

INFINIDAT

The Standard in Enterprise Storage

The Power of Enterprise, Next-Gen, Cyber-Centric Data Protection and Recovery

Eric Herzog
CMO

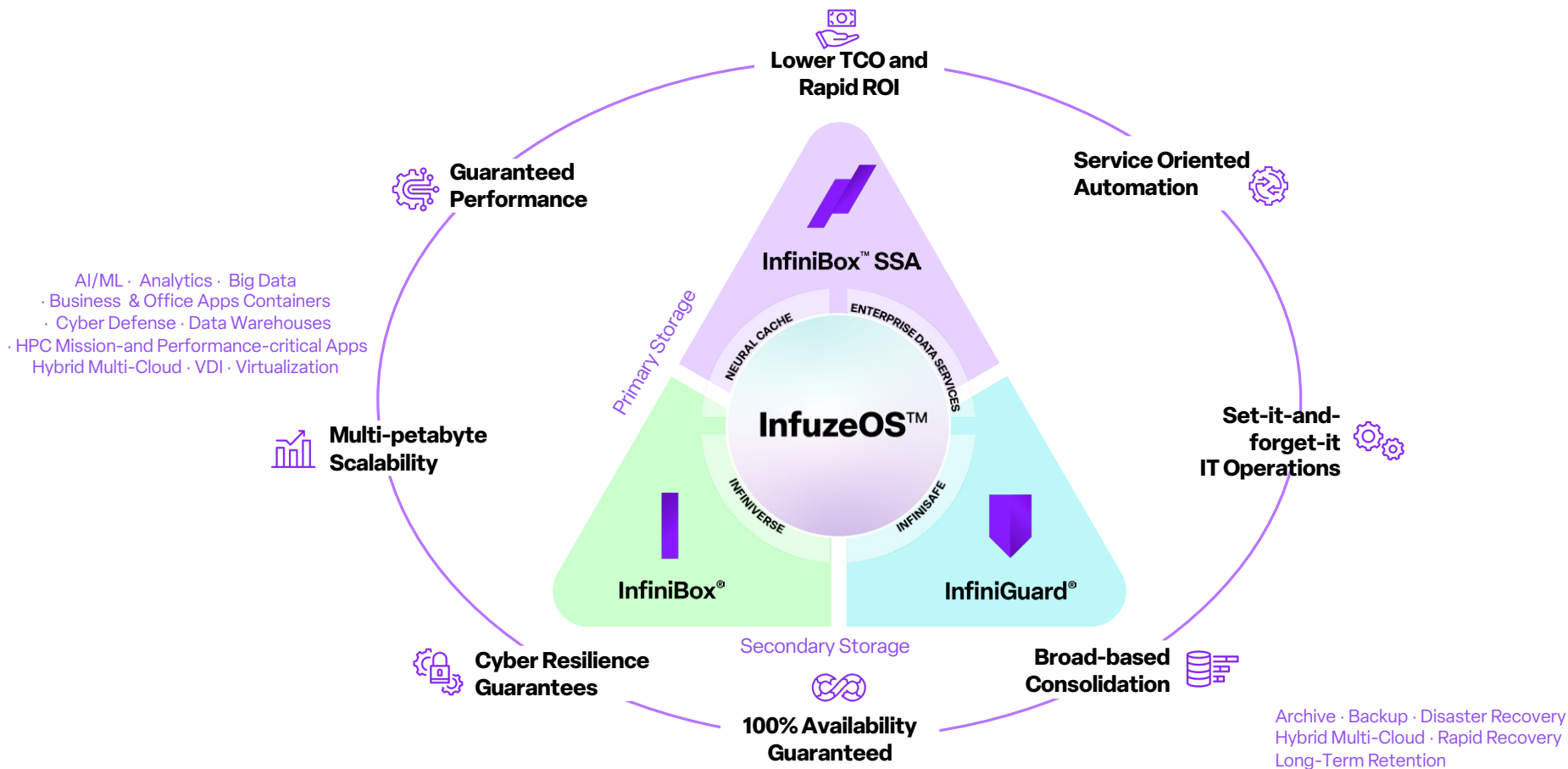
Joe Roa
Senior Solution Architect

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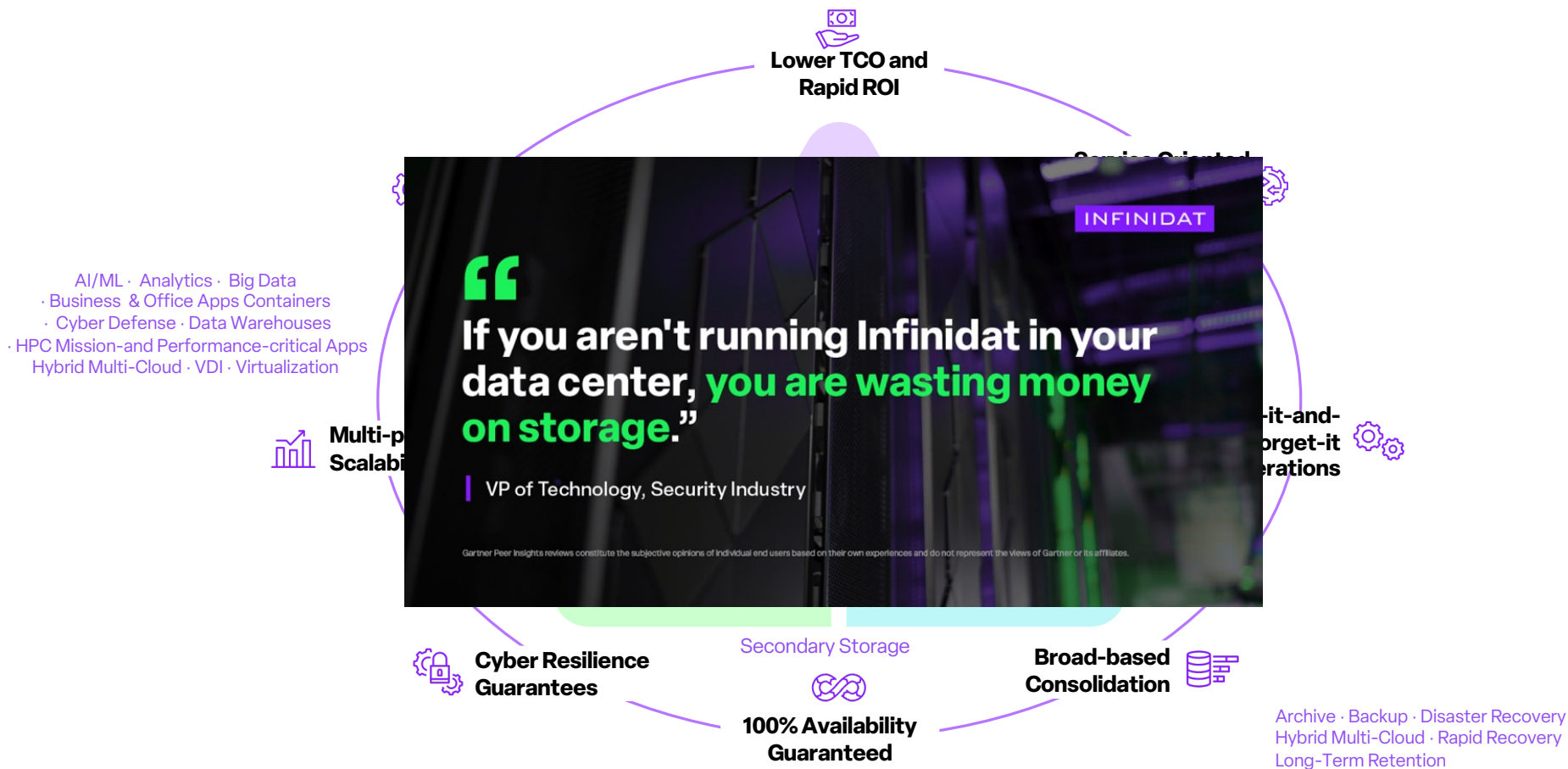
 [@zoginstor](https://twitter.com/zoginstor)



InfuzeOS - One SDS Architecture, All Platforms



InfuzeOS - One SDS Architecture, All Platforms



Industry Acclaim: 2024



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



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

GIGAOM



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



Infinidat Named as a Product of the Year Finalist - SSA Express

GIGAOM



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



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



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



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



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"



Steve Sullivan - 2024 CRN® Channel Chief



Recognized by CRN® as One of 2024's 50 Coolest Software-Defined Storage Vendors

ONCONFERENCES

Finalist - Top 100 Marketing Team Award



Lynsy Marshall Named as a CRN 2024 Women of the Year Finalist



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



Lynsy Marshall Named as Top 100 Channel Marketing Leader - Channel Insider



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



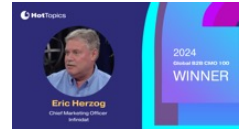
Eric Herzog - 2024 CRN® Inclusive Channel Leaders



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



Infinidat - Finalist for Infrastructure and Storage Manufacturer of the Year



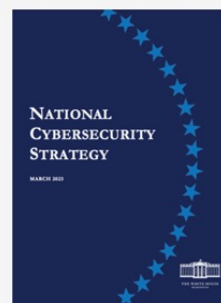
Eric Herzog - Global B2B CMO 100 Award 2024 - HotTopics

Cyberattacks are Extensive and Expensive!

Headline News

World @ Business @ Finance @ Travel @ Sport @ Weather

- Cybercrime will cost enterprises \$9.5 Trillion in 2024¹
- 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



¹ <https://cybersecurityventures.com/cybercrime-to-cost-the-world-9-trillion-annually-in-2024/>



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

Your network has been infected

Your documents, photos, databases and other important files encrypted

To decrypt your files you need to buy our special software – General-Decryptor

Follow the instructions below. But remember that you do not have much time

General-Decryptor price
the price is for all PCs of your infected network

| | | |
|---|-----------------|--|
| You have 8 days, 20:59:12 | Current price | 214151 xMR = 50,000,000 USD |
| <small>* If you do not pay on time, the price will be doubled * Time ends on Mar 28, 16:30:11</small> | After time ends | 428302 xMR = 100,000,000 USD |

Today's ransom demands, such as this one from REvil, often threaten to exfiltrate and expose stolen data if victims don't pay.

<https://www.techtarget.com/searchsecurity/feature/Top-10-ransomware-targets-in-2021-and-beyond>

Cyberattacks are Extensive and Expensive!

Headline News

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- Cybercrime will cost enterprises \$9.5 Trillion in 2024¹
- Cyber security Magazine
- US Security "Cybersecurity Incident"
 - Item has a
 - U
- US announce
- EU move
- Enterprise
- Global cyber cumulative



“Outstanding work by Infinidat to introduce the InfiniSafe Automated Cyber Protection (ACP) solution. This is significant support for enterprises’ efforts to neutralize the impact of ransomware and malware attacks. Enabling enterprises to integrate it into their SOC and SIEM applications to protect InfiniBox and InfiniBox SSA volumes, based on events identified by their security operations, makes it so easy to adopt and deploy. The InfiniSafe innovation launches Infinidat into the Cyberstorage conversation allowing customers to address their most difficult cybersecurity challenges.”

Paul Goldberg
CEO
Altarna-Tech



infected



Follow the instructions below. But remember that you do not have much time

for price
infections for all PCs of your infected network

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Next-Gen Data Protection and Recovery

A Cyber Focused, Recovery First Strategy



InfiniSafe®

- Think about recovery first!
 - Protecting the data is easy
 - Immutability is key!
 - Recovery first means
 - Leveraging Immutable snaps
 - Data must be proactively verified/validated
 - Must be FAST!
 - Easy to Implement and maintain
 - Highly Automated and Orchestrated
 - Integrate into SecOps and Apps (SIEM/SOAR)
- Traditional data protection methods
 - Backups are targeted attack points
 - Optimized for backup, not restore
 - Challenging to integrate and orchestrate into SecOps

*“On average, companies face about **22 days of downtime**, as reported by Coveware. However, some companies can be incapacitated for months, depending on the attack's severity and complexity.”*

<https://www.xitx.com/2024/06/how-long-are-companies-down-after-a-cyberattack-understanding-ransomware-recovery/#:~:text=On%20average%2C%20companies%20face%20about,the%20attack's%20severity%20and%20complexity.>

InfiniSafe is Next-Gen Data Protection and Recovery

A Cyber-First-Recovery Focused Methodology



InfiniSafe®

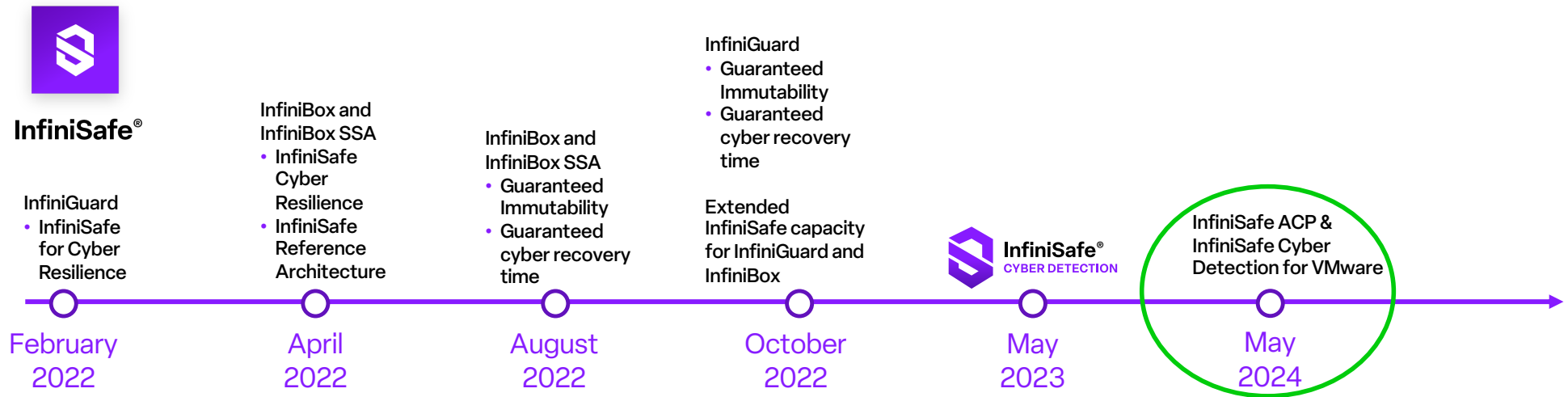
- InfiniSafe is recovery first focused!
 - InfiniSafe is business recovery
 - InfiniSafe is built into our storage solutions
 - InfiniSafe Cyber Stack and Automated Cyber Protection (ACP) is included in InfuzeOS
- InfiniSafe Cyber Stack
 - Immutable snaps, Logical/Remote Air gaps, Fenced Forensic Environment, 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 Cyber Resilience Innovation Timeline

Commitment to delivery of cyber resilience innovation

- First cyber resilience solution for primary storage
- First guaranteed cyber resilience recovery
- First guaranteed cyber resilience recovery time
- Comprehensive Reference Architecture for ecosystem integration
- InfiniSafe Cyber Detection – Deep and Accurate Scanning/Detection



InfiniSafe Cyber Storage Resilience

InfiniSafe Cyber Stack



InfiniSafe[®]
CYBER DETECTION



LOGICAL AIR-GAPPING



IMMUTABLE SNAPSHOTS



FENCED FORENSIC ENVIRONMENT



NEAR INSTANTANEOUS RECOVERY

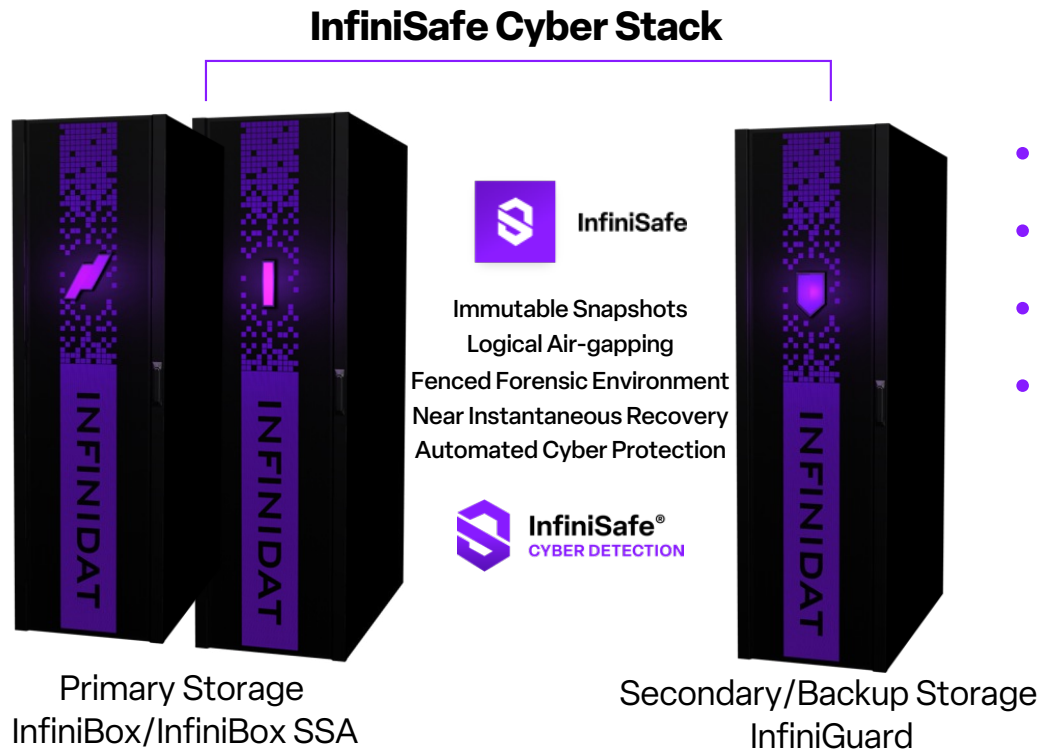


AUTOMATED CYBER PROTECTION

InfiniSafe – Same Functionality Optimized by Solution

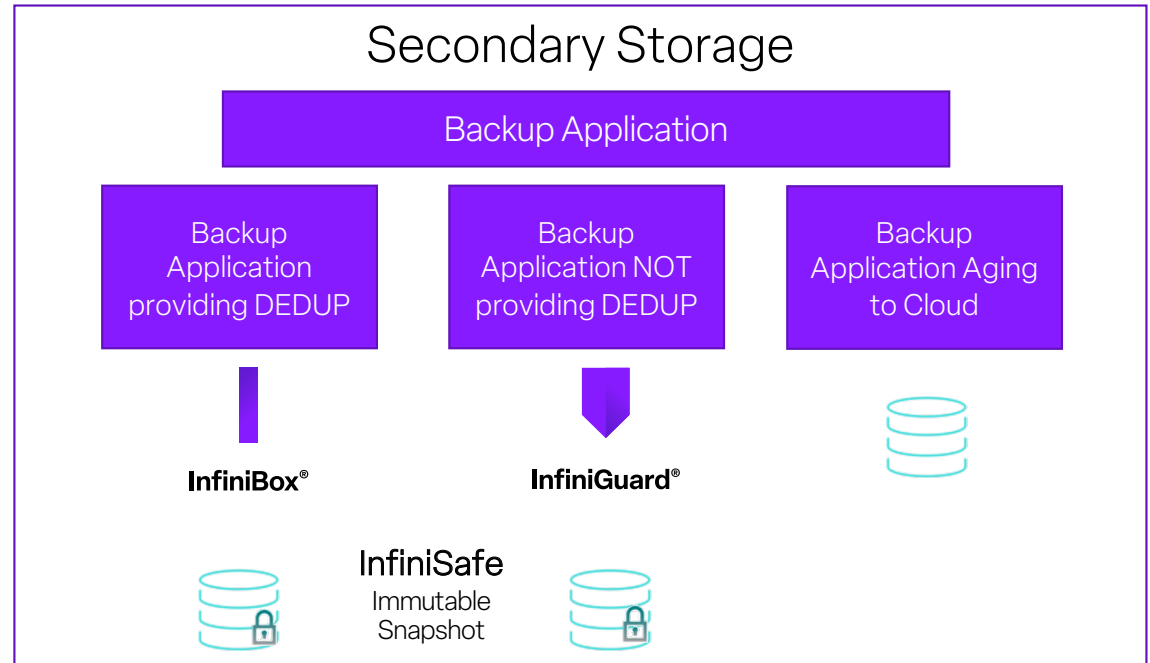
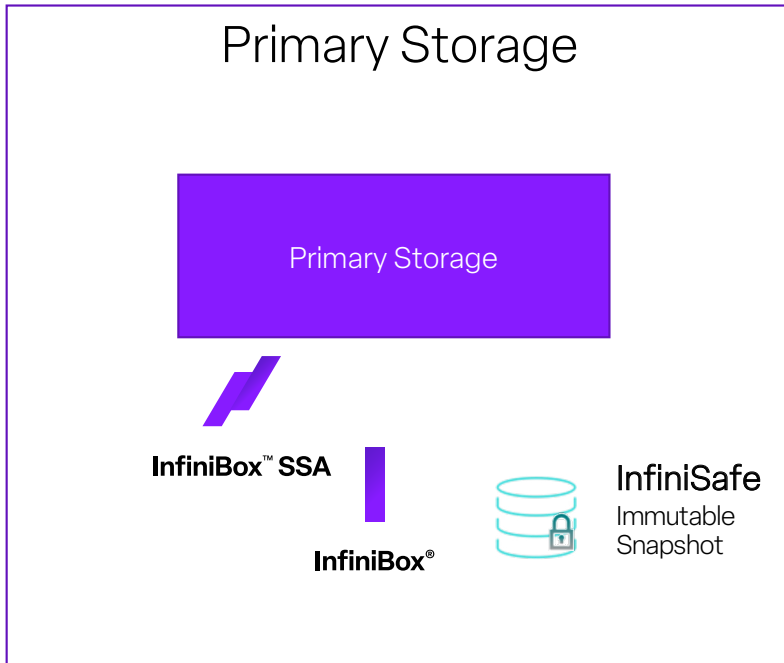
Consistent Cyber Resilience

- 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

Cyber Resilient Storage Enabled by **InfiniSafe**



InfiniSafe Cyber Storage Resilience Guarantees

- Guaranteed immutability of InfiniSafe immutable snapshots
- Recovery time guarantee of those immutable snapshots
 - Less than 20 minutes for InfiniGuard
 - Less than 1 minute for InfiniBox SSA II and InfiniBox
 - Regardless of immutable snapshot size

InfiniSafe Cyber Storage Resilience

- Immutable Snapshots
- Logical air-gapped protection
- Fenced forensic environment
- Near-instantaneous recovery of any size backup repository

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/>



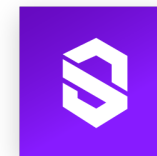
InfiniSafe®

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

- Not

- Trig

“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.”

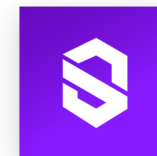
Chris Evans
Founder and Principal Analyst
Architecting IT

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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 Datastores



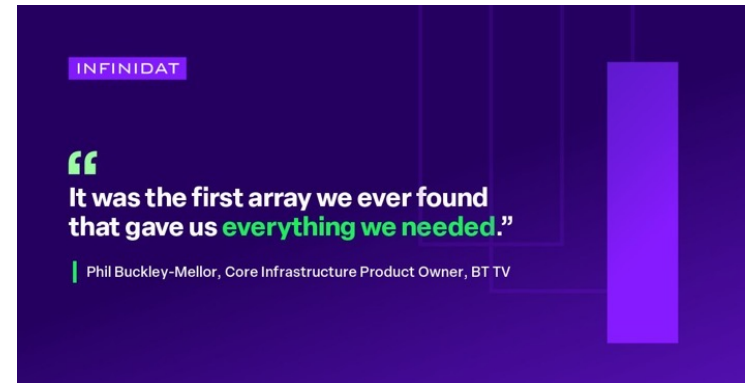
Databases

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

User Files

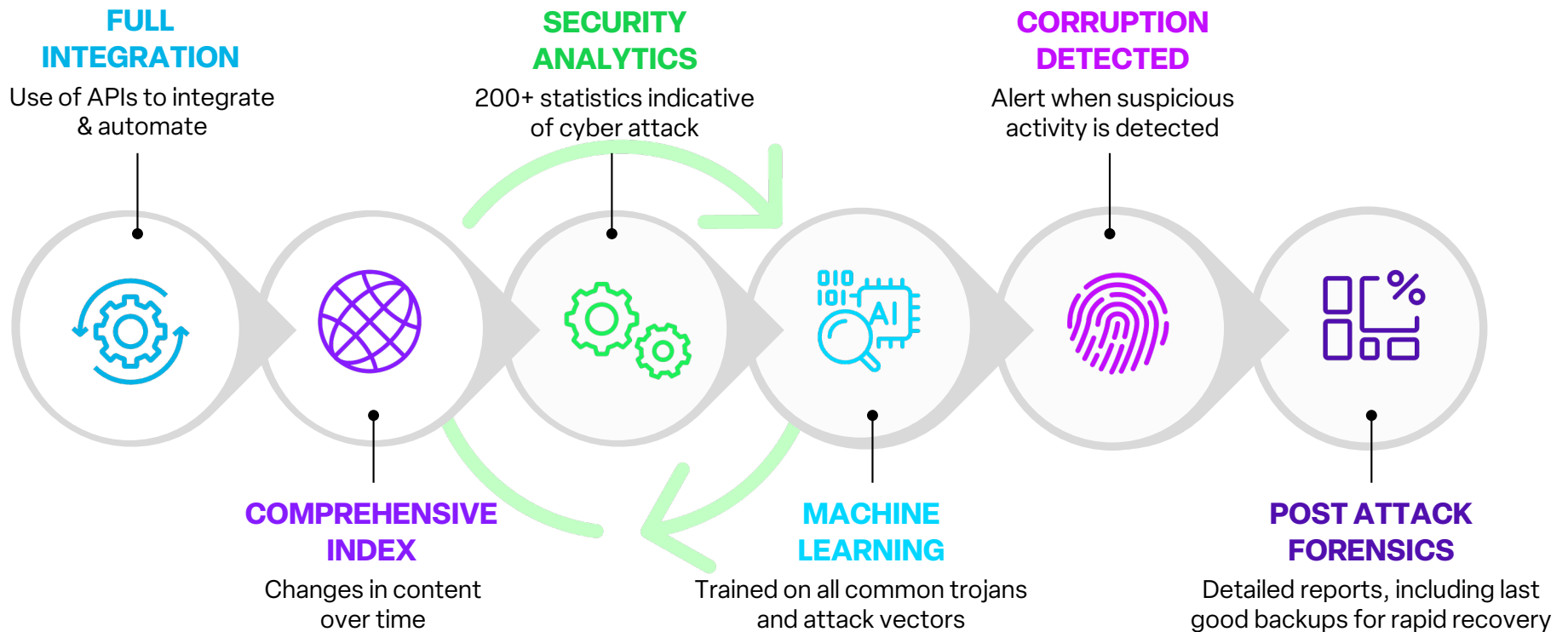


Contracts, Financial Docs, Intellectual Property, etc.



Cyber Detection Workflow

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



InfiniSafe Cyber Detection Early Warning System

- Multiple InfiniBoxes or InfiniBox SSAs replicate to one
- Cyber Detection offload “array” will scan all data files and tag any corrupted files, create forensic report
- Provides the intelligence needed to detect an attack

Multiple InfiniBoxes replicate to offload



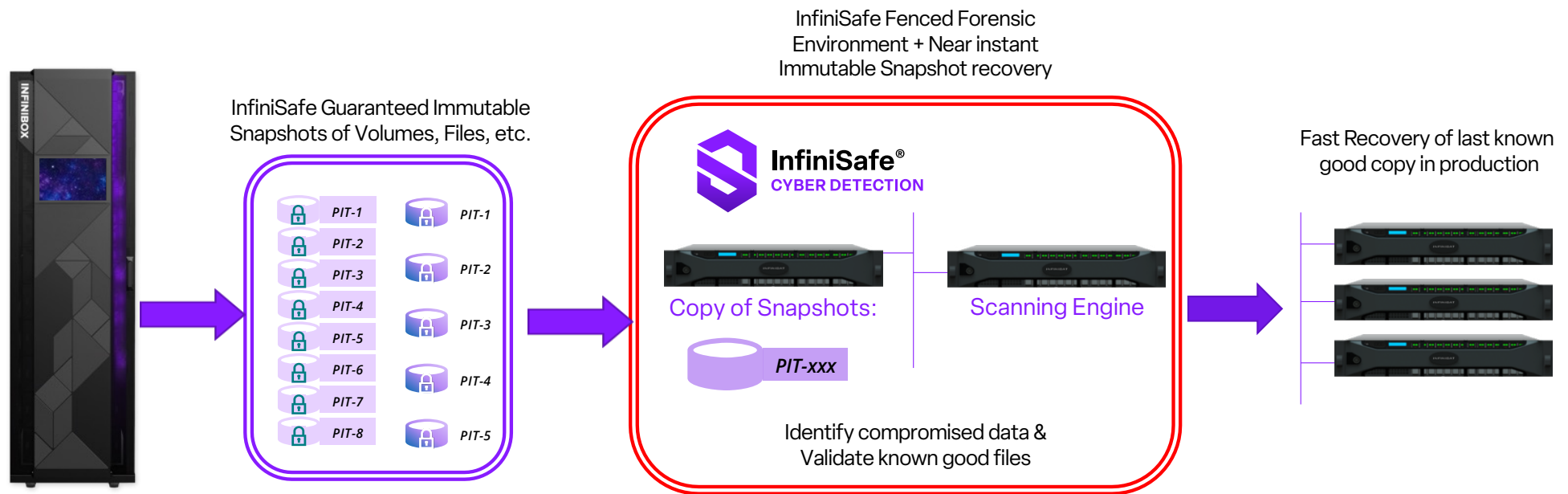
InfiniSafe Fenced Forensic Environment + Near instant Immutable Snapshot recovery



InfiniSafe Cyber Detection Solution



- Applications can validate immutable snapshots in Fenced Forensic environment
- Cyber Detection will tag any corrupted files, create forensic report
- Provides the intelligence needed to facilitate recovery



Cyber Detect Post Attack Dashboard

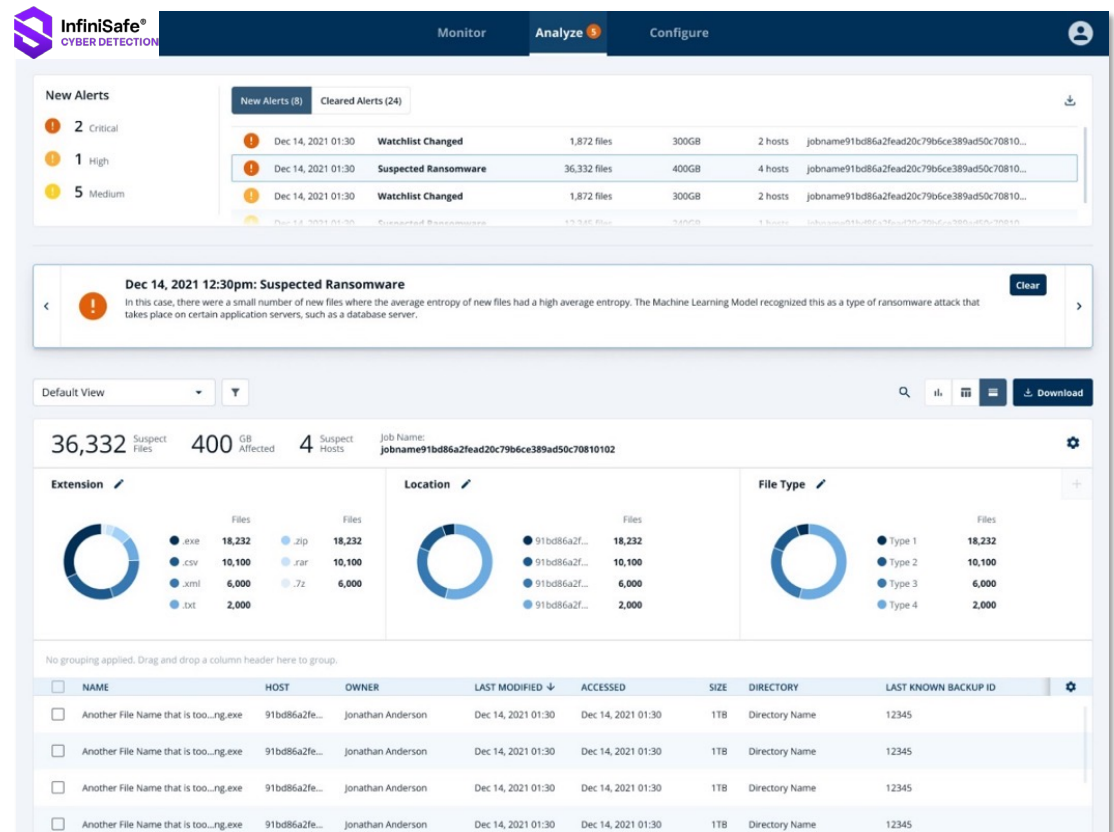
Improved user experience - More insight into data - Intuitive post attack workflow

Alerts organized by severity

New details on suspect corruption

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

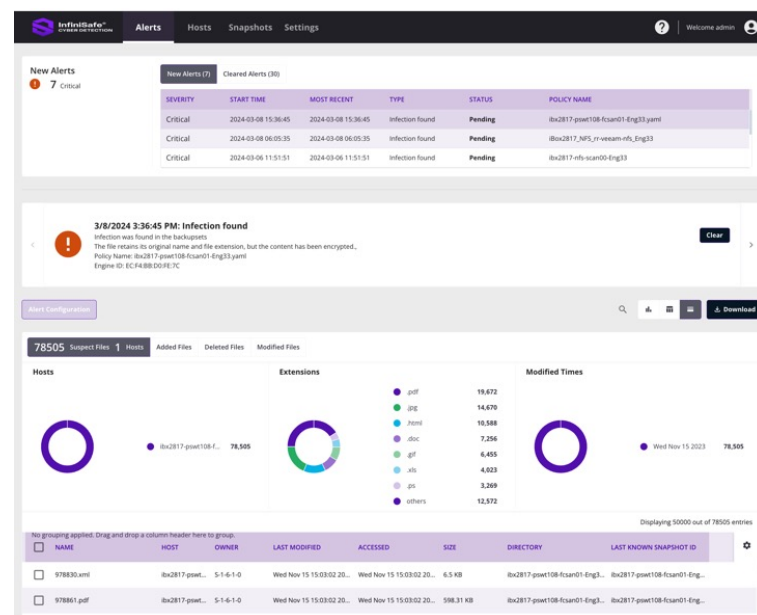
List of corrupted files that can be downloaded



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

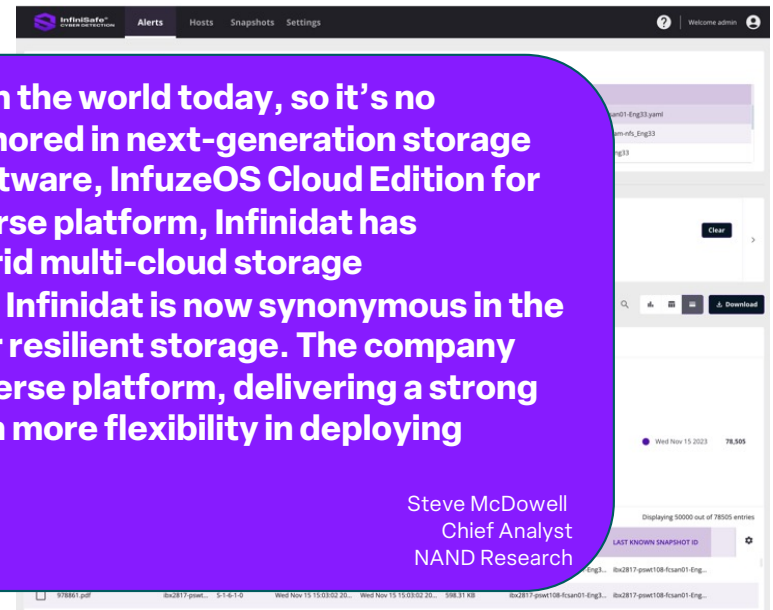


- Identify a VMware datastore to be scanned

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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



Cyber Storage Resilience Web page

INFINIDAT Products Solutions Resources Partner Company Support Request a Demo Contact Us

Cyber Resilience: Infinidat Has Your Back

The question is not if you will suffer a cyberattack, but when. Ensure the continuity of your business with comprehensive, enterprise-class, cyber-resilient storage and modern data protection.

[Learn More](#)

Overview Cyber Storage Cyber Detection Cyber Storage Guarantees More Protection Resources

Cyber Storage Resilience Powered by InfuzeOS™

Cyber resilience is a fundamental characteristic of InfuzeOS, our unique software-defined storage architecture with built-in technologies that protect and add cyber resiliency for your data. InfuzeOS powers all Infinidat platforms, providing robust capabilities that help protect, defend, and quickly recover your data.

Primary Storage

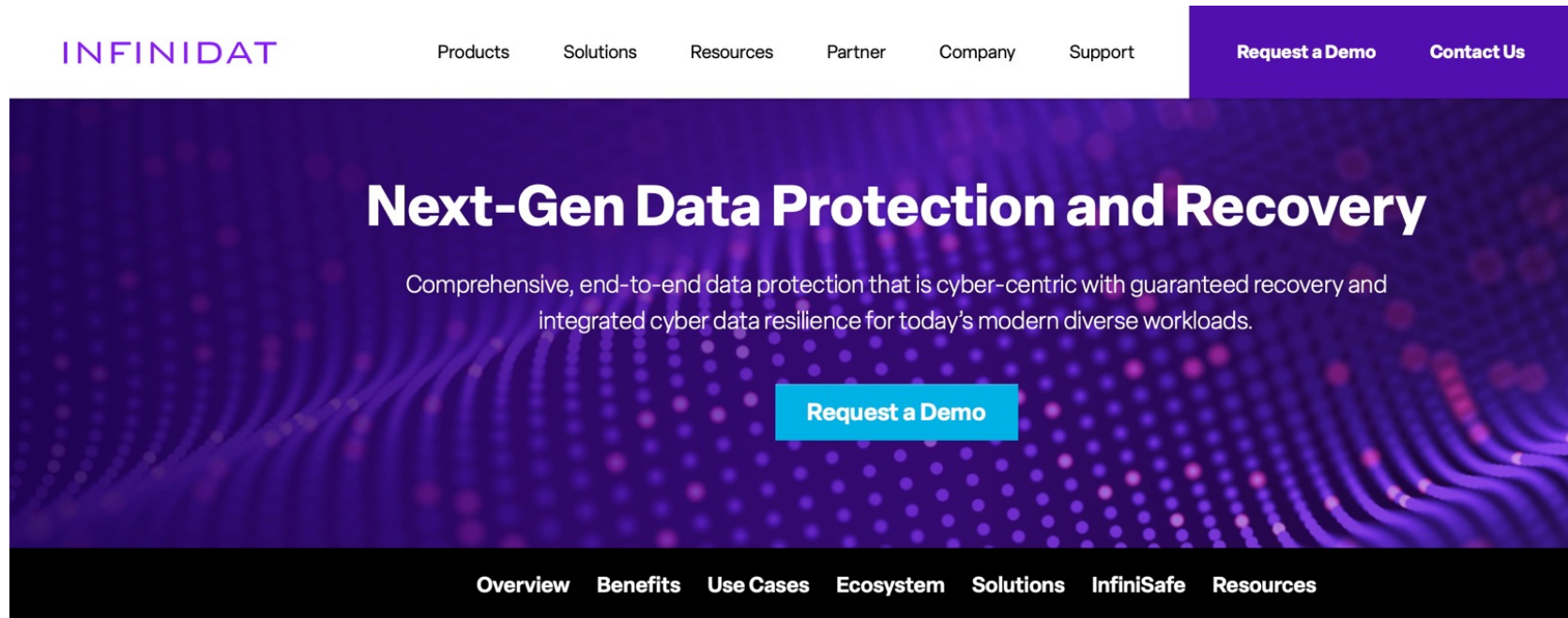
Whatever the threat—ransomware, natural disaster, systems failure, human error—Infinidat has your primary storage covered with cyber resilient solutions that provide a first line of defense and facilitate fast recovery.

Secondary Storage

Infinidat goes beyond traditional backup, restore, and disaster recovery to help enterprises avoid ransomware and other cyberattacks with our powerful, enterprise modern data protection with built-in cyber resilience solutions.

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

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>

 **Thank You**