

INFINIDAT

The Standard in Enterprise Storage

The New Frontier of Enterprise Storage: Cyber Resilience and AI



Eric Herzog

CMO

ehertzog@infinidat.com

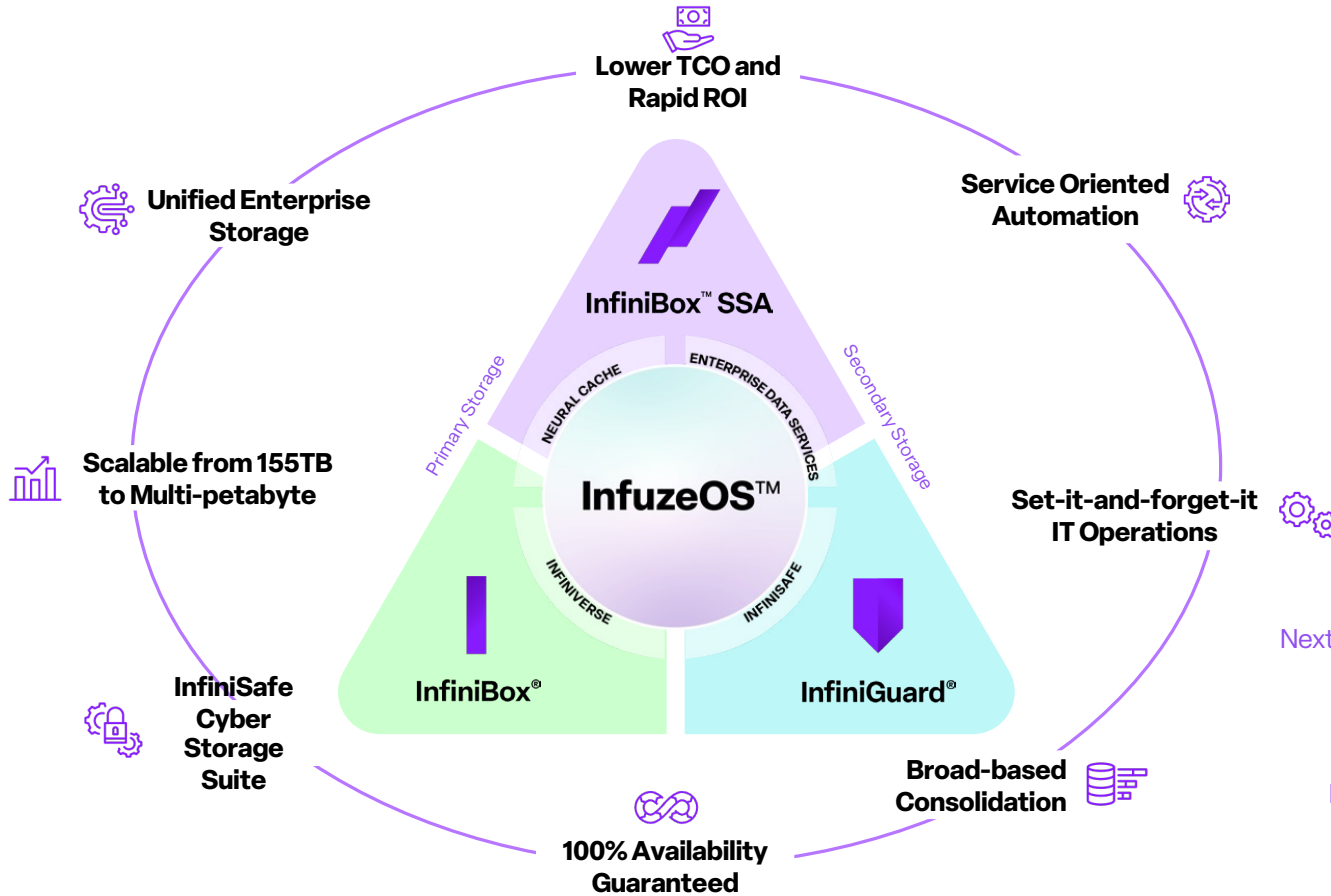
[@zoginstor](https://twitter.com/zoginstor)

DTX Conference
April 2025



Review: InfuzeOS - One SDS Architecture, All Platforms

- Use Cases:**
- Performance-critical Apps
 - Mission-critical Apps
 - Business-critical Apps
 - Containers
 - Cyber Security
 - AI/ML
 - Analytics
 - Big Data
 - Business & Office Apps
 - Data Warehouses
 - HPC
 - Hybrid Multi-Cloud
 - VDI
 - Virtualization



- Guaranteed SLAs:**
- Performance
 - 100% Availability
 - Cyber Storage
 - Immutability
 - Cyber Storage
 - Recovery Time (RTO)

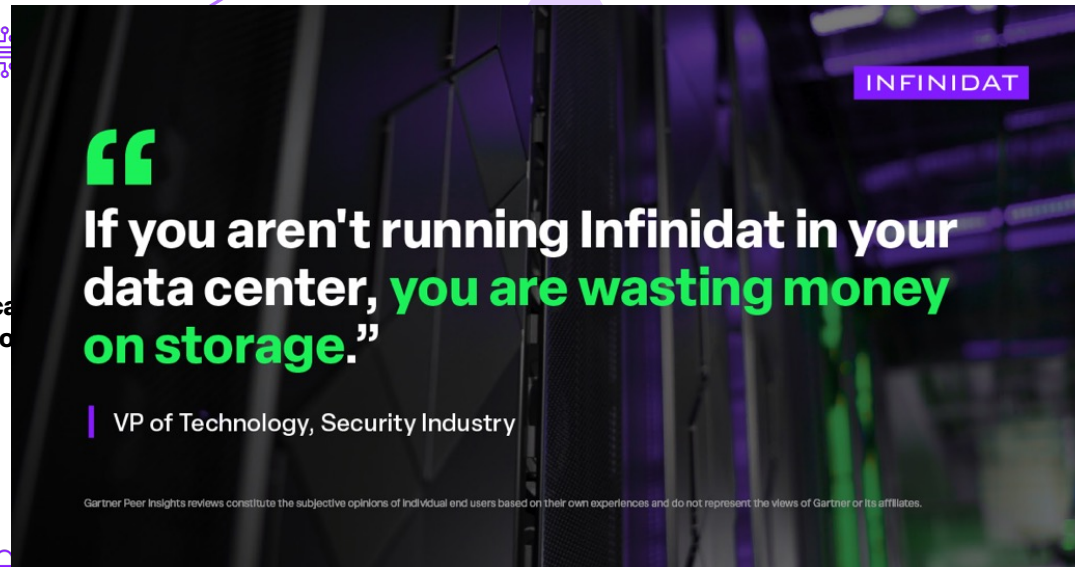
- Use Cases:**
- Next Generation Data Protection
 - Archive
 - Backup
 - Disaster Recovery
 - Hybrid Multi-Cloud
 - Instantaneous Recovery
 - Long-Term Retention

Review: InfuzeOS - One SDS Architecture, All Platforms

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Lower TCO and Rapid ROI

- Guaranteed SLAs:**
- Performance
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Storage Suite

Broad-based Consolidation


100% Availability Guaranteed

- Use Cases:**
- Next Generation Data Protection
 - Archive
 - Backup
 - Disaster Recovery
 - Hybrid Multi-Cloud
 - Instantaneous Recovery
 - Long-Term Retention

Industry Acclaim: 2024

GIGAOM



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



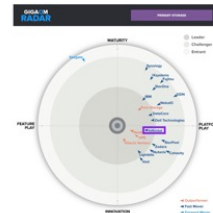
Storage Product of the Year: InfiniBox™ SSA II Gold Medal Award for "The best enterprise storage arrays of 2023"



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



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



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"



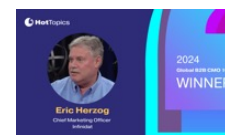
Winner: Channel Storage Company of the Year and Cloud Security Innovation of the Year Runner up: Storage Hardware Innovation of the Year



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



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



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

Industry Acclaim: 2024

GIGAOM
THE CHANNEL CO. **CRN**
CLOUD 100
2025
Outperformer - 2024 Radar Report for Primary Storage For Large Enterprises

THE CHANNEL CO. CRN
STORAGE 100
2024
CRN® Storage Vendor 100 for the Fifth Year in a Row

STORAGE AWARDS
THE STORIES XXI
WINNER
Capacity Storage Vendor of the Year
Winner - Storage Awards - Capacity Storage Vendor of the Year

2024-25 DCIG TOP 5
GLOBAL EDITION

Gartner Peer Insights Customers' Choice 2024
North America
Six Time Gartner® Peer Insights Customers' Choice Award
InfiniBox® and InfiniBox™ SSA a Leader - GigaOm Radar Report for Primary Storage v.5

theCUBE TECHNOLOGY INNOVATION AWARDS
2025
Top Data Storage Innovation FINALIST

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2PB+ CYBER SECURE BACKUP TARGETS
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CHANNEL CHIEFS
2024
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FMS
Best of Show

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

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100 TOP CHANNEL MARKETING LEADERS
channelInsider
2024
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THE CHANNEL CO. CRN
PRODUCTS OF THE YEAR FINALIST
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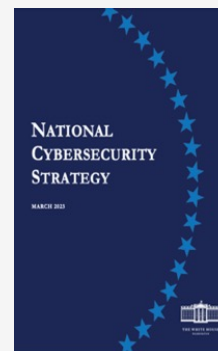
THE CHANNEL CO. CRN
CHANNEL CHIEFS
2025
Eric Herzog

Cyberattacks are Extensive and Expensive!

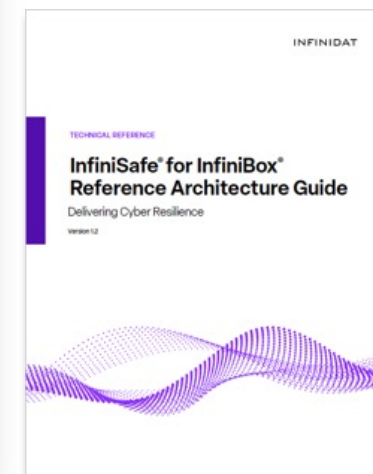
Headline News

World @ Business @ Finance @ Travel @ Sport @ Weather

- Cybercrime will cost enterprises **\$10.5 Trillion** in 2025
- Cyber security is the **#1 concern of CEOs globally** (PwC Pulse CEO survey, Oct 2024)
- US releases **National Cybersecurity Strategy v2** (Tighter compliance and cybersecurity reporting. EU Cyber Resilience Act in force, Dec 2024)
- Enterprises suffer **1,636 cyberattacks per week** (up 30% over 2024)
- Demand for cybersecurity experts exceeds supply! **27%** of jobs are vacant – **Skills Gap**
- World needs to cyber protect **200 Zettabytes** in 2025



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



InfiniSafe is Next-Gen Data Protection and Recovery

A Cyber-First-Recovery Focused Methodology



InfiniSafe®

- InfiniSafe is recovery first focused!
 - InfiniSafe is business recovery
 - InfiniSafe is built into our storage solutions
 - InfiniSafe Cyber Stack and Automated Cyber Protection (ACP) is included in InfuzeOS
- InfiniSafe Cyber Stack
 - Immutable snaps, Logical/Remote Air gaps, Fenced Forensic Environment, Near instant recovery
 - InfiniSafe ACP
 - Orchestrates Integration with SecOps (SIEM/SOAR)
 - Triggers Immutable Snaps
 - Automates
 - Reduces the threat window
 - Augments Scheduled Immutable Snaps
 - Sends to queue for data validation
 - Validate and Recover
 - InfiniSafe Cyber Detection
 - Scans with 99.99% detection rate
 - Uses over 200 data point to determine issue
 - Accurate and detailed reporting
 - Assures you know the status of your data
 - Subscription Licensed



InfiniSafe is Next-Gen Data Protection and Recovery

A Cyber-First-Recovery Focused Methodology



InfiniSafe®

- InfiniSafe is recovery first focused!
- InfiniSafe Cyber Stack
- InfiniSafe solutions
- InfiniSafe Cyber Protection
- InfiniSafe InfuzeOS

INFINIDAT

“Because we are concerned about cyber threats, we use **InfiniSafe**. This is an **excellent solution to improve the cyber resilience of our storage.**”

CTO, Transportation | InfiniBox®

Our first four insights reviews constitute the subjective opinions of individual users based on their own experiences and do not represent the views of our firm or its affiliates.



InfiniSafe®

= **Business Recovery**

- Uses over 200 data point to determine issue
- Accurate and detailed reporting
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InfiniSafe Cyber Stack



InfiniSafe[®]
CYBER DETECTION



LOGICAL AIR-GAPPING



IMMUTABLE SNAPSHOTS



FENCED FORENSIC ENVIRONMENT



NEAR INSTANTANEOUS RECOVERY

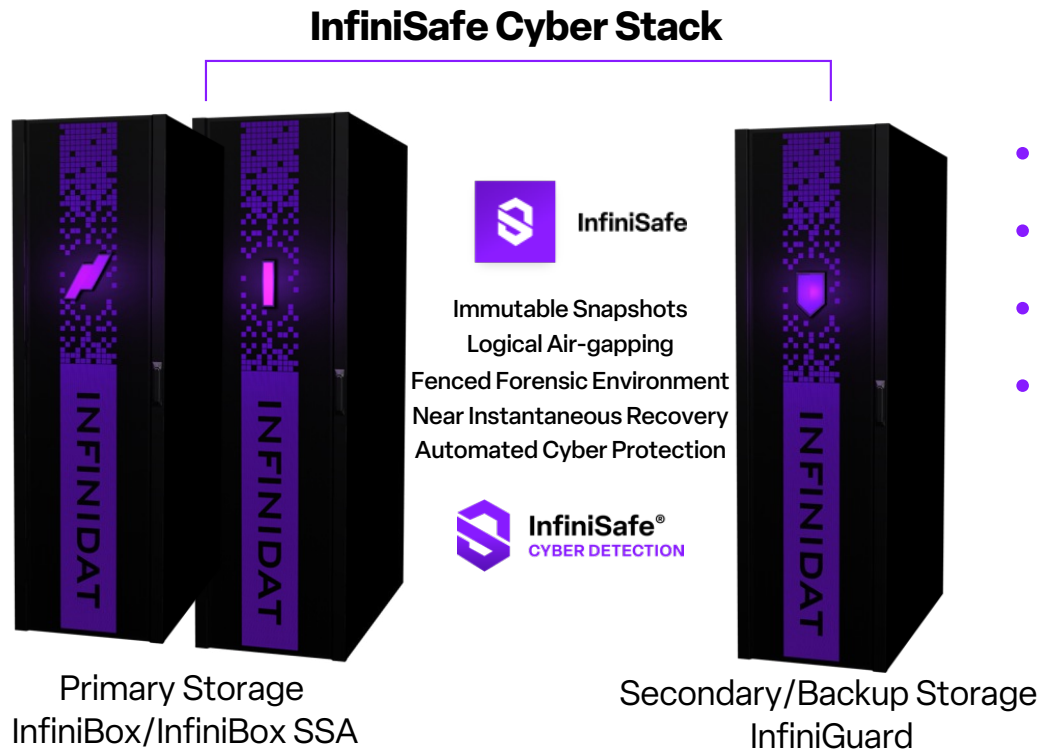


AUTOMATED CYBER PROTECTION

InfiniSafe – Same Functionality Optimized by Solution

Consistent Cyber Resilience

- Built into InfuzeOS
- Flexible Integration
 - Reference Architecture
 - API first integration methodology
- Guaranteed!
 - Immutability
 - RTO – 1 Min or Less



- Built Into InfuzeOS
- Purpose Built
- Fully Orchestrated
- Guaranteed!
 - Immutability
 - RTO – 20 Mins or Less

InfiniSafe Automated Cyber Protection

Reducing the threat window!

- Data needs to be protected at the speed of “Compute”
 - Scheduling Immutable Snaps is great, but leaves GAPS
 - Threats happen all the time and some are more critical than others
 - Not all threats attack all data, but will try to isolate important data
 - Trigger from standard syslog
 - SIEM and or SOAR environments supported via syslog
 - Security Information and Event Management software (SIEM)
 - Security Orchestration, automation and response (SOAR)
 - Direct integration possible

- What is the difference between SIEM and SOAR?
- Both Security Information and Event Management (SIEM) and Security Orchestration, Automation, and Response (SOAR) are cyber-security tools that aggregate and correlate data from multiple sources to detect and respond to threats.
 - SIEM focuses on generating alerts from traditional infrastructure components,
 - SOAR takes in more data and automates the remediation and response process.

Source: <https://simonangling.com/what-is-security-orchestration-automation-and-response-soar/>



InfiniSafe®

Magic Quadrant

Figure 1: Magic Quadrant for Security Information and Event Management



InfiniSafe Automated Cyber Protection



InfiniSafe®

Reducing the threat window!

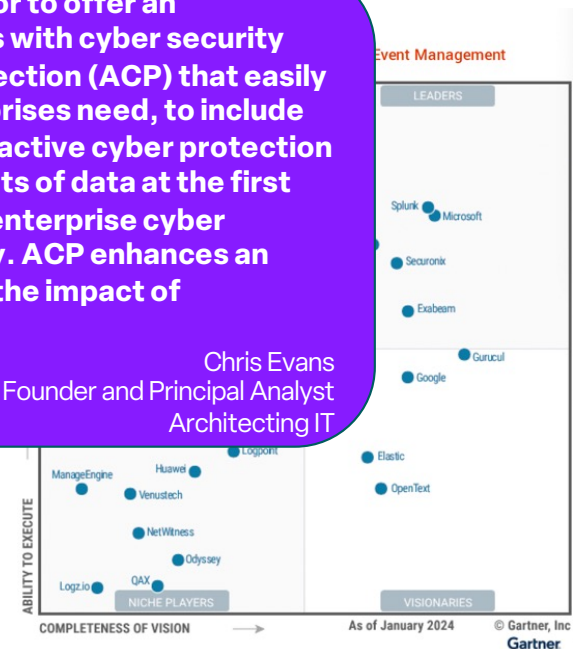
- Data needs to be protected at the speed of “Compute”
 - Scheduling Immutable Snaps is great, but leaves GAPS
 - Threat Detection is great, but leaves GAPS
 - Not all data is protected
 - Triggered snapshots are not always available

“Infinidat has carved out a very unique leadership position as the only storage vendor to offer an automated enterprise storage cyber protection solution that seamlessly integrates with cyber security software applications. Infinidat’s newly launched InfiniSafe Automated Cyber Protection (ACP) that easily meshes with the SIEM, SOAR or Security Operations Centers is exactly what enterprises need, to include enterprise storage as a comprehensive approach to combat cyber threats. This proactive cyber protection technique is extremely valuable, as it enables taking immediate immutable snapshots of data at the first sign of a potential cyberattack. This provides a significant advancement to ensure enterprise cyber storage resilience and recovery is integral to an enterprise’s cybersecurity strategy. ACP enhances an enterprise’s overall cyber resilience by reducing the threat window and minimizing the impact of cyberattacks on enterprise storage environments.”

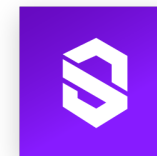
Chris Evans
Founder and Principal Analyst
Architecting IT

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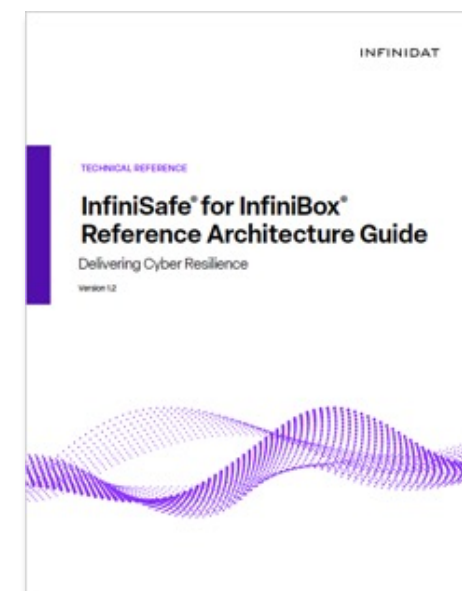


InfiniSafe ACP – Protection at the Speed of Compute



InfiniSafe®

- Near Real Time – reduce the threat window!
 - Catch it as early as possible and reduce proliferation
 - Scheduled snapshots are proactive, but leave gaps
- API's and connectors are easily established to trigger immutable Snaps
 - Users determine the triggers from their SOC/SIEM/SOAR on what they feel are important events
 - Leverages generic syslog functions, can work even without SIEM/SOAR
- Immutable Snaps are Instant and have no affect on production!
- Can be orchestrated with InfiniSafe Cyber Detection scanning
 - Easily know if the data is good or compromised
 - End to End process automated – Reduces chaos in responding to an attack
- Time is MONEY.... Second/minutes can = \$\$\$\$Millions



InfiniSafe Ransomware and Malware Resistance

Cyber Detection Flexibility



InfiniSafe[®]
CYBER DETECTION



Primary Storage

Volumes, App Workloads, Snapshots, VMware



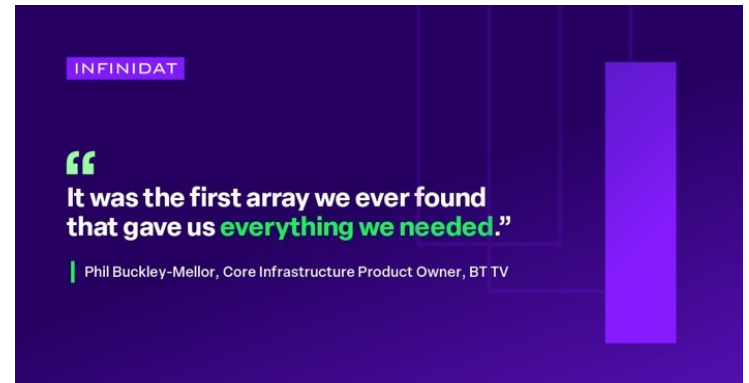
Databases

Oracle, DB2, SQL, SAP Hana, Cache, etc.



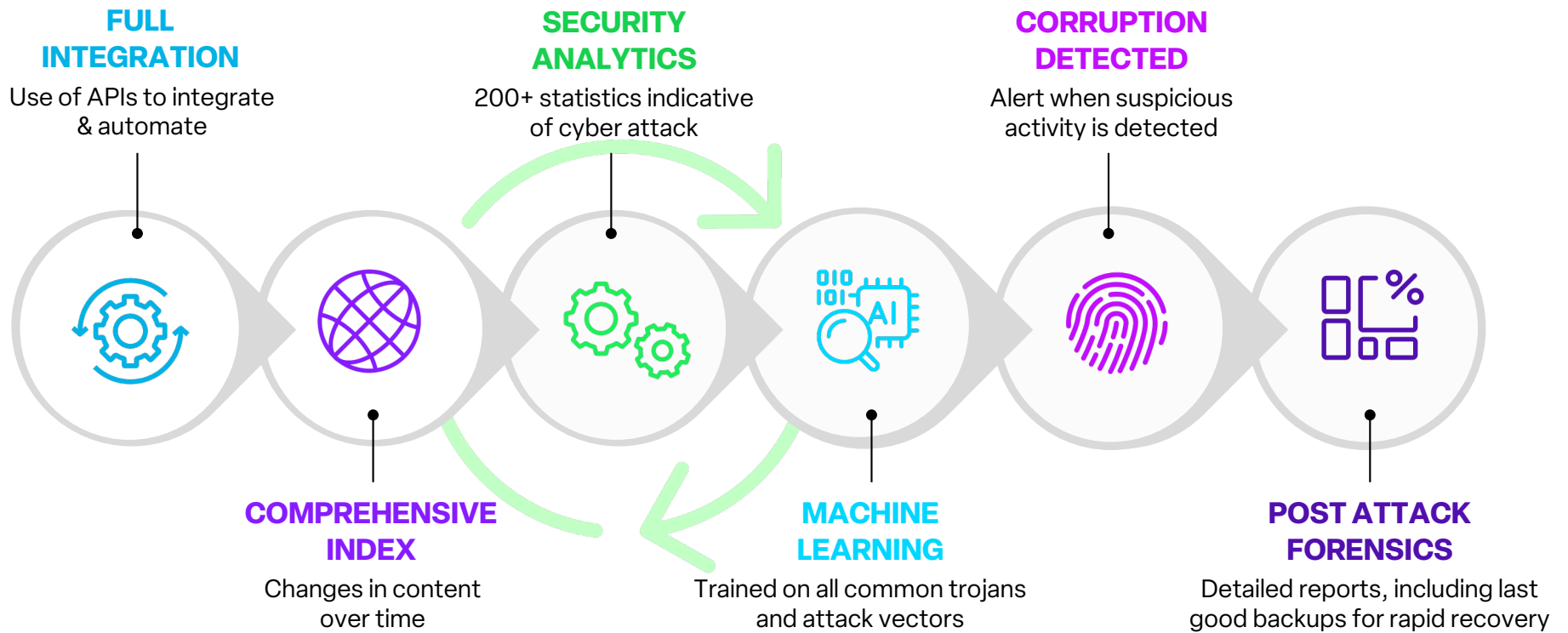
User Files

Contracts, Financial Docs, Intellectual Property, etc.



Cyber Detection Workflow

Analytics, Machine Learning and Forensic Tools to Detect and Recover from Cyberattacks



Cyber Detect Post Attack Dashboard

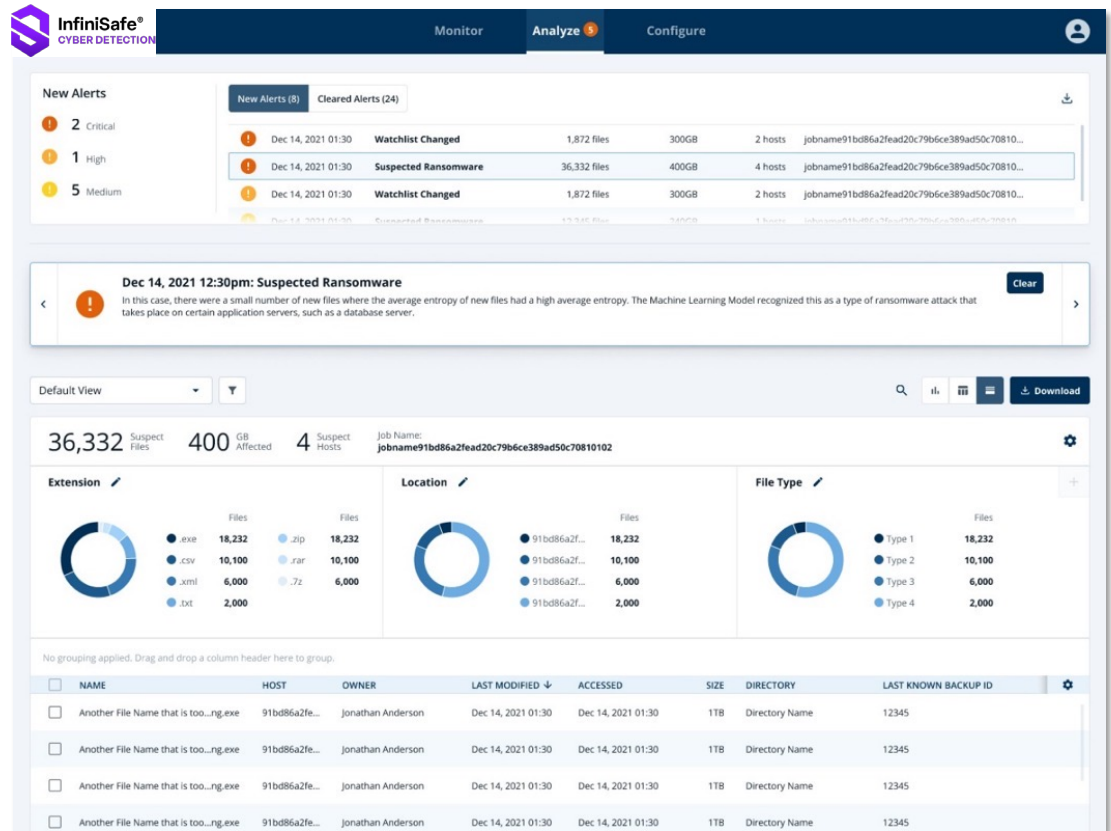
Improved user experience - More insight into data - Intuitive post attack workflow

Alerts organized by severity

New details on suspect corruption

Customizable, dynamic charts to drill down into details of the attack

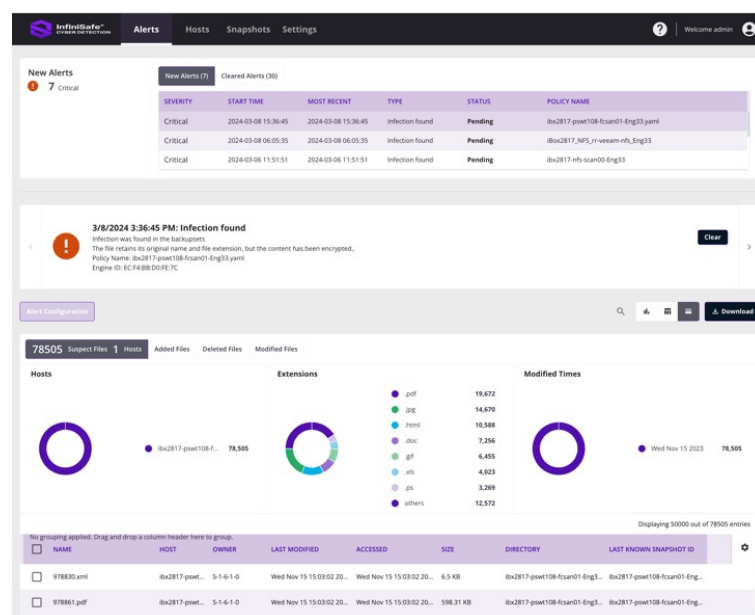
List of corrupted files that can be downloaded



InfiniSafe Cyber Detection



- Identify a VMware datastore to be scanned
 - Uses AI and ML technology to scan for malware, ransomware, and other cyber anomalies
 - Will scan all VMs in the datastore by default
 - Immutable snaps are scanned – Best practice
 - Simple to exclude any VMs not needed to be scanned
 - 99.99% effective
 - Integrated reporting with data center-wide cyber security software or your Security Operations Center through APIs



InfiniSafe Cyber Detection

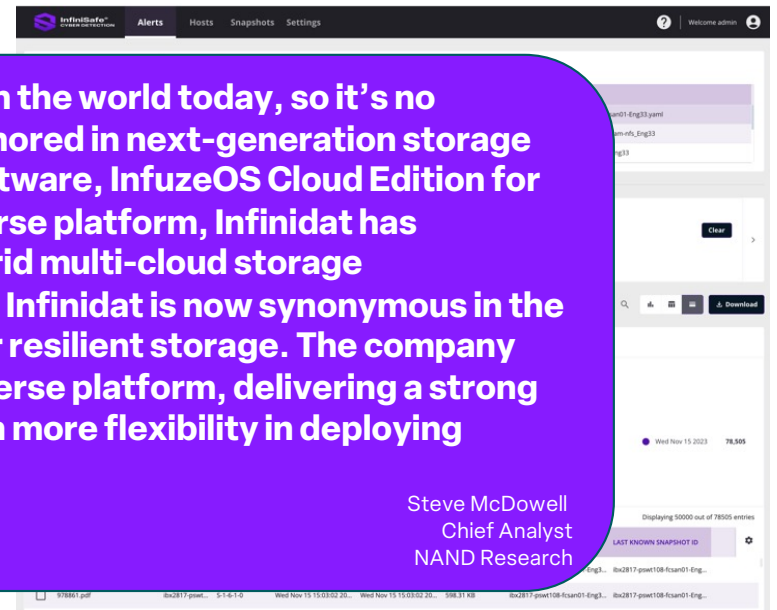


- Identify a VMware datastore to be scanned

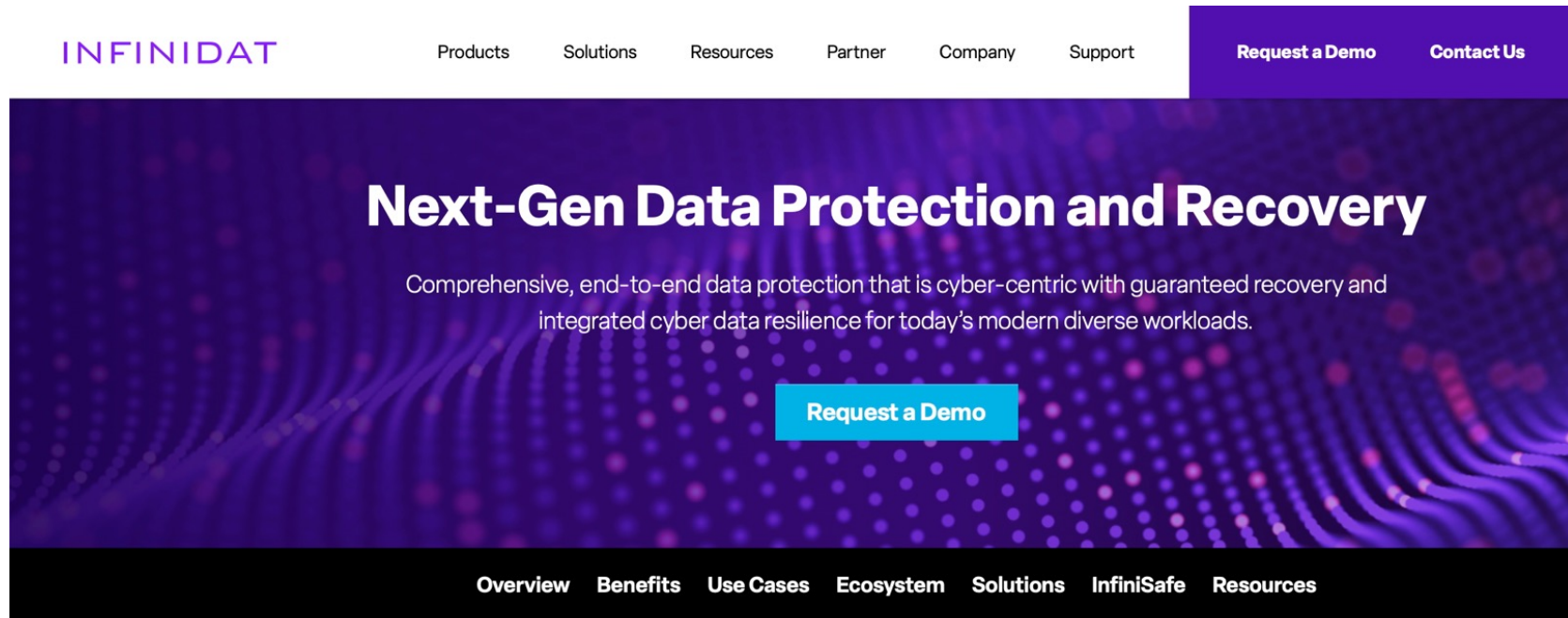
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“Infinidat is one of the top enterprise storage companies in the world today, so it’s no surprise to see them launch compelling new solutions anchored in next-generation storage capabilities. With the new G4, the expanded InfiniSafe software, InfuzeOS Cloud Edition for Microsoft Azure, and all the enhancements on the InfiniVerse platform, Infinidat has solidified its position as a ‘go-to’ solution provider for hybrid multi-cloud storage infrastructures. It’s because of innovations like these that Infinidat is now synonymous in the enterprise with high performance and lower TCO for cyber resilient storage. The company is also making the right strategic investments in its InfiniVerse platform, delivering a strong Storage-as-a-Service offering that gives enterprises even more flexibility in deploying business-critical storage.”

Steve McDowell
Chief Analyst
NAND Research



Next-Gen Data Protection and Recovery Web page



Powerful Cyber Resilience with Recovery Guarantees

Infinidat enterprise storage platforms, InfiniBox and InfiniGuard, deliver outstanding performance levels, availability, cyber resilience, ease of use, and cost savings at scale for today's block and file-based workloads.

<https://www.infinidat.com/en/next-gen-data-protection-and-recovery>

Gen AI - Risk and Reward!

Bad or inaccurate responses leads to:

- Legal and Compliance Issues
- Brand Reputation/Perception Issue
- Customer Satisfaction
- Loss of business to Competitors

Accurate data produces

- Better Customer Experience
- Enhanced Productivity/Efficiency
- Higher Customer Satisfaction
- Innovate and Create Faster
- Cost Reductions and Higher Profits

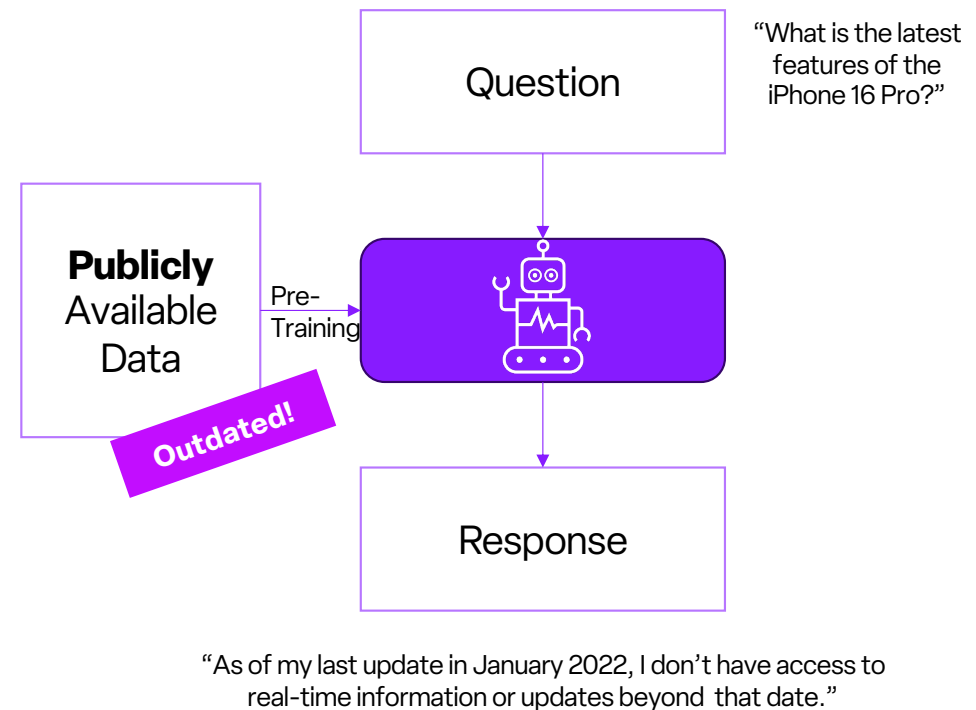
<https://markets.businessinsider.com/news/stocks/amazon-amzn-fails-to-provide-answers-in-ongoing-alexa-ai-delay-1034374823>



“Amazon’s (AMZN) AI upgrade of its Alexa device is expected to be delayed because of one rather inconvenient problem – it gives wrong answers to questions.”

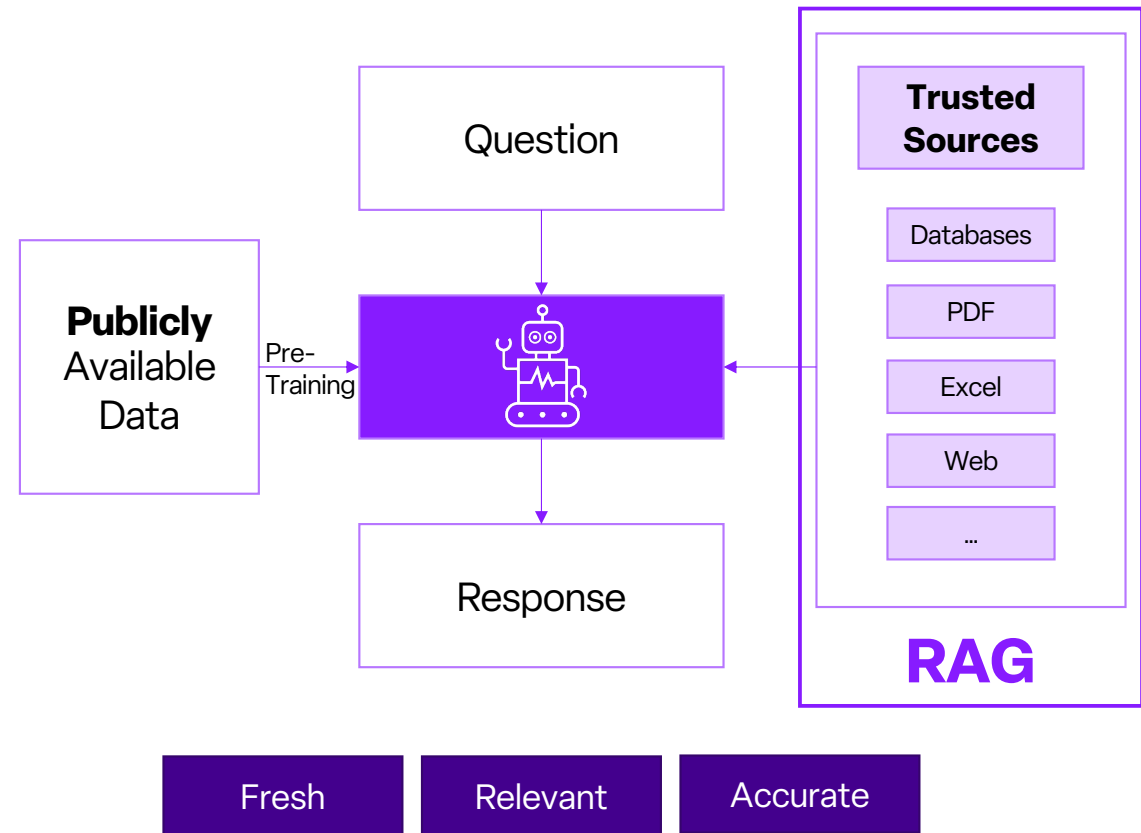
Gen AI – Getting the right answer is a challenge!

- LLMs and SLMs typically trained on publicly available data, lack exposure to an enterprise’s specific and proprietary data
- **Result** - inaccurate and unreliable answers called “hallucinations” appear to be plausible answers but are incorrect or outdated
- Leads to misinformed business decisions, providing customers with wrong information which can damage the enterprise’s reputation
- Gen AI needs continuous augmentation with new, trusted, and accurate data to enhance and maintain its reliability



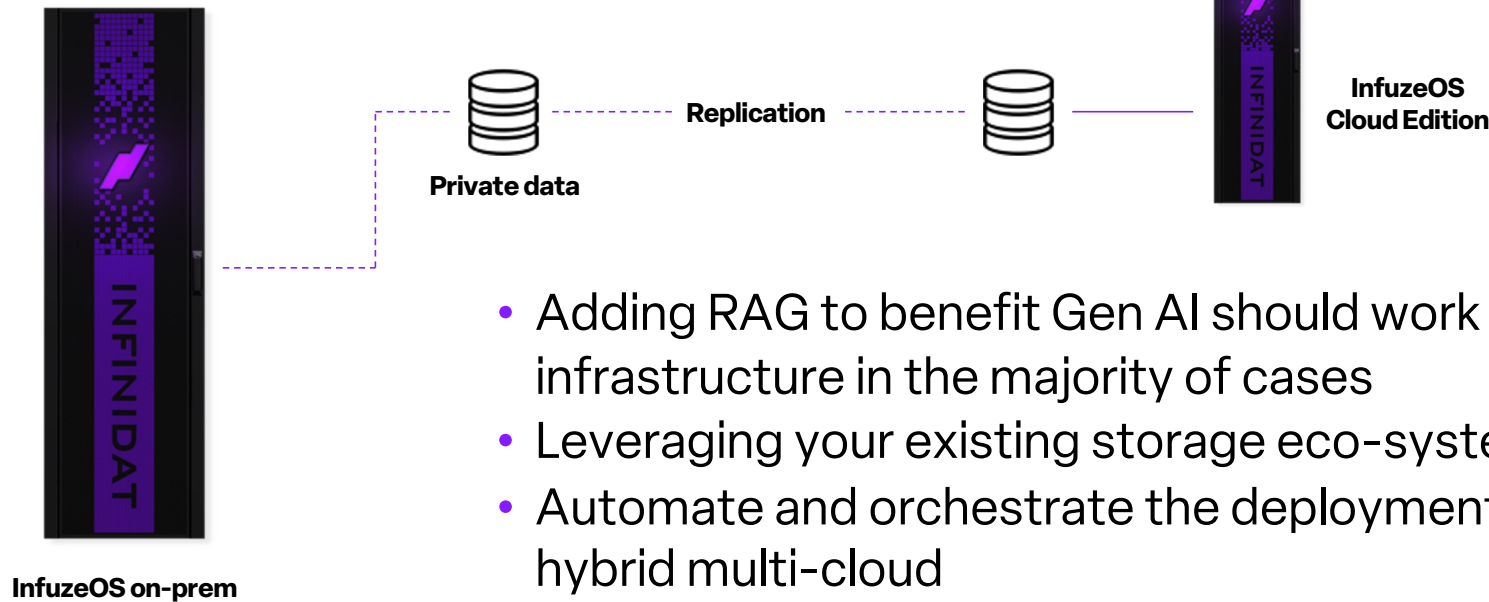
R(etrieval)A(ugmented)G(eneration) to the Rescue!

- Retrieval-Augmented Generation (RAG) combines the power of GenAI with an enterprise's private data to unlock fresh insights and streamline workflows
- Integrating information from external sources into LLMs and SLMs can achieve more accurate and specific results



Infinidat Gen AI Solution

On-Premise



- Adding RAG to benefit Gen AI should work with existing infrastructure in the majority of cases
- Leveraging your existing storage eco-system is key
- Automate and orchestrate the deployment from data center to hybrid multi-cloud
- Easily integrate other storage environments as well (NFS/File)
- Agentic RAG adds new dimensions of flexibility and scalability

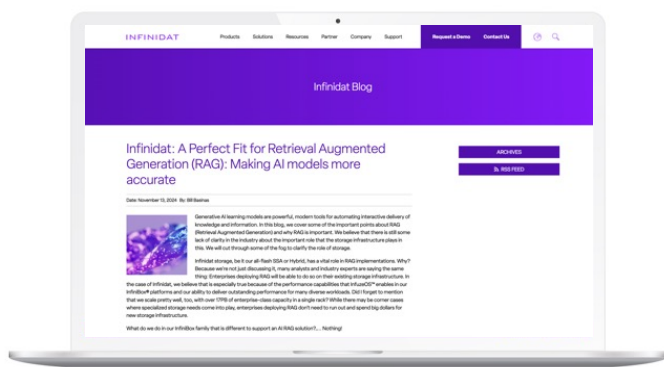


InfiniBox Advantage for RAG

- Our current customers use their InfiniBox in mission-critical applications that utilize Databases which support storing and retrieving vector data – RAG-ready!
- InfiniBox achieves lightning-fast performance with very low latency (Neural Cache)
 - Will not bog-down the RAG workload process during the Embedding stage
- InfiniBox is a fast retrieval data storage system the Large Language Model (LLM) can use to generate coherent and contextually relevant responses
- InfuzeOS Cloud Edition provides cloud-based InfiniBox storage operation enabling storage admins to rapidly replicate datasets to AI resources
- Flexibility – Leverage Agentic RAG architectures



AI Solutions Resources



Blog:

Infinidat: A Perfect Fit for Retrieval Augmented Generation (RAG): Making AI models more accurate

<https://www.infinidat.com/en/blog/infinidat-perfect-fit-retrieval-augmented-generation-rag-making-ai-models-more-accurate>

Analyst Whitepaper:

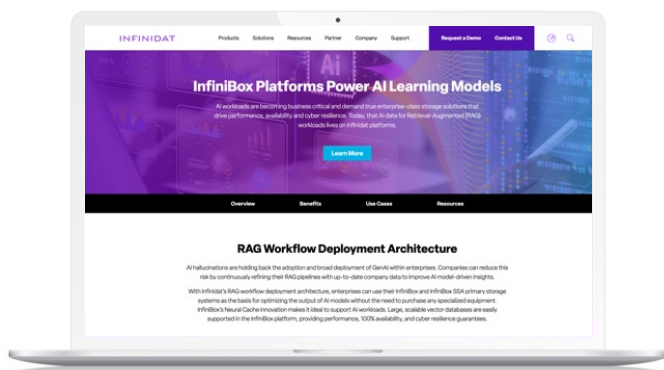
<https://www.infinidat.com/en/resource-pdfs/infinidat-cures-rag-response-time.pdf>

Analyst Video:

<https://blocksandfiles.com/2025/02/13/how-to-reduce-ai-hallucinations/>

Solution Webpage:

<https://www.infinidat.com/en/artificial-intelligence>



The End Users Have Spoken



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



InfiniGuard Reviews

by Infinidat in Data Center - Others

5.0 ★★★★★ 21 Ratings



As of 25 Feb 2025

The End Users Have Spoken

The image shows three screenshots of Gartner Peer Insights reviews for InfiniBox. Each screenshot includes the InfiniBox logo, the product name, the reviewer's name, the rating (stars), and the number of ratings. The reviews are for InfiniBox SSA, InfiniBox SSA, and InfiniBox SSA.

Review Title	Rating	Number of Ratings
InfiniBox SSA	4.9	21 Ratings
InfiniBox SSA	4.8	21 Ratings
InfiniBox SSA	5.0	21 Ratings

INFINIDAT

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

Account Executive, IT Services | InfiniBox™ SSA



As of 25 Feb 2025

 **Thank you**