Infinidat Elastic Pricing

Infinidat Elastic Pricing is a purchasing model that helps organizations cope with uncertain market conditions by providing flexibility and predictable costs. In today's increasingly complex and competitive business landscape, executives want to focus on business innovation and growth, rather than worry about infrastructure. Elastic Pricing allows customers to pay for Infinidat storage with a combination of CapEx (Base Capacity) and OpEx (Burst Capacity). IT managers can, depending upon budget constraints and business needs, self-provision additional Base Capacity or Burst Capacity, and convert Burst Capacity to Base Capacity at any time without fees or penalties to balance the conflicting demands for flexibility and cost effectiveness.

OUR APPROACH TO ELASTIC PRICING

Elastic Pricing gives customers easy access to cloud-like flexibility, disruptive economics, and the superior capabilities of InfiniBox® and InfiniGuard® storage systems: multi-petabyte scale, 100% availability, ease of use, and consistent sub-millisecond response times. The combination of Elastic Pricing with Infinidat storage appliances makes it easy to eliminate the security and performance risks associated with public cloud usage by keeping business-critical data in an environment that you control. Elastic Pricing provides cost predictability in an unpredictable world.

HOW INFINIDAT ELASTIC PRICING WORKS

Customers take delivery of a fully configured InfiniBox or InfiniGuard, but only pay for the Base Capacity they need initially. When they need more capacity, they simply self-provision more and are billed for it in the next monthly cycle as Burst Capacity — or they can add more Base Capacity. No calls to support for another license. No long waits for new hardware. No upgrade scheduling headaches.

When the business comes looking for more capacity for a new application or big data project, it is already there, ready to be put to work. Even better, since the entire array is already on the floor, customers benefit from the full performance and reliability of the system from the first day it is installed and configured.

Pay for the Base Capacity you need initially on a CapEx basis. As needs change, add more capacity on a CapEx basis (Base Capacity) or burst up or down above Base Capacity on an OpEx basis (Burst Capacity). Convert Burst Capacity to Base Capacity at any time.

SCALE TO WIN

INFINIDAT

HOW ELASTIC PRICING IS MEASURED AND BILLED

Capacity use and other system metrics are regularly transmitted to the InfiniVerse® support cloud. The capacity metric for Elastic Pricing is based on the total storage capacity presented to the servers/applications.

▶ For InfiniBox, this is defined in the user interface as "virtually allocated within pools" (Figure 1).

▶ For InfiniGuard, capacity is calculated based on the sum of the "Data Size After Reduction" for all Data Deduplication Engines (DDEs) in the system (Figure 2).

The average capacity used within a given month, calculated on a daily basis, forms the basis for billing within that month. If your paid Base Capacity is lower than that highest amount within a given month, then you will be invoiced for the excess as Burst Capacity.

You can increase your Base Capacity permanently via one-time payments in 10 TB increments, or you can pay monthly for overages in 1 TB increments — it's your choice.

WHAT ELASTIC PRICING INCLUDES

Included with Infinidat Elastic Pricing at no additional charge:

▶ All software features including multiprotocol support, host integrations, advanced replication, and data reduction capabilities

▶ Enterprise-grade 24x7 on-site support including Technical Advisor

▶ All performance and resiliency provided by Neural Cache distributing data across the fully configured system, regardless of paid Base Capacity amount

▶ All InfiniBox capacity supporting InfiniSnap® snapshots on the source system

▶ 100% availability guarantee

Infinidat Elastic Pricing makes responding to dynamic business requirements simple and risk-free. You never need to call support for a new license key, wait for a shipment of hardware, schedule a maintenance window, and wait for a service technician to show up. With Elastic Pricing, more capacity is ready to allocate and go! Innovate and grow with friction-free Elastic Pricing.
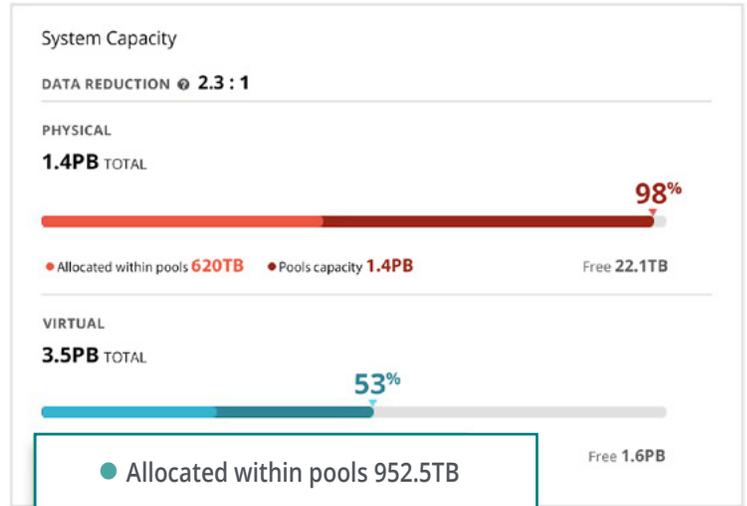

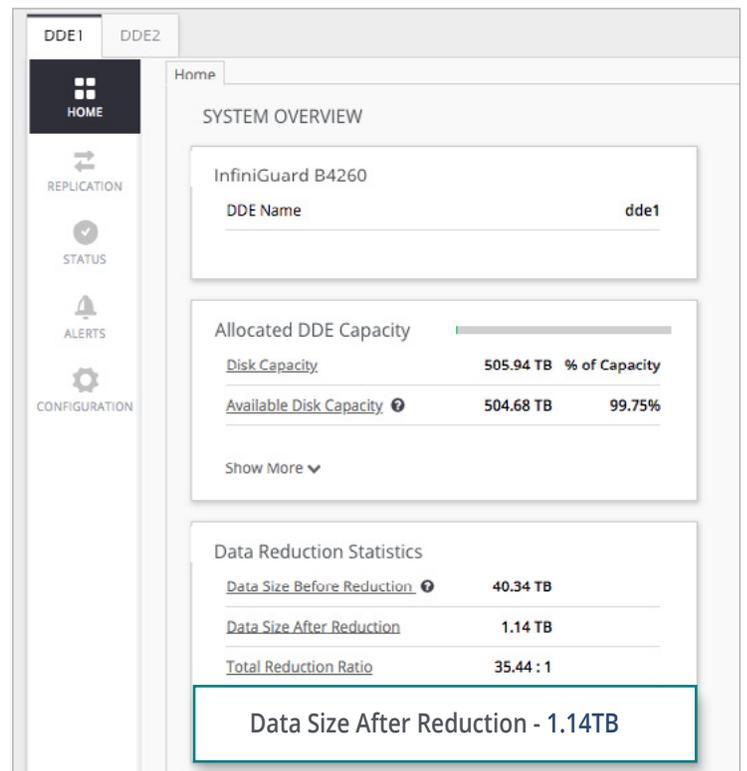Figure 1 – InfiniBox Elastic Pricing calculation based on "Allocated within pools"

Figure 2 – InfiniGuard Elastic Pricing calculation based on "Data Size After Reduction"