

Enterprise Storage is Critical to VMware, Data Center and Hybrid Cloud Deployments

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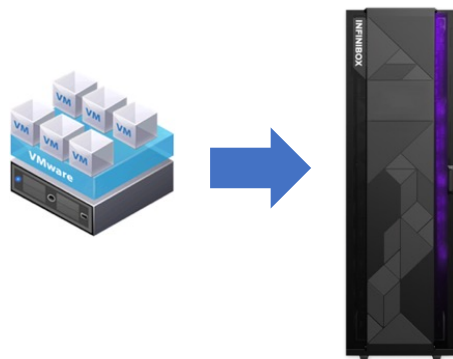
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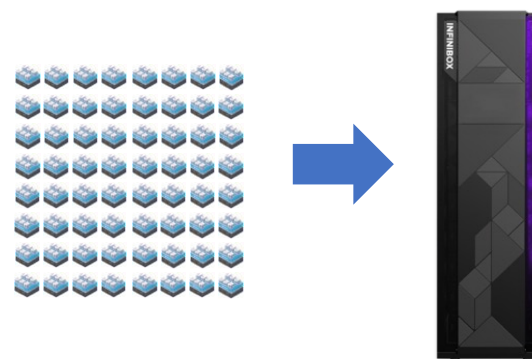
Enterprise VMware Deployment Challenges

- Performance and Cost considerations at Scale
- Multiple Storage Tiers to Address Different Business Requirements
- Siloed Storage Deployment Leads to Management Overhead
- Consolidation Solves TCO issue, but Generates Issues around Availability and Resiliency
- Cyber Security
- Ease of Use and Automation

Consolidating servers
Reducing total cost of ownership (TCO)
Accelerating application development process



Balancing performance and availability
at scale is the next bottleneck for VM
administration



Infinidat's Integration Concepts for VMware

Primary Goals

- High performance
- Low latency
- 100% availability
- Simple management

Strategies devised within the vSphere storage framework

- Enabling storage resource-awareness
- Helping administrators make the correct storage provisioning decision (or fully automating it)
- Removing many time-consuming and repetitive storage-related tasks

Key integration features

- FC/iSCSI/NFS vVols support
- Determining the correct datastore on which to initially place a VM's virtual disk
- Continuously monitoring datastores for capacity consumption and performance/latency
- Ensuring that a VM remains backed by a suitable storage resource throughout its lifecycle
- vRealize Suite plugins

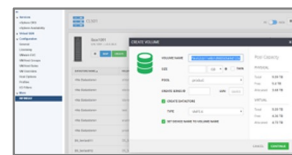


Comprehensive VMware Integration & Ecosystem

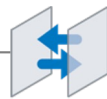
Management & Efficient Storage Offloading VASA & VAAI



Management & Automation InfiniBox vCenter Plugin



Host PowerTools for VMware



Replication

Replication



InfiniBox SRA Plugin vSphere Metro Storage Cluster

Comprehensive Integration with VMware vRealize Suite



vRealize Operation Manager



vRealize Log Insight



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>

Infinidat Host PowerTools for InfiniBox

Provide best practice configuration for performance & reliability
(including HBA Queue Depth, Multipath, Path Failover, OS patch and KB fixes)

Ensure configuration readiness and self-healing

- FC & iSCSI connectivity
- Verify that the HBA's are supported
- Check for volumes that don't have a multipath device
- Check that all reported LUNs have a block device
- Path count for all Infinidat MPIO devices
- OS specific checks
- Enables single-click vVols setup

Provides a consistent user experience with GUI and CLI

Enables Visibility into Infinidat's InfiniVerse

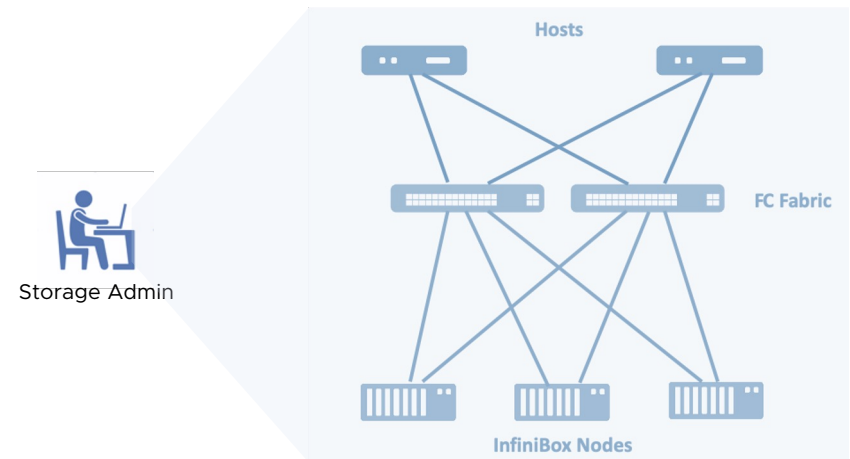


InfiniVerse®

Streamline Operations:

Securely enable self-service of storage provisioning, snapshots and restores to the server or application teams

All-Inclusive – no license, no cost, no extra charge



Data Center Deployment Issues

- Integration with existing infrastructure
- Availability
- Reliability
- Scalability
- Impact of Enterprise storage on data center operations
- Cost/Impact on budgets



InfiniBox®



InfiniBox™ SSA



InfiniGuard®

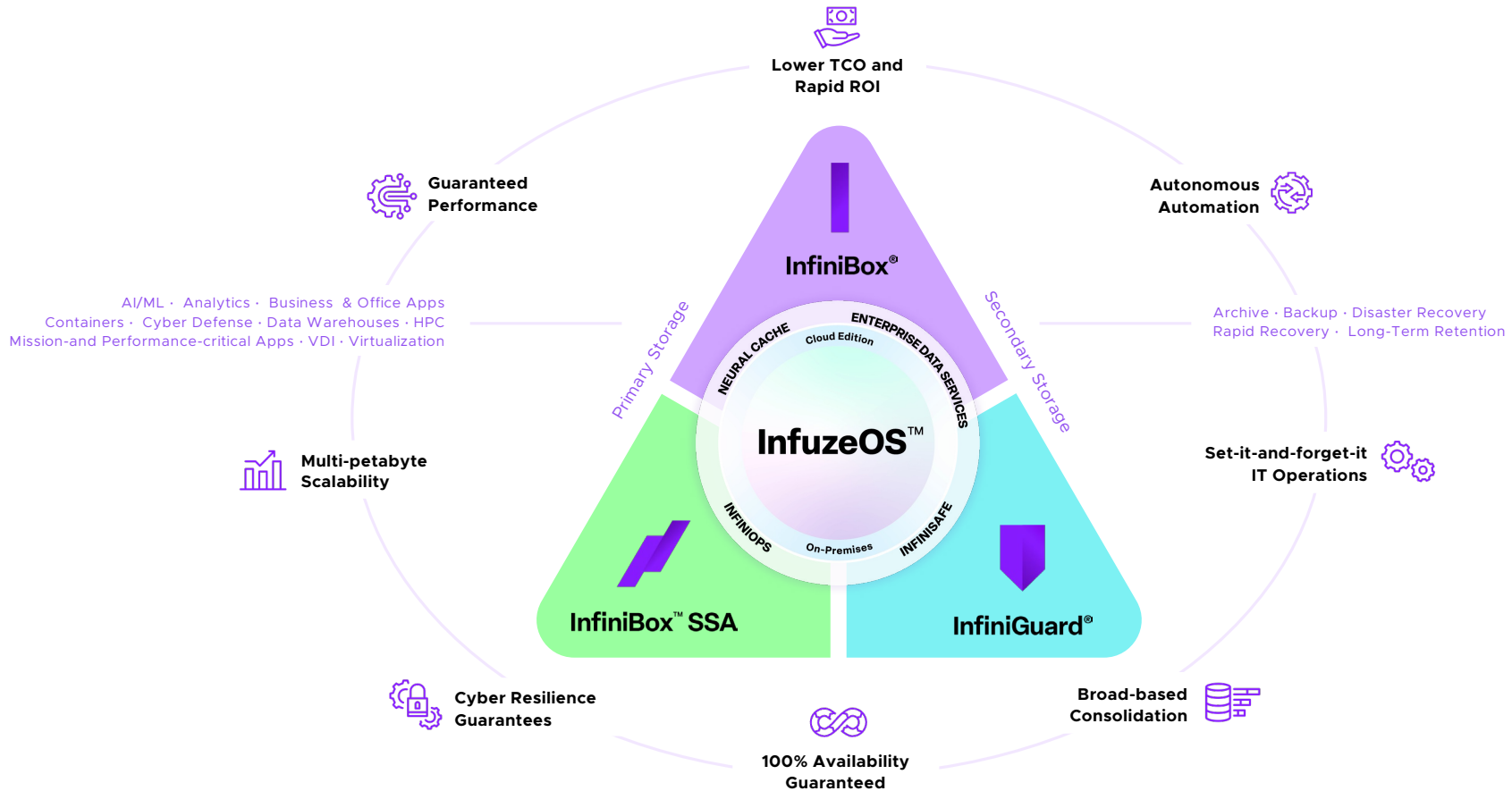


Data Center Deployment Issues

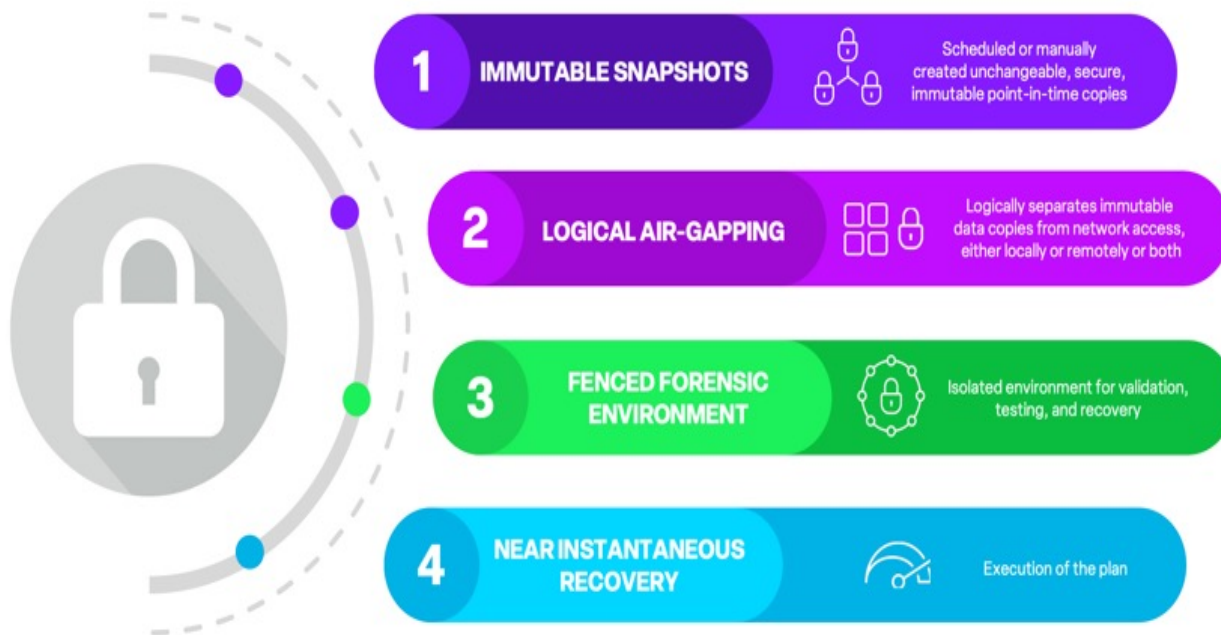
- Impact on Hybrid Cloud configurations
- Data center Environmental deployment issues
- Cybersecurity strategy
- Enterprise storage integration with applications, workloads and Software Infrastructure layers
- Application performance requirements



One SDS Architecture Across The Hybrid Cloud Data Center



Cyber Storage Resilience



Guaranteed SLAs

- Guaranteed Immutability of Snapshots
- Recovery of those Immutable Snapshots in 1 Minute or less on the InfiniBox and InfiniBox SSA
 - First, and only, Guaranteed SLAs on Primary Storage
- Recovery of those Immutable Snapshots in 20 Minutes or less on the InfiniGuard

Enterprise Customer Financial Advantages

Fortune 500 Telco

- **\$104M** capex savings
- **10X** reduction in query response, slashed IT cost by two thirds
- **10X** increase in app performance

Fortune 500 Healthcare

- **6X faster** SAP Queries (2 Hours to 20 Min)
- **30% better** VMWARE Performance

Fortune 500 Financial

- **70%+ cost reduction**
- **80% less floor space** - Reduces cost per TB in CAPEX and Maintenance
- **40% reduction** in storage admin workload
- **30% savings** with Consumed Capacity Savings/Thin Provisioning/Data Reduction



InfiniBox®



InfiniBox™ SSA



InfiniGuard®

Fortune 500 Pharmaceutical

- **50% cost reduction** for the customer with a 9-month ROI

Fortune 500 Healthcare

- *“On average, we have seen 40 percent improvement across the board with InfiniBox. In one test, there was an **812% improvement** — from 85 minutes to 10 minutes”*

Enterprise Customer Financial Advantages

Fortune 500

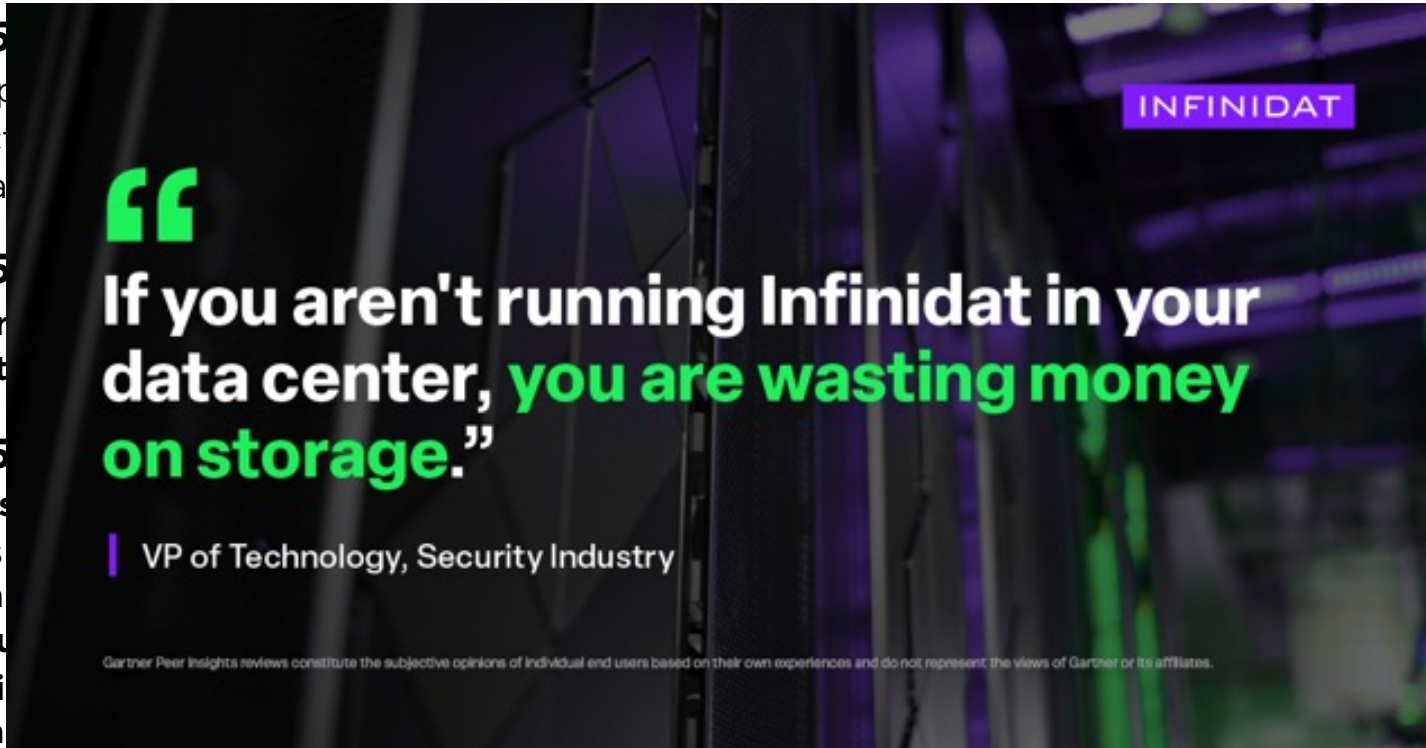
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- 10X reduced
- 10X increased

Fortune 500

- 6X faster
- 30% better

Fortune 500

- 70%+ cost
- 80% less
- 40% reduced
- 30% savings
- Provision



InfiniGuard®

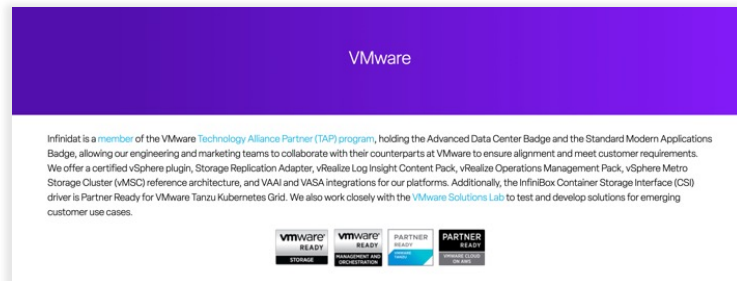
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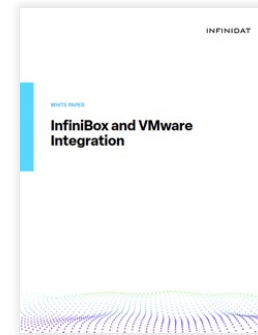
For More Information on VMware Integration

Visit Our VMware Landing Page on Infinidat.com



infinidat.com/en/partners/alliances/vmware

Download the VMware Integration White Paper



- Technical Paper
- Best Practices
- Screen Shots
- Resource Links

Visit Infinidat's Blog for the Latest in Thought Leadership

infinidat.com/blog

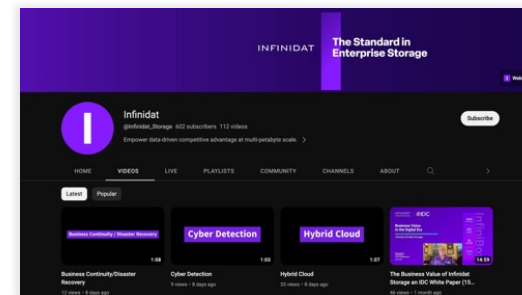
Read the Latest on VMware topics

Active-Active Replication with VMware vSphere Metro Storage Cluster for InfiniBox

From Easy to Really Easy: InfiniBox™ Log Management in VMware® vRealize™

Infinidat + VMware: Great Today, But Only the Beginning!

VMware + Infinidat: even better with vVols



Infinidat YouTube Channel

- VMware Plug-in
- VMware Backup & Restore
- vSphere SRA Plug-in
- Host PowerTools

The End Users Have Spoken

vmware® | INCRAM
VMWARE FORUM ADRIA 2023



 **InfiniBox Reviews**
by Infinidat in Primary Storage
4.9 ★★★★★ 445 Ratings

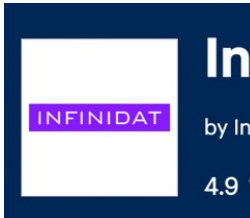
 **InfiniBox SSA Reviews**
by Infinidat in Primary Storage
5.0 ★★★★★ 10 Ratings

 **InfiniGuard Reviews**
by Infinidat in Data Center - Others
4.9 ★★★★★ 17 Ratings

Gartner
Peer Insights™

The End Users Have Spoken

vmware® | IN-CRAM
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INFINIDAT
by In
4.9



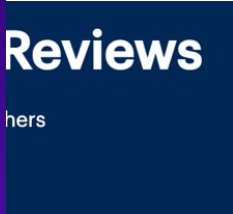
INFINIDAT

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

Storage Operations Supervisor, Banking | InfiniBox®



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2023



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Thank you!

