

INFINIDAT

The Standard in Enterprise Storage

Eric Herzog

CMO

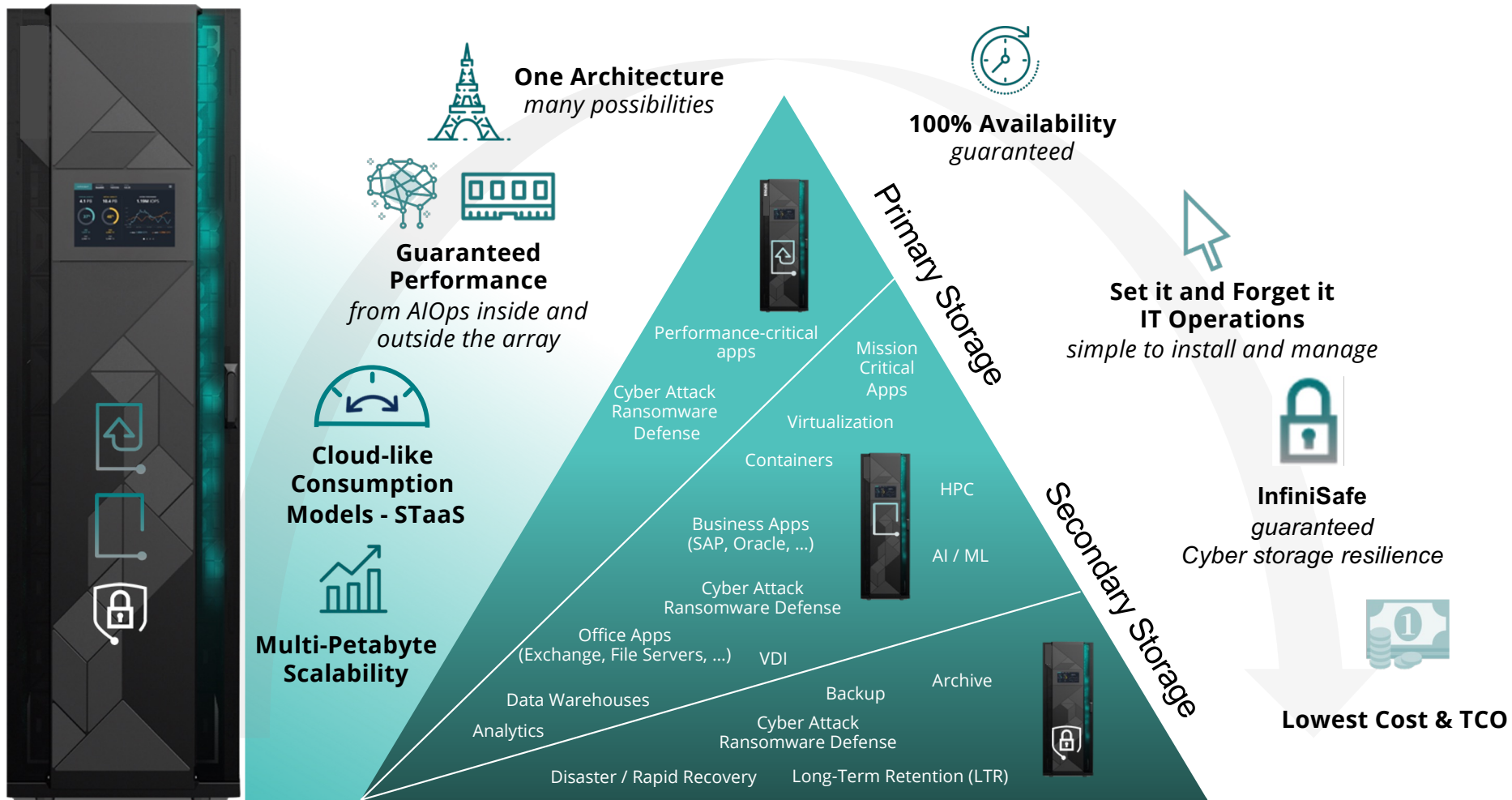
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October 2022



Broad Enterprise Use Cases and Guaranteed SLAs



Broad Enterprise Use Cases and Guaranteed SLAs



2022 Has Been a Very Busy Year

A Quick Review

INFINIGUARD

**Feb
2022**

- InfiniSafe Announcement
- Fastest Recovery
- Enhancements & Performance
- Veeam 1.5PB backup data recovery in minutes

INFINIBOX SSA II

**Apr
2022**

- Highest performance at 35 mics latency
- InfiniSafe - Reference architecture
- InfiniOps - In the array and out of the array AIOps and DevOps

GUARANTEES

**Aug
2022**

- 100% Availability Guarantee
- InfiniSafe Cyber Storage Resilience and Recovery Guarantees
- Performance Guarantee

**Oct 12,
2022**

Bringing you MORE!

2022 is not over YET! There is **MORE!**



TCO and ROI Savings
Cyber Resilience
Guarantees
Capabilities
Capacity



MORE InfiniGuard – What's new?

- Increased Capacity
 - Dedicated InfiniSafe Repository for Immutable Snapshots
 - Full Backup Repository Capacity
 - Extendable Retention for InfiniSafe Immutable Snapshots
 - Up to 2x longer – 60 Days
- InfiniSafe Cyber Storage Guarantee
 - Guaranteed Recoverability of Immutable Snapshots
 - Guaranteed Recovery Time of those Immutable Snapshots in 20 minutes or less
 - Any Size Immutable Snapshot recovery



MORE InfiniGuard – What's new?

InfiniGuard Updated Technical Details

- 3.417PB Total Usable – Up to 85PB+ effective capacity
- Dedicated InfiniSafe Repository for Immutable Snapshots
 - 1.417PB Usable - Up to 35PB+ effective capacity
 - Backup Repository space can be allocated as additional InfiniSafe Repository space if desired
- 2PB Usable to Backup Repository
 - Up to 50PB+ effective capacity



MORE InfiniSafe – What's new?



InfiniSafe on InfiniGuard

- InfiniSafe Cyber Storage Guaranteed SLAs
 - Guaranteed Immutability of Snapshots
 - Recovery of those Immutable Snapshots in 20 Minutes or less
- Dedicated InfiniGuard capacity
 - Extended immutable snapshot retention time doubled (60 days)

MORE InfiniBox – What's new?

- More Capacity
 - Up to **72%** larger capacity
 - 17.287PB* effective capacity
 - Incorporation of 20TB Hard Drives
- More Capacity, Same footprint = Faster ROI & Even Better TCO
 - Up to **36%** better ROI/TCO
 - GREENER! **42%** reduction in power per effective PB
 - Less Cooling
 - Less Power
 - Wider Levels of Capacity Consolidation
 - Enterprise Platforms
 - Mid-Range Platforms
 - GREENER - Less to Recycle upon system retirement
 - Less Floor Space



*Effective Capacity includes the benefits of thin provisioning, inline compression, and space-efficient snapshots

MORE InfiniBox – What's new?

- More Capacity
 - Up to **72%** larger
 - 17.287PB* effective capacity
 - Incorporating 25% more drives
- More Capacity, Even Better Performance
 - Up to **36%** faster
 - GREENER!
 - Less Cost
 - Less Power
 - Wider Level of Support
 - Enterprise
 - Mid-Range
 - GREENER - Less to recycle upon system retirement
 - Less Floor Space

72% Larger
42% Greener
36% Better ROI



*Effective Capacity includes the benefits of thin provisioning, inline compression, and space-efficient snapshots

MORE InfiniBox – What's new?

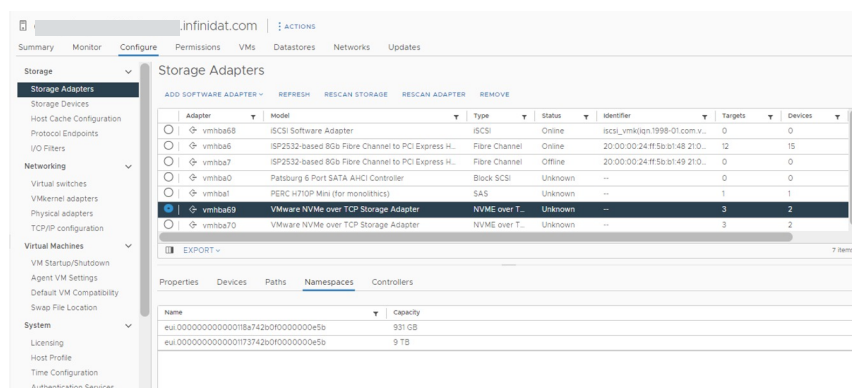
- InfiniSafe Cyber Storage Guarantees
 - Guaranteed Recoverability of Immutable Snapshots
 - Guaranteed Recovery Time of those Immutable Snapshots in 1 minute or less
 - Any Size Immutable Snapshot recovery
- Guaranteed Performance
- Guaranteed 100% Availability



*Effective Capacity includes the benefits of thin provisioning, inline compression, and space-efficient snapshots

MORE InfiniBox – What's new?

- VMware® Integration and enhancements
 - NVMe-oF™ (NVMe Over Fabrics) - NVMe™/TCP for VMware
 - NVMe/TCP provides 30% more IOPs and 35% less latency than iSCSI
 - vVols Replication
 - Now supports new vCenter 8 plug-in architecture
- Host Power Tools (HPT) updated for NVMe/TCP for VMware
 - Simple deployments at the push of a button
 - Traditional configuration option also supported



The screenshot shows the 'Storage Adapters' configuration page in the InfiniBox management interface. The page includes a table of storage adapters and a section for namespaces.

Adapter	Model	Type	Status	Identifier	Targets	Devices
vmnba68	iSCSI Software Adapter	iSCSI	Online	iscsi_vmk1qin1998-01.com.v...	0	0
vmnba6	RP2532-based 8Gb Fibre Channel to PCI Express H...	Fibre Channel	Online	20:00:00:24:ff:50:61:48:21:0...	12	15
vmnba7	RP2532-based 8Gb Fibre Channel to PCI Express H...	Fibre Channel	Offline	20:00:00:24:ff:50:61:49:21:0...	0	0
vmnba0	Patsburg 8 Port SATA AHCI Controller	Block SCSI	Unknown	--	0	0
vmnba8	PERC i770P Mini (for microservices)	SAS	Unknown	--	1	1
vmnba9	VMware NVMe over TCP Storage Adapter	NVMe over T...	Unknown	--	3	2
vmnba70	VMware NVMe over TCP Storage Adapter	NVMe over T...	Unknown	--	3	2

Name	Capacity
eui.000000000000118a74260f0000000e5b	931 GB
eui.000000000000117374260f0000000e5b	9 TB



MORE Guarantees

- ✓ InfiniSafe Cyber Storage Resilience Guarantees
 - Industry 1st for primary storage
 - Guaranteed recovery of InfiniSafe immutable snapshots
 - InfiniGuard
 - InfiniBox
 - InfiniBox SSA II
 - Recovery time guarantee of those immutable snapshots
 - Less than 20 minutes for InfiniGuard
 - Less than 1 minute for InfiniBox SSA II and InfiniBox
 - Regardless of immutable snapshot size
- ✓ 100% Availability
- ✓ Performance Guarantee
 - Written and guaranteed performance SLA based on a detailed workload analysis

We stand behind our solutions!



MORE Guarantees

We stand behind our solutions!

✓ InfiniSafe Cyber Storage Resilience Guarantees

- Industry 1st for primary storage
- GU

"Every storage vendor talks about data integrity, but high-end storage player Infinidat is putting its money where its mouth is. The company has introduced its new InfiniSafe Cyber Storage guarantee, promising data recovery in less than a minute."

Steve McDowel
Vice President
Moor Insights & Strategy

✓ 100

✓ Perform

- Written and guaranteed performance SLA based on a detailed workload analysis

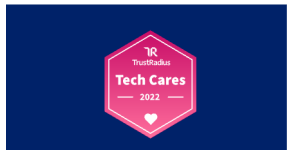
Industry Acclaim: 2022



InfiniBox™ SSA all-flash array Silver Award winner from Storage Magazine/SearchStorage - 2021 Products of the Year for Disk and Disk Subsystems



Best Storage Products of 2022
 'Best in SANs for enterprises' for Subsystems



A winner for exceptional corporate social responsibility



CRN 5-Star Rating in 2022 Partner Program Guide
 One of the 50 Coolest Software Defined Storage Vendors - The 2022 Storage 100

One of the 12 Cool Flash Storage Products 2022

Eric Herzog, CMO, 2022 Channel Chief



2022-2023
 One of the Top 5 Storage as a Service Vendor by DCIG



Eric Herzog, CMO, One of the Top 10 CMOs of the Year, 2022



InfiniBox™ SSA - One of the Best Enterprise Storage Arrays of the Year



Flash Memory Summit
 InfiniBox SSA - Most Innovative Hyperscaler Implementation



2022
 Phil Bullinger, CEO, One of the Top 10 Most Innovative CEOs Revamping the Future

Eric Herzog, CMO, One of the Top 10 Most Innovative CMOs



2022
 Hybrid Storage Vendor of the Year
 Runner-up for Immutable Storage Company of the Year



2022
 One of the Top 10 Flash Storage Solutions Providers in APAC



Ken Steinhardt, Americas Field CTO, One of the Top 125 "Leading Data Consultants in North America, 2022

Infinidat - **THE** Standard in Enterprise Storage

INFINIGUARD

- Dedicated InfiniSafe Repository Immutable Snapshot Space
- Full Backup Repository Capacity
- Extendable Retention for InfiniSafe
- InfiniSafe Cyber Storage Guarantees
- 20TB Drives
- 70% more capacity
- More cyber resilience, better ROI, and lower TCO
 - Dedicated InfiniSafe repository
 - Wider and deeper Cyber Recovery
 - More backup space
 - Wider and deeper backup
 - Reduced footprint
 - Less rack space, power, and cooling
 - No additional management overhead



Infinidat - **THE** Standard in Enterprise Storage

INFINIGUARD

"As ransomware continues to evolve, IT organizations absolutely must close and secure the storage back door or leave themselves vulnerable to costly cyberattacks. It is refreshing to see an enterprise storage vendor acknowledge this security issue and offer a complete range of cyber storage resilience guarantees. Guarantees that also complements their other availability and performance guarantees."

Marc Staimer
Senior Analyst
Wikibon
President
Dragon Slayer Consulting

Infinidat - **THE** Standard in Enterprise Storage

INFINIBOX

- Up to 17.287PB effective capacity
- InfiniSafe Cyber Storage guarantees
- NVMe/TCP for VMware
- vVols Replication
- vCenter 8 plug-in support
- Host Power tools NVME/TCP for VMware
- Snapshot Replication
- 20TB Drives
- 7.1 InfiniBox OS update
- 72% more capacity
- 42% greener
- 36% lower cost per effective PB
- Better ROI and lower TCO
 - Reduced footprint
 - Less rack space, power, and cooling
 - No additional management overhead
 - Capacity consolidation



Infinidat - **THE** Standard in Enterprise Storage

INFINISAFE

- Cyber Storage Guarantees for InfiniGuard
- RTO Guaranteed SLAs for InfiniBox, InfiniBox SSA and InfiniGuard
 - Less than 1 minute for InfiniBox and InfiniBox SSA
 - Less than 20 minutes for InfiniGuard
- Portfolio wide capabilities
- 1st Cyber Storage Resilience Guarantees for Primary Storage
- Additional 35PB+ effective InfiniSafe Repository dedicated capacity on the InfiniGuard platform
- More Cyber Resilience protection
- Wider and deeper Cyber Resilience



Questions?

Infinidat - **THE** Standard in Enterprise Storage

INFINISAFE

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-
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“Infinidat’s expansion of its flagship platforms for primary and secondary storage pushes the envelope in terms of what’s possible for workload consolidation and TCO savings. Coupled with the InfiniSafe cyber storage resilience enhancements, Infinidat continues to help lead the way with guarantees to eliminate risk for customers, now spanning significant and essential areas of modern data protection and cyber resilience.”

Scott Sinclair
Practice Director – Cloud, Infrastructure, and DevOps
ESG

Questions?



Thank You

INFINIDAT

The Standard in Enterprise Storage