

INFINIDAT

The Standard in Enterprise Storage

Green IT: The Secret to Super Savings in Your Data Center

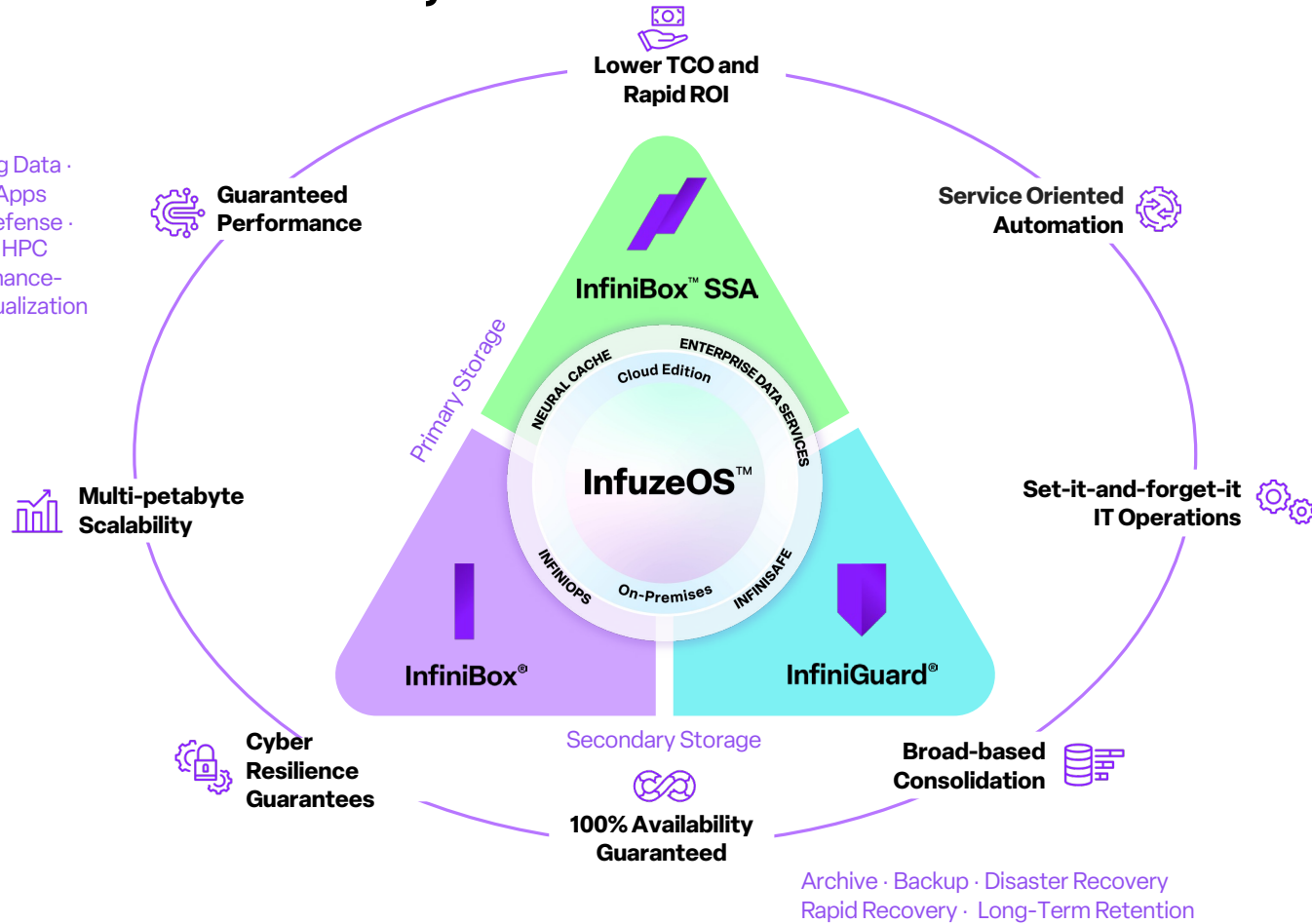
Eric Herzog – Chief Marketing Officer
Tim Dales – Product Marketing Manager

April 10, 2024



One SDS Architecture, All Platforms

AI/ML · Analytics · Big Data ·
 Business & Office Apps
 Containers · Cyber Defense ·
 Data Warehouses · HPC
 Mission-and Performance-
 critical Apps · VDI · Virtualization

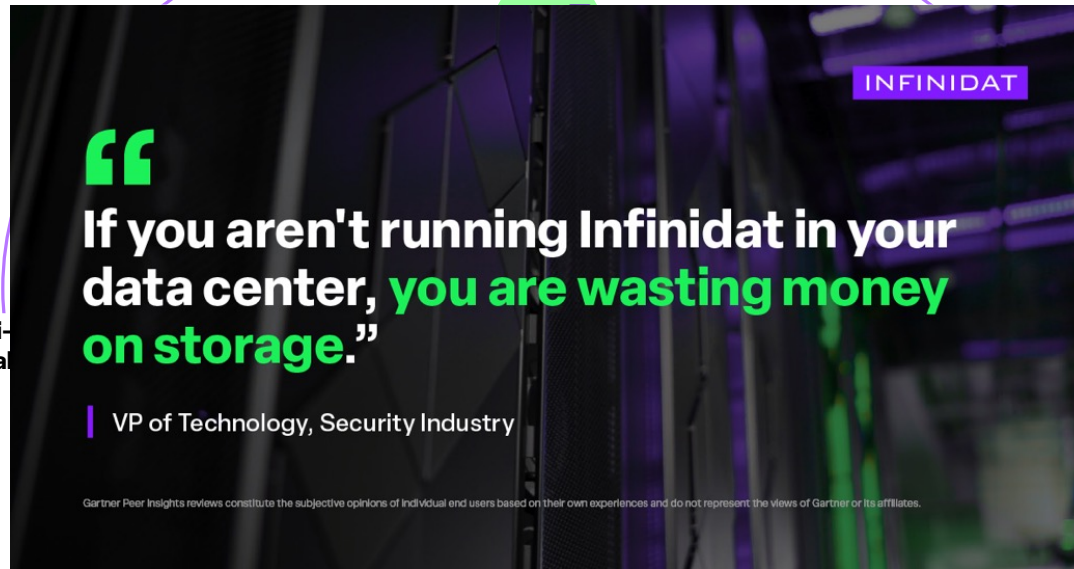


One SDS Architecture, All Platforms


Lower TCO and
Rapid ROI

AI/ML · Analytics · Big Data ·
Business & Office Apps
Containers · Cyber Defense ·
Data Warehouses · HPC
Mission-and Performance-
critical Apps · VDI · Virtualization

 Multi-
Scala



et-it
ions 

 **Cyber
Resilience
Guarantees**

Secondary Storage


**100% Availability
Guaranteed**

**Broad-based
Consolidation** 

Archive · Backup · Disaster Recovery
Rapid Recovery · Long-Term Retention

Industry Acclaim: 2024



Six Time Gartner Peer Insights Customers' Choice Award Overall - 4 times
North America - 2 times



Storage Product of the Year: InfiniBox™ SSA II Gold Medal Award for "The best enterprise storage arrays of 2023"

GIGAOM



InfiniBox and InfiniBox SSA II a Leader and Outperformer in the 2024 Radar Report for Primary Storage For Large Enterprises



Infinidat's InfiniBox® and InfiniGuard® Named One of Top 5 2PB+ Cyber Secure Backup Targets in the World

GIGAOM



InfiniBox and InfiniBox SSA II a Leader and Outperformer in the 2024 Radar Report for Primary Storage For Midsize Businesses



5-Star Rating in CRN® Partner Program Guide for the 3rd Consecutive Year



Eric Herzog "CMO to Watch 2024" by the CMO Alliance



James 'JT' Lewis – 2024 CRN Channel Chief - EMEA and APAC



Steve Sullivan – 2024 CRN Channel Chief



Eric Herzog Finalist for the 2024 CMO/Marketer of the Year

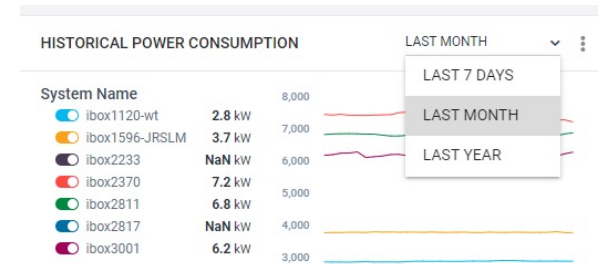
Green IT (Computing)

- Green IT- reduces energy consumption and lowers carbon emissions from the design, use and disposal of technology products.
- Customers want to buy from companies that are “green” and align with their own green initiatives
- Becoming more of a need in RFPs and sourcing agreements
- Every vendor is responding



Green IT – What is Infinidat Doing?

- We have a philosophy to create sustainable storage arrays, by design.
- Our arrays use the latest in power efficient technologies and techniques
- We closely review actual power consumption data based on powerful telemetry tools – InfiniVerse
- We strike a balance between capacity and performance needs of our customers along with the need to minimize floor space, power/cooling costs, and Carbon footprint
- Strong history of consolidating other vendors arrays into Infinidat power efficient arrays – field proven



Green IT – What else is Infinidat Doing?

- A Steering Committee formed to review our operations, supply chain and products to determine where we have gaps so we can respond with a sustainability plan, initiatives and commitments
- Completed Project Steps:



Our Inaugural ESG Report



Powerful Environmental Results!

- October 2022 Announced upgrade of InfiniBox
 - 72% more capacity in same footprint
 - 42% reduction in power per effective PB
 - Less cooling, less power
 - Overall, 36% better ROI/TCO
- September 2023 Announced upgrade of InfiniBox SSA
 - 2x the capacity in the SAME data center footprint
 - New F4316T - up to 6.635PB Effective Capacity
 - 50% less power (Watts) per effective TB
 - Reduces rack space, floor tile, and power & cooling costs
 - Reduced IT storage management by 50%/PB



How do we compare to others?

Infinidat Energy Efficiency compared to Enterprise-class storage competitor?

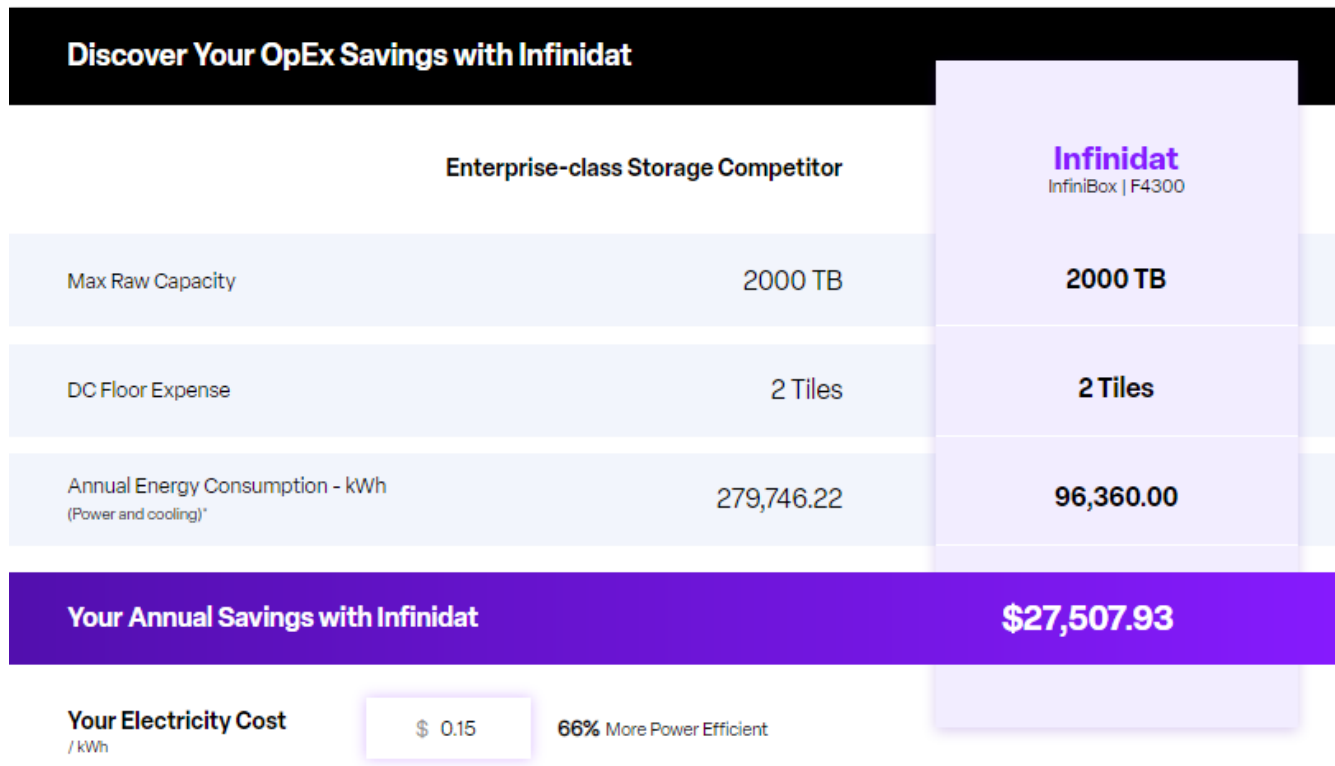
Model	Peak Watts (Max)	Max. Raw TB (Useable TBU)	Watts /Raw TBU	Power Efficient Comparison
F4300	6,000	2,000	3.00	2.66
PowerMax 2500	15,967	2,000	7.98	
F6300	9,800	6,915	1.42	2.58
PowerMax 8500	16,470	4,500	3.66	
SSA F4308T	6,500	1,312	4.95	1.73
PowerMax 8000	9,632	1,125	8.56	

**1.7 TO 2.7X
MORE
POWER
EFFICIENT
(WATTS/TBU)**

(All data from public materials)

How do we compare to others?

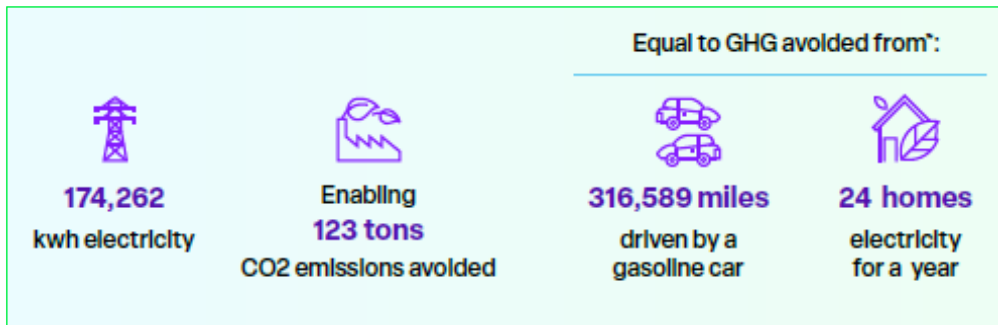
- How does power efficiency equate to OpEx annually?



**66%
MORE
POWER
EFFICIENT
(kWh)**

Green IT = Reduced OpEx and Reduced GHG

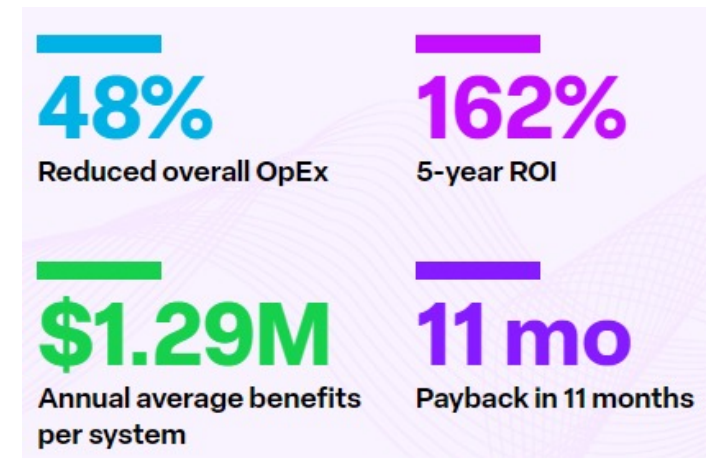
- Green IT- reduces energy consumption and lowers carbon emissions
- In this example: savings of 174,262 kWh/yr.
- Reduces Greenhouse Gas:



Discover Your OpEx Savings with Infinidat		Infinidat InfiniBox F4300
Enterprise-class Storage Competitor		
Max Raw Capacity	2000 TB	2000 TB
DC Floor Expense	2 Tiles	2 Tiles
Annual Energy Consumption - kWh (Power and cooling)*	279,746.22	96,360.00
Your Annual Savings with Infinidat		\$27,507.93
Your Electricity Cost /kWh	\$ 0.15	66% More Power Efficient

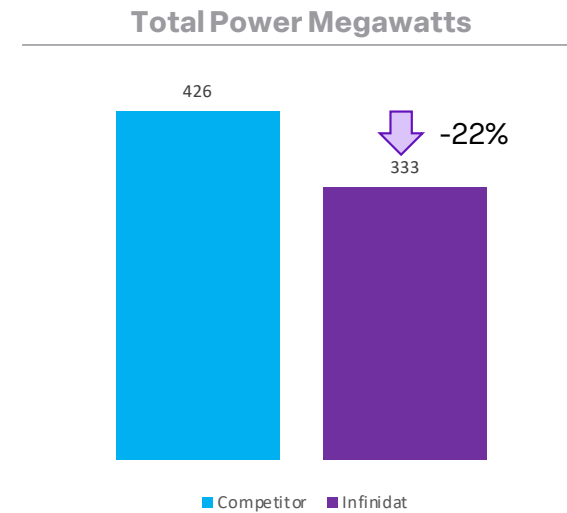
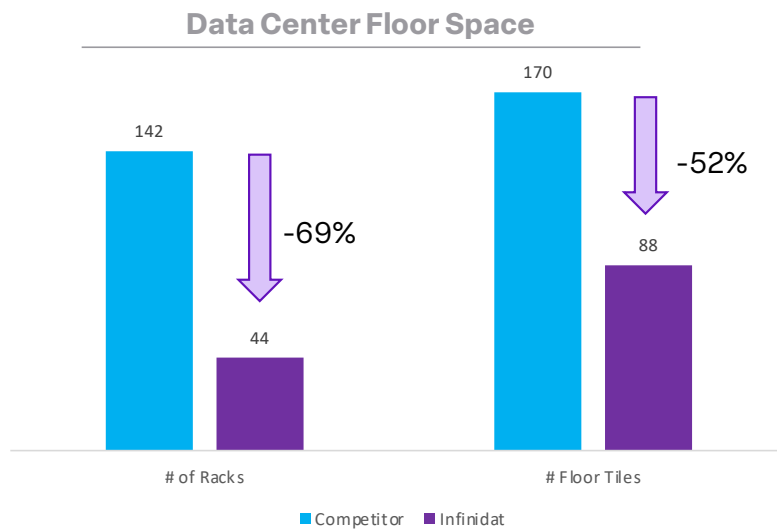
Infinidat's E² Factor!

- Infinidat has a strong **Economic** value
 - IDC Research White Paper
 - 1.7 to 2.7x Watts per TB better
 - 66% Better power efficiency - kWh
- Infinidat has a strong **Environmental** value
 - Consolidation of 5, 10, or 20 arrays into ONE = OpEx benefits
 - Reduces power, cooling, and floor space
 - Need to recycle 5-20 previous vendors' arrays
 - **Environmental** impact is "X" for each array consolidated to ONE rack
 - Reducing significant electricity and GHG emissions
 - At end-of-life for Infinidat solution - Recycle only ONE



Real-world Example

- Fortune 200 Financial Services replaces >100 competitor arrays with 38 InfiniBoxes and 6 InfiniBox SSAs



What The Storage Analysts are Saying



“Infinidat’s advantages to workload consolidation at scale add up to a **significantly lower TCO** than the more traditional practice of using multiple storage silos.”

IDC Research Vice President, Infrastructure Systems, Platforms and Technologies



“Infinidat offers large enterprise features and a balanced AI-based architecture that enables users to **consolidate a wide range of workloads in a single system** and deliver a consistent performance experience.”

GigaOm Radar for Primary Storage for Large Enterprises 2023

What Our Customers Are Saying



60% TCO Reduction, dramatic management simplicity
100% availability and performance guarantee!

Large Insurance Co.



Reduced rack space 4:1
Reduced OpEx and less to recycle

Technology company



TCO savings has led to 70% cost reduction
Reduced data center floor space 80%

Leading fintech company

What Our Customers Are Saying



60% TCO Reduction, dramatic management simplicity



Reduce
Reduce

“Storage at its best.”

Storage Engineer, Healthcare & Biotech | InfiniBox®



TCO s
Reduced data center floor space 80%

Leading fintech company

Garner Peer Insights reviews constitute the subjective opinions of individual end users based on their own experiences and do not represent the views of Garner or its affiliates.

The End Users Have Spoken



InfiniGuard Reviews

by Infinitat in Data Center - Others

4.9 ★★★★★ 18 Ratings



InfiniBox Reviews

by Infinitat in Primary Storage With Platform Services

4.9 ★★★★★ 458 Ratings



InfiniBox SSA Reviews

by Infinitat in Primary Storage With Platform Services

4.8 ★★★★★ 13 Ratings

As of April 3, 2024

The End Users Have Spoken



InfiniGuard Reviews

by Infinitat in Data Center - Others

4.9 ★★★★★ 18 Ratings



INFINIDAT

“
Infinitat is the **Golden Standard**
for Enterprise Storage.”

Storage Operations Supervisor, Banking | InfiniBox*

Gartner Peer Insights reviews constitute the subjective opinions of individual end users based on their own experiences and do not represent the views of Gartner or its affiliates.



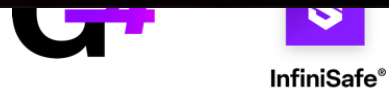
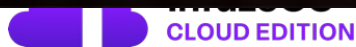
InfiniBox SSA Reviews

by Infinitat in Primary Storage With Platform Services

4.8 ★★★★★ 13 Ratings

As of April 3, 2024

**Wait Till You See What is
Coming on May 22!!!!!!!!!!!!!!
As Infinidat Accelerates
the Future of Enterprise
Storage and
Cyber Security!!!!!!!!!!!!!!**





Thank you