Under Pressure: The Business Case for Better Enterprise Storage

Eric Herzog, Chief Marketing Officer
David Nicholson, Field CTO-Americas

162% ROI in 5 years
48% Reduced overall OPEX
3x Less Power Consumption
11mo Payback in 11 months
Top Risks for CEOs 2023

Economic Pressures Top the List of Risks for CEOs in 2023

Of the following political, social, and economic risks – which 3 do you expect will have the greatest impact on your organization in 2023?

- Economic pressures (e.g. inflation/economic recession)
- Cybersecurity threats/regulations
- Changing ESG targets/regulations
- Digital business execution gaps (e.g. process or planning issues)
- Supply Chain Challenges
- Energy Shortages and price increases
- Talent and skills gap
- Geopolitical risks
Executive Summary

Business Value Highlights

- **162%**
  5-year ROI

- **11 months**
  to payback

- **48%**
  less storage operations costs

- **54%**
  quicker storage upgrades

- **55%**
  more efficient storage performance monitoring team productivity

- **49%**
  improved backup time

- **89%**
  improvement in unplanned downtime

- **19%**
  faster time to market

- **70%**
  help desk time saved
InfiniBox Platforms Yield Incredible Financial Benefit

- $20B Retailer replaced 24 arrays from 3 different competitors with 4 InfiniBoxes
- $10M first year CAPEX and OPEX savings
- Consolidated competitive arrays to provide flexibility, scalability, application performance, and ease-of-use

Data Center Floor Space
- Consolidated VMware, Oracle, SQL, and Teradata workloads and applications
- Additional consolidation of other applications and workloads ongoing

Usable Capacity
- 1.8 PB
- 2.4 PB

Relative CapEx Cost ($ per TB)
- $3,000
- $1,000

Total Power
- 50.6 kW
- 16.0 kW
Enterprise Customer Results

**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

**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”
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"If you aren't running Infinidat in your data center, you are wasting money on storage."
- VP of Technology, Security Industry

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Questions and Discussion
For more Information

IDC Business Value – Information Links

Press Release: Infinidat Provides Super…

Blog Post: Infinidat’s Storage Solution …
Thank you