

# Critical Issues Facing Enterprise Storage

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FMS Session BMKT-303-1: Data-Intensive Customer Solutions



# Enterprise Storage Issues Are REAL!

- Cyberattacks will cost enterprises \$9.5T in 2024
  - Cyber security was the #2 concern in the Fortune 500 CEO Survey
- Storage Costs, Costs, Costs
- IT Skills Gap
- The Rise of AI
- Green IT
- Guaranteed Storage SLAs



*Headline News*

World @ Business @ Finance @ Travel @ Sport @ Weather

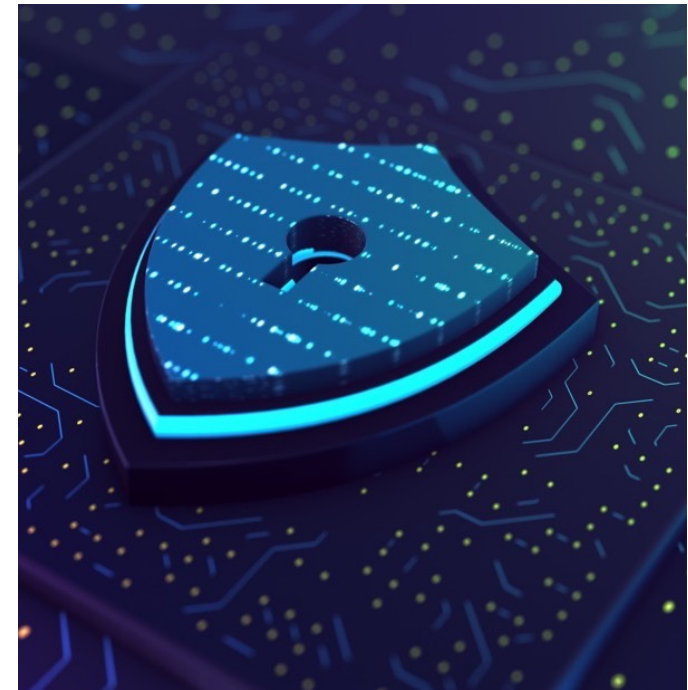
- Cybercrime will cost enterprises \$9.5 Trillion in 2024
- Cyber security is the #2 concern of CEOs globally (Fortune Magazine, June 2023)
- US Securities and Exchange Commission adopts new rules on “Cybersecurity Risk Management, Strategy, Governance, and Incident Disclosure” by public companies (July 2023)
  - Item 1.05 Form 8-K due four business days after a public company has a material cybersecurity incident
    - UnitedHealth Group – Q1 '24, MGM Resorts International – Q4 '23
- US announces National Cybersecurity Strategy (Mar 2023)
- EU moves forward with Cyber Resilience Act (Dec 2023)
- Enterprises suffer 1,258 cyberattacks per week
- Global cybersecurity spending will exceed \$1.75 Trillion cumulatively by 2025



# Be Proactive with Cyber Storage Resilience and Recovery

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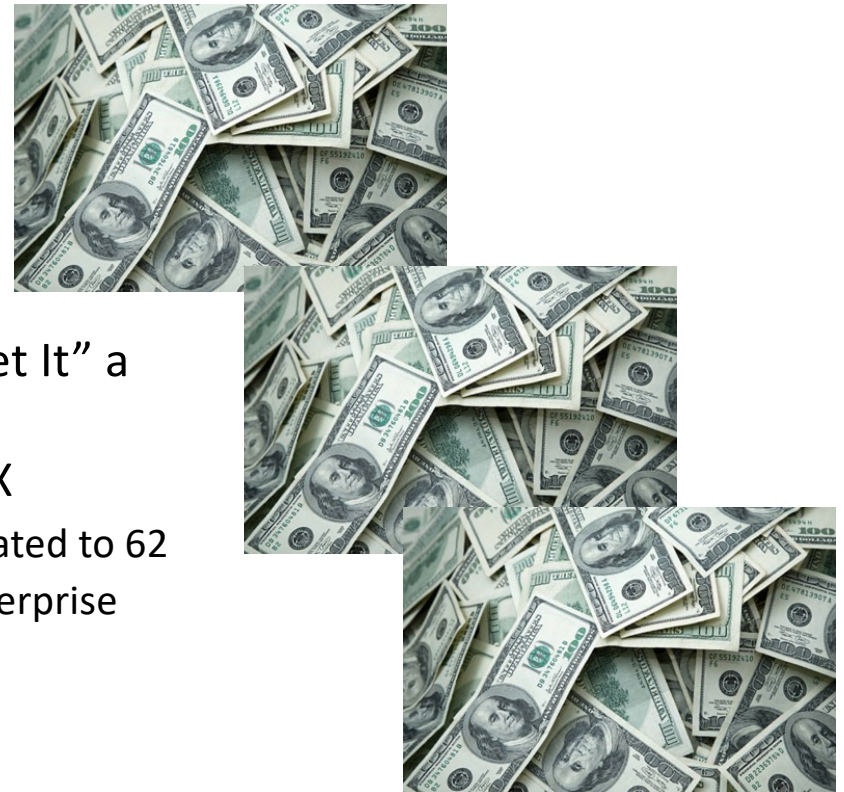
- Cyber Storage Resilience and Recovery For Primary and Secondary Storage
- Immutable Snapshots
- Logical Air-Gapping
  - Local, Remote, Both Local and Remote
- Fenced Forensic Environment
- Cyber Detection for Malware and Ransomware
- Seamless Integration with Data Center-wide Cyber Security Software Applications
- Guaranteed Cyber Storage Resilience and Recovery SLAs



# Costs Abound in Storage

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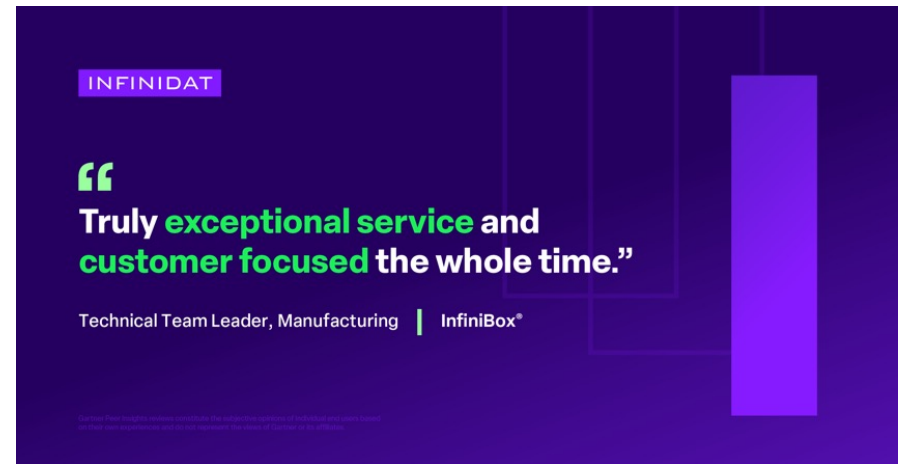
- Reduce TCO
- Shorten ROI to Under 12 Months
- Service Oriented Automation and “Set it and Forget It” a Mentality Reduce Operational Resources
- Consolidation of Storage Reduces CAPEX and OPEX
  - Imagine 288 Floor Tiles of Enterprise Storage Consolidated to 62
  - 24 Storage Arrays from 3 Vendors Consolidated to 4 Enterprise Storage Arrays
- Green IT Saves You BIG MONEY
  - Economic Advantage + Environmental Advantage = E<sup>2</sup>



# Solve The IT Skills

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- Storage Consolidation Reduces IT Manpower and IT Skills Needs
- Storage Incorporating “Set it and Forget It” Lowers IT Operational Resource Needs
- Service Oriented Automation Requires Less Storage Expertise and Storage Management
- Leveraging Storage System AIOps Simplifies Storage Management and Storage Costs
- Saving on Storage Resource Management Helps Solve the IT Skills Gap



# The Rise of AI

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- Storage Must Support AI Applications, Workloads and Use Cases
- Storage with Retrieval-Augmented Generation (RAG) Enhances Its Ability for AI Applications and Workloads
- Current Storage Infrastructure Will Be Effective For the Next Few Year's AI Needs of Most Enterprises
- AI Inside of Storage Systems Reduces Storage OPEX and CAPEX
- Storage AIOps Combines Telemetry Metrics and Automated Actions to Reduce Management

**48%**

Reduced  
OPEX

**11 Month**

Payback on  
Investment

**\$41.6K**

OPEX  
Reduction/PB

**51%**

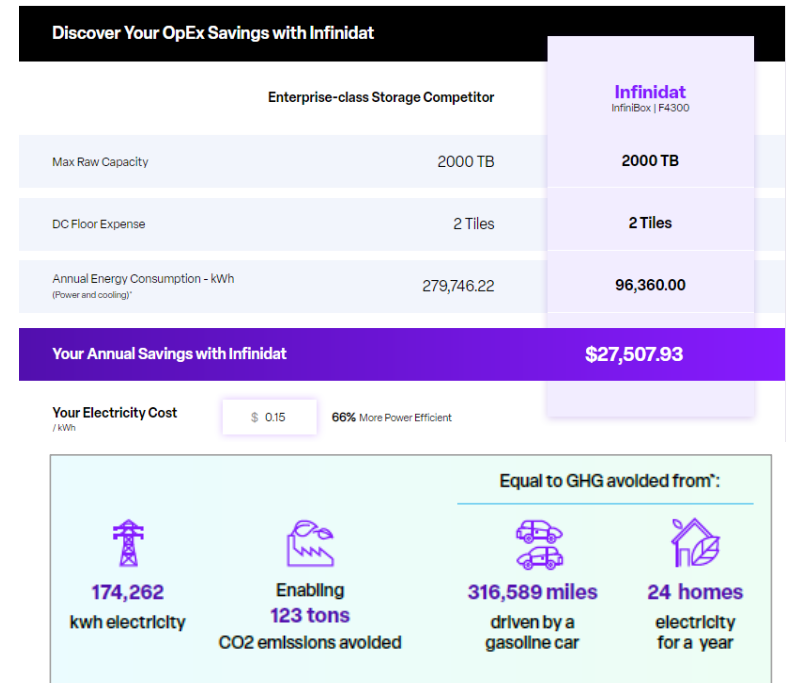
More efficient  
storage management

**\$167K**

Yearly  
Benefit/PB

# Green IT

- Green IT Reduces Energy Consumption and Lowers Carbon Emissions
- Customers Want to Buy from Companies that are “Green” and Align with Their Green Initiatives
- Greener IT is Being Mandated by Regulations Globally
- Consolidation of Storage Reduces Power and Cooling Needs
- Storage Consolidation Drives Down OPEX Costs AND Delivers Green IT
  - Economic Advantage + Environmental Advantage = E<sup>2</sup>



# Guaranteed SLAs

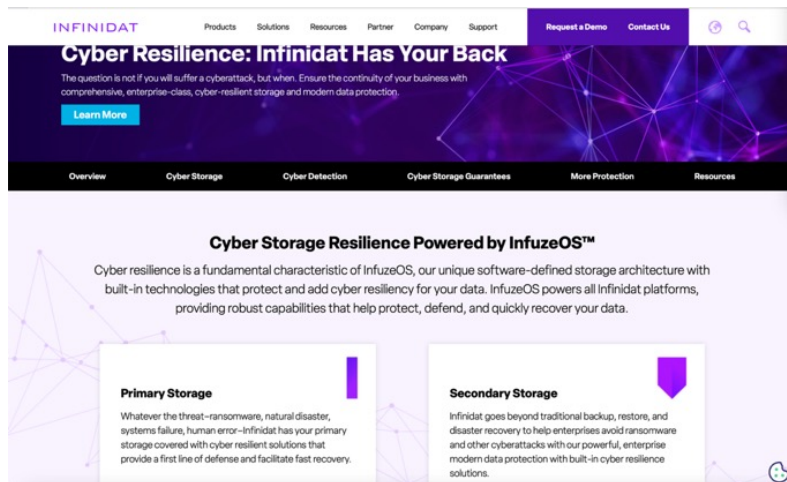
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- CIOs, CTOs, and CISOs are Under Pressure from CEOs and CFOs for Guaranteed IT SLAs
- Guaranteed Performance SLAs
- Guaranteed Cyber SLAs
  - Guaranteeing that Immutable Snapshots are Really Immutable
  - Guaranteeing Recovery Time Objectives (RTO) for Primary and Secondary Storage Deployments
- Guaranteed 100% Availability SLAs
  - ALL Enterprises Want 24x7x365 Operation





# More Information



<https://www.infinidat.com/en/cyber-resilience>



<https://www.infinidat.com/en/financial-benefits>