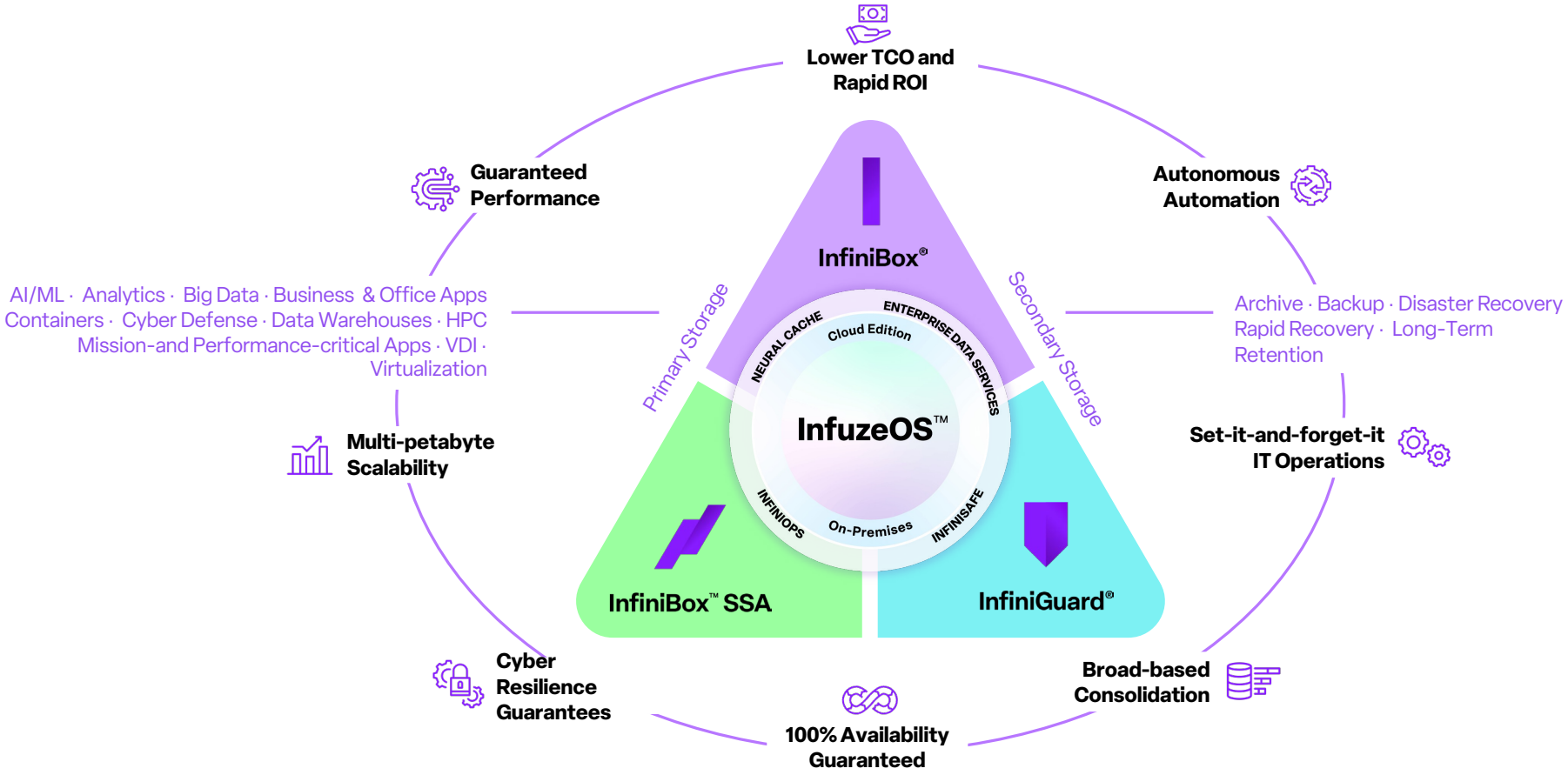
Eric Herzog, CMO
eherzog@infinidat.com
@zoginstor

November 2023

One SDS Architecture, All Platforms



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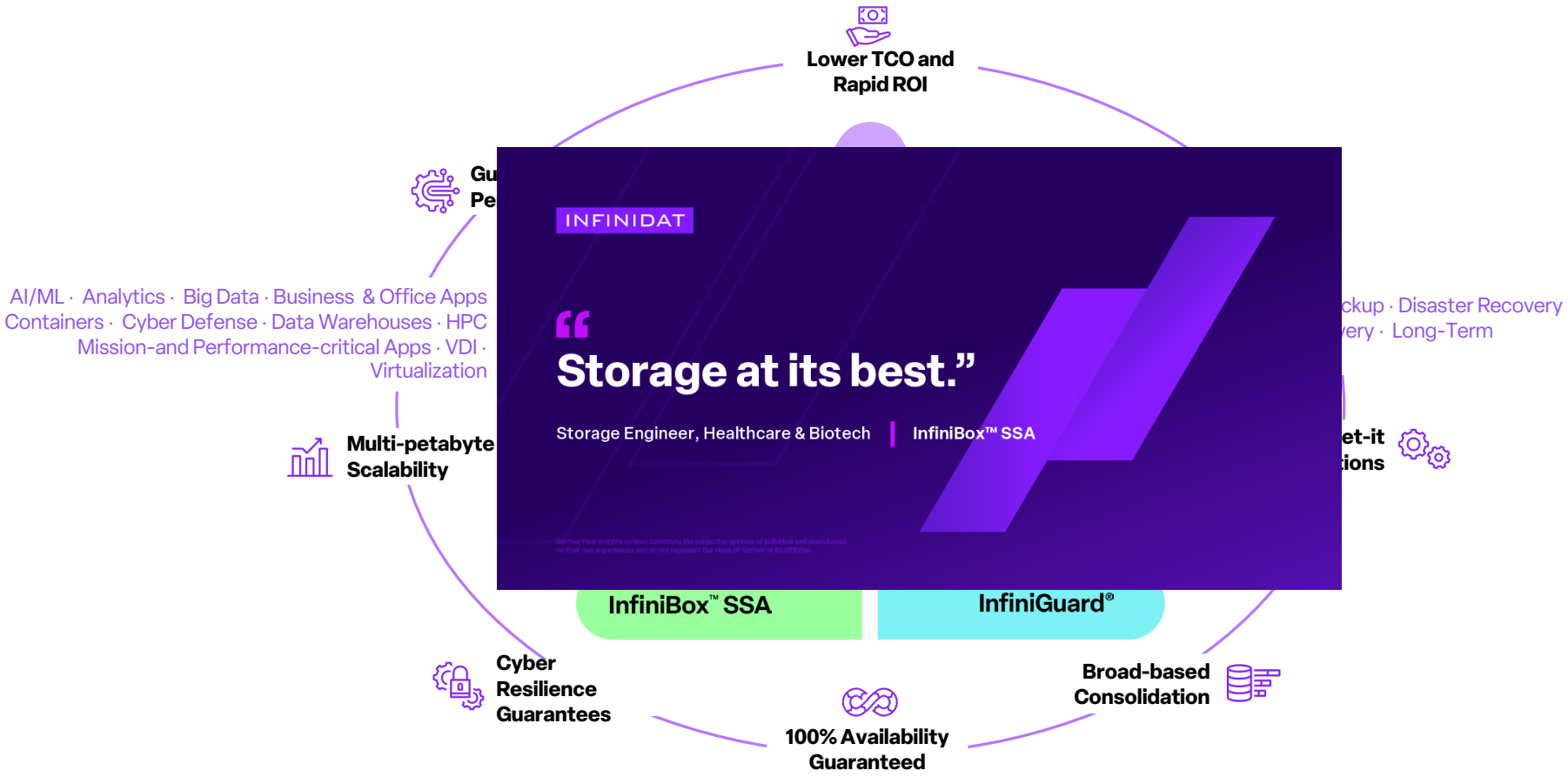
One SDS Architecture, All Platforms



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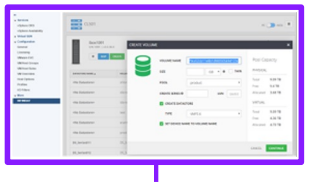
Comprehensive VMware Integration & Ecosystem

Management &
Efficient Storage Offloading
VASA & VAAI

vmware READY STORAGE

REST API

Management & Automation
InfiniBox vCenter Plugin



vVols

vVols

Host PowerTools for VMware

Replication

Replication

VMware vCenter SRM

InfiniBox SRA Plugin
vSphere Metro Storage Cluster

Comprehensive Integration with VMware vRealize Suite

vRealize Operation Manager

vRealize Log Insight

vmware READY MANAGEMENT AND ORCHESTRATION

Tanzu Kubernetes Grid

VMware Cloud Foundation

Infinidat on the VMware Marketplace
https://marketplace.cloud.vmware.com

VMware landing page @ Infinidat.com
https://Infinidat.com/vmware

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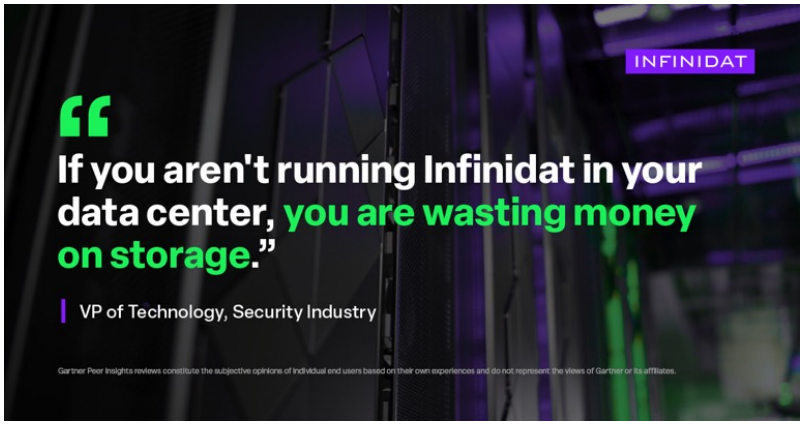
Why Infinidat and Veeam

- Strong Enterprise Focus
  - 25% of the Fortune 50 are Infinidat Customers
- Infinidat Solutions Certified by Veeam
- Strong Technology Alignment
- Fully Integrated with:
  - Veeam Backup & Replication
  - Kasten K10 by Veeam
- 100+ Mutual Customers
  - 60+ - EMEA+APJ
  - 40+ - Americas
- Award-winning Infinidat and Veeam Solutions



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Why Infinidat and Veeam

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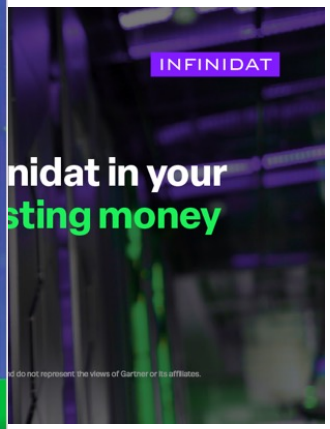
- Infinidat Solu
- Strong Tech
- Fully Integrat
  - Veeam Bac
  - Kasten K10
- 100+ Mutual
  - 60+ - EME
  - 40+ - Ame
- Award-winni

https://bit.ly/46DrK3G

The value of deep integration with Infinidat and Veeam

Event by Veeam Software



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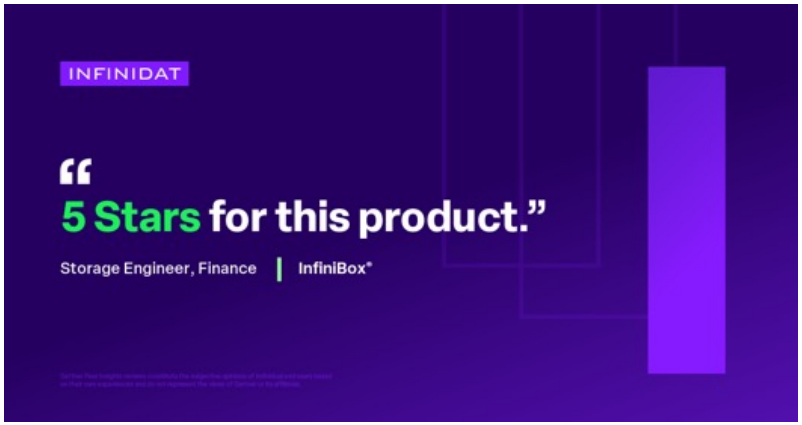
Why Infinidat and Veeam

- Comprehensive Cyber Storage Resilience Technologies
- Multiple High-Capacity Source Device Platforms for Veeam to backup
  - InfiniBox
  - InfiniBox SSA (All-flash)
- Multiple High-Capacity Target Device Platforms for Veeam to backup to
  - InfiniGuard
  - InfiniBox
- Extensive Global Network of Joint Channel Partners



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Why Infinidat and Veeam

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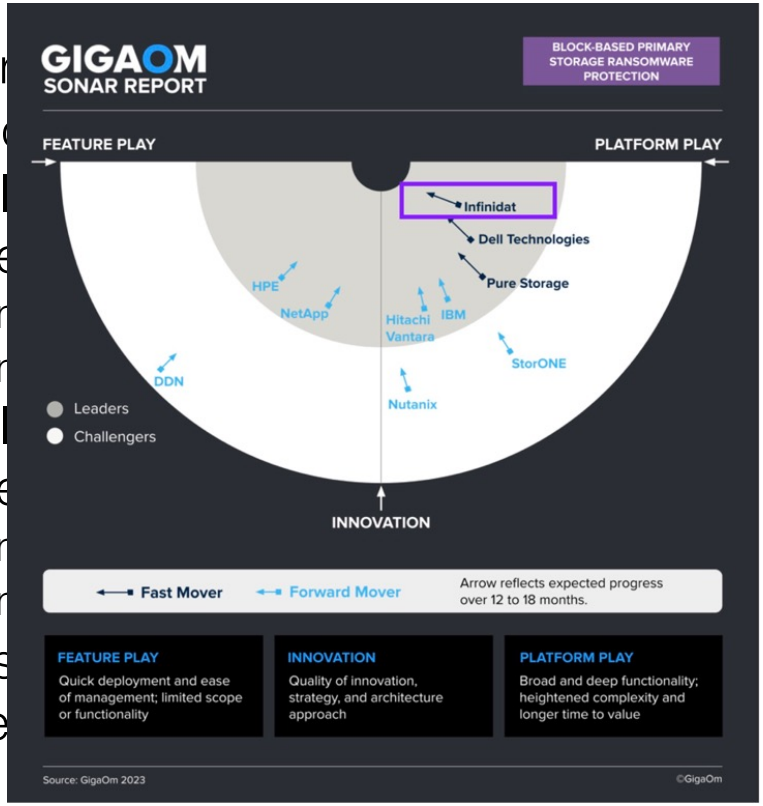

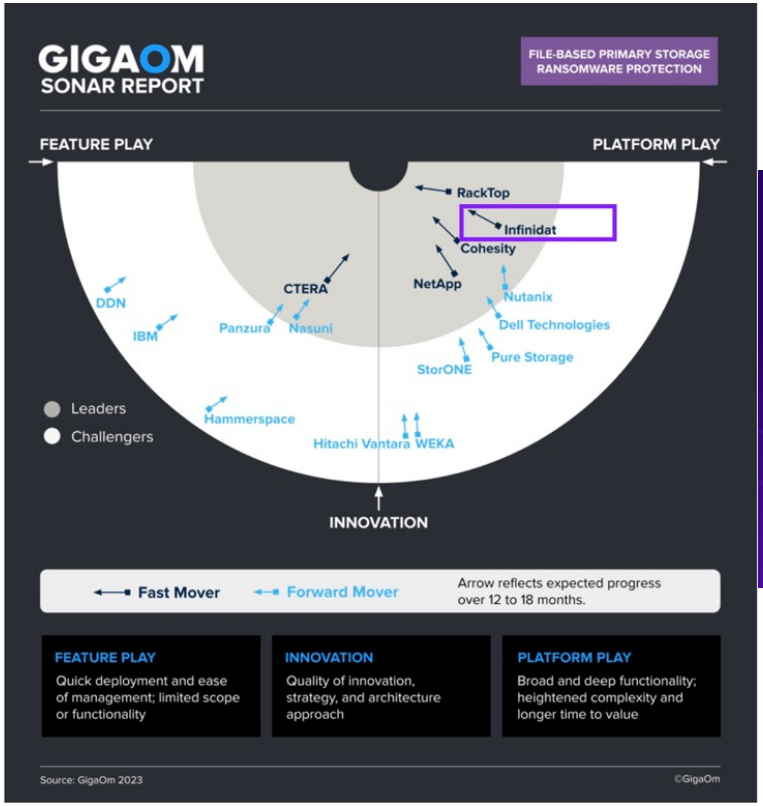

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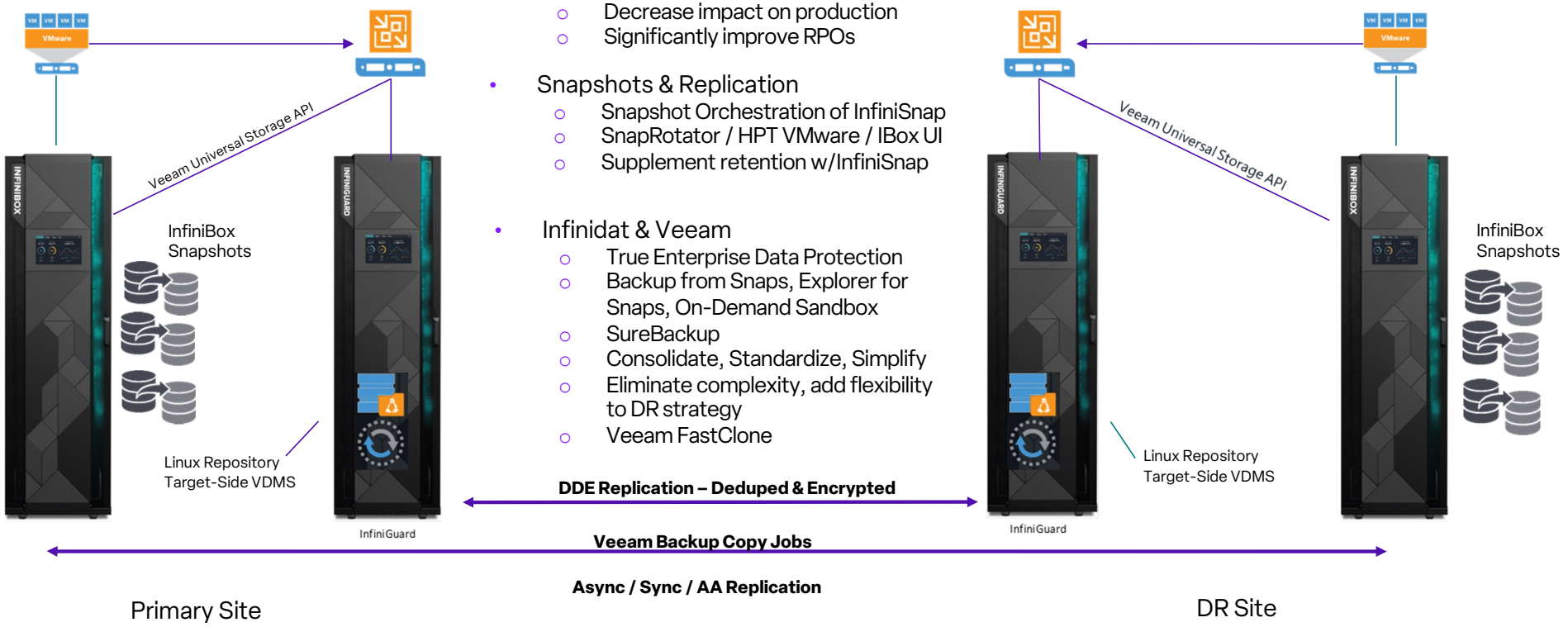
Infinidat and Veeam

Multi-Pronged Approach to Data Protection Strategy

- End-to-End Data Protection
- Veeam Universal Storage API Integration
  - Decrease impact on production
  - Significantly improve RPOs
- Snapshots & Replication
  - Snapshot Orchestration of InfiniSnap
  - SnapRotator / HPT VMware / IBox UI
  - Supplement retention w/InfiniSnap
- Infinidat & Veeam
  - True Enterprise Data Protection
  - Backup from Snaps, Explorer for Snaps, On-Demand Sandbox
  - SureBackup
  - Consolidate, Standardize, Simplify
  - Eliminate complexity, add flexibility to DR strategy
  - Veeam FastClone



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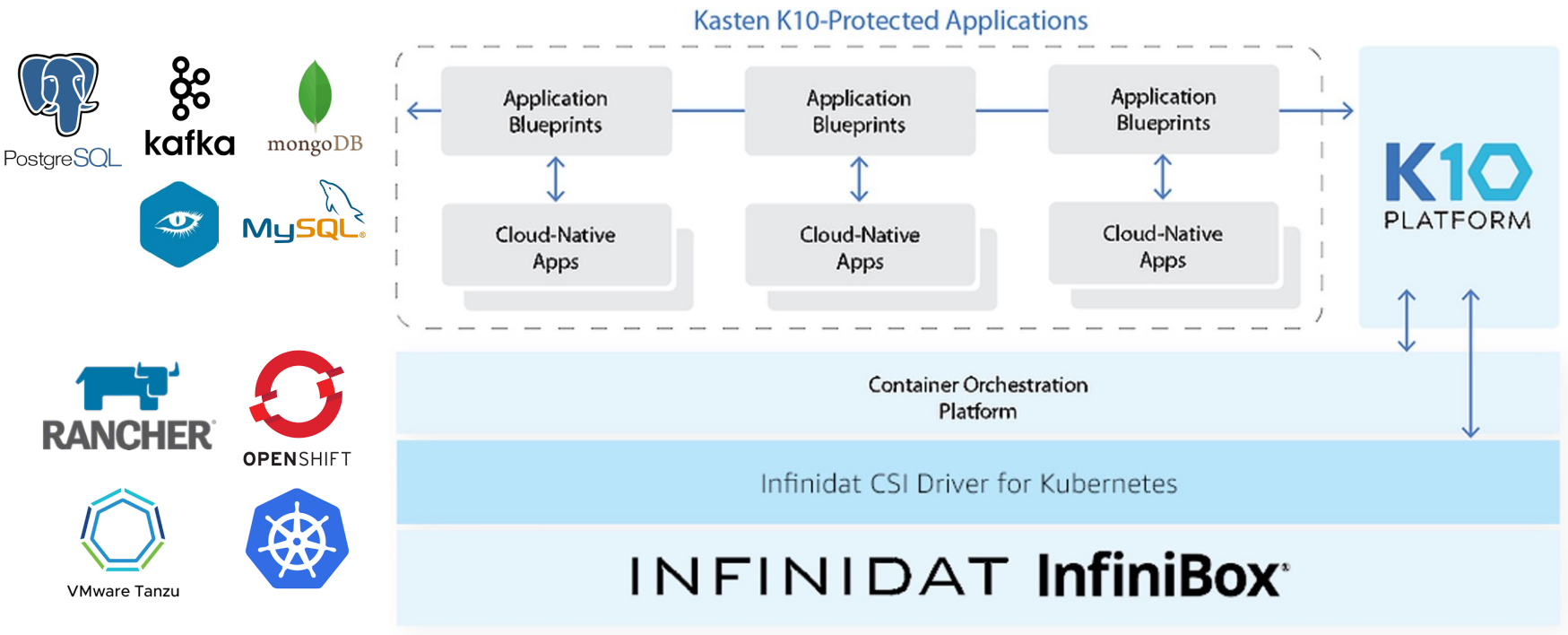
Simplify Tanzu K8S Storage with Infinidat CSI integrations



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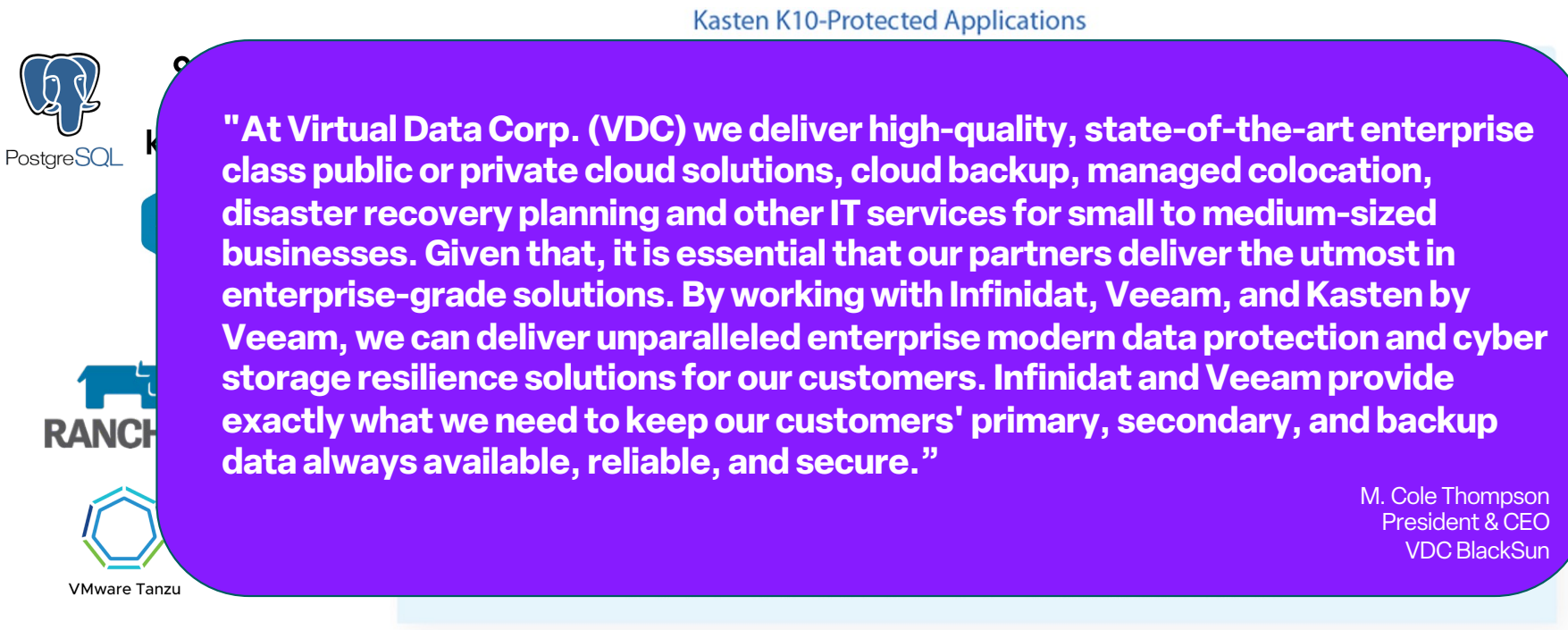

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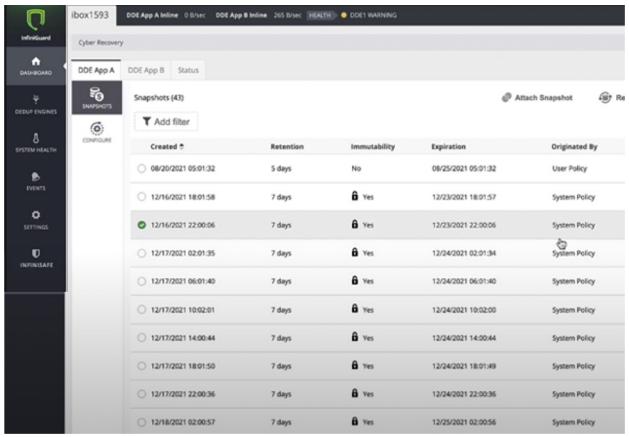
InfiniSafe – Near Instantaneous Recovery

- ONLY 1 InfiniBox needed - No data movement and Reduced CAPEX/OPEX
- Simplifies entire forensic and recovery process
- Rapid accessibility to entire backup dataset – up to 10s of PBs
- No capacity size penalties
- DDE operating environment is protected and available
- Guaranteed SLAs - Immutability of Snapshots and Recovery Times
  - 20 minutes or less with InfiniGuard
  - 1 minute or less with InfiniBox and InfiniBox SSA II

1.



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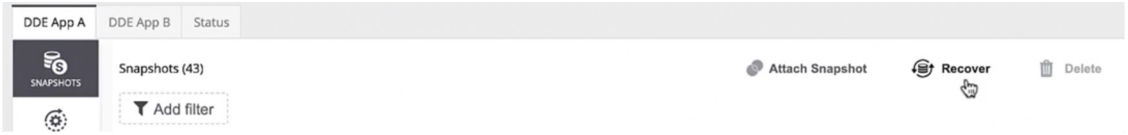

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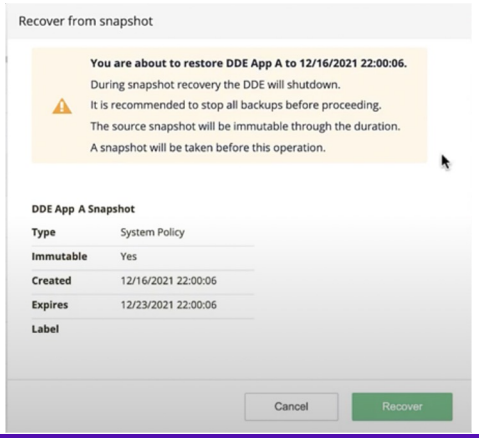

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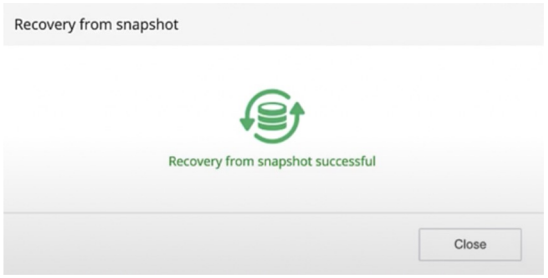

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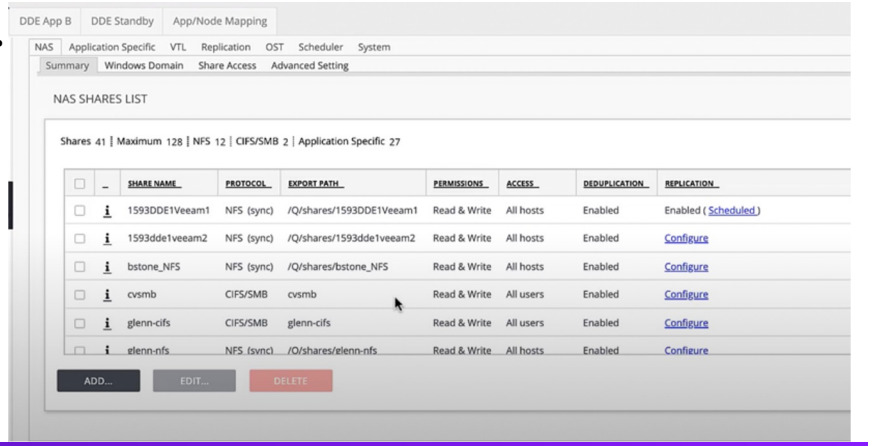

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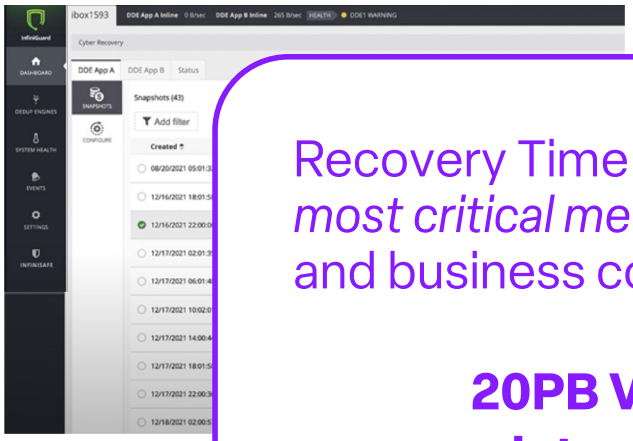


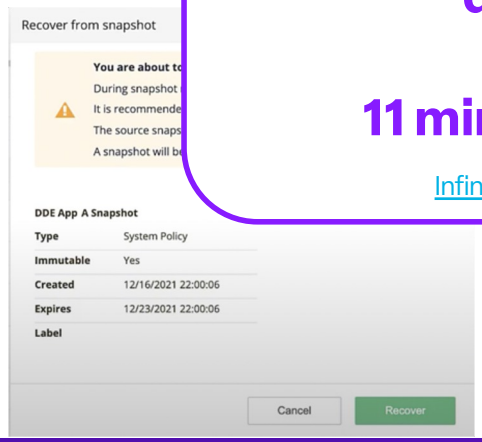
Times

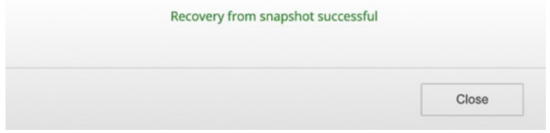
Recovery Time Objective (RTO) is the *most critical metric* for cyber recovery and business continuance

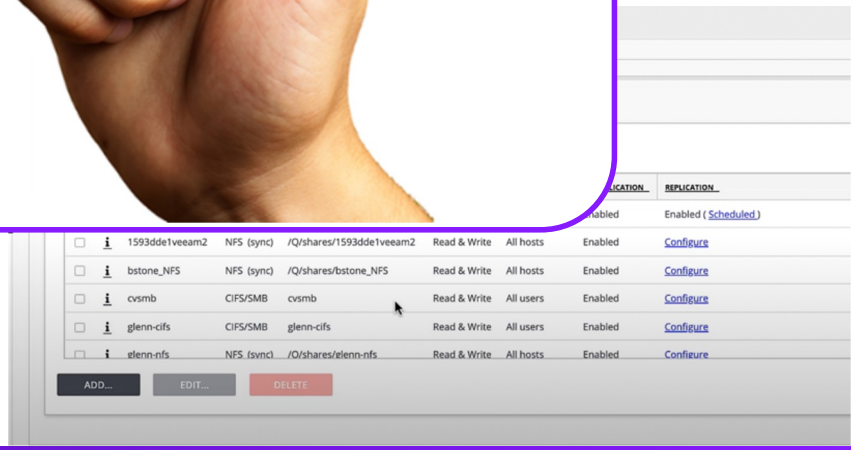
20PB Veeam backup dataset recovered in ONLY 11 minutes and 55 seconds!

[Infinidat Cyber Resilience Webinar, April 2023]

3.







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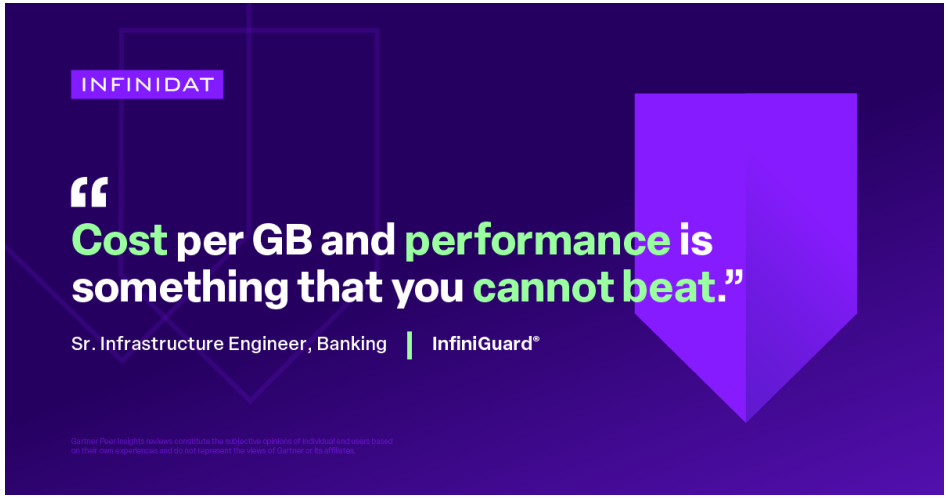
Joint Customer – Healthcare

- Replaced XIV, Data Domain, and tape
- InfiniBox for primary storage
- InfiniGuard delivering faster backup performance than previous Data Domain deployment
- Meet stringent healthcare requirements for backup datasets
- Veeam backup of Infinidat snapshots
- Cyber storage resilience with InfiniSafe



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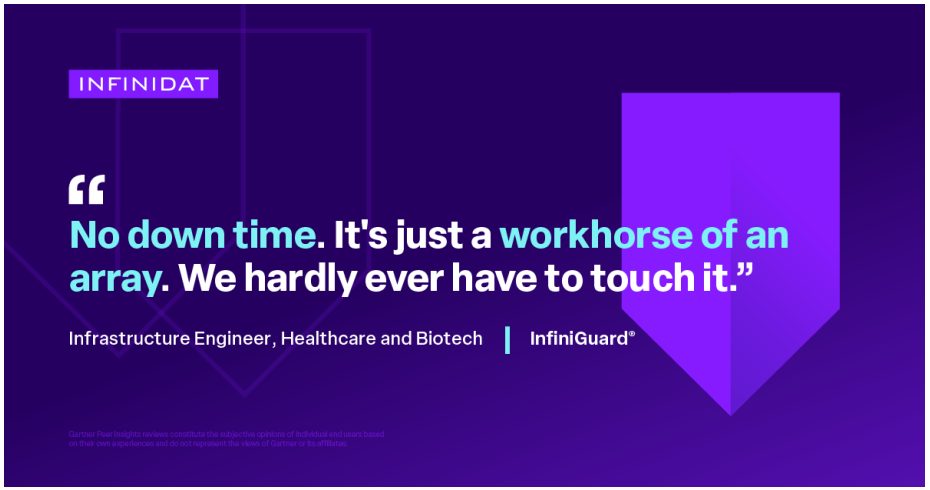
Joint Customer – Global Auto Parts Manufacturer

- Replaced NetApp due to unsatisfactory restore time
- InfiniBox for primary storage
- InfiniGuard and Veeam for backup and secondary storage requirements
- Veeam backup of SAP HANA and SQL Server environments
- ~3.5PB backed up to two InfiniGuards
- Achieved customer SLAs for restoration times



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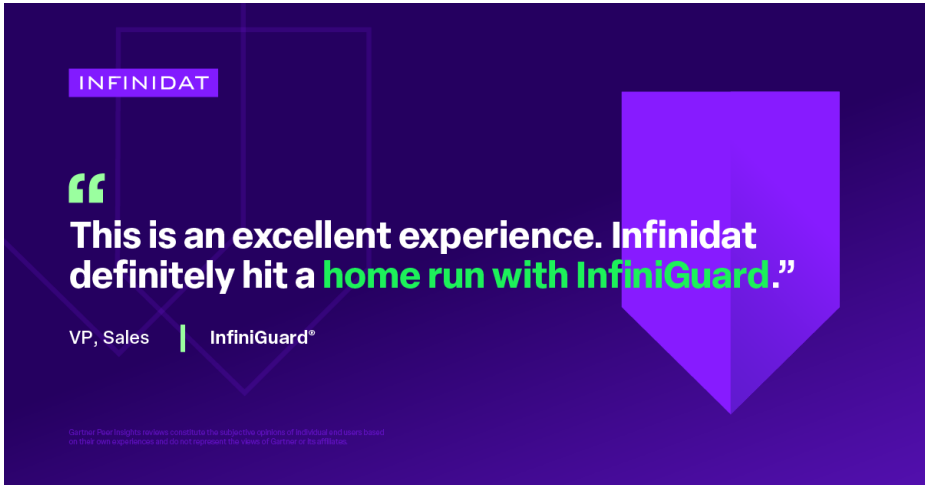
Joint Customer – European Gov't IT Organization

- Replaced Data Domain with InfiniGuard
- Competed with ExaGrid in evaluation phase and won deployment
- Doubled performance compared to previous Data Domain environment or ExaGrid POC
- ~7PB of VMware data backed up
- ~10X data reduction achieved
- Planning to implement replicated InfiniGuards for Cyber Resiliency



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Thank You

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