

INFINIDAT

The Standard in Enterprise Storage

MANAGED SERVICES
SUMMIT 20
LONDON 23

UNLEASH THE POWER of INFINIDAT

Delivering Value and Differentiation for MSPs

JT Lewis

Director of Channels EMEA & APJ

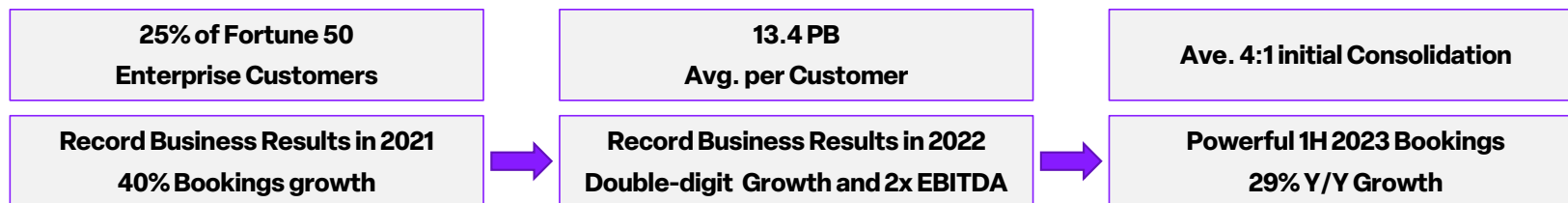
Infinidat

September 2023

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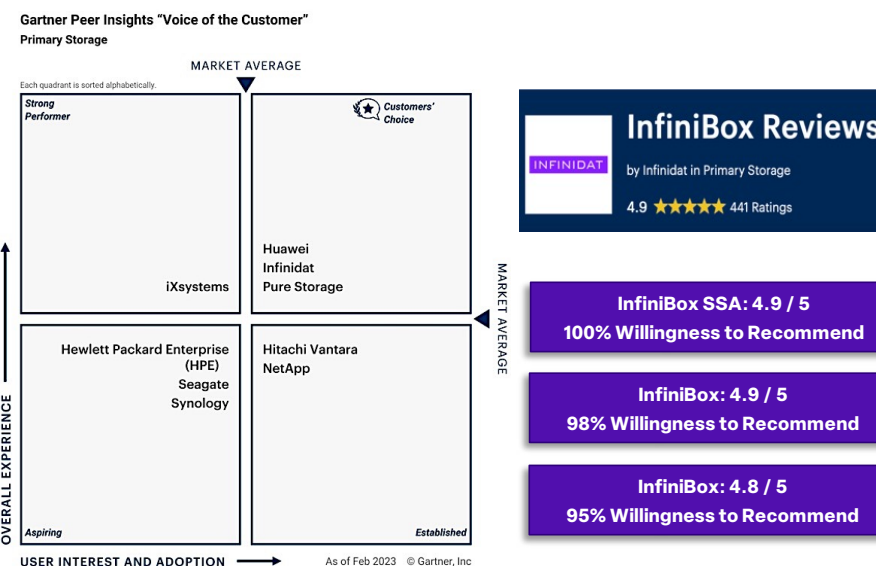
Infinidat Overview and Highlights



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 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, Elastic, STaaS)

Gartner Peer Insights “Voice of the Customer”



Infinidat Overview and Highlights

25% of Fortune 50
Enterprise Customers

13.4 PB
Avg. per Customer

Ave. 4:1 initial Consolidation

Record Business Results
40% Bookings growth

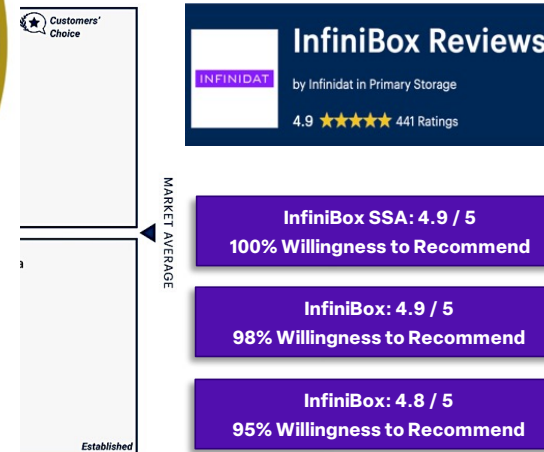
Powerful 1H 2023 Bookings
29% Y/Y Growth

Business Capabilities

- Premium enterprise storage solutions with ground-breaking performance, capacity, 100% availability and security for enterprises and cloud service providers
- Multiple use cases and workload support – primary storage, application consolidation, disaster recovery and cyber resilience
- Differentiated CX, substantial SLAs drive loyal customer and displacements of premium-tier competitors
- Flexible pricing models (CapEx/OpEx)



Customers' "Voice of the Customer"

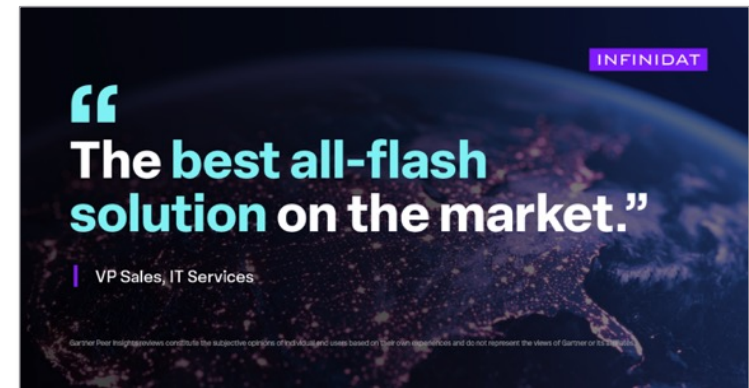
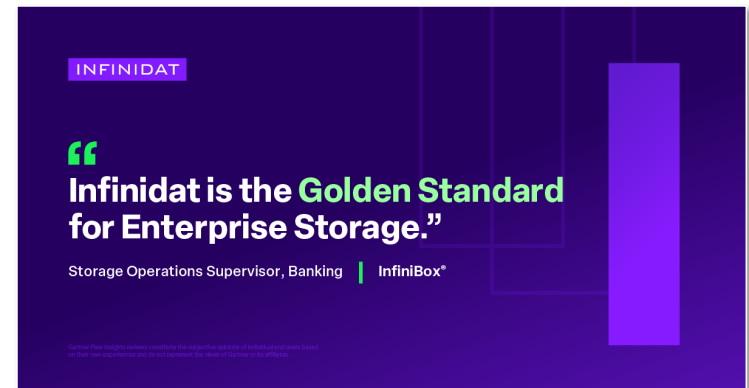
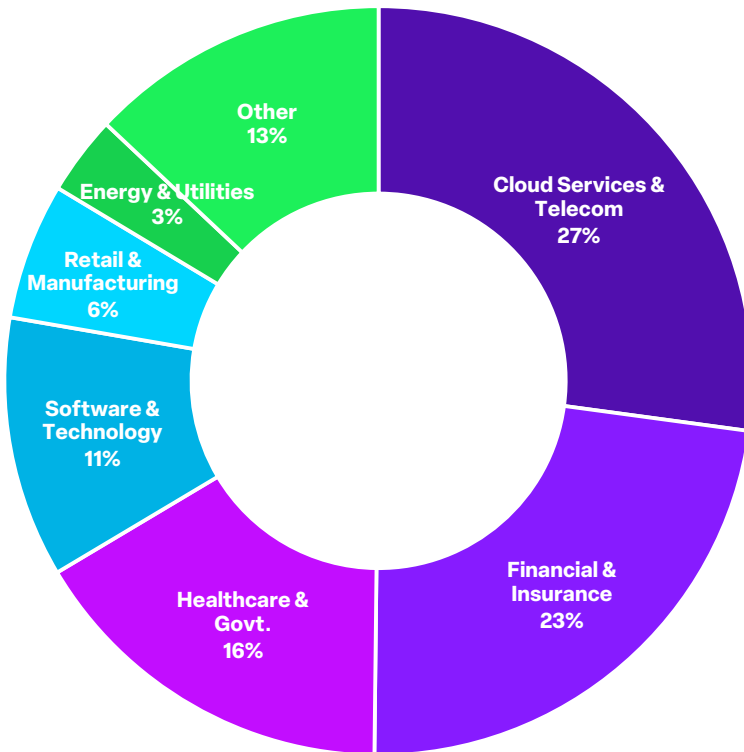


As of Feb 2023 © Gartner, Inc

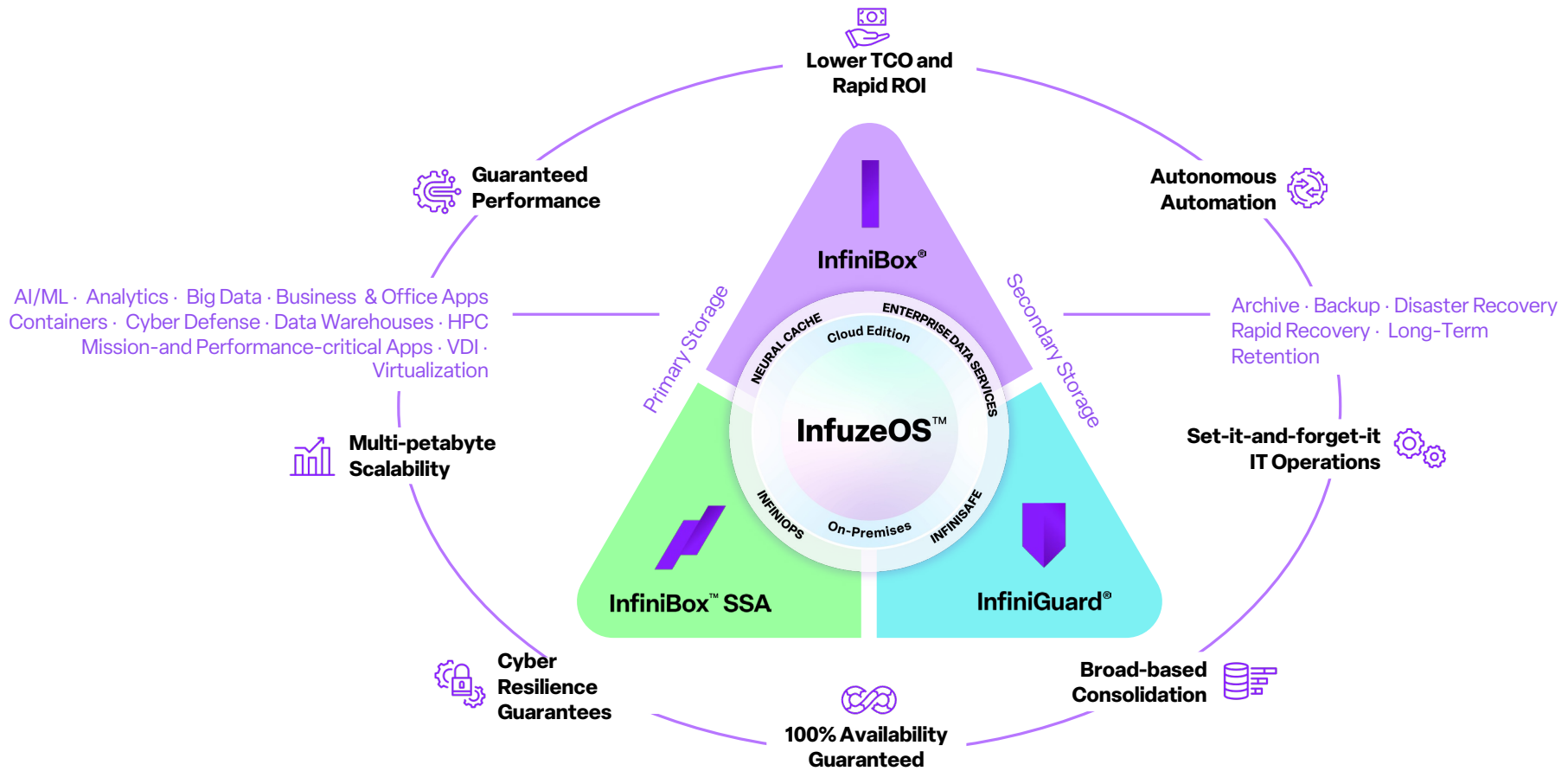
World's Leading Enterprises Across Multiple Verticals



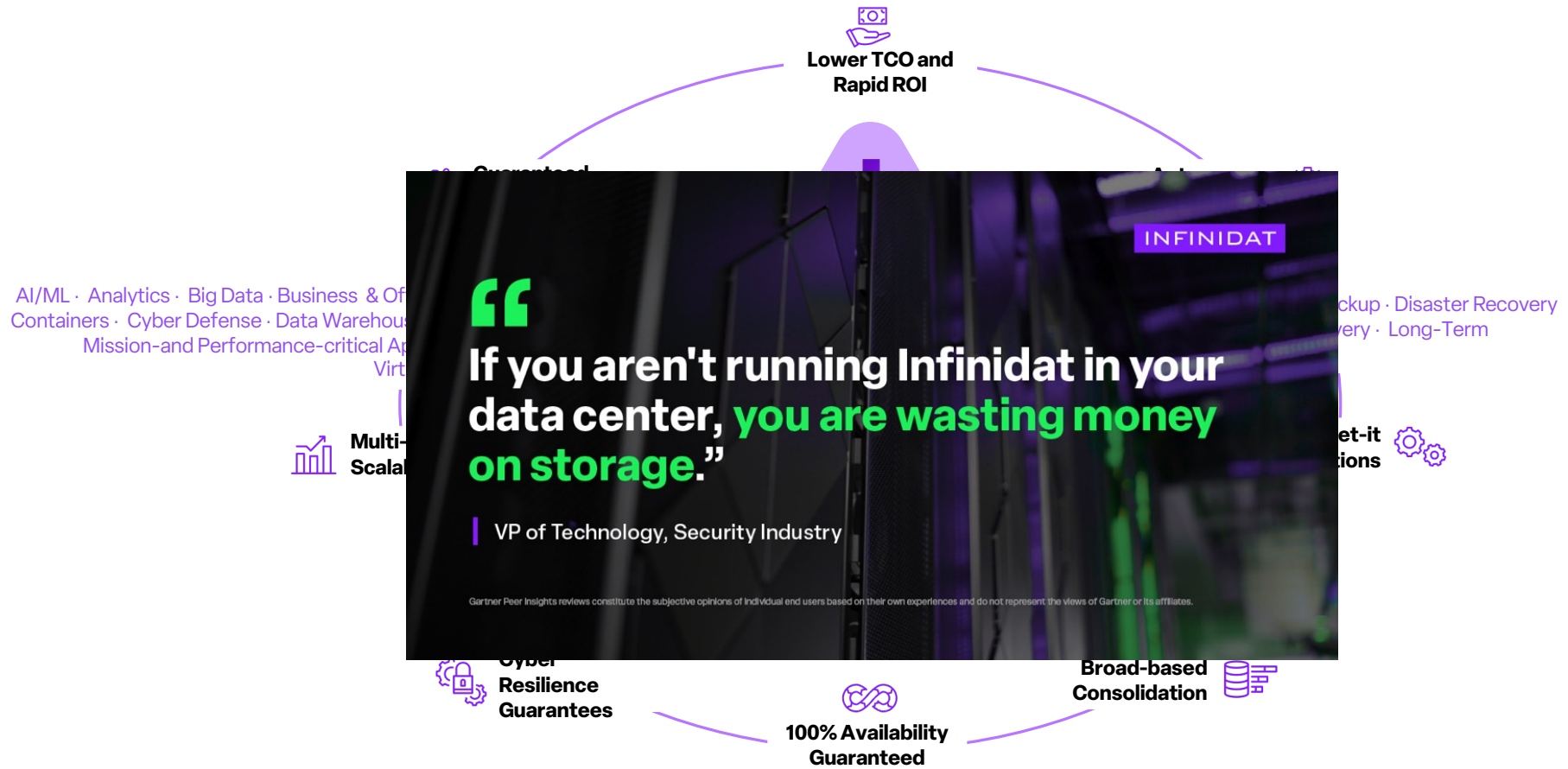
Customers by Market Segment



One SDS Architecture, All Platforms



One SDS Architecture, All Platforms

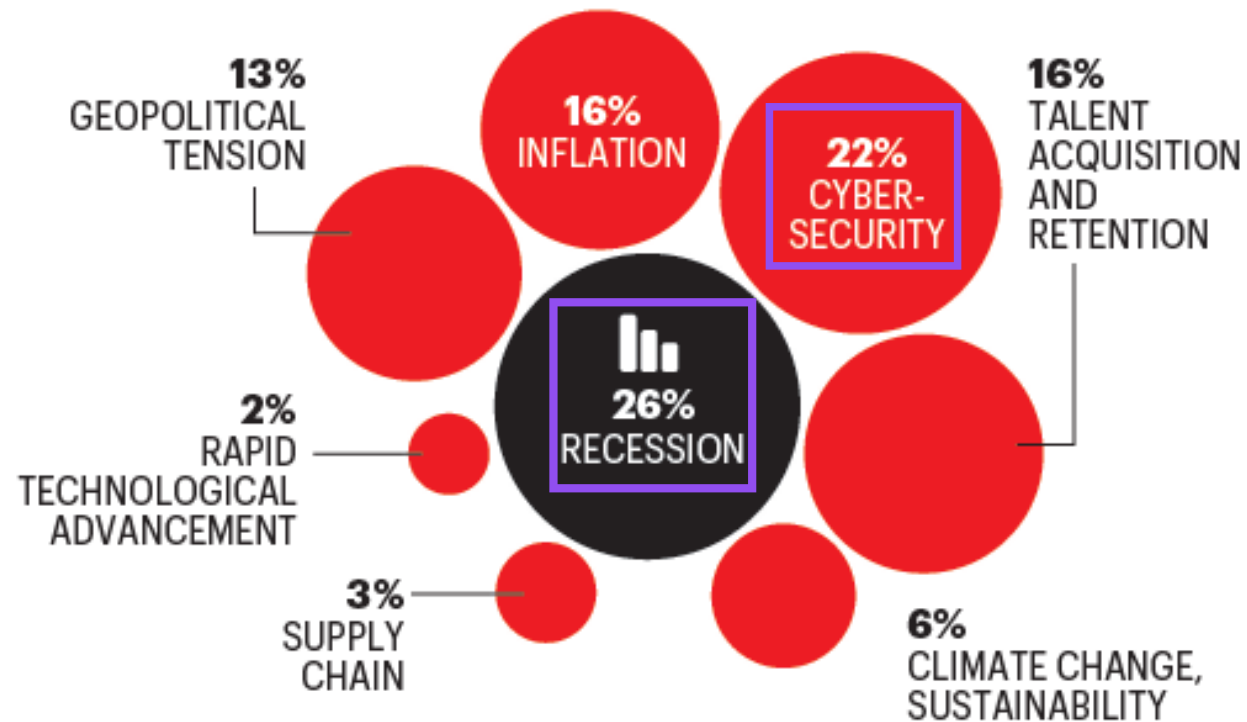


June 2023 Fortune 500 CEO Survey – Top Threats

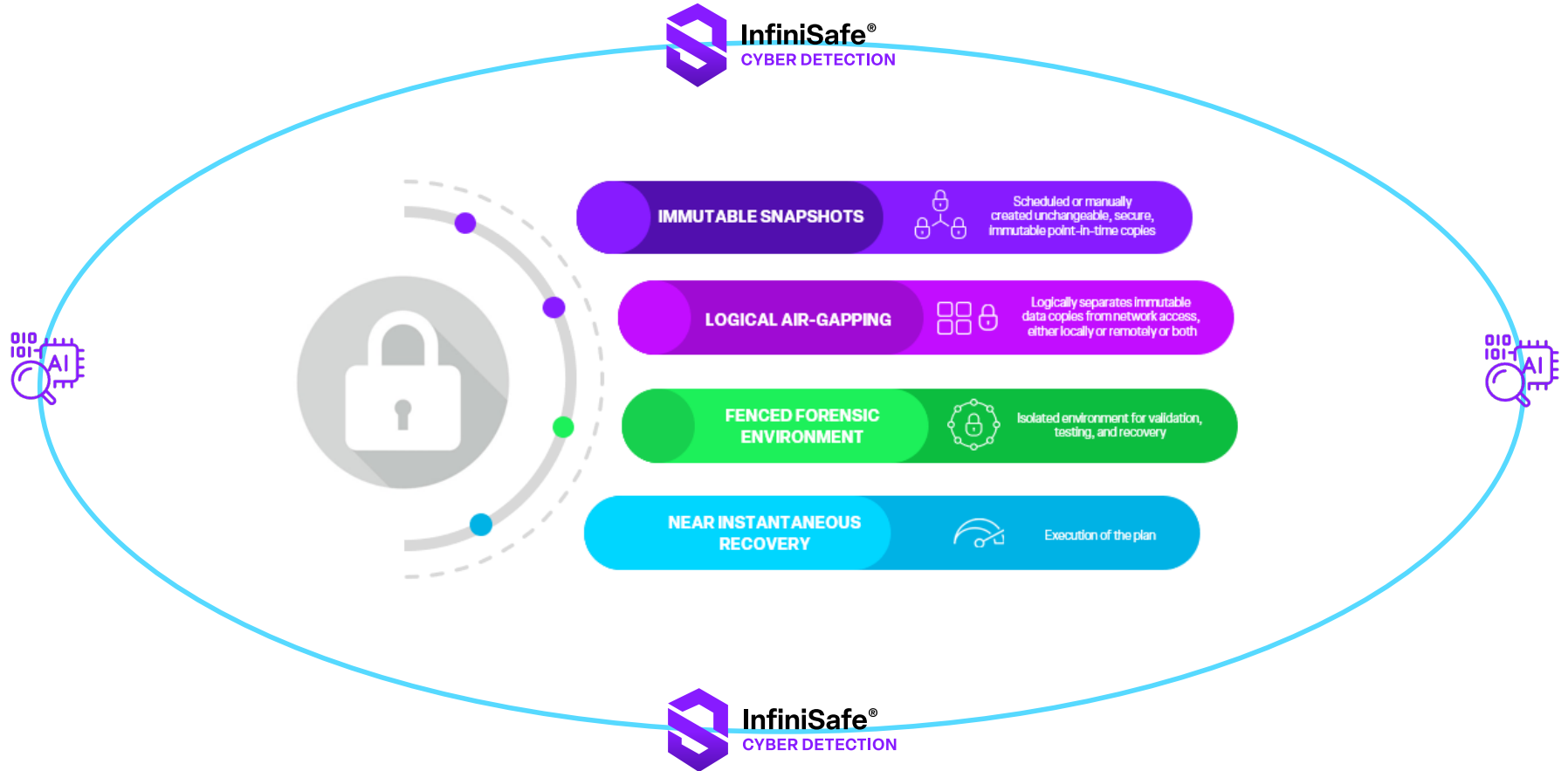


THE THREATS ON CEOs' WATCH LIST

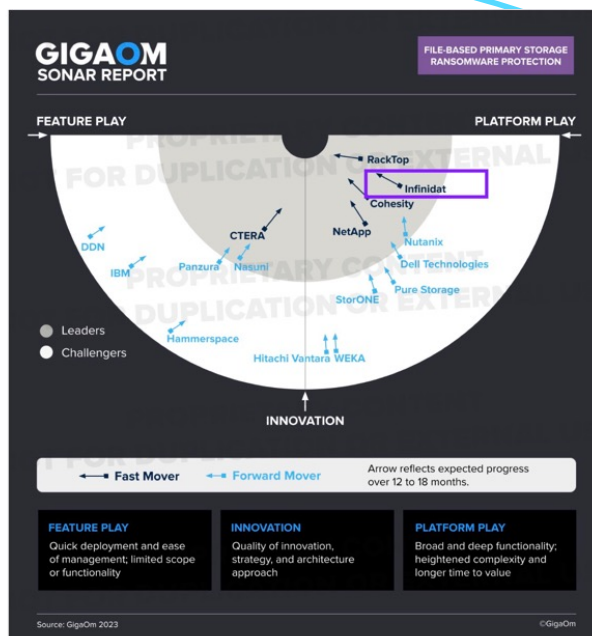
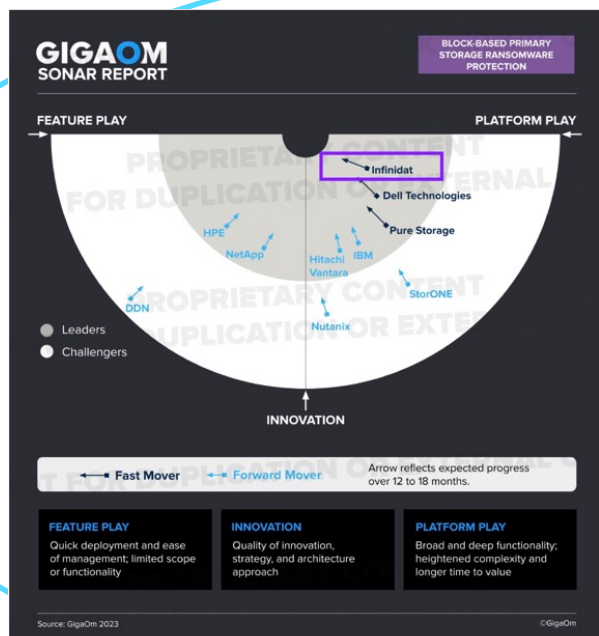
Issues cited as greatest threats to business



InfiniSafe Cyber Detection



InfiniSafe Cyber Detection



Industry Acclaim: 2023



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”



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 Earns 5-Star Rating in CRN® Partner Program Guide for the Second Consecutive Year



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



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 Finalist for the Top 100 Executive Team and the Top 100 Marketing Team, 2023

Eric Herzog Named One of the Top 10 CMOs of the Year, 2023

Thank You

INFINIDAT