



Flash Memory Summit

INFINIDAT

Case Study – InfiniBox SSA

\$3B European Retailer

Eric Herzog

CMO

Infinidat

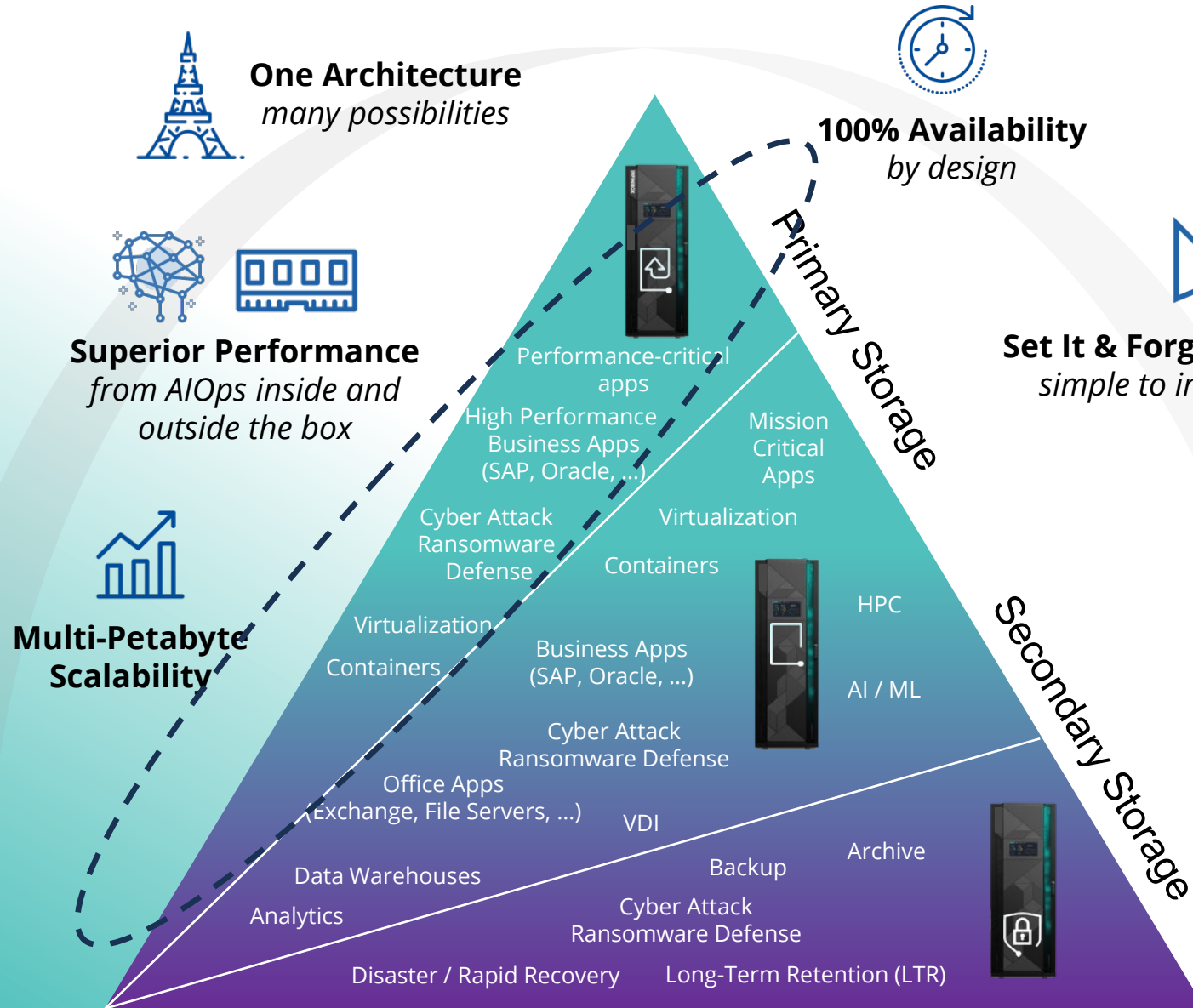
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Comprehensive Enterprise Applications and Use Cases



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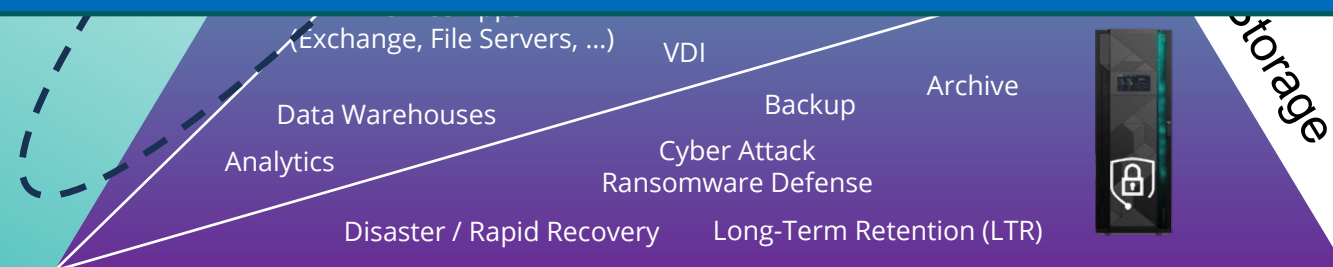
One Architecture
many possibilities



100% Availability
by design

“Infinidat’s achieving 35 microseconds of latency is significant not only for the company with the new InfiniBox SSA II solution, but it also sets a new bar for the storage industry. This extremely low latency will enable greater application performance, which allows enterprises to consolidate systems and obtain greater value from data infrastructure. The InfiniBox SSA II has high performance and a 100% availability guarantee – two of the most important considerations for enterprises.”

Randy Kerns
Senior Strategist and Analyst
Evaluator Group



Lowest Cost & TCO



Outstanding 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”*



Customer Problem:

- Existing Vendor Too Expensive For Oracle and VMware Environments
- Support for Several Operating Environments – AIX, Linux, VMware
- Performance Concerns – Very High Latency with Existing All-flash Array
- 100% Availability Needed
- Business Continuity (BC) and Disaster Recovery (DR) Requirements for All Operating Environments Required
- Needed to Consolidate Storage to Reduce CAPEX and OPEX



Solving the Problem:

- 3 All-flash Array Vendors Compete
 - Existing Vendor Tried 2 Different All-flash Array Families
 - Infinidat's InfiniBox SSA
 - 1 other All-Flash Array Vendor
- Multiple Evaluation Tests
 - Real World Application Tests
 - Oracle – Multiple Databases
 - Oracle on Linux, AIX, and VMware Operating Environments
 - VMware
 - BC and DR Testing
 - 100% Availability Testing
 - Data Reduction Testing
- Must Have 3-Site Replication as well as Synchronous and Asynchronous Replication Capability

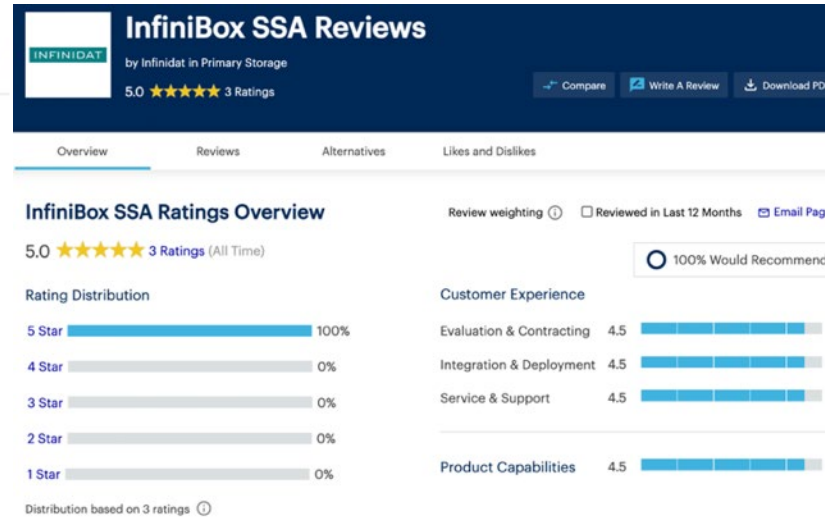
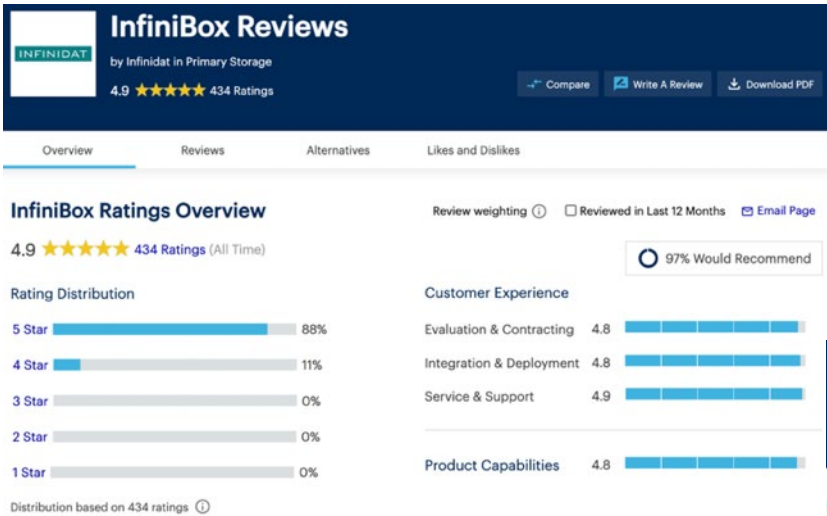
InfiniBox SSA II Solution:



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- InfiniBox Standard Features Provided the Foundation for Success
 - 100% Availability Guarantee
 - Neural Cache Software Technology Insures >90% Database Hits from Storage Cache
 - Comprehensive Support for AIX, Linux, and VMware
 - Multi-site, Synchronous, and Asynchronous Replication
 - Data Reduction – Compression of Databases
 - “Set it and forget” autonomous automation reduced OPEX and Operational Manpower Needs
- InfiniBox SSA Outperformed Competitors by 2X in All Test Environments
- Latency Across All Workloads Between 30 microseconds
- Data Reduction 133% Better Than Previous Vendor
- Deployed 100% Availability Configuration
- BC and DR Requirements Met with 3-Site, Synch and Asynch Replication on All Operating Environments
- Consolidated Competitive Arrays onto Single InfiniBox SSAs at All 3 Data Centers

The End Users Have Spoken - July 2022



Gartner Peer Insights™



As of July 24, 2022





THANK YOU
www.infinidat.com