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Flash Memory Summit


All-Flash Technology

Getting the Advantage of Software Defined Storage

Eric Herzog, CMO, Infinidat

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 ehertzog@infinidat.com

 [@zoginstor](https://twitter.com/zoginstor)



Storage Cybersecurity Surges to Safeguard Enterprises



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- Enterprises have not yet filled all their gaps on the security front
- The pace of cyberattacks continues to increase as it is not will you suffer a cyberattack, but when and how often
 - 1,168 – the average weekly attacks an enterprise suffers
- Cybersecurity was the #2 concern of CEOs in the June 2023 Fortune 500 CEO survey
- Security is built into everything Infinidat provides
 - Integration of InfiniSafe® cyber storage resilience and security technology across Infinidat's the InfiniBox®, InfiniBox™ SSA II and InfiniGuard® solutions
 - Delivers the key tenants of storage cyber resilience
 - Immutable snapshots of an enterprise's data
 - Logical air-gapping: local, remote or both
 - Fenced Forensic environment
 - Guaranteed rapid recovery: 1 minute or less on the InfiniBox family and 20 minutes or less on the InfiniGuard
 - Cyber detection with InfiniSafe Cyber Detection technology

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Hybrid Cloud Storage of Most Interest for Enterprises



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- Many companies are realizing that having highly transactional workloads that are fully moved to public cloud have too many issues
 - Applications do not get the SLAs from the public cloud provides they need in terms of availability, performance, or reliability
 - Much more expensive to go completely to the public cloud
 - When a company is doing large numbers of transactions, the networking fees alone skyrocket
 - Emerged best practice leverage hybrid cloud deployments based on needs of applications, workloads, and use cases
- Infinidat offers state-of-the-art on-prem solutions for both primary and secondary storage that leverage hybrid cloud environments with InfuzeOS Cloud Edition



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Intense Focus on Costs Drive Enterprises to Rethink Storage



- Tough global financial conditions continue to drive an intense focus on IT enterprise infrastructure costs
- Several ways to attack this issue
 - Sweat the asset
 - Postpone purchases despite exponential capacity growth
 - Leverage Cost Effective storage
- Key attributes of cost-effective enterprise storage
 - Deliver ROI in under 12 months
 - Consolidate existing storage into fewer storage arrays, reducing CAPEX and OPEX
 - Use autonomous automation, storage AIOps, and ease-of-use to drive down IT resource OPEX
 - Environmentally optimized storage = lower cost storage
 - Aggregate workloads with high performance storage
 - Utilize guaranteed SLAs
 - Take advantage of cloud-like storage consumption models



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Green IT Will Reduce Data Center Environmentals

- Data centers' enormous power needs impact carbon footprint
- Consolidating storage systems delivers smaller environmental impacts, reduction in OPEX, and lower power and cooling costs
- Consolidation reduces energy usage, cooling, rack space, and floor space
- Less storage systems results in less to recycle and lower recycling costs
- [Infinidat enables organizations to go green in the data center](#) by consolidating storage arrays and purpose-built backup appliances (PBBA)
 - Large-capacity storage systems and PBBAs puts more data into smaller spaces, freeing up rack space and floor space while reducing energy consumption
 - Fewer storage arrays means less power and less cooling, resulting in both a green impact and substantial cost savings in CAPEX and OPEX Fewer storage systems translates into recycling fewer systems in the future, recycling a lower amount of material and at a lower cost
 - Green IT = cost savings



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White-glove Customer Experience is the Norm



- Enterprises and service providers/hosting providers expect a higher level of pro-active customer experience
 - Service & support
 - User experience
- IT buyers will want “easier, faster and better” as the defining attributes of enterprise technology solutions
 - Easier, faster, better translate into time savings and cost savings
 - IT buyers also expect higher levels of service & support, obtaining answers immediately from qualified professionals
- Infinidat delivers the best customer experience in the storage industry
 - As noted in Gartner Peer Insights, “white glove service” with first-rate technical advisors
 - Top-notch service & support
 - Easy to deploy and utilize autonomous automation solutions for storage platforms that manage themselves.

Reduce Risks with Guaranteed Service Level Agreements (SLAs)

- Enterprises want to substantially reduce risks
- Guaranteed SLAs reduce risks
- Suppliers will be expected to provide rock-solid guarantees
- Enterprises and service providers should look for guaranteed SLAs on:



100% availability



Cyber resilience and recovery for primary and secondary storage

- Primary storage recovery times of 1 minute or less
- Secondary storage recovery times of 20 minutes or less
- Snapshot immutability



Application and workload performance

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Thank You!

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