

INFINIDAT

The Standard in Enterprise Storage

THE POWER of SSA Express


More Savings, More Performance, More Ease

Eric Herzog - CMO

Guy Kariv – Field CTO, EMEA+APJ

December 2023

 eherzog@infinidat.com

 @zoginstor

11mo

Payback in
11 months

48%

Reduced
overall
OPEX

3x

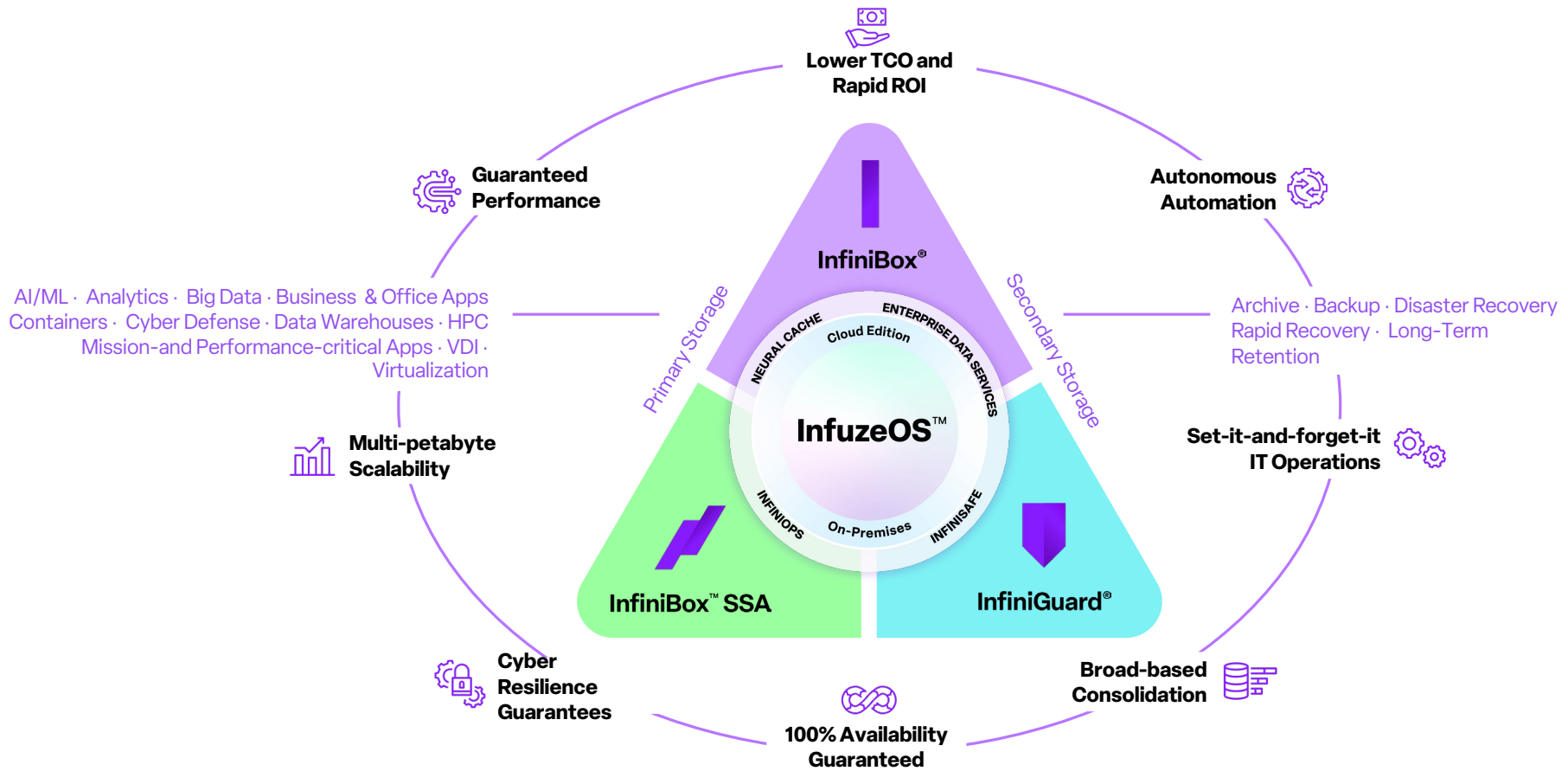
Less Power
Consumption

51%

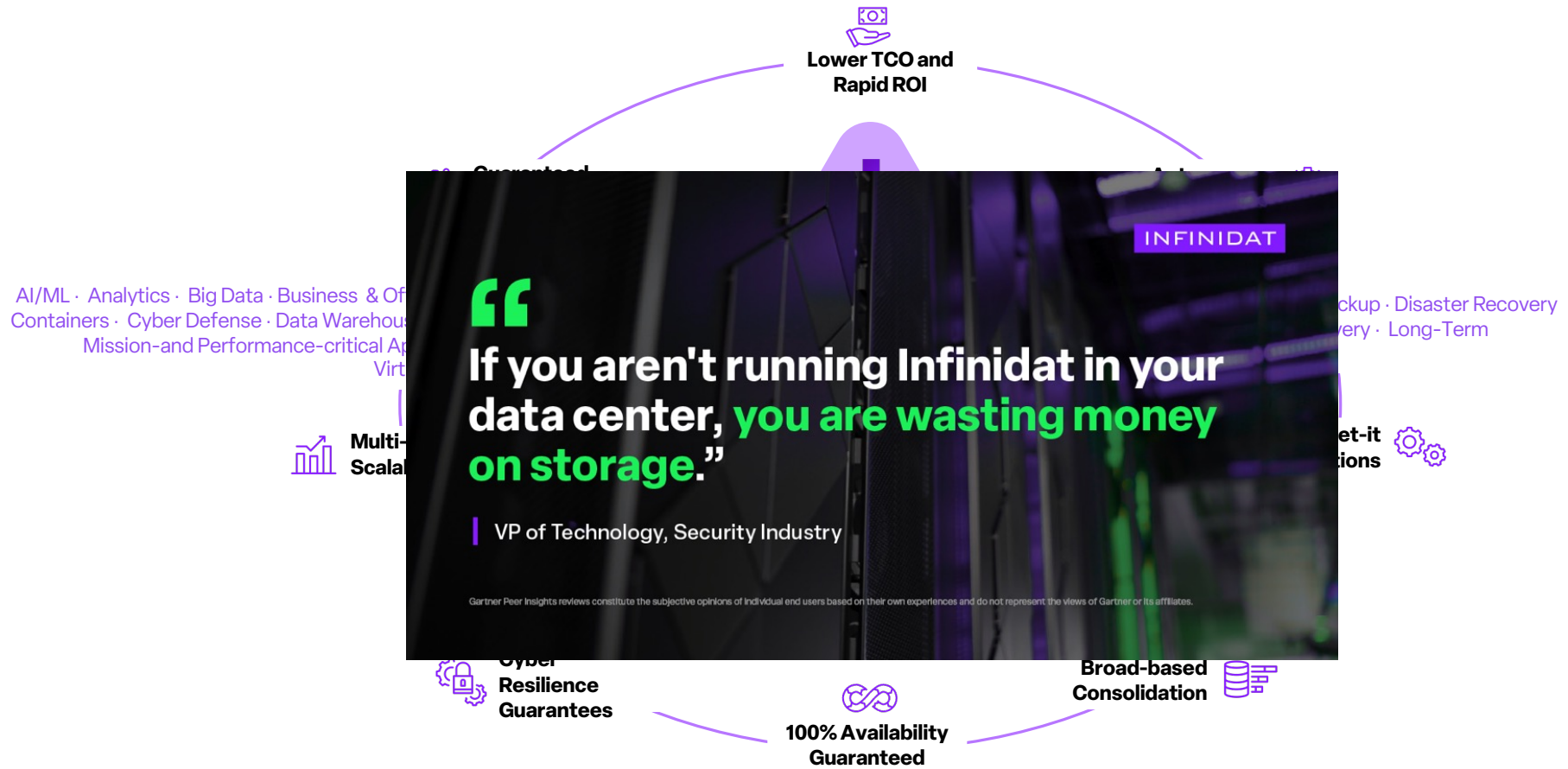
Reduction in
storage
management

InfiniBox

One SDS Architecture, All Platforms



One SDS Architecture, All Platforms



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”



Storage Optimisation Company of the Year

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



2023 Tech Innovator Awards Finalist- InfiniBox



Mitch Diodato Named a 2023 CRN Channel Chiefs



One of the Power 500 Software Companies of 2023

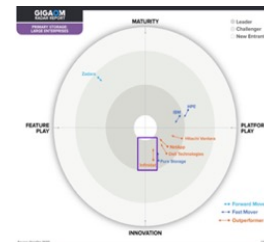


Infinidat’s InfiniBox Family - One of Top 5 High-end Storage Arrays in the World



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



Infinidat Named One of the Top 50 Executive Teams and the Top 50 Marketing Teams in the world , 2023

Eric Herzog Named One of the Top 10 CMOs of the Year, 2023

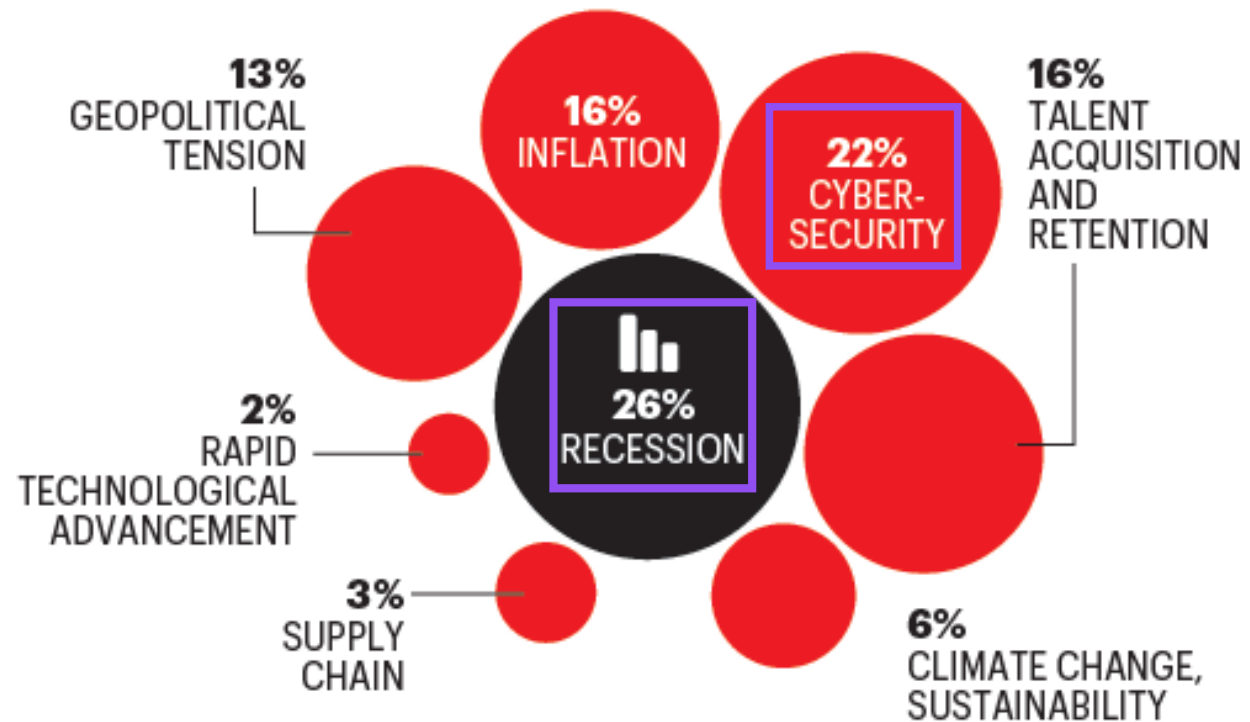
Lynsy Calvario Named as a 2023 CRN - Women of the Year Rising Star Finalist

2023 Fortune 500 CEO Survey – Top Threats



THE THREATS ON CEOs' WATCH LIST

Issues cited as greatest threats to business



The Power of All-Flash Inside an InfiniBox Hybrid

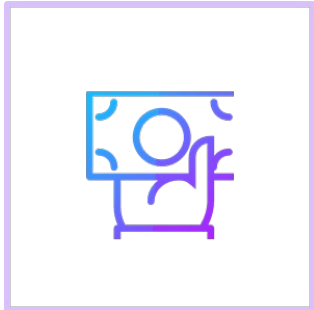
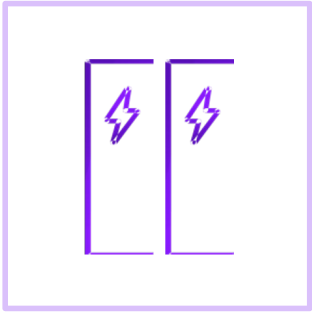


Customers with single or small sets of performance sensitive workloads

- Akin to an All-flash Array inside of an InfiniBox Hybrid Array
- Eliminates the need for a point solution
- Leverages Infinidat's ease of use, simplified management and autonomous automation
- Leverages Neural Cache for performance
- Greatly reduces back-end latency over existing hard drives



SSA Express SDS Highlights



- Supports >95% of existing InfiniBox systems
- Easily configured into new InfiniBox purchases
- Turn part of InfiniBox hybrid array into something similar a small all-flash array for performance sensitive workloads
- Non-disruptive software upgrade of existing InfiniBoxes
- Co-terminus with existing support and maintenance
- Lower cost than buying a small all-flash array point product
- Prevents small all-flash array sprawl
- SSA Express Software = InfuzeOS 7.3 software upgrade (FREE) + SSD Acceleration kit for added capacity, IF needed (purchasable)
- Reduced CAPEX and OPEX - no new array management interface or have a second vendor

SSA Express SDS Highlights

- Supports >95% of existing InfiniBox systems
- Easily configured into new InfiniBox purchases

“We are pleased to have Infinidat in our portfolio as they are always innovating, always investing in its enterprise storage solutions, and always pushing the boundaries to unleash the most value for our mutual customers. These new solutions show a different way of thinking about providing full-flash performance on the InfiniBox hybrid and enabling consolidation of additional workloads. In these days of budget constraints where customers are looking to do more for less, it’s powerful that the SSA Express removes the cost and complexity of buying a separate siloed flash array for certain applications and workloads. And the larger capacity SSA II with scale-up is perfect for reducing power usage per effective PB for a green IT approach to infrastructure.”

Stewart Legge
Vendor Development Director
CMS Distribution

(purchasable)

- Reduced CAPEX and OPEX - no new array management interface or have a second vendor

SSA Express SDS Highlights



- Consolidate more high-performance workloads on the InfiniBox platform reducing OPEX and CAPEX
 - Eliminates siloed small all-flash arrays and small all-flash array data center sprawl
 - Eliminates small all-flash array rack space, floor tile, power and cooling costs
 - Reduces IT operational costs
- Greener, optimized data center footprint
- InfiniSafe cyber resilience software supported with SSA Express SDS
- Powerful cyber storage stack capabilities of InfiniSafe
- Cyber storage recovery guarantees
- Cyber Scanning option with InfiniSafe Cyber Detection



SSA Express - Key Capabilities

- Flexibly add/remove datasets from SSA Express
 - SSA Express datasets **guarantee 100% read cache hit rate!**
- SSA Express dashboard provides a summarized view of the current SSA Express status:
 - Which datasets are currently active on SSA Express
 - Which datasets are loading/being removed
 - How much SSA Express capacity is being used/free
- Health indications for SSA Express



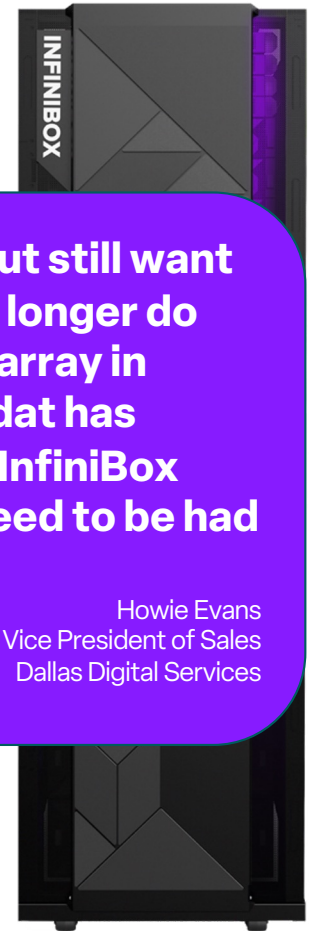
SSA Express - Key Capabilities

- Flexibly add/remove datasets from SSA Express

“For our customers that require fast, low-latency application performance, but still want lower CAPEX and OPEX, we will be recommending SSA Express Software. No longer do enterprise customers need to augment their InfiniBox with a smaller all-flash array in order to obtain high performance for some of their critical applications. Infinidat has basically done the equivalent of embedding a small all-flash array inside of an InfiniBox hybrid. This opens up a whole new world of benefits and conversations that need to be had with enterprise customers.”

Howie Evans
Vice President of Sales
Dallas Digital Services

- Health Indicators for SSA Express



SSA Express – Key Capabilities

- SSA Express supports volumes and filesystems
 - SSA Express benefits from parents' volume/filesystem being loaded
- SSA Express can expand (resize) a dataset that's active on SSA Express
 - Expanding a volume/filesystem that's active on SSA Express works exactly as it does on InfiniBox and InfiniBox SSA II
 - New capacity will be limited by the total free capacity of SSA Express
- SSA Express datasets have every InfiniBox feature - Replication, Snapshots, InfiniSafe, Compression, InfuzeOS Cloud Edition etc.



Like An Embedded All-Flash Array inside InfiniBox



- SSA Express Software part of InfuzeOS (7.3) software upgrade – NO COST to existing customers
- Up to 320TB of usable all-flash capacity
- >95% of existing hybrid InfiniBox Systems supported
- Capacity may vary based on generation of InfiniBox
- Purchasable Add-on flash capacity – IF needed
- Data efficiency services not supported with SSA Express Software



Summary

- An Embedded All Flash Array within a Hybrid Array
- Eliminates the need for small all-flash array point products
- Leverages Infinidat's ease of use, simplified management and autonomous automation
- Same InfuzeOS software features as an InfiniBox or InfiniBox SSA II
- Ends small all-flash array sprawl



Summary

- “Infinidat has done an outstanding job over the last couple of years expanding its enterprise storage solutions portfolio. Mainline is very excited about Infinidat’s new enhancements as they will further expand the value we provide to our customers. The continual flow of new solutions and significant enhancements, such as the SSA Express Software, shows Infinidat’s commitment to our partnership and continues to equip the Mainline team with state-of-the-art solutions that give our end-user customers competitive advantages, as well as lower CAPEX and OPEX. With this launch InfiniBox is applicable for a much wider range of opportunities with our customers.”
-
-
-

Doug Harrell
Regional Vice President Sales
Mainline Information Systems

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Infinidat Drives Dramatic CAPEX and OPEX Savings

162%
5-year ROI

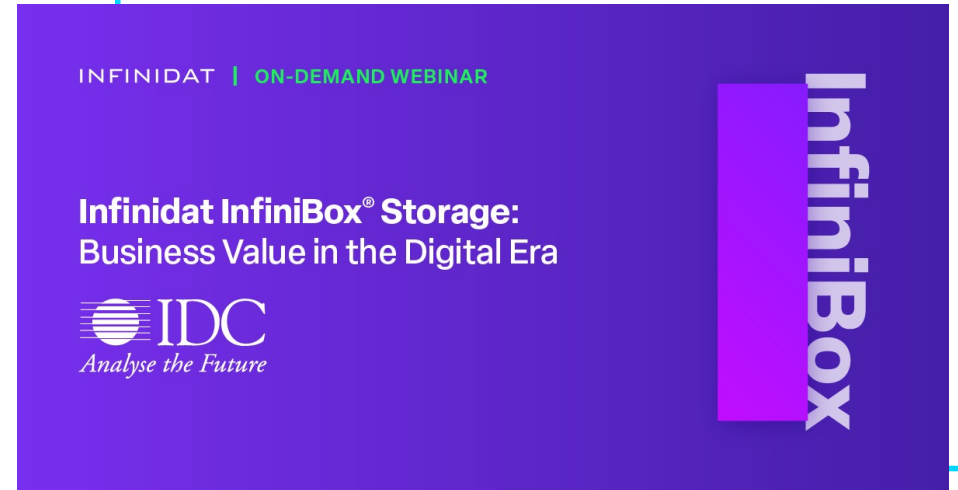
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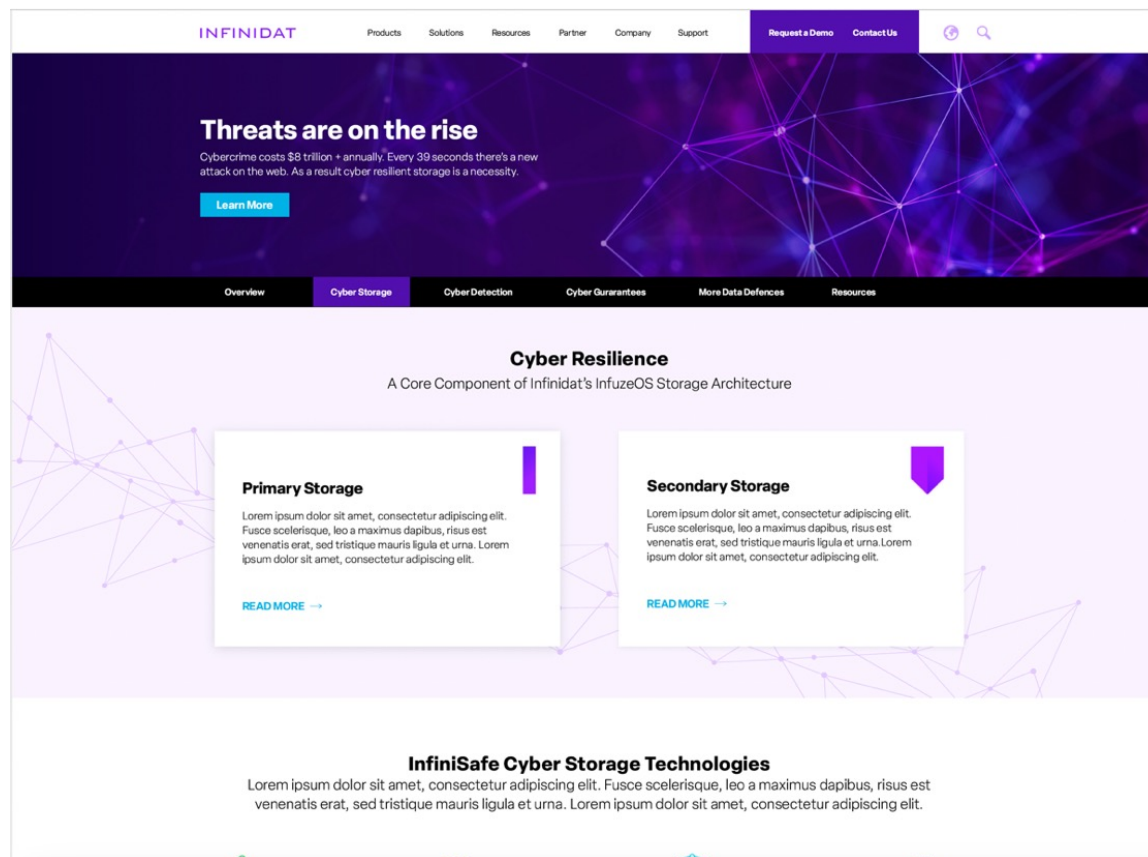
[Video Webinar](#)



[On-demand](#)

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

Industry Acclaimed Cyber Storage Resilience and Recovery



<https://www.infinidat.com/en/cyber-resilience>

The End Users Have Spoken



InfiniBox Reviews

by Infinidat in Primary Storage

4.9 ★★★★★ 441 Ratings



InfiniBox SSA Reviews

by Infinidat in Primary Storage

4.9 ★★★★★ 11 Ratings



InfiniGuard Reviews

by Infinidat in Data Center - Others

4.8 ★★★★★ 17 Ratings

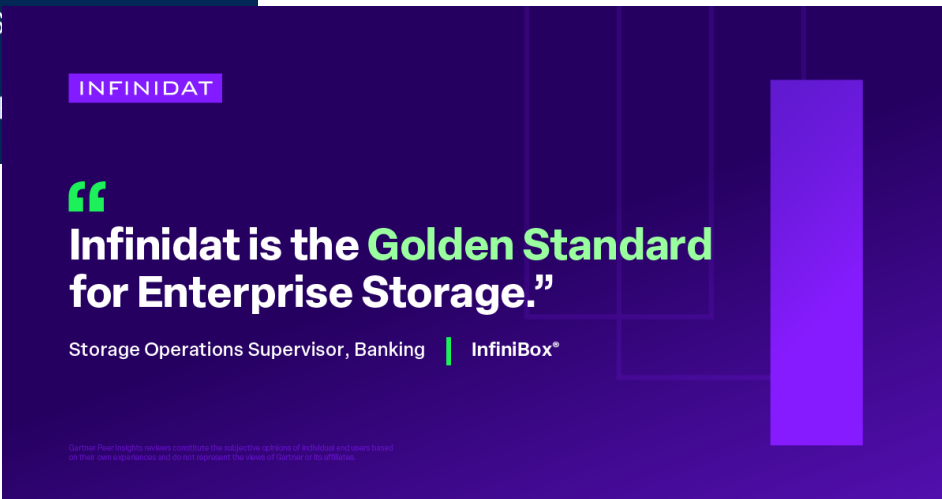


As of December 11, 2023

The End Users Have Spoken



InfinitiBox Reviews
by Infinidat in Primary Storage
4.9 ★★★★★ 441 Ratings



“Infinidat is the Golden Standard for Enterprise Storage.”
Storage Operations Supervisor, Banking | InfinitiBox®

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InfinitiGuard Reviews
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As of December 11, 2023



Thank you