

INFINIDAT

The Standard in Enterprise Storage

 **MSP**GLOBAL


UNLEASH THE POWER of INFINIDAT

Delivering Value and Differentiation for MSPs

Eric Herzog

CMO - Infinidat
November 2023
Booth – D08

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

11mo

Payback in
11 months

48%

Reduced
overall
OPEX

3x

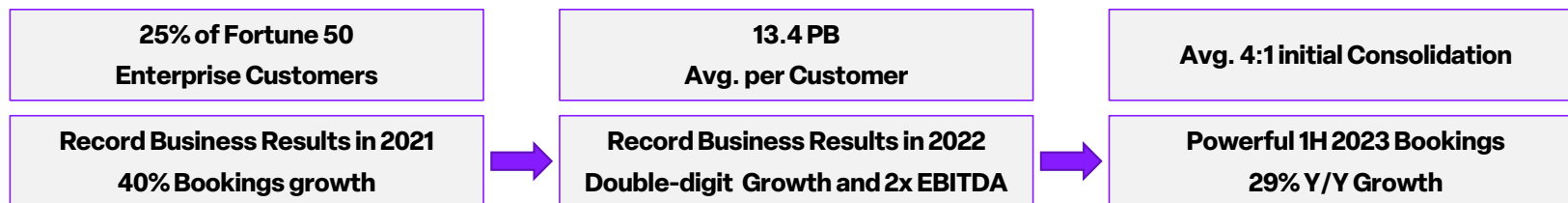
Less Power
Consumption

51%

Reduction in
storage
management

InfiniBox

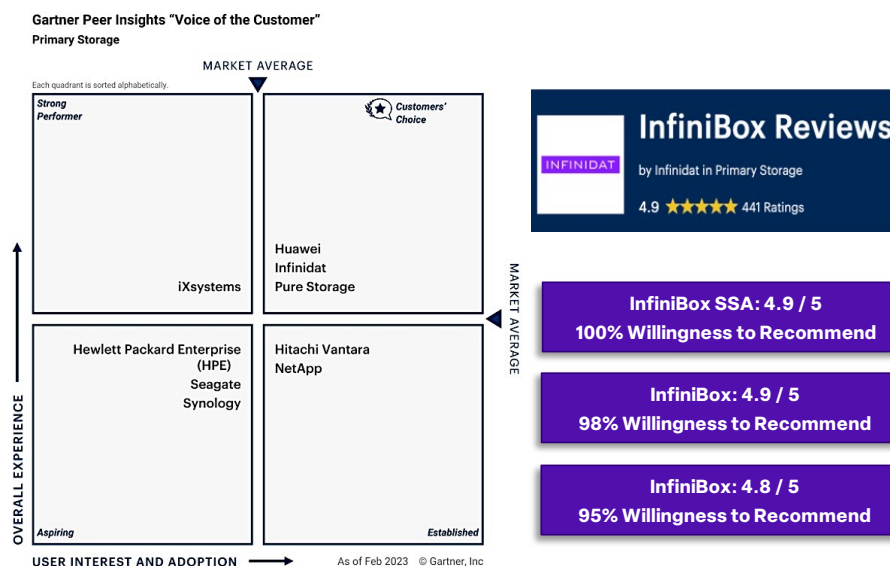
Infinidat Overview and Highlights



Business Overview

- Premium enterprise storage solutions that deliver ground-breaking performance, multi-petabyte capacity, 100% availability, and cyber resilience for large enterprises and cloud service providers
- Multiple use cases and workloads with true unified, multi-protocol support – primary storage, cloud storage, application consolidation, business continuity, disaster recovery, modern data protection and cyber resilience
- Differentiated CX, substantial TCO advantages, and guaranteed SLAs drive loyal relationships and displacements of premium-tier competitive offerings
- Flexible pricing models (CapEx, COD, STaaS)

Gartner Peer Insights “Voice of the Customer”



Infinidat Overview and Highlights

25% of Fortune 50 Enterprise Customers

13.4 PB Avg. per Customer

Avg. 4:1 initial Consolidation

Record Business Results in 40% Bookings growth

Powerful 1H 2023 Bookings 29% Y/Y Growth

Business Overview

- Premium enterprise storage solutions with ground-breaking performance, high capacity, 100% availability, and cloud service providers for enterprises and cloud service providers
- Multiple use cases and workload: multi-protocol support – primary storage, application consolidation, disaster recovery, modern data protection, and resilience
- Differentiated CX, substantial TCO, and guaranteed SLAs drive loyal relationships and displacements of premium-tier competitive offerings
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Customers' "Voice of the Customer"



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

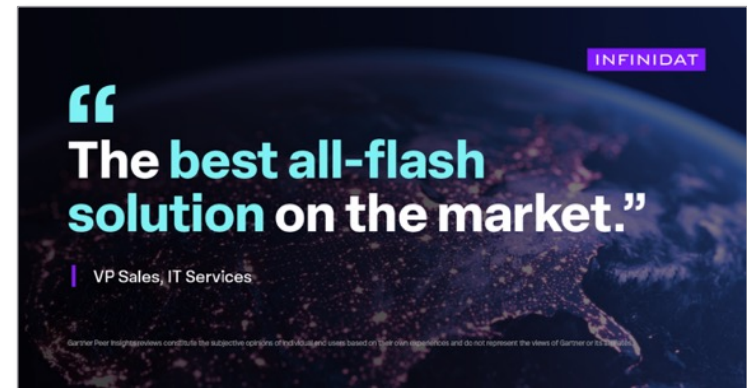
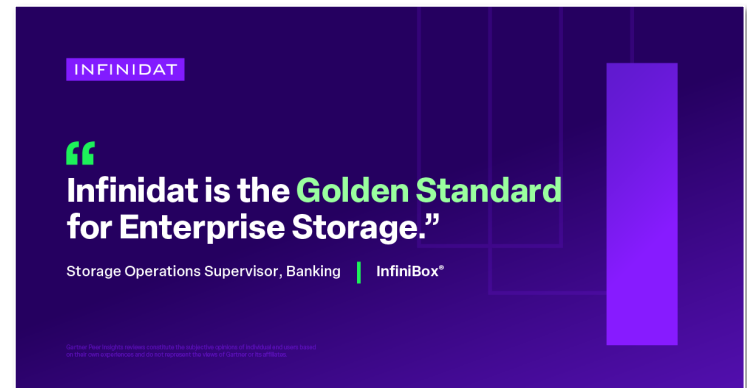
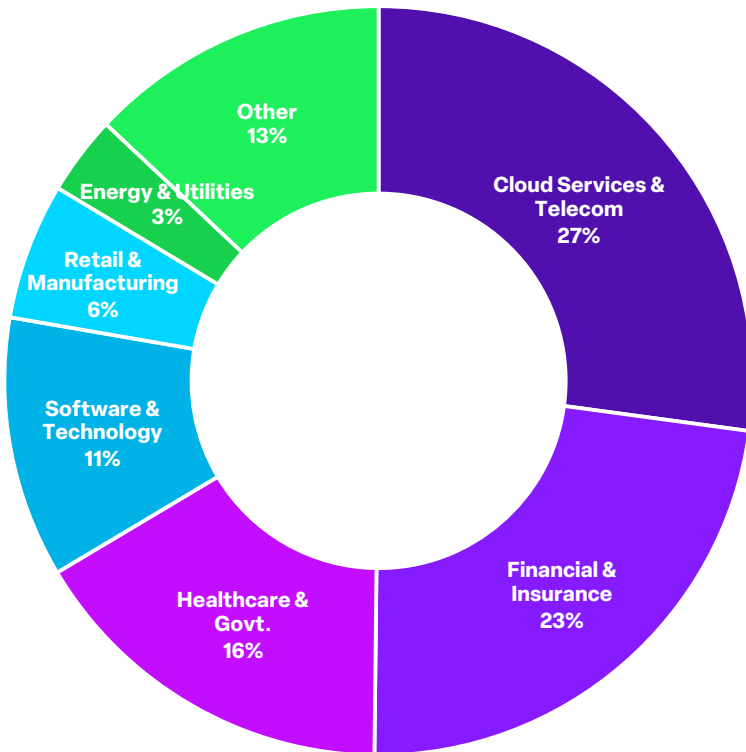
InfiniBox SSA: 4.9 / 5
100% Willingness to Recommend

InfiniBox: 4.9 / 5
98% Willingness to Recommend

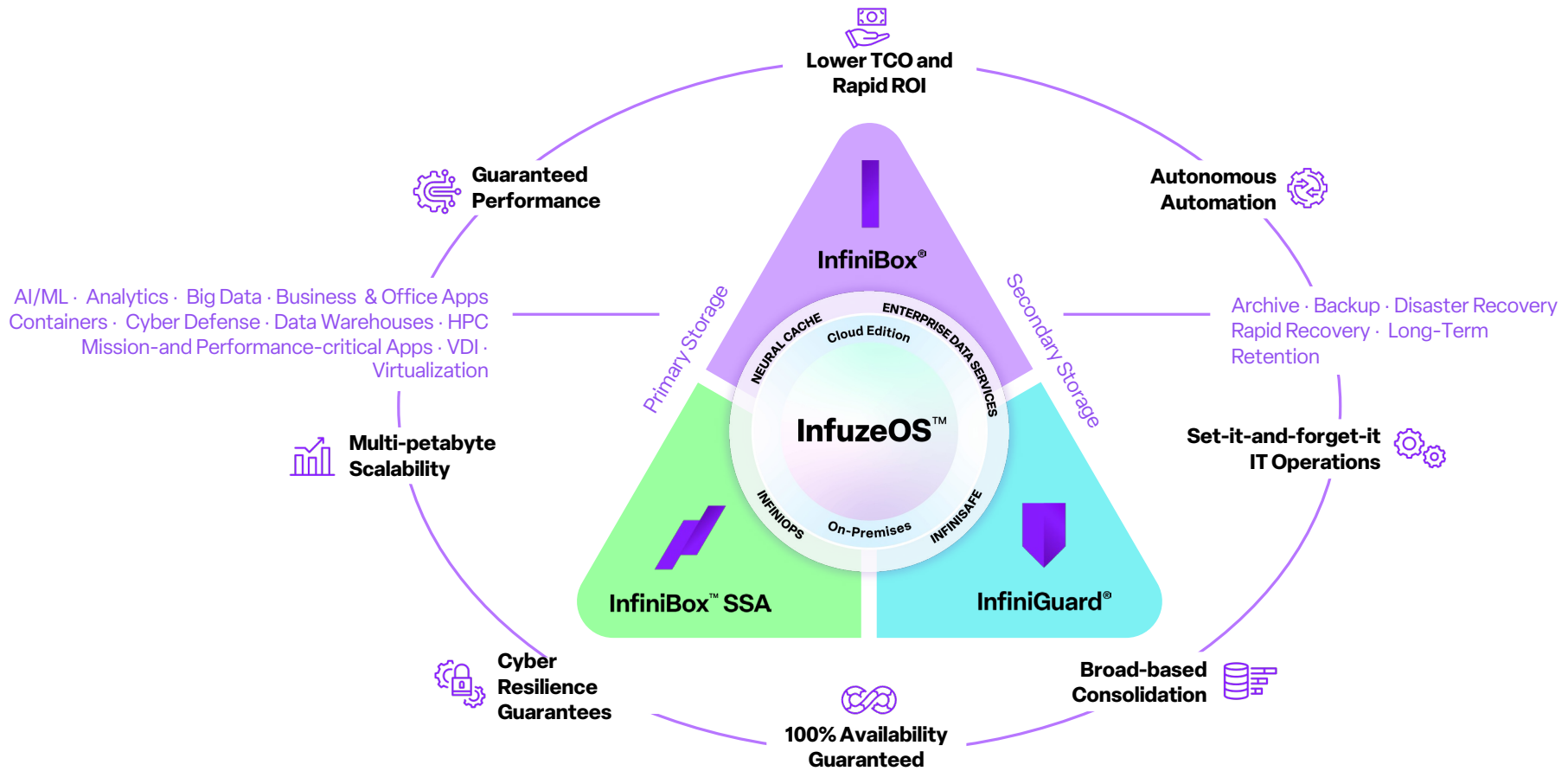
InfiniBox: 4.8 / 5
95% Willingness to Recommend

World's Leading Enterprises Across Multiple Verticals

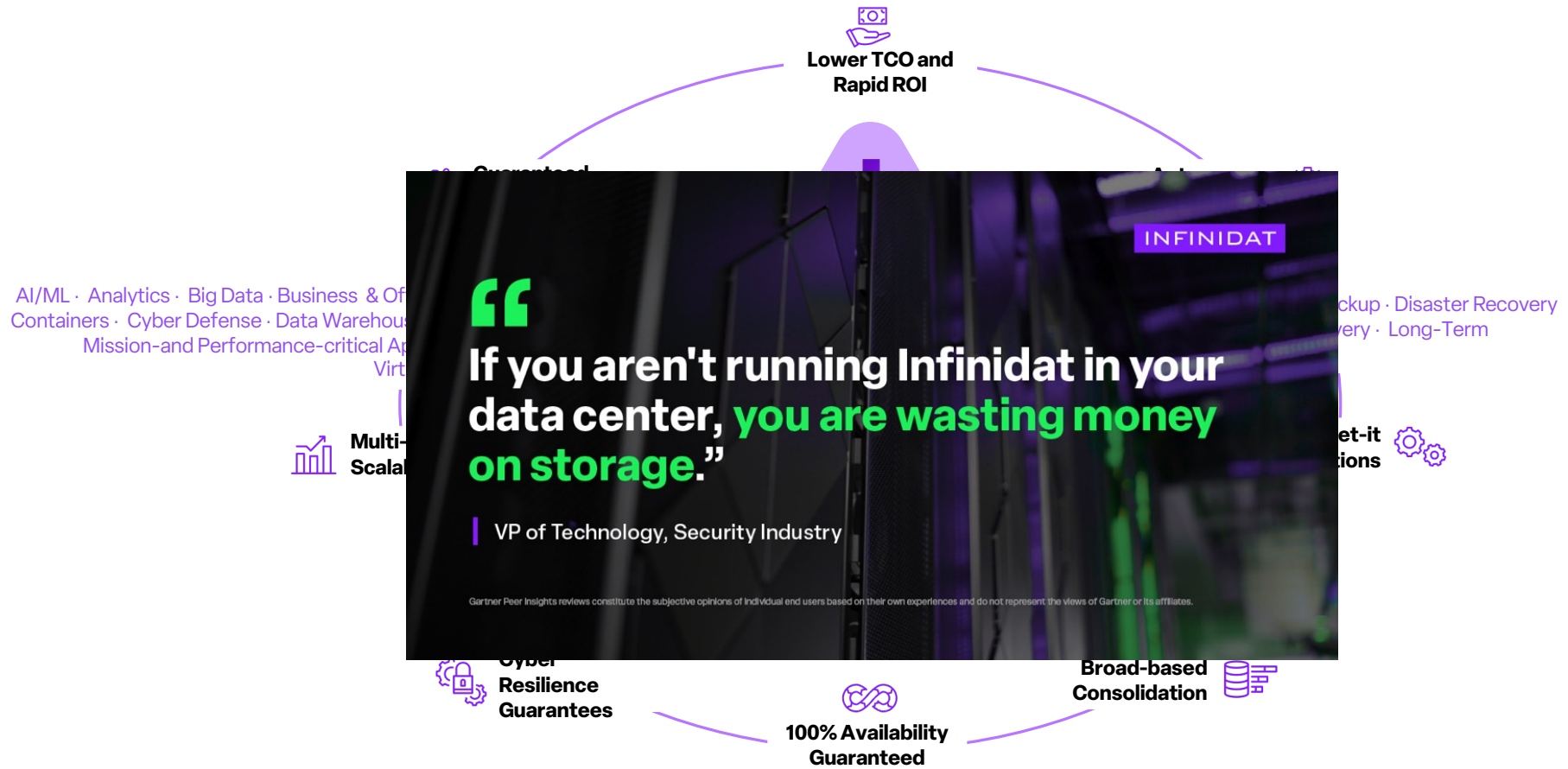
Customers by Market Segment



One SDS Architecture, All Platforms



One SDS Architecture, All Platforms

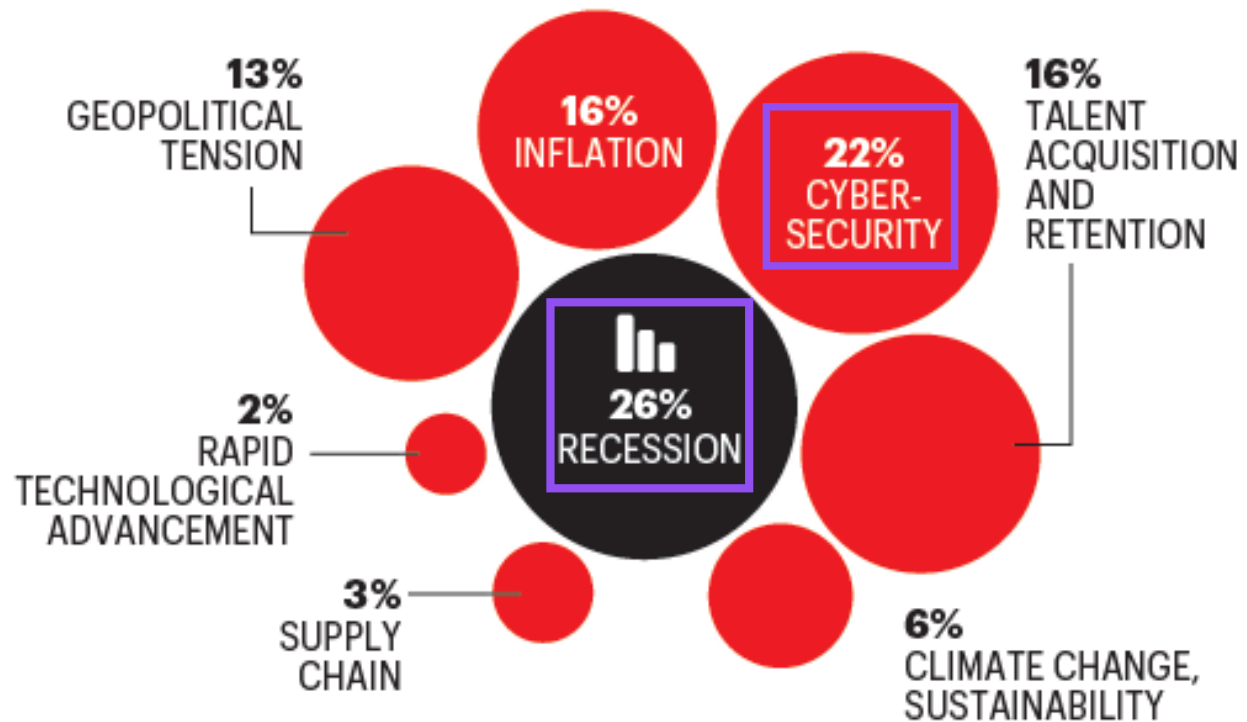


2023 Fortune 500 CEO Survey – Top Threats



THE THREATS ON CEOs' WATCH LIST

Issues cited as greatest threats to business



Infinidat Drives Dramatic CAPEX and OPEX Savings

162%
5-year ROI

48%
Reduced
OPEX

51%
More efficient
storage
management

11 Month
Payback in
11 months



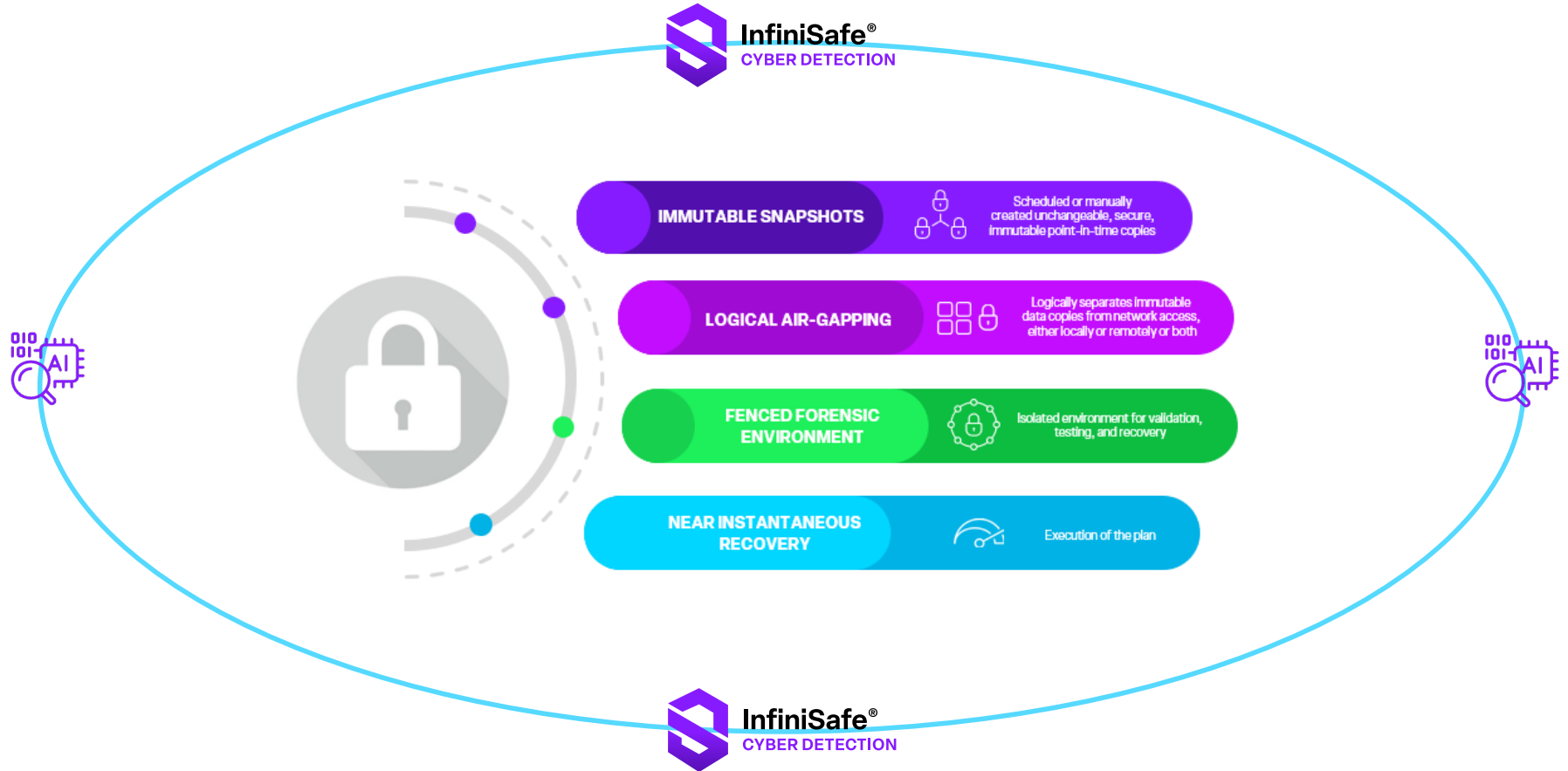
[Video Webinar](#)



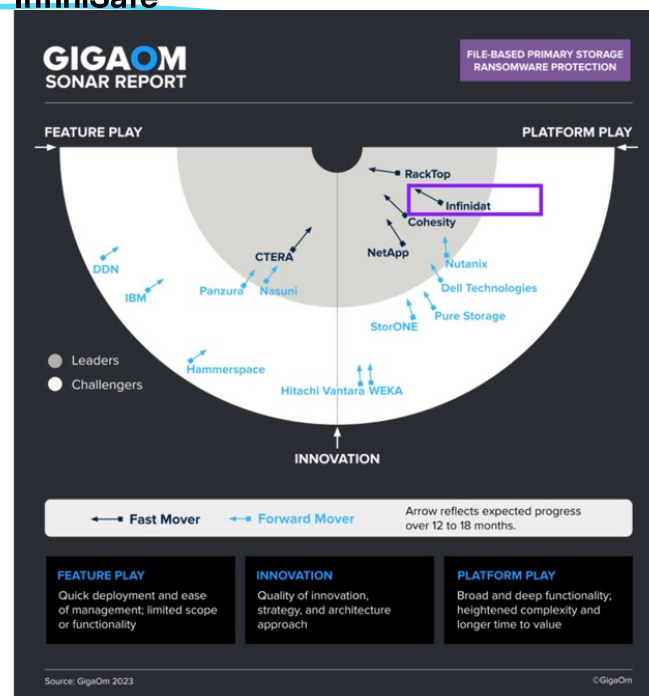
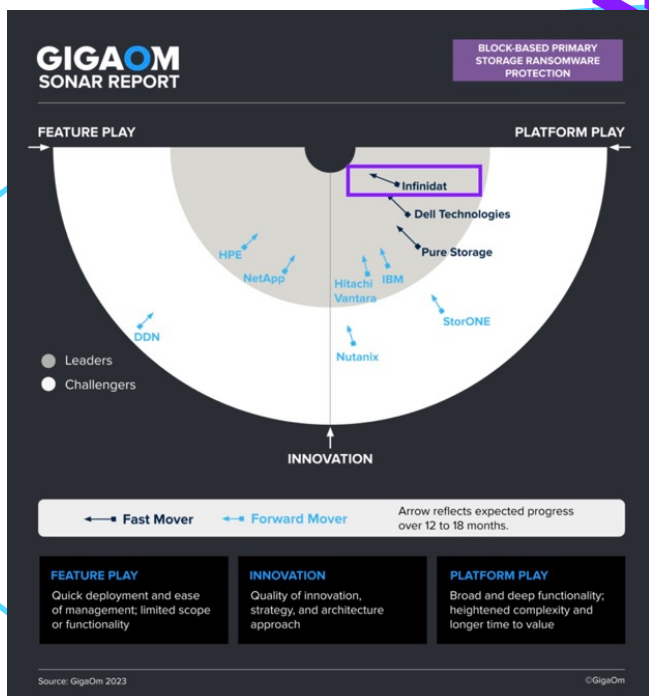
[On-demand](#)

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

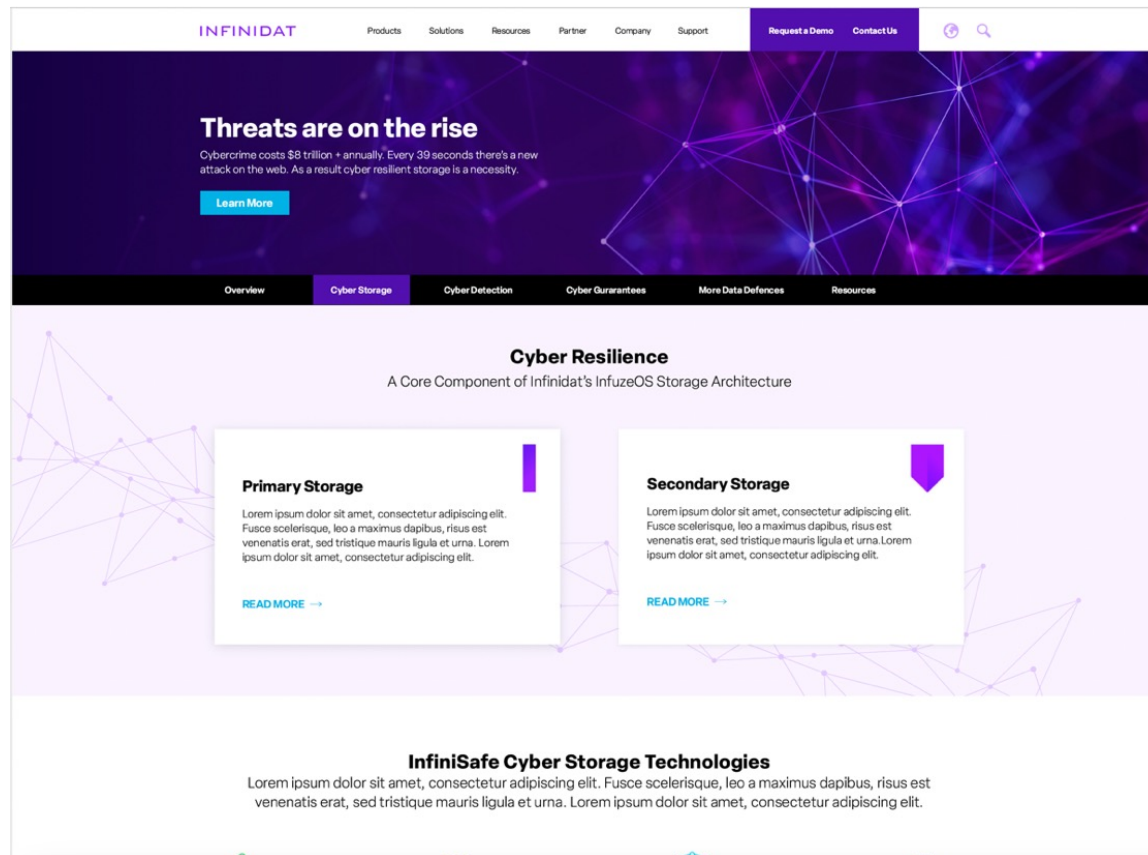
InfiniSafe Cyber Detection



InfiniSafe Cyber Detection



Industry Acclaimed Cyber Storage Resilience and Recovery



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

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

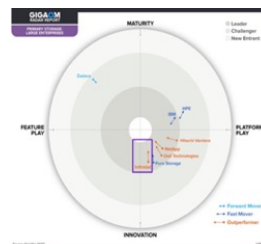


Infinidat’s InfiniBox Family - One of Top 5 High-end Storage Arrays in the World



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

Industry Acclaim: 2023

Gartner

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S

One of the Top 500 Software Companies of 2023

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Year
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in the world, 2023

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AOM



2023
Sonar for
Protection -
Fast Mover™ for
File Storage



2023
Tech Innovator
Awards
Finalist- InfiniBox



CRN
WOMEN OF THE YEAR
AWARDS GALA 2023

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Thank You
Join us at Booth D08

INFINIDAT