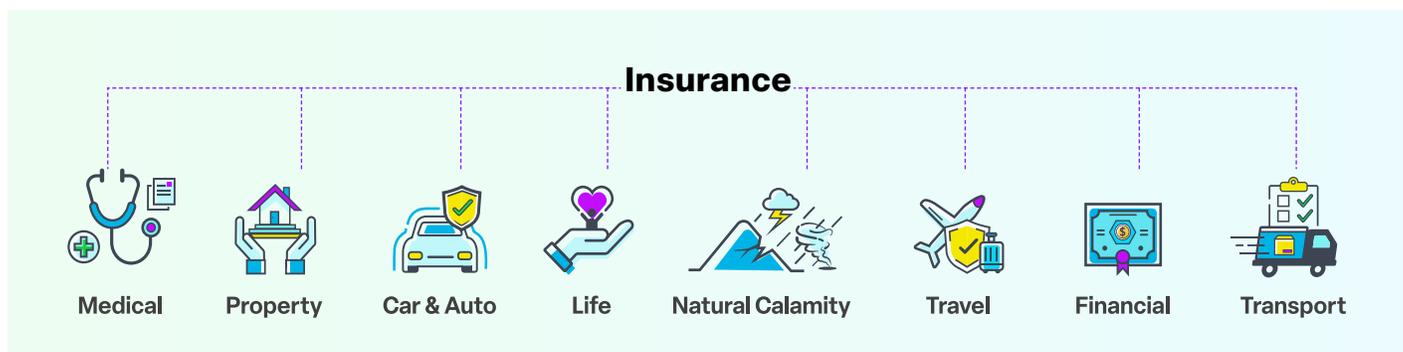


SOLUTION BRIEF

The Foundation of the Insurance Industry: Data

Explosive growth and new business models call for modern data storage performance, availability, scalability, and cyber security

Insurance companies are facing unprecedented challenges with information and technology growth. Incumbent insurance companies are quickly modernizing their processes with digital transformation to create digital-first customer experiences, AI-driven operations, big data information stores, digitization across the value chain, and higher levels of personalization in underwriting and risk mitigation. All while facing the threat from emerging “InsureTech” technology-led companies that are entering the insurance sector and taking advantage of new technologies to provide coverage to a more digitally savvy customer base. Customers have come to expect seamless and personalized digital experiences. This evolution in business models has created renewed importance in choosing a data storage infrastructure with only the highest levels of availability, protection, performance, and security, as personal data is the foundation of the insurance business.



Infinidat has extensive experience working with insurers of both personal property and the health/medical industry including Fortune 100 companies. A large insurance company with a very large VMware farm of over 50,000 VMs was running 12 PB across 50 racks to support their users. Infinidat replaced this config with 10 x 6300 Series InfiniBox arrays, doubling the capacity in 1/5 the floor space. The customer remarked that they enjoyed a 60% reduction in TCO and have less of their team managing storage and doing more valuable IT work. Since inception, this customer has tripled their growth with Infinidat and added the InfiniBox SSA all-flash array.

Today, data management and security are both an opportunity and a burden for insurance companies. The sheer quantity of data, the need to secure this data for privacy and compliance, and its availability requirements are daunting. Customers have new expectations of 24x7, “always on” access, personalized quote services, online claims, and privacy. The burden for IT professionals is to be the guardian of these data assets while enabling appropriate access for analytics and ecommerce while also minimizing cost and risk.

The Challenge to Economically Support and Protect the Data Needs of the Industry

Digital transformation across the insurance industry requires modern technology and economic transformation, leveraging a platform that can provide performance and availability at a lower cost than incumbent vendors. A recent IDC study showed that customers switching from other storage systems to Infinidat platforms saw an average annual benefit of \$1.29 million (USD) compared to their previous storage vendor solutions and an 11-month ROI¹.

The InfiniBox platform, available in both hybrid and solid-state configurations, features multi-petabyte scalability, built-in cyber resilience, and unrivaled TCO for mission-critical workloads. Infinidat’s comprehensive SLA-based guarantees for the performance, 100% availability, and cyber recoverability of InfiniBox systems set the standard for enterprise



60% TCO reduction, dramatic management simplicity, 100% availability and performance guarantee!

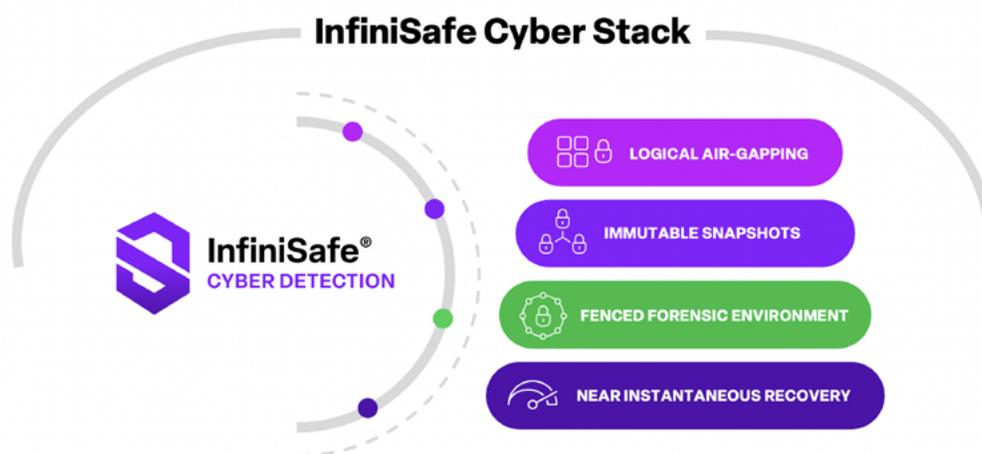
– Large Insurance Company

storage while enabling new business models, greater customer personalization, streamlined analytics and greater workflow optimization. Infinidat doesn't simply lower your costs, but delivers on all critical aspects of data storage, security and management. Overall, InfiniBox provides industry-leading performance and data protection while delivering compelling operational and ownership cost savings for insurance IT teams.

Cybercrimes will cost companies over \$8 billion this year, globally. With 300,000 new pieces of malware created daily, it's only a matter of time before an insurance company will be breached! With a trove of users' personal and financial information, it is paramount that insurance IT teams provide defense against an impending cyber security breach or malware/ransomware attack.

Beyond security hardware and software such as firewalls or antivirus software, all managed by a security information and event management (SIEM) tool, what about where the data lives, in the data storage system. Whatever the threat—ransomware, natural disaster, systems failure, human error – Infinidat's InfiniSafe® provides your primary and secondary storage with cyber resilient solutions that enable a first line of defense and facilitate fast recovery.

The InfiniSafe cyber stack enables the creation of cyber-resilient environments with our InfiniBox platform in four major areas: immutable snapshots, logical/remote air gap, fenced forensic environment, and near-instantaneous recovery.



Additionally, InfiniSafe Cyber Detection can be added to our core solution to enhance cyber storage resilience and response capabilities by enabling the security and IT teams to detect ransomware and malware attacks with up to 99.5% accuracy, so you can quickly and easily identify the last known good copy of your data for rapid, intelligent recovery on the InfiniBox platforms.

Infinidat's InfiniSafe cyber storage stack provides guaranteed cyber storage recovery from InfiniBox primary storage in under one minute and from InfiniGuard® secondary storage in under 20 minutes regardless of the dataset size.

“From quoting to delivery, installation, and ongoing support, Infinidat products have been a breath of fresh air for our support teams and administrators.”

Lead Infrastructure Engineer, Multi-billion Dollar Insurance Company

Benefits for Insurance Companies: Any Workload, Ease of Management, SLA-based Guarantees!

The InfiniBox platform is ideal for the numerous and varied workloads that insurance companies need to support their users. Whether a workload is performing analytics across big data, blockchain cooperation, financial assessment and guidance, transaction automation, mobile and cloud interactions, or information archive, these services require 100% availability, unlimited scalability, and the highest data access rate. Infinidat delivers this, plus much more! InfiniBox has a set-it-and-forget-it autonomous automation, is self-optimizing, and enables storage consolidation across highly varied block and file workloads. Infinidat is also easy to acquire with flexible consumption models that minimize planning cycles and ensure faster responses to changing business needs and new opportunities.

The InfiniBox Advantage

The InfiniBox primary storage platform sets the standard for enterprise-grade primary storage in the storage industry. InFuzeOS™, our software-defined operating system, powers our 3-way active controller architecture across InfiniBox platforms to provide the best performance for both block and file services, availability, resilience, and usability.

Our InfiniOps™ technologies deliver advanced capabilities making InfiniBox incredibly easy to use. Machine learning and cloud-based AI enhance the InfiniBox with autonomous and automated capabilities that take the guesswork and cost out of many complicated storage functions. Our reduced management costs can save you up to 51%¹ in storage management and admin time, giving you time and money back to use for other critical IT tasks. All our platforms benefit from our patented Neural Cache that enables the best performance available at scale which we will even guarantee!² We deliver unrivaled performance for VMware environments as well as databases like Oracle, SQL Server, and Elastic.

InFuzeOS further powers InfiniBox's world-class enterprise data services. Our patented InfiniRAID® technology ensures data integrity. Best-in-class replication provides multi-site asynchronous with a recovery point objective (RPO) as little as 4 seconds and synchronous capabilities that give you the best options to help ensure your business continuity needs are met. Powerful and flexible, zero-impact snapshots with immutability set the foundation for our included InfiniSafe technology, providing you the ability to enhance your cybersecurity resilience and thwart ransomware attacks.

Flexible Consumption Models

Infinidat Business FLX makes the procurement process easy with options that include traditional CapEx purchases and consumption-based models to suit a variety of business needs. The Elastic FLX model provides a full, cloud-like, pay-as-you-go experience. Regardless of which procurement method, customers get the full performance capabilities of the entire platform, even if using only part of the overall capacity. All our enterprise features and reliability are included along with our white glove service and support.

Additionally, data-at-rest encryption ensures your data is safe, down to the individual device level. Infinidat's 100% availability guarantee and InfiniSafe cyber storage recovery guarantees provide even more benefits!² World-class solutions deserve world-class services and support. Infinidat is known for outstanding "white glove" service and support through the lifetime of our platforms. As an Infinidat customer, you get a dedicated Technical Advisor who stays in touch with you every step of the way, providing you with proactive tips, support, and best practices. They are your dedicated liaison to everything you need to support your InfiniBox platforms.

Infinidat received 4.9 stars out of 5 in the Primary Storage Arrays market and customers indicated their willingness to recommend Infinidat to their peers >98% of the time.

As the insurance marketplace continues to evolve to provide customers with higher levels of personalization and digital services that rely on more personal and financial data, it is critical to provide the IT infrastructure that can guarantee performance, availability, and cyber resilience. Insurers can deliver this and more with Infinidat.

"With our previous storage system, the replication time for 80 GB of virtual machines was anywhere from 55 to 90 minutes. With the InfiniBox systems, **we reduced the replication time to only six seconds.**"

– Independent Health Insurer



"On average, we have seen **40% improvement** across the board with InfiniBox. In one test, there was **812% improvement** – from 85 minutes to 10 minutes."

– Large State Health Insurer

¹ IDC White Paper, Sponsored by Infinidat, The Business Value of Infinidat Storage, Doc. #US49976922, February 2023

² Terms and Conditions Apply