Be a Cyber Resilience Superhero

InfiniSafe Demo Webinar

Guy Kariv
CTO, EMEA and APJ

Eric Herzog
CMO

23 February 2023
InfiniSafe on InfiniGuard: Near Instantaneous Recovery Demo

Easy and Fast

- ONLY 1 InfiniGuard needed - No data movement required
- Reduced CAPEX and OPEX
- Simplifies entire forensic and recovery process
- Simple mount to the standby DDE taking only minutes
- Rapid accessibility to entire backup dataset – up to PBs
- No capacity size penalties
- DDE operating environment is protected and available
Broad Enterprise Portfolio

One Architecture
many possibilities

100% Availability
guaranteed

Guaranteed Performance
from AIOps inside and outside
the array

Multi-Petabyte
Scalability

Primary Storage

InfiniBox™ SSA

Performance-critical
apps

Cyber Attack
Ransomware Defense

Containers

Business Apps
(SAP, Oracle, ...)

Virtualization

HPC

Mission
Critical Apps

InfiniBox®

IT Operations
simple to install and manage

Secondary Storage

InfiniGuard®

Insurance

Lowest Cost & TCO

InfiniSafe
Guaranteed
Cyber storage resilience

Office Apps
(Exchange, File Servers, ...)

VDI

Data Warehouses

Cyber Attack
Ransomware Defense

Analytics

Disaster / Rapid Recovery

AI / ML

Long-Term Retention (LTR)

Archive

© 2023 Infinidat. All Rights Reserved.
$167,000 Average Annual Benefit per PB
51% more efficient storage management
$41,600 OPEX reduction per PB

11 months ROI

IDC Business Value of InfiniBox/InfiniBox SSA, Jan 2023
Exploding Cyber Risk

- In 2022 cyberattacks reach an all-time high
- 60% Fortune 500 CEOs expect a severe risk of cyber attack
- In 2022 cyberattacks increase 38% YtY
- 60% of businesses will pay the ransom!
- 48% of CEOs are increasing investment in cyber security 2023
- USA LAW: “Cyber Incident Reporting Act” requires companies to report cyber attacks (March 2022)
- $8 Trillion Annual Cost of cyber crime by the end of 2023
- Large enterprises averaged 1,168 cyberattacks per week
- Ransomware attacks will happen every 2 seconds by 2031
InfiniSafe for InfiniBox and InfiniGuard
Delivering essential cyber resiliency with Comprehensive cyber resilience at no additional cost

1. Immutable Snapshots
   - Scheduled or manually created unchangeable, secure, immutable point-in-time copies

2. Logical Air-Gapping
   - Logically separates immutable data copies from network access, either locally or remotely or both

3. Fenced Forensic Environment
   - Isolated environment for validation, testing, and recovery

4. Near Instantaneous Recovery
   - Execution of the plan
Cyber Resilient Storage enabled by InfiniSafe

**Primary Storage**

InfiniBox™ SSA

InfiniSafe

*InfiniBox* Immutable Snapshot

**Secondary Storage**

Backup Application

Backup Application NOT providing DEDUP

Backup Application providing DEDUP

Backup Application Aging to Cloud

InfiniBox

InfiniGuard

InfiniSafe Cyber Storage Resilience Guarantees

- Guaranteed recovery of InfiniSafe immutable snapshots
- Recovery time guarantee of those immutable snapshots
  - Less than 20 minutes for InfiniGuard
  - Less than 1 minute for InfiniBox SSA II and InfiniBox
  - Regardless of immutable snapshot size

InfiniSafe Cyber Storage Resilience

1. Immutable Snapshots
2. Logical air-gapped protection
3. Fenced forensic environment
4. Near-instantaneous recovery of any size backup repository

© 2023 Infinidat. All Rights Reserved.
Infinidat Guarantees It!!!!!

- **InfiniSafe Cyber Storage Guarantee**
  - First primary storage platform cyber storage guarantee
  - Guaranteeing the immutability of our InfiniSafe immutable snapshots
  - Guaranteeing the near instantaneous recovery of an InfiniSafe immutable snapshot at:
    - 1 minute or less with InfiniBox/InfiniBox SSA II
    - 20 minutes or less with InfiniGuard

- **100% Availability Guarantee**
  - Promoted publicly since 2019

- **Performance Guarantee**
  - Based upon your actual real-world applications
Powerful Backup Repository – *Integrated with Applications*

“With their new performance and cyber storage recovery guarantees, Infinidat is breaking new ground in these areas in ways that drive meaningful value for their enterprise customers.” – Vice President IDC

“Teradata Oracle backup has been taking over 2 days to run, and now they run in under 8 hours to InfiniBox” – Large Food Distributor
InfiniGuard’s InfiniSafe Immutability

- Protection of entire backup storage via Infinidat immutable snaps
- Granular recovery and separately managed policy for each DDE
- Enable CyberRecovery or discovery tests in a standby environment
- Synchronized protection of the Backup Servers’ Catalog(s) and Information

Backup Server

DDE_INSTANCE_1

InfiniBox-pool1

Current

PIT-1
PIT-2
PIT-3
PIT-4
PIT-5
PIT-6
PIT-7
PIT-8
PIT-9
PIT-10
PIT-11
PIT-12
PIT-13
PIT-14
PIT-15
PIT-16
PIT-17
PIT-18
PIT-19
PIT-20
PIT-21
PIT-22
PIT-23

DDE_INSTANCE_2

InfiniBox-pool2

Current

PIT-1
PIT-2
PIT-3
PIT-4
PIT-5
PIT-6
PIT-7
PIT-8
PIT-9
PIT-10
PIT-11
PIT-12
PIT-13
PIT-14
PIT-15
PIT-16
PIT-17
PIT-18
PIT-19
PIT-20
PIT-21
PIT-22
PIT-23

STANDBY_INSTANCE

Copy of SnapShot:
DDE_INSTANCE_1

PIT-xxx

...or...

Copy of SnapShot:
DDE_INSTANCE_2

PIT-yyy
InfiniSafe – Fenced Isolated Forensic Network

- Separate/private from General Networks
- Preconfigured Network for Stand-By Node
- Mount Snapshot, Pause Replications, Modify Share Access, Mount Share to Servers (Import / Scan / Data & Test)
- Download logs for review and analysis
InfiniSafe on InfiniGuard – Logical Remote Air-Gap

- Backup & Replicate using dedupe aware native replication
- Allows longer data retention in remote site
- Cyber resilience tests and validations can occur in both sites
- Create immutable snapshots in either or both locations
- Validate, test and recover from the Isolated Environment using the standby DDE
InfiniSafe on InfiniBox – Near Instantaneous Recovery

**Easy and Fast**

- ONLY 1 InfiniBox needed, but can replicate for added resilience
- Reduced CAPEX and OPEX
- Any snap mountable in a fenced forensic environment
- Near instantaneous recovery – guaranteed in under 1 minute
- Thin provisioned and space efficient by design
- Detailed guides for UI/CLI as well as Ansible playbooks for automation
The Business Value of InfiniBox

Key Findings:

• 11 months ROI
• $167K avg annual benefits per PB
• 51% more efficient overall storage management
• $93.8K avg annual value of increased end-user productivity
• 49% more usable PB
• 48% lower cost of total operations
• 162% 5-year ROI
• 89% fewer hours of lost productivity per year due to unplanned downtime
• $41.6K OPEX reduction per PB

Business Value of Infinidat InfiniBox

Infiniti customers are realizing significant value by leveraging Infinidat InfiniBox for their storage needs to support their IT and business operations. IDC projects these benefits generate value worth an annual average of $1.29 million per organization, which would result in a five-year ROI of 162%. 

Key Results

162% 5-year ROI 48% reduced total cost of operations over 5 years 11 months to payback on investment

Key Quote:

"The biggest benefit is the ease of management. It just runs and it’s extremely reliable. We found basically everything the InfiniBox sales team pitched to us was true. It works as advertised, which is huge."

Storage Benefits

Total Cost of Operations per Petabyte over 5 years

- $146K
- $85K/
- $50K
- $9K
- $7K

Key Quote:

"The benefits for us is the ease of use and support. We have had these for around 9 years, and we’ve had 3 incidents. InfiniBox support proactively contacts our IT/our nine. We’ve worked with them. I think they’ve been really good about proactively having us make our own improvements."

Staff Efficiency Benefits

- 51% more efficient overall storage management
- $93.8K average annual value of increased end-user productivity
- $197.6K average annual benefits per PB
Industry Acclaim: 2023

Storage Product of the Year: InfiniBox™ SSA II “Gold Winner” for “Best Enterprise Storage Arrays”

Storage Product of the Year: InfiniGuard® “Gold Winner” for “Top Backup and Disaster Recovery Services”

“Leader” and “Outperformer” in Primary Storage for Large Enterprises

“TOP 5 HIGH-END STORAGE ARRAYS” 2023-2024
Industry Acclaim: 2022

InfiniSafe® solution - WINNER CRN 2022 Tech Innovator Award - Data Protection Software

InfiniBox™ SSA II - FINALIST CRN 2022 Tech Innovator Award - Storage Enterprise

InfiniBox™ SSA all-flash array Silver Award winner for SearchStorage2021 Products of the Year Awards for Disk and Disk Subsystems

Winner for exceptional corporate social responsibility

CRN 5-Star Rating in 2022 Partner Program Guide
One of the 50 Coolest Software Defined Storage Vendors – The 2022 Storage 100
One of the 12 Cool Flash Storage Products 2022
Eric Herzog, CMO, 2022 CRN Channel Chief

2022-2023 One of the Top 5 Storage as a Service Vendor by DCIG

InfiniBox™ SSA Named One of the Best Enterprise Storage Arrays of the Year

SDC Awards 2022 WINNER - Data Security/Compliance Innovation of the Year for InfiniSafe®
RUNNER UP - Storage Company of the Year; Storage Hardware Innovation of the Year for InfiniBox™ SSA II

GigaOm Sonar for Ransomware protection - “Leader” and “Fast Mover”
GigaOm Radar for enterprise Kubernetes storage – Infinidat “Challenger” and “Fast Mover”

ONCONFERENCES Eric Herzog Named One of the Top 10 CMOs of the Year, 2022

2022 Phil Bullinger named 1 of top 10 Most Innovative CEOs Revamping the Future
Eric Herzog named 1 of top 10 Most Innovative CMOs

2022 Hybrid Storage Vendor of the Year Runner-up for Immutable Storage Company of the Year

Most Innovative Hyperscaler Implementation

1 of the top 10 Flash Storage Solutions Providers in APAC

Chief Data Officer Magazine named Ken Steinhardt, Field CTO, one of the Top 125 "Leading Data Consultants in North America, 2022"
The End Users Have Spoken

InfiniBox Reviews

by Infinidat in Primary Storage

4.9 ★★★★★ 436 Ratings

"I could think of no better place for 'crown-jewel' data than this platform. Combine this with Infinidat's support, and you have a second-to-none architecture."

[Name]
President & CTO, IT Services Industry

Gartner Peer Insights

customers' choice

2021

As of 21 February 2023
Congratulations to Today’s Prize Winners!

👏 If your name has been called, you can enter your shipping address in a private chat to one of the hosts Eric or Guy now or we will reach out to you via email to arrange delivery! 👏

Infinidat is here to save you money and headaches at work while giving you back precious free time to spend with your loved ones!
To Find Out More

- Infinidat Products & Technologies
- Guaranteed Service-Level Agreements
- Shielding Backup Data with InfiniSafe®
- GigaOm Recognizes Infinidat as the Industry Leader in Ransomware Protection for Block Storage

Contact Us

Eric Herzog  
Chief Marketing Officer  
E-mail: eherzog@infinidat.com

Guy Kariv  
Field CTO, EMEA  
E-mail: gkariv@infinidat.com
Thank you

INFINIDAT

Be a Cyber Resilience Superhero at Work and at Home

Please kindly share your valuable event feedback with us!

SCAN ME