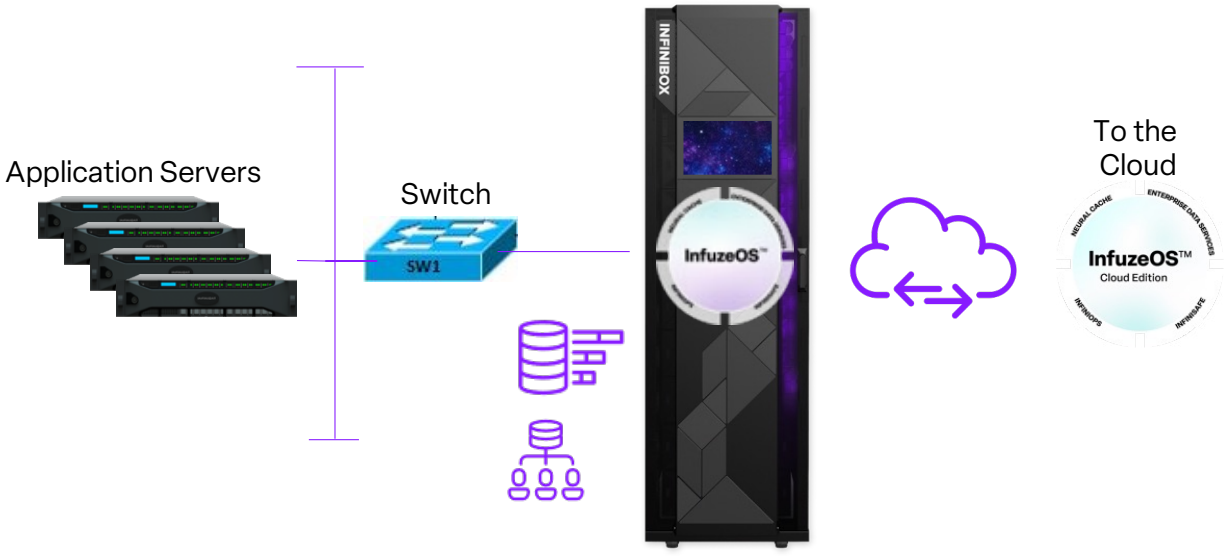
InfuzeOS Cloud Edition Use Case - Backup

- Cloud-based backup for on-prem InfiniBox and InfiniBox SSA II
  - Leverage backup partners to the cloud with InfuzeOS Cloud edition as a backup target
  - Send snapshots to the cloud or multiple AWS Availability Zones
  - Providing additional options for disaster recovery (D/R) and business continuity (BC)



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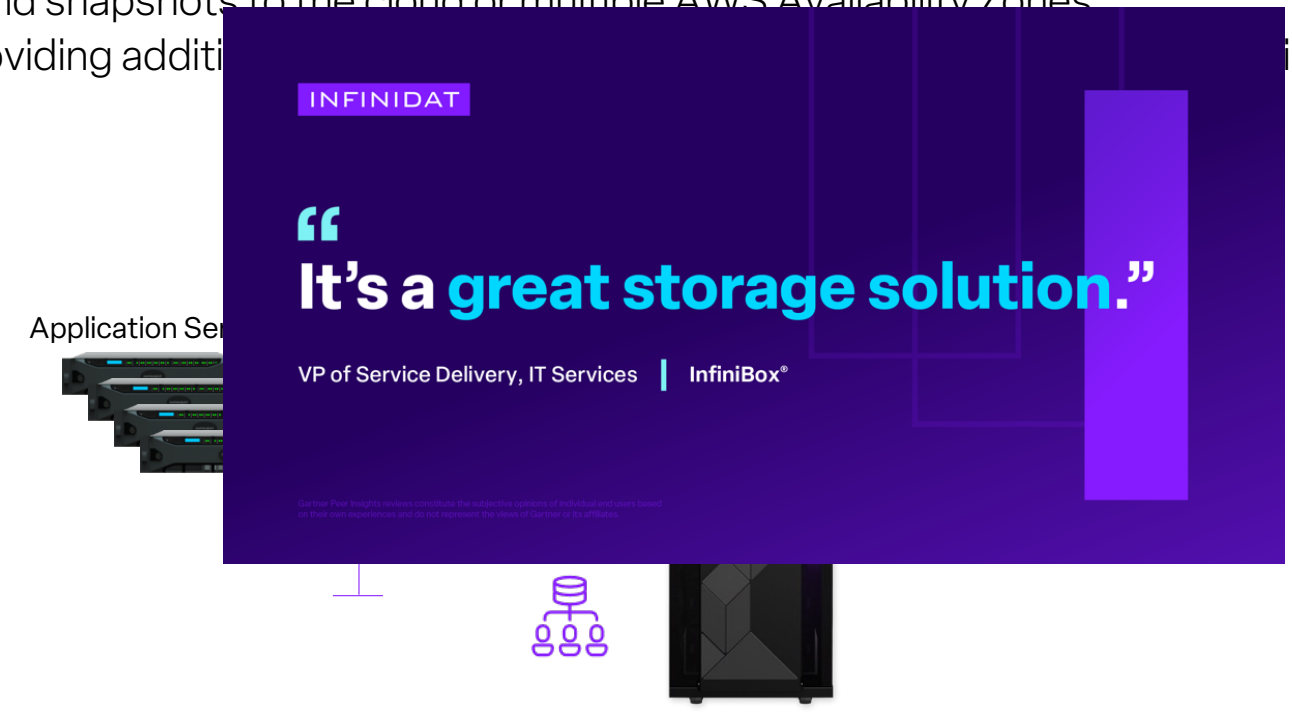

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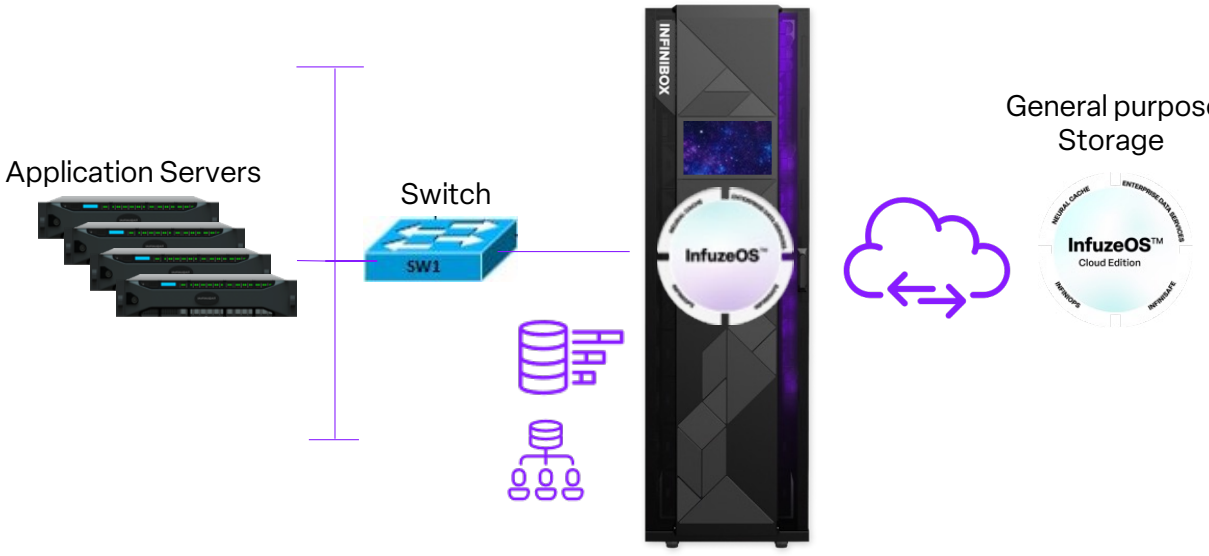
InfuzeOS Cloud Edition Use Case – General Storage

- General purpose cloud-based storage
  - Burst for capacity and or tiering
  - Provides enterprises with storage standardization from on-prem to cloud
  - Customers who prefer Infinidat InfuzeOS capabilities and APIs



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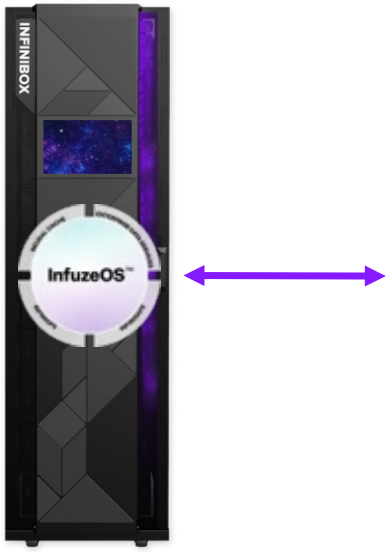
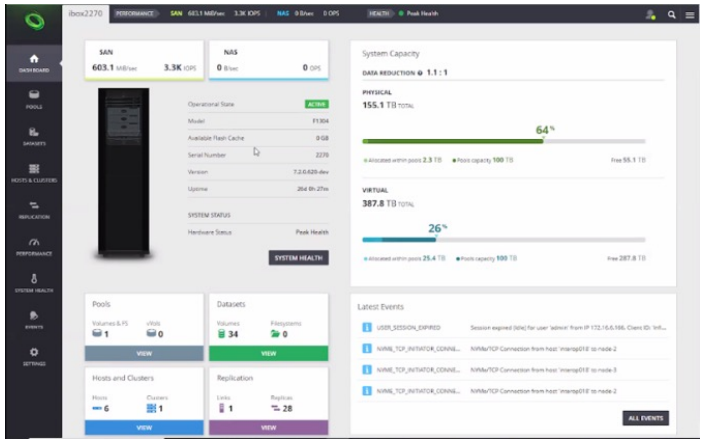
InfuzeOS Cloud Edition Use Case – Storage Standardization

- Cloud-based storage similar to on-prem storage
  - Storage admins have the same powerful InfuzeOS features of the DC, in the cloud
  - Storage standardization from on-prem to cloud
  - Reduce costs and complexity of storage management across all environments with InfiniOps





Same Experience from Core to Cloud

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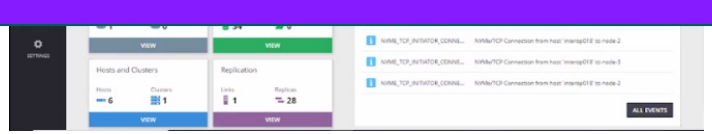
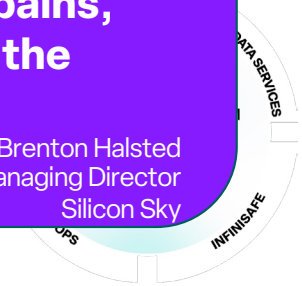
  - Redu
    Infi

“The nature of our IaaS offering means we have to manage a variety of storage tiers for our clients, and our existing solution did not cater to a multi-tenant environment, resulting in frustrations and creating complexities. As our business grew, this became more of an issue. The InfiniBox® enterprise storage system was the panacea to these pains, providing us with a single tier of storage giving all our customers the faster speeds and capacity required with our IaaS service.”

Brenton Halsted
Managing Director
Silicon Sky





Same Experience from Core to Cloud

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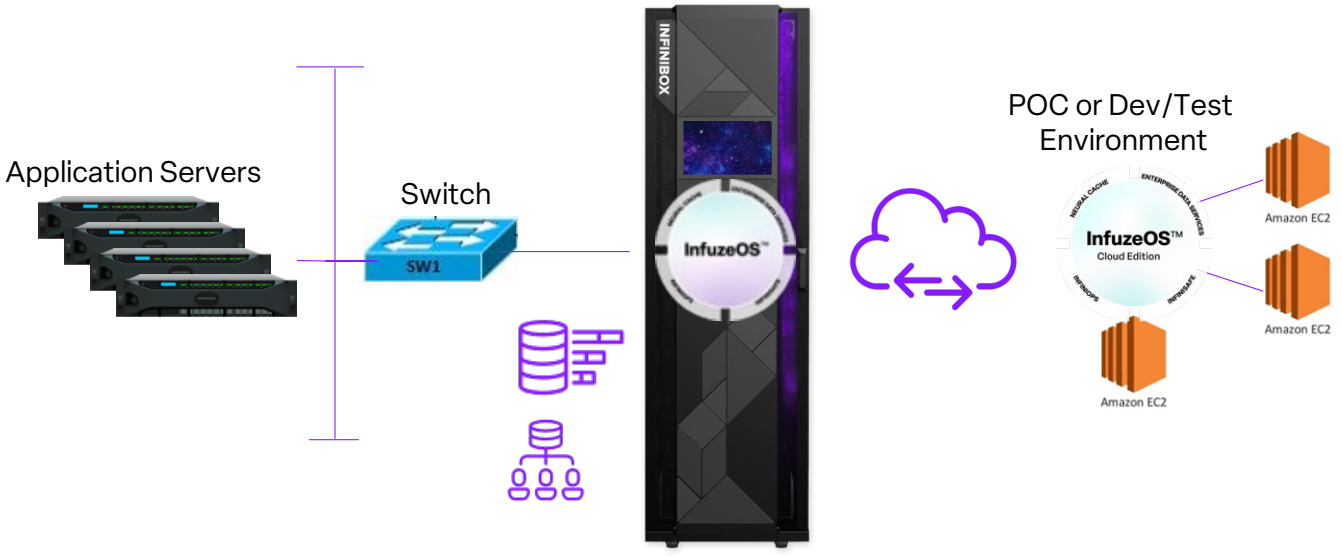
InfuzeOS Cloud Edition Use Case – Test/Dev/POC

- Functional Test/Dev/POC environment
  - Providing customers with internal, functional POCs
  - Test/dev capabilities on demand
  - Performance limited



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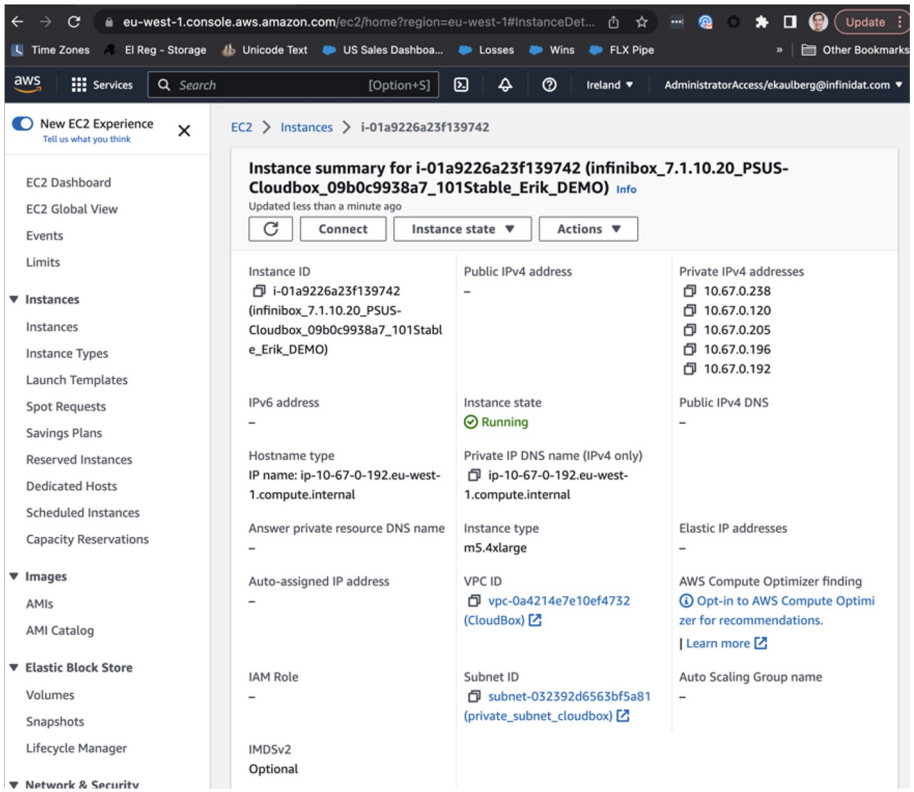
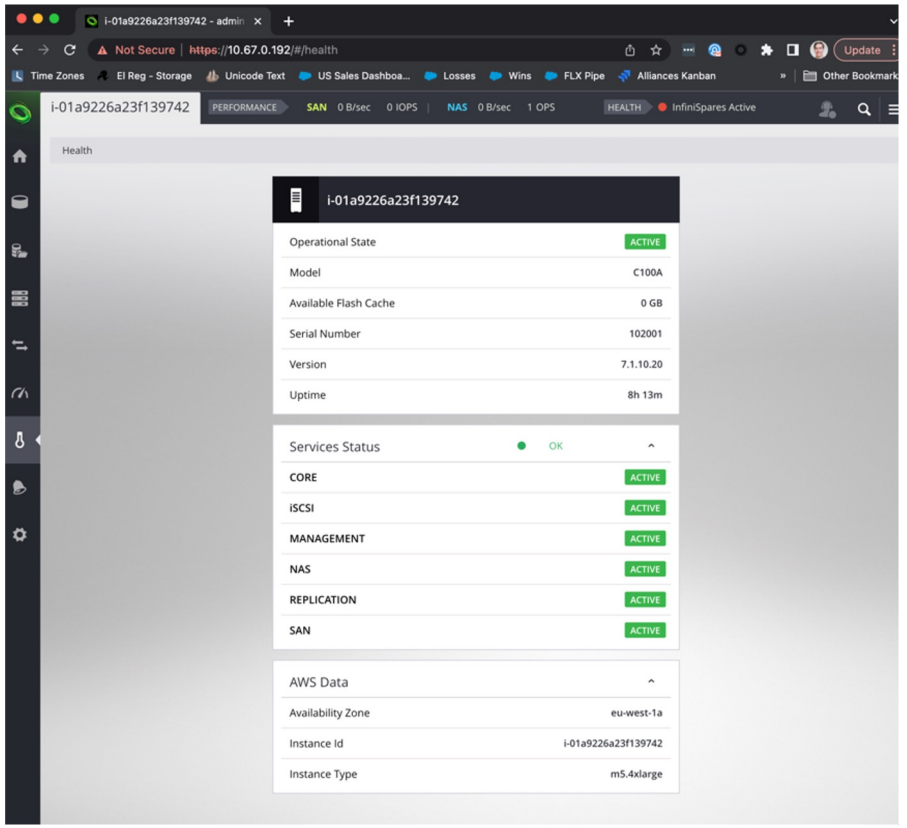
InfuzeOS Cloud Edition - Deployed Instance





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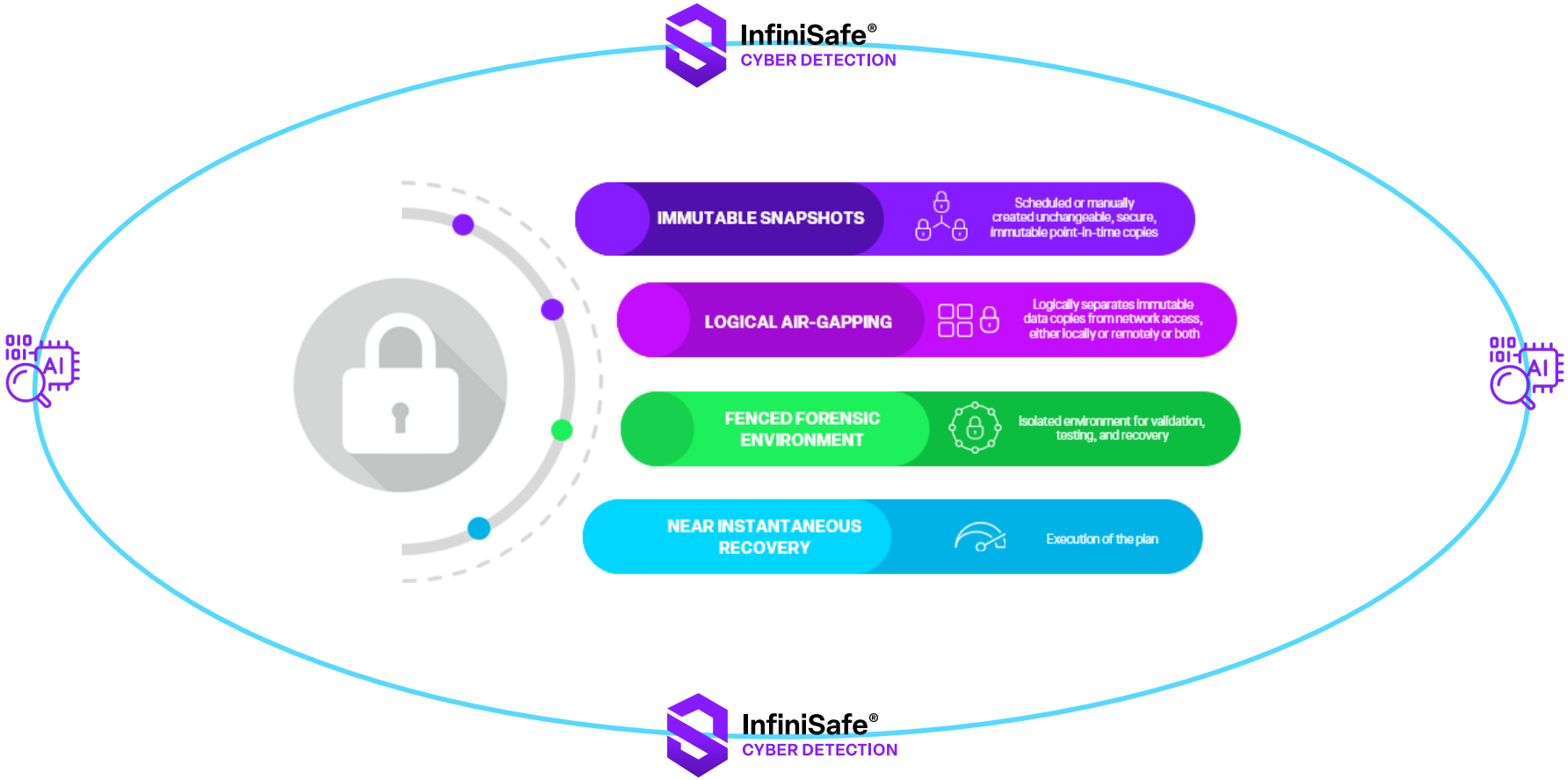
InfiniSafe Cyber Detection



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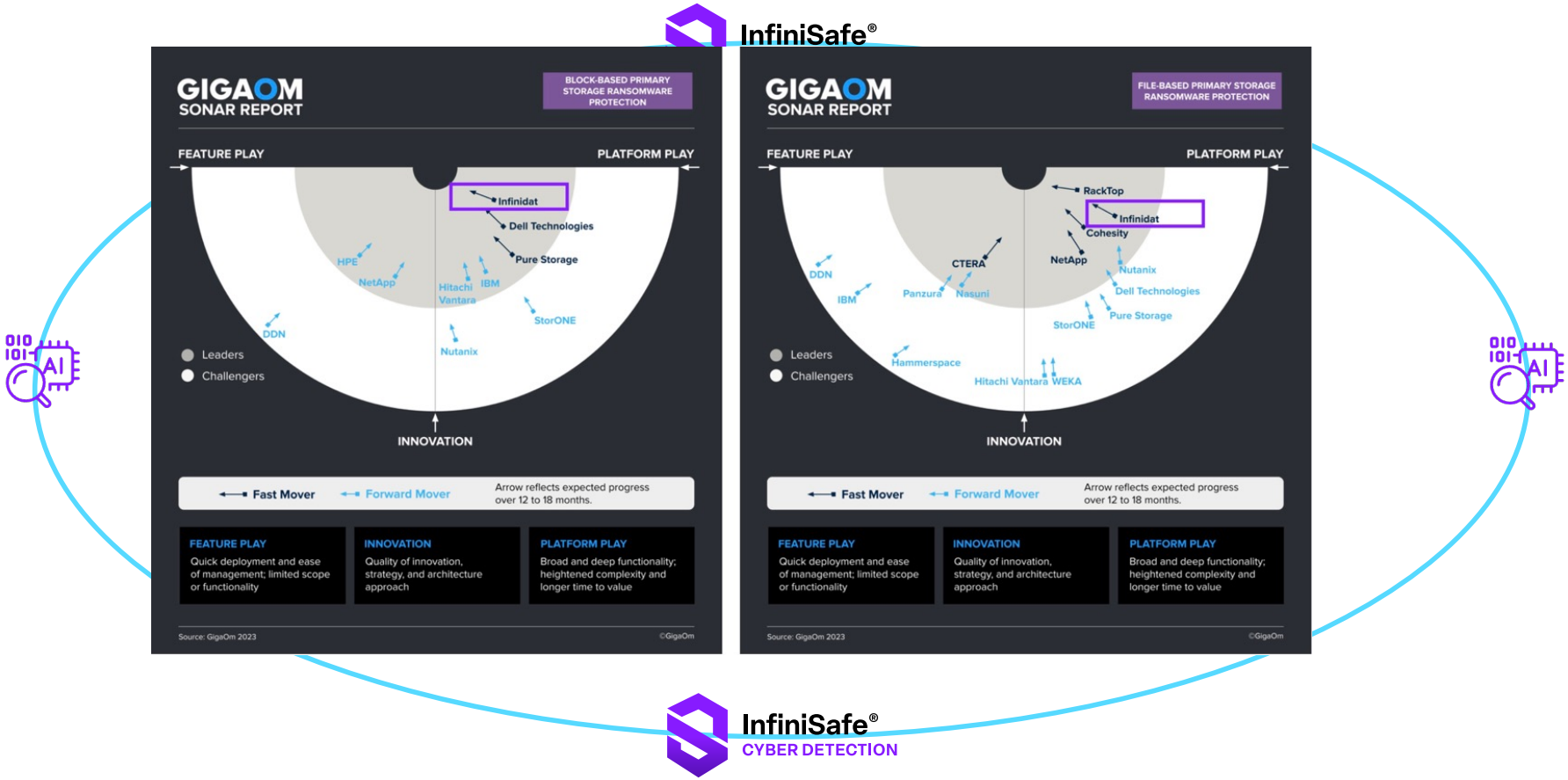

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Infinidat Drives Dramatic CAPEX and OPEX Savings

$167K
Yearly Benefit/PB

48%
Reduced OPEX

11 Month
Payback on Investment

51%
More efficient storage management

$41.6K
OPEX Reduction/PB

Video Webinar

On-demand

https://www.infinidat.com/en/financial-benefits

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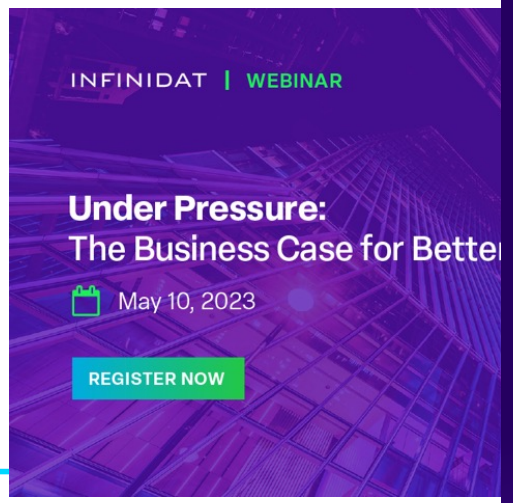

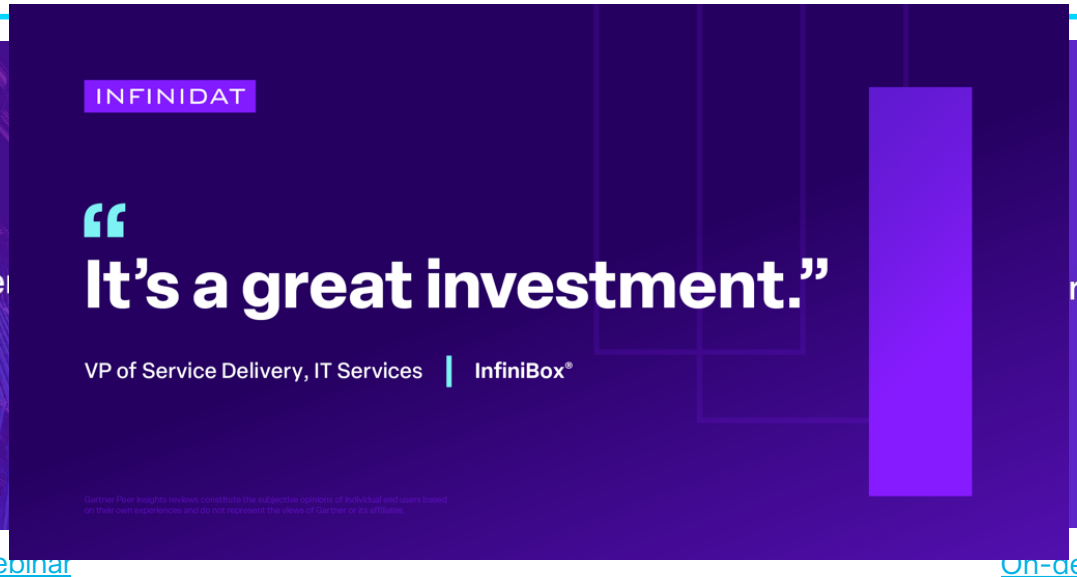

Video Webinar

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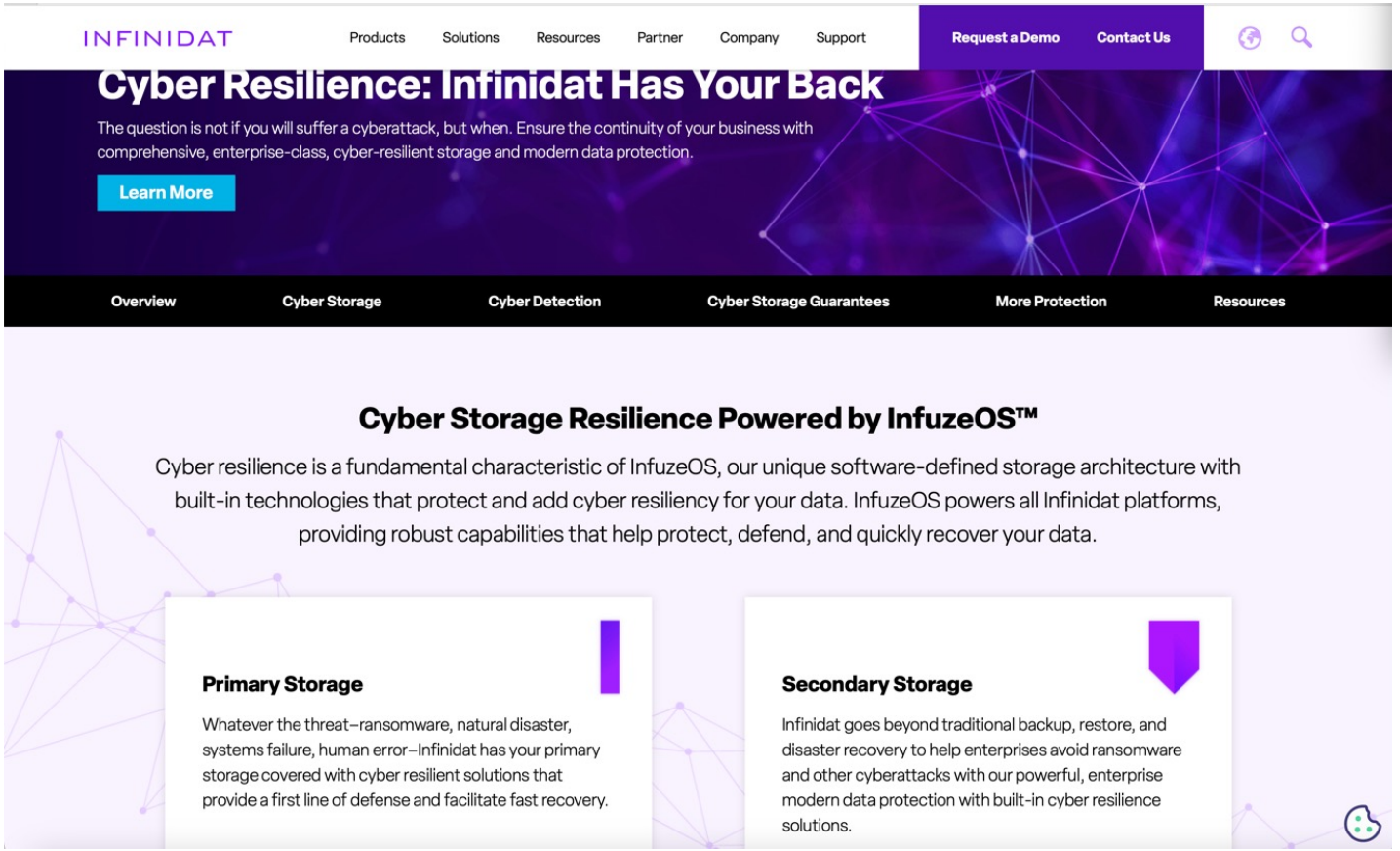
Cyber Storage Resilience Web page



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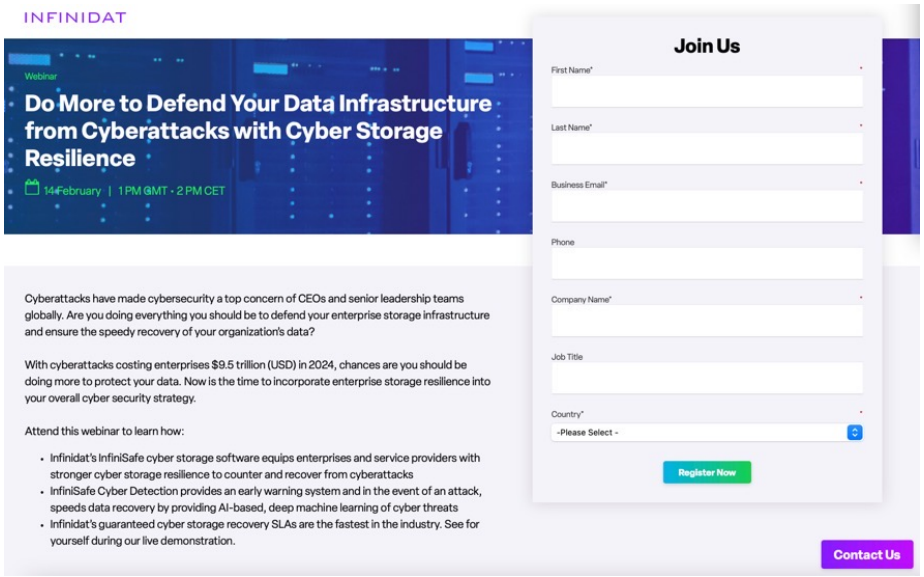
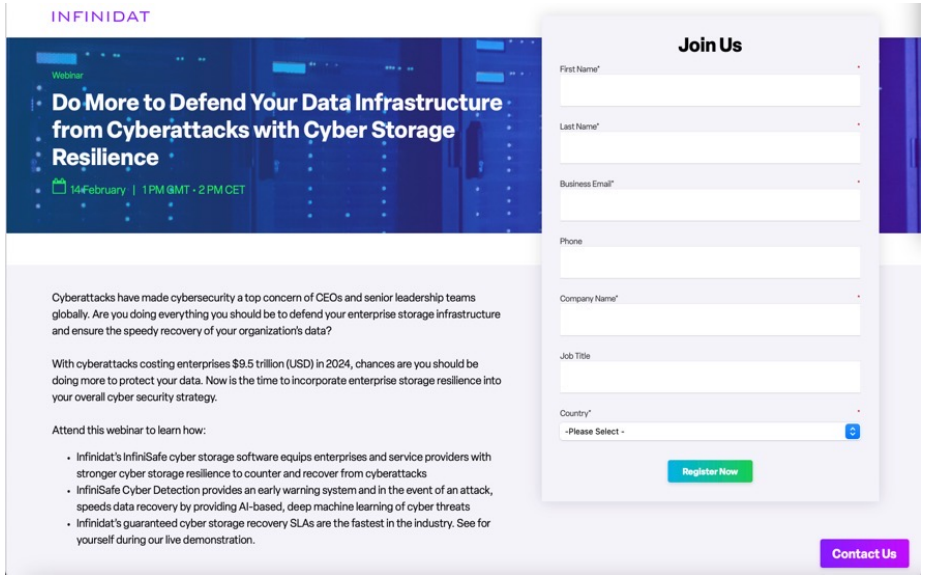
Infinidat LOVES to Defend Your Data from Cyberattacks

Join Infindat's Cyber Resilience Webinar on Valentine's Day

EMEA Webinar on 14 Feb
1pm GMT/2pm CET - https://bit.ly/3SphdEv



Americas Webinar on Feb 14
10am PT/1pm ET - https://bit.ly/3OxFgir



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Thank You