

INFINIDAT

The Standard in Enterprise Storage

Green IT

The Secret to Super Savings in
Your Data Center



Eric Herzog
CMO

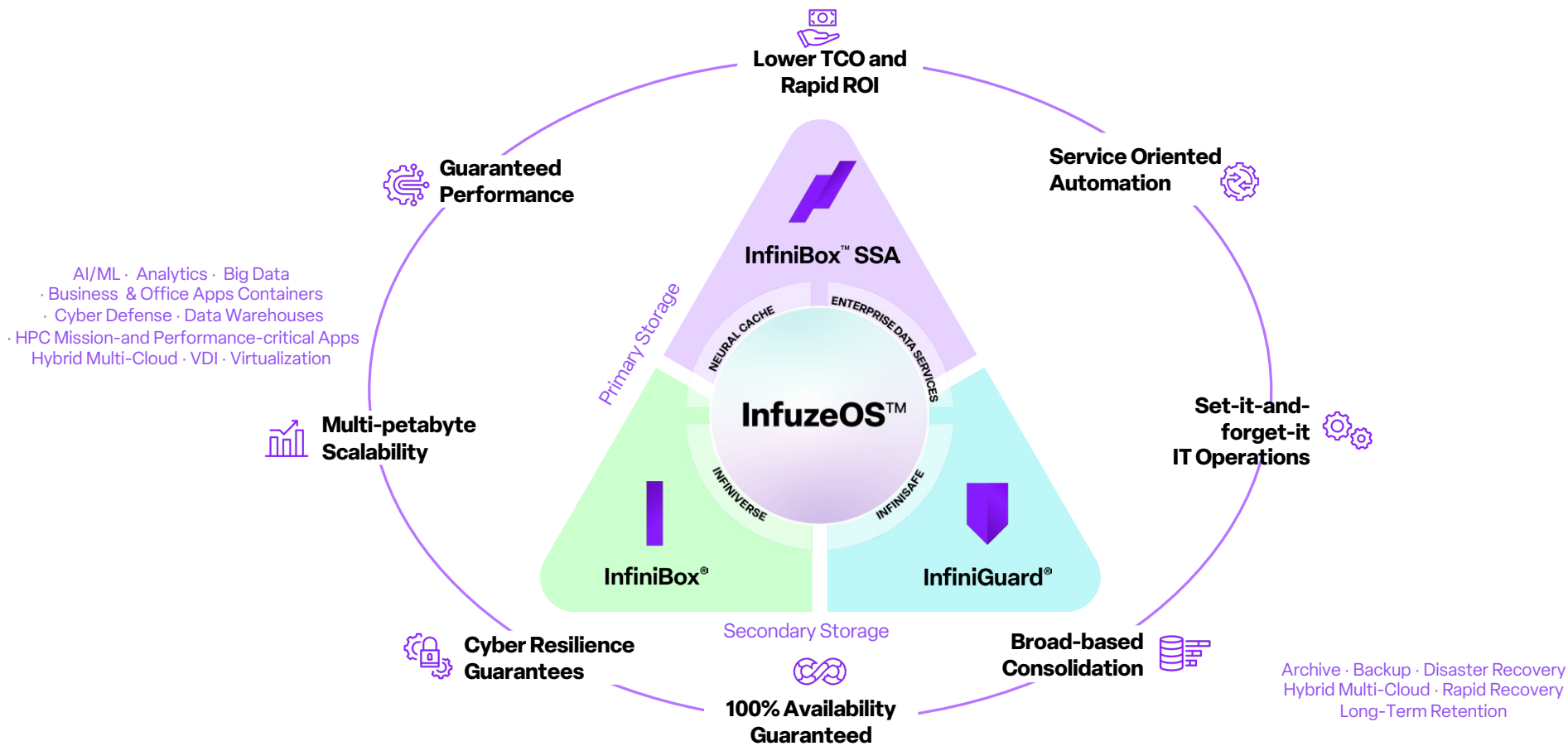


Tim Dales
Product Marketing Manager

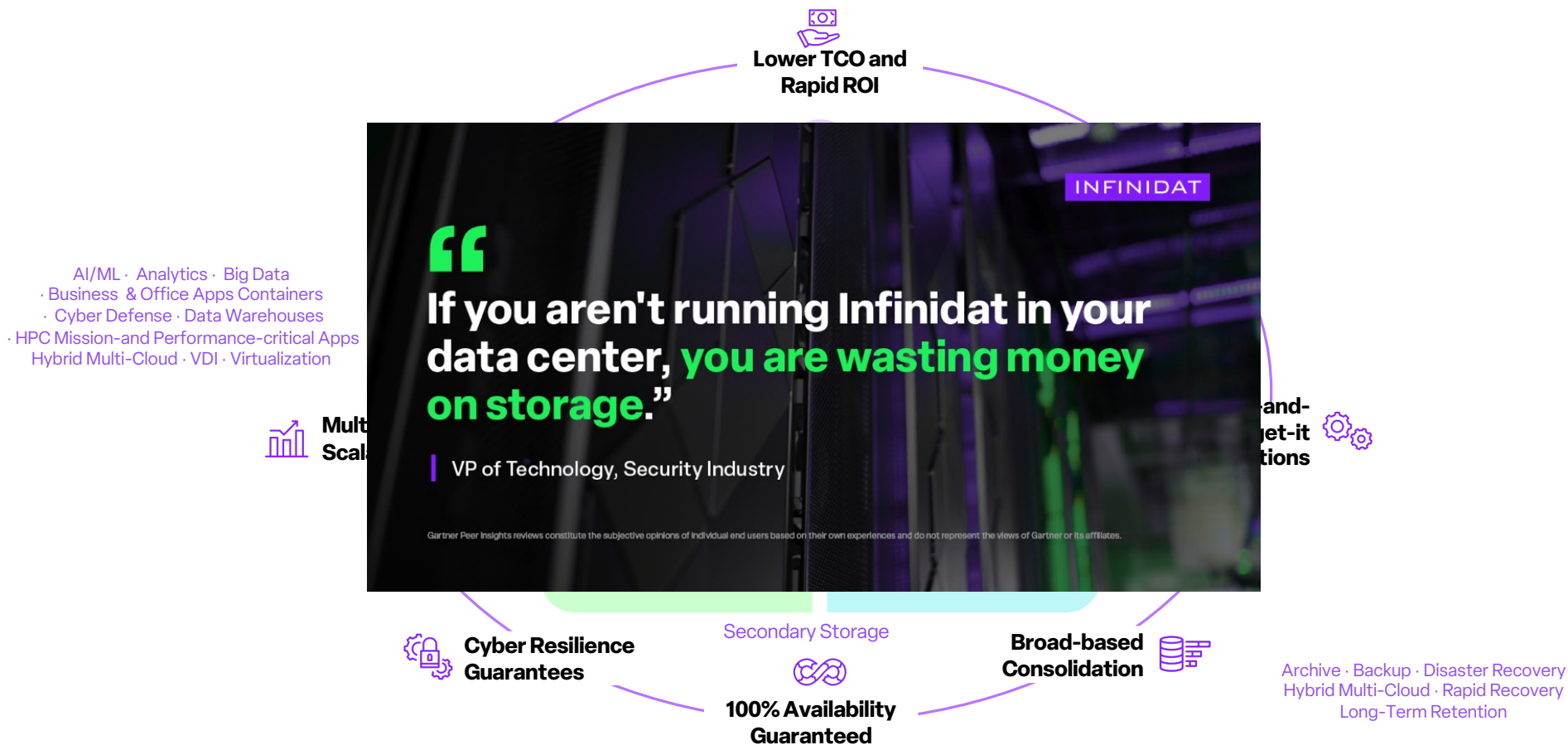
January 2025



Review: InfuzeOS - One SDS Architecture, All Platforms



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Industry Acclaim: 2024

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InfiniBox® and InfiniBox™ SSA II a Leader and Outperformer - 2024 Radar Report for Primary Storage For Large Enterprises



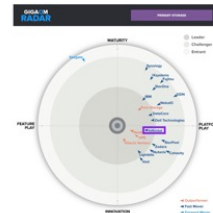
Storage Product of the Year: InfiniBox™ SSA II Gold Medal Award for "The best enterprise storage arrays of 2023"



InfiniBox™ SSA II Named One of Top 5 Cyber Secure High-End All-Flash Arrays for Enterprise Storage



Six Time Gartner® Peer Insights Customers' Choice Award Overall - 4 times North America - 2 times



InfiniBox® and InfiniBox™ SSA a Leader - GigaOm Radar Report for Primary Storage v.5



CRN® Storage Vendor 100 for the Fifth Year in a Row



Capacity Storage Vendor of the Year Winner - Storage Awards - Capacity Storage Vendor of the Year



5-Star Rating in CRN® Partner Program Guide for the 3rd Consecutive Year



Editor's Choice - Product Winner - Editor's Choice - Product - InfiniGuard® Runner-up - Storage Performance, Backup and Optimization



1 of the "Top 10 Leading Enterprise Storage Solution Providers of 2024"



Winner: Channel Storage Company of the Year and Cloud Security Innovation of the Year Runner up: Storage Hardware Innovation of the Year



InfiniBox® and InfiniGuard® Named One of Top 5 2PB+ Cyber Secure Backup Targets in the World



Infinidat Named a 2024 CRN® Tech Innovator Winner for InFuzeOS™ Cloud Edition, and a Finalist for InfiniSafe® Cyber Detection



Eric Herzog - CMO to Watch 2024 by the CMO Alliance



InfiniBox® G4 "Best of Show" for "Most Innovative Hyperscaler Implementation"



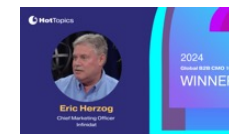
Eric Herzog - 2024 CRN® Inclusive Channel Leaders



Eric Herzog - Top 10 CMO/Marketer of the Year 2024



Infinidat - Finalist for Infrastructure and Storage Manufacturer of the Year



HotTopics - Eric Herzog - Global B2B CMO 100 Award 2024

GIGAOM



InfiniBox® and InfiniBox™ SSA II a Leader and Outperformer - 2024 Radar Report for Primary Storage Midsize Businesses



Steve Sullivan - 2024 CRN® Channel Chief



James 'JT' Lewis - 2024 CRN® Channel Chief - EMEA and APAC



Lynsy Marshall Top 100 Channel Marketing Leader - Channel Insider



Product of the Year Finalist - SSA Express



Infinidat named one of the World's Top 50 Marketing Teams



Lynsy Marshall CRN 2024 Women of the Year Finalist



One of 2024's 50 Coolest Software-Defined Storage Vendors

Green IT

- Green IT: reduces energy consumption and lowers carbon emissions from the design, use and disposal of technology products.
- Customers want to buy from companies that are “green” and align with their own green initiatives
- A rapidly expanding requirement in RFPs and sourcing agreements
- Every vendor is responding



Green IT – What is Infinidat Doing?

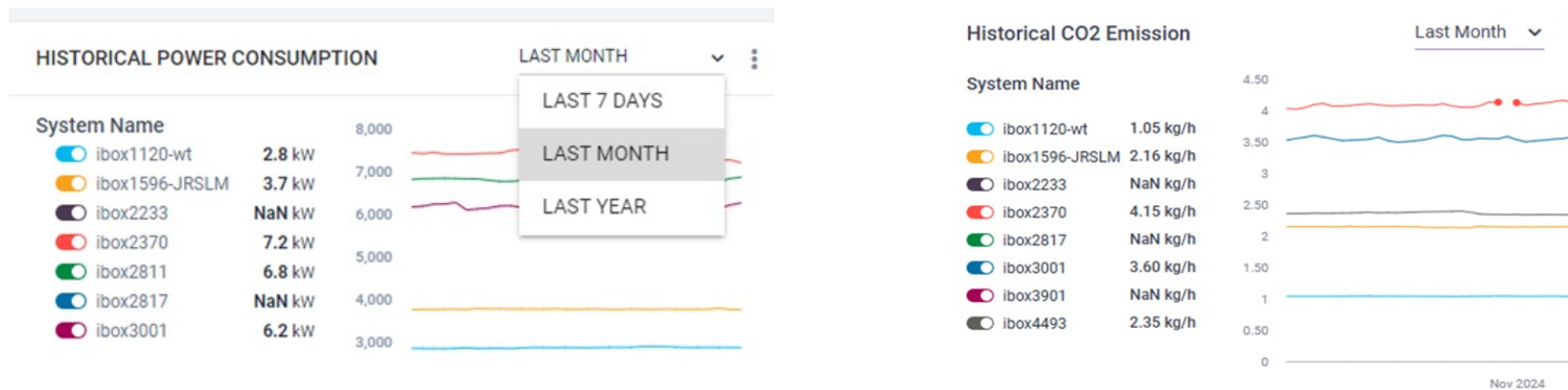
- Infinidat's creates sustainable storage arrays, by design
- InfiniBox uses the latest in power efficient technologies and techniques
- Closely review actual power consumption data based on powerful telemetry tools – InfiniVerse
- Balance between capacity and performance needs of our customers along with the need to minimize floor space, power/cooling costs, and Carbon footprint
- Strong history of consolidating other vendors arrays into Infinidat power efficient arrays – field proven



INFINIDAT

Green IT – What is Infinidat Doing?

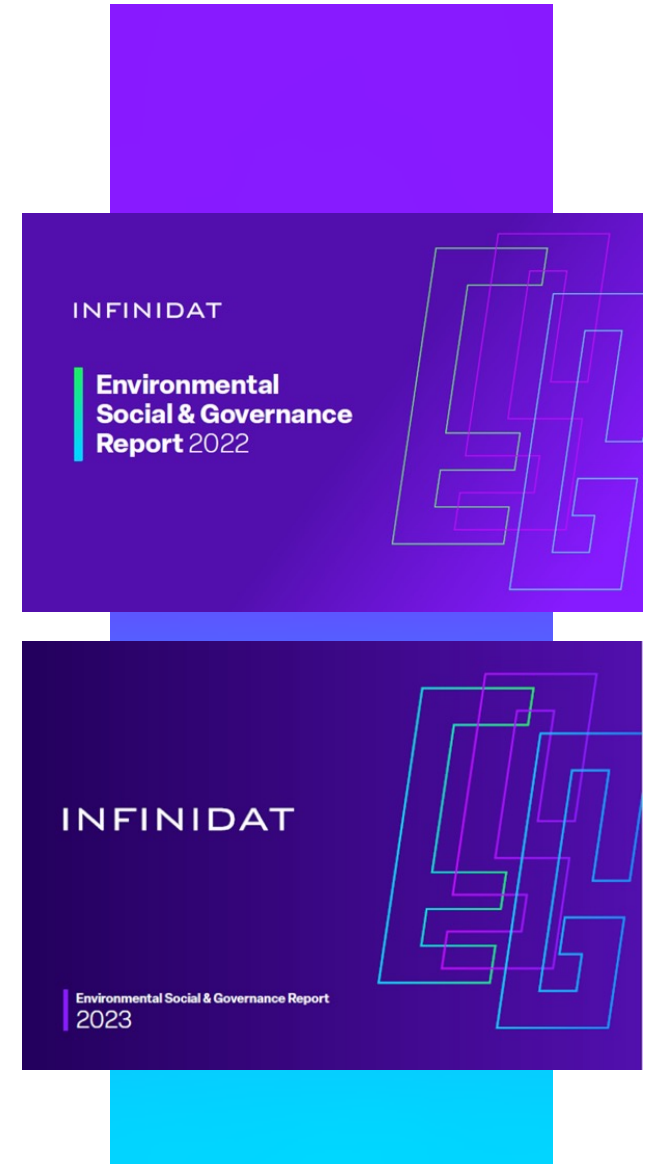
- Added Power Consumption & CO2 Widgets to the InfiniVerse Dashboard



- Captures historical Power Consumption (kW) and CO2 emissions (kg/hr) of Infinidat estate
- Customers can determine their power usage and carbon footprint
- Use data for their own internal Green IT initiatives or SLAs

Green IT – What else is Infinidat Doing?

- ESG Reporting is integrated into every facet of our operations - from supply chain management to corporate governance to technology development to system reporting.
- Our metrics encompass five categories of Scope 3 emissions, represent a 41% reduction in total carbon footprint across the value chain.



Powerful Environmental Results!

October 2022 Announced upgrade of InfiniBox

- 72% more capacity in same footprint
- 42% reduction in power per effective PB
 - Less cooling, less power
- Overall, **36%** better ROI/TCO

September 2023 Announced upgrade of InfiniBox SSA

- 2x Capacity in the SAME data center footprint
- New F4316T - up to 6.635PB Effective Capacity
- **50%** less power (Watts) per effective TB
 - Reduces rack space, floor tile, and power & cooling costs
- Reduced IT storage management by **50%/PB**



Powerful Environmental Results - G4!

- Evolved sustainability-by-design philosophy with new Generation
- May 2024 Announced NEW InfiniBox G4
 - Single Socket 64 Core CPU – 31% more cores!
 - AMD 9554P 64C 3.1/3.75GHz 256MB
 - PCIe Gen 5
 - DDR5 DRAM
 - 20% more power efficient per core
- Up to **2.5X** better performance than 3rd generation InfiniBox family
 - With same Power Profile
- **1.5x** Capacity increase of 4420 Hybrid in same footprint
 - 42% less power (Watts) per effective TB
 - Reduces rack space, floor tile, and power & cooling costs



How do we compare to others?

Infinidat Energy Efficiency compared to Enterprise-class storage competitor

Model	Peak Watts	Max. Raw TB	Watts/Raw TBu	Power Efficient
	(Max)	(Usesable TBu)		Comparison
F4400	6,000	3,417	1.76	4.55X
PowerMax 2500	15,967	2,000	7.98	
F6400	9,800	6,915	1.42	2.58X
PowerMax 8500	16,470	4,500	3.66	
SSA F4416T	6,500	2,624	2.48	3.46X
PowerMax 8000	9,632	1,125	8.56	

**2.5 TO 4.5X
MORE
POWER
EFFICIENT
(WATTS/TBU)**

(All data from public materials)

How do we compare to others?

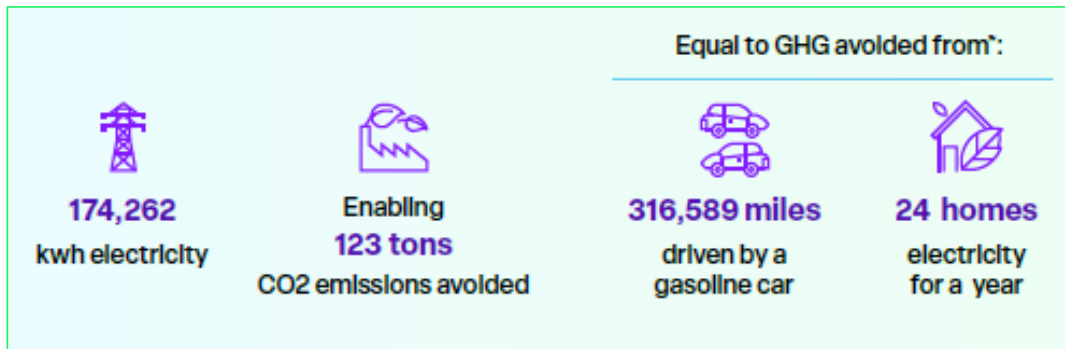
Discover Your OpEx Savings with Infinidat		
	Enterprise-class Storage Competitor	Infinidat InfiniBox F4400
Max Raw Capacity	2000 TB	2000 TB
DC Floor Expense	2 Tiles	2 Tiles
Annual Energy Consumption - kWh (Power and cooling)*	279,746.22	96,360.00
Your Annual Savings with Infinidat		\$27,507.93
Your Electricity Cost / kWh	\$ 0.15	66% More Power Efficient

How does power efficiency equate to OpEx annually?

**66%
MORE
POWER
EFFICIENT**
(kWh)

Green IT = Reduced OpEx and Reduced GHG

- Green IT: reduces energy consumption and lowers carbon emissions
- In this example: savings of 174,262 kWh/yr.
- Reduces Greenhouse Gas:



Discover Your OpEx Savings with Infinidat		Infinidat InfiniBox F4400
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Infinidat's E² Factor!

- Infinidat has a strong **Economic** value
 - IDC Research White Paper
 - 2.5 to 4.5 x Watts per TB better
 - 66% Better power efficiency - kWh
- Infinidat has a strong **Environmental** value
 - Consolidation of 5, 10, or 20 arrays into ONE = CAPEX and OPEX benefits
 - Reduces power, cooling, and floor space
 - Recycle 5-20 arrays
 - **Environmental** impact is "X" for each array consolidated to ONE rack
 - Reducing significant electricity and GHG emissions
 - At end-of-life for Infinidat rack - Recycle only ONE

48%
Reduced overall OpEx

162%
5-year ROI

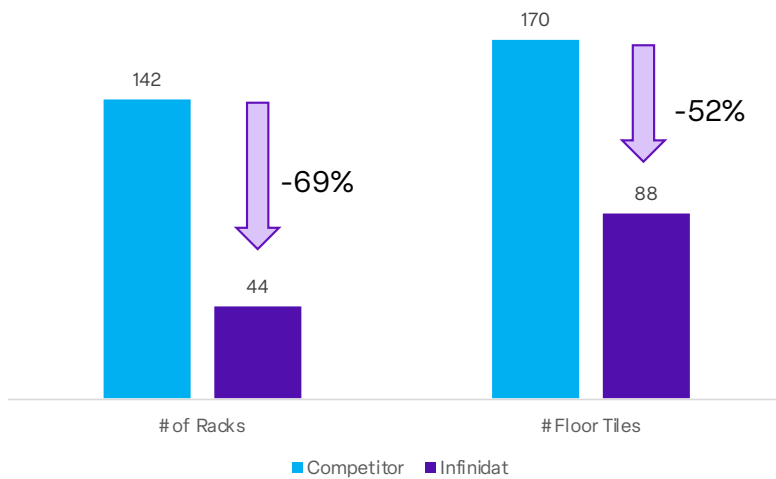
\$1.29M
Annual average benefits
per system

11 mo
Payback in 11 months

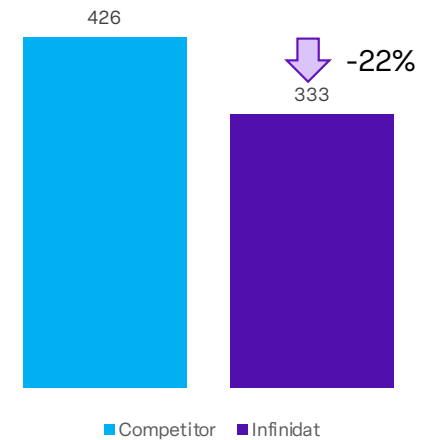
Real-world Example

Fortune 200 Financial Services replaces >100 competitor arrays with 38 InfiniBoxes and 6 InfiniBox SSAs

Data Center Floor Space

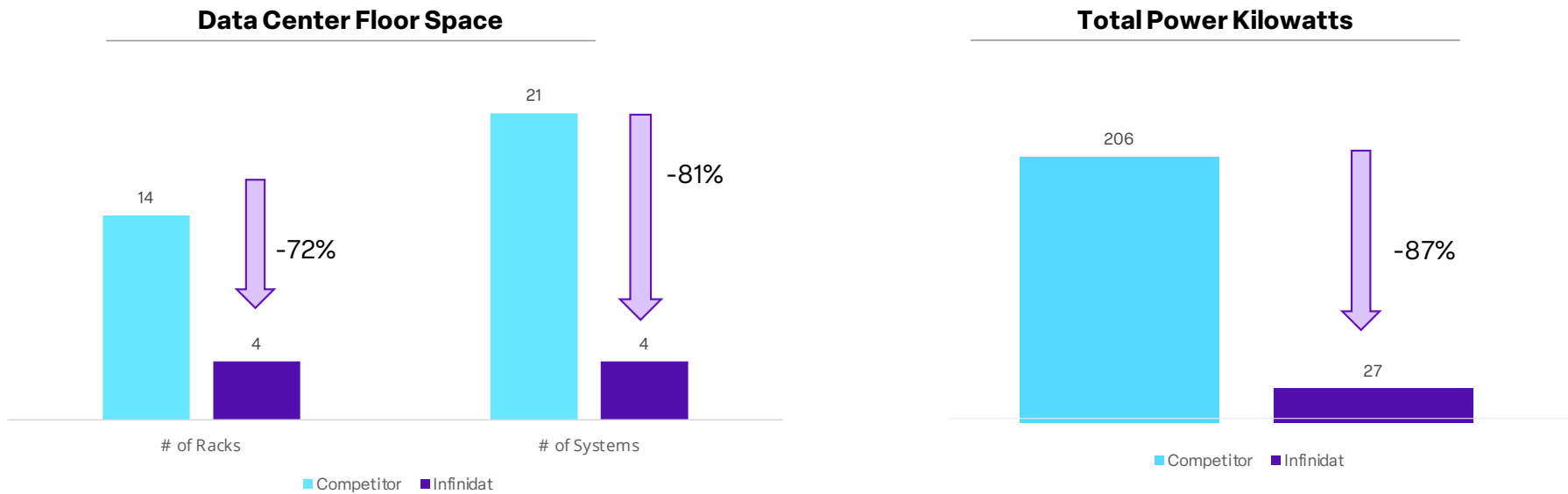


Total Power Megawatts



Real-world Example

Fortune 500 Food Distributor replaces 21 competitor arrays with 4 InfiniBoxes

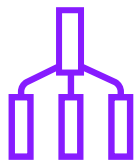


What The Storage Analysts are Saying



“Infinidat’s advantages to workload consolidation at scale add up to a **significantly lower TCO** than the more traditional practice of using multiple storage silos.”

| IDC Research Vice President, Infrastructure Systems, Platforms and Technologies



“Infinidat offers large enterprise features and a balanced AI-based architecture that enables users to **consolidate a wide range of workloads in a single system** and deliver a consistent performance experience.”

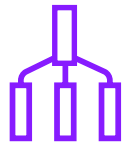
| GigaOm Radar for Primary Storage for Large Enterprises 2023

What Our Customers Are Saying



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

Large Insurance Co.



Reduced rack space 4:1
Reduced OpEx and less to recycle

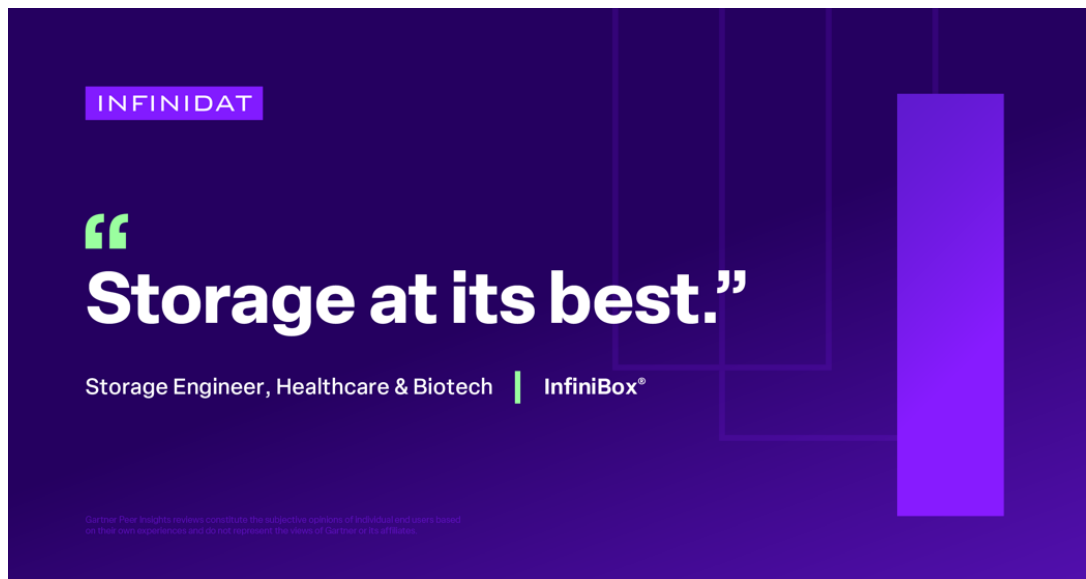
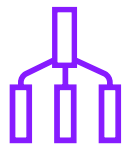
Technology company



TCO savings has led to 70% cost reduction
Reduced data center floor space 80%

Leading Fintech company

What Our Customers Are Saying



mplicity

arge Insurance Co.

“
Storage at its best.”

Storage Engineer, Healthcare & Biotech | InfiniBox®

Gartner Peer Insights reviews constitute the subjective opinions of individual end users based on their own experiences and do not represent the views of Gartner or its affiliates.

Reduced data center floor space 50%

Leading Fintech company

The End Users Have Spoken



 **InfiniGuard Reviews**
by Infinidat in Data Center - Others
4.9 ★★★★★ 21 Ratings



 **InfiniBox Reviews**
by Infinidat in Primary Storage Platforms
4.9 ★★★★★ 491 Ratings

 **InfiniBox SSA Reviews**
by Infinidat in Primary Storage Platforms
4.8 ★★★★★ 25 Ratings

As of Jan 9, 2025

The End Users Have Spoken



INFINIDAT

InfiniGuard Reviews

by Infinidat in Data Center - Others

4.9 ★★★★★ 21 Ratings

INFINIDAT

“**InfiniBox SSA is an outstanding storage array.**”

Account Executive, IT Services | InfiniBox™ SSA



INFINIDAT

InfiniBox SSA Reviews

by Infinidat in Primary Storage Platforms

4.8 ★★★★★ 25 Ratings

As of Jan 9, 2025



Thank You