

# Infinidat Business FLX

Storage is the most critical part of your IT infrastructure and as you make strategic decisions, aligning your business storage platform needs with your budget is critical. Infinidat's goal is to make that easy. Infinidat Business FLX is designed to be like our products and our company values, easy to use, and easy to do business with. Additionally, you can enable the best white-glove support as you work with our expert teams to decide what is the optimal way for you to consume storage for your business.

Businesses typically buy in one of three ways. We have designed Infinidat Business FLX to cover most customers' requirements. First and foremost, we make storage consumption easy on a number of levels.

Our storage platforms are powered by InfuzeOS™. Why is that important? We leverage a model where all our core capabilities are all-inclusive, with no license fees. That means you get the same functionality, data services, cyber protection, and ease of use across our entire storage platform. That makes your job even easier! Other vendors may have completely different operating environments, with different data services, availability, and support capabilities. Some may even lack consistent data services, and more importantly today, cyber resilience. This adds complexity and time that IT resources just don't have. Infinidat with InfuzeOS removes these concerns. Here are the three ways our enterprise storage platforms can be consumed:

## CapEx

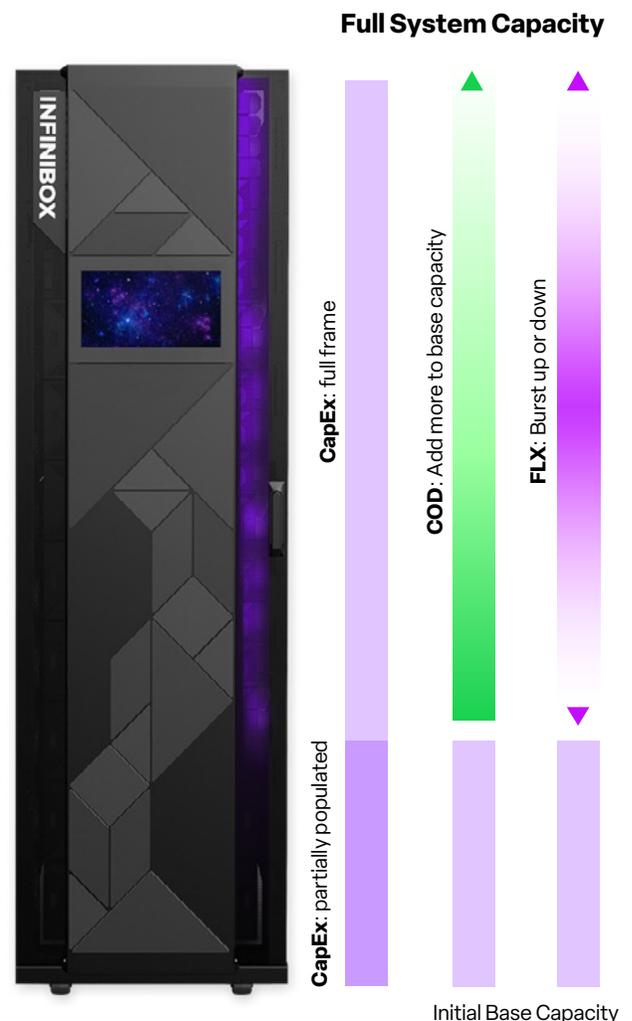
This is the most traditional way of procuring your storage. It's simple. You buy it, you own it. This method is available across our portfolio and is based on a full-capacity purchase of InfiniBox or InfiniGuard. InfiniBox SSA provides a flexible scale-up option where you can start with as little as 60% of the total capacity available in a particular model. You can then grow that to 80% or directly to 100% when needed. All-inclusive InfuzeOS and our core InfiniSafe® cyber resilience technology are also included.

## Capacity on Demand (COD)

COD is CapEx with one big difference. The difference is that if you want all the capacity now, but don't want to pay for all of it today you can instead pay as you grow. This makes COD a powerful option to help manage your budget. COD enables you to own your asset but also allows you to buy the baseline capacity you need today and purchase your additional capacity over time. If the additional capacity is already available in the platform, it is simply enabled, and off you go. If you have a partially populated InfiniBox SSA that needs to be scaled up, that is simple too; an Infinidat engineer comes and non-disruptively adds the storage capacity, and off you go.

## FLX

FLX is our full OpEx consumption model. If your business has a budget initiative or is built to consume its storage as a service (STaaS), this is for you. Infinidat will supply your business with a storage platform that meets your workload needs, just like with the CapEx and COD models, but you don't worry about owning the asset.



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You start with a baseline capacity that is your starting point for billing. At every measurement period, you see if you used more than your base capacity and adjust accordingly, up or down, but not below the baseline. For example in month two, if you used 50TB more, it is your baseline plus the additional 50TB, in month three if your usage actually dropped to 25TB above your baseline, then it is your baseline plus 25TB. You never pay for more than you actually use.



## Support, Service and SLAs

Regardless of how your business wants to consume its storage resources, you never give up anything in how your business is supported by Infinidat. Our award-winning support and technical advisors (TA) provide you with proactive and ongoing support critical to your business success.

The same goes for our SLA-based guarantees! Performance, 100% availability, and cyber storage resilience guarantees are all there to show you that we stand behind our products and give you the confidence to leverage Infinidat platforms for your most critical business needs.



Infinidat is a six-time Gartner Magic Quadrant Leader and a four-time Gartner Peer Insights Customers' Choice for Primary Storage\*

## From Our Customers

“What I like about Infinidat’s licensing and pricing model is that it’s predictable, clear, and simple, with all of the features and functionality included. That’s unique in this industry.”

**Head of Product and Cloud,  
Technology Industry**

“The capacity-on-demand model made it extremely easy to augment our capacity earlier this year, and it was much easier than before. Their support organization has been wonderful so far. We estimated at the time when we were pitching the proposal that we projected saving \$3 million over 5 years.”

**North American  
Professional Services**

\*Gartner, Gartner Peer Insights “Voice of the Customer”: Primary Storage Arrays, Peer Contributors, April 26, 2023

Gartner Peer Insights Customers' Choice constitute the subjective opinions of individual end-user reviews, ratings, and data applied against a documented methodology; they neither represent the views of, nor constitute an endorsement by, Gartner or its affiliates.

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