Critical Issues Facing Enterprise Storage

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FMS Session BMKT-303-1: Data-Intensive Customer Solutions

FMS the **Future** of **Memory** and **Storage**

Enterprise Storage Issues Are REAL!

- Cyberattacks will cost enterprises $9.5T in 2024
    - Cyber security was the #2 concern in the Fortune 500 CEO Survey
- Storage Costs, Costs, Costs
- IT Skills Gap
- The Rise of AI
- Green IT
- Guaranteed Storage SLAs

Headline News
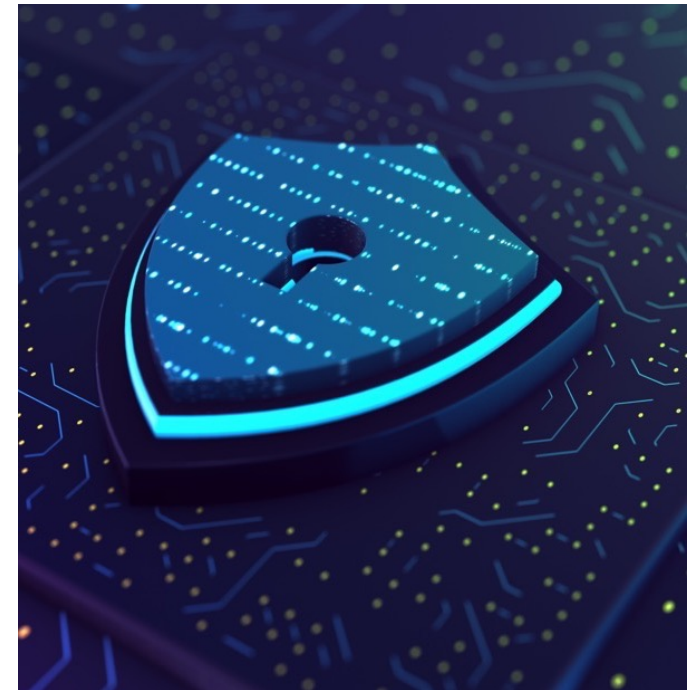### World ◎ Business ◎ Finance ◎ Travel ◎ Sport ◎ Weather

- Cybercrime will cost enterprises $9.5 Trillion in 2024
- 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

Be Proactive with Cyber Storage Resilience and Recovery

- Cyber Storage Resilience and Recovery For Primary and Secondary Storage
- Immutable Snapshots
- Logical Air-Gapping
  - Local, Remote, Both Local and Remote
- Fenced Forensic Environment
- Cyber Detection for Malware and Ransomware
- Seamless Integration with Data Center-wide Cyber Security Software Applications
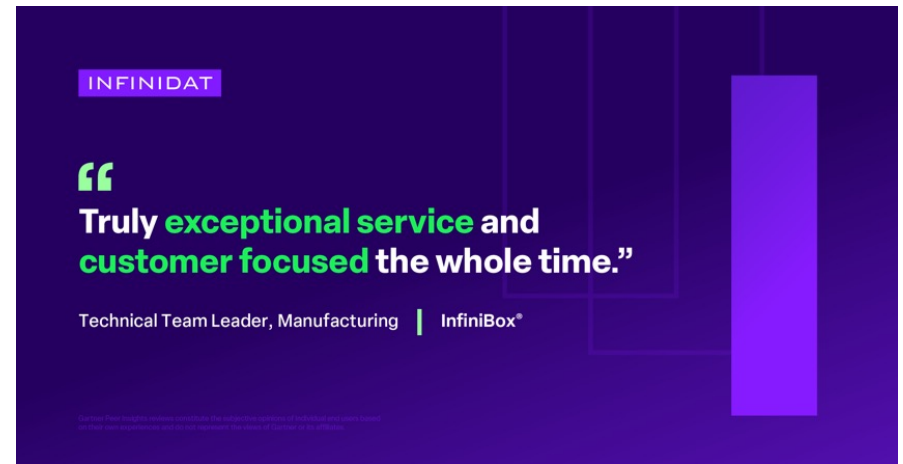- Guaranteed Cyber Storage Resilience and Recovery SLAs

Costs Abound in Storage

- Reduce TCO
- Shorten ROI to Under 12 Months
- Service Oriented Automation and "Set it and Forget It" a Mentality Reduce Operational Resources
- Consolidation of Storage Reduces CAPEX and OPEX
  - Imagine 288 Floor Tiles of Enterprise Storage Consolidated to 62
  - 24 Storge Arrays from 3 Vendors Consolidated to 4 Enterprise Storage Arrays
- Green IT Saves You BIG MONEY
  - Economic Advantage + Environmental Advantage = E^2

Solve The IT Skills

- Storage Consolidation Reduces IT Manpower and IT Skills Needs
- Storage Incorporating "Set it and Forget It" Lowers IT Operational Resource Needs
- Service Oriented Automation Requires Less Storage Expertise and Storage Management
- Leveraging Storage System AIOps Simplifies Storage Management and Storage Costs
- Saving on Storage Resource Management Helps Solve the IT Skills Gap

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The Rise of AI

- Storage Must Support AI Applications, Workloads and Use Cases
- Storage with Retrieval-Augmented Generation (RAG) Enhances Its Ability for AI Applications and Workloads
- Current Storage Infrastructure Will Be Effective For the Next Few Year's AI Needs of Most Enterprises
- AI Inside of Storage Systems Reduces Storage OPEX and CAPEX
- Storage AIOps Combines Telemetry Metrics and Automated Actions to Reduce Management

48%
Reduced OPEX

$41.6K
OPEX Reduction/PB

$167K
Yearly Benefit/PB

11 Month
Payback on Investment

51%
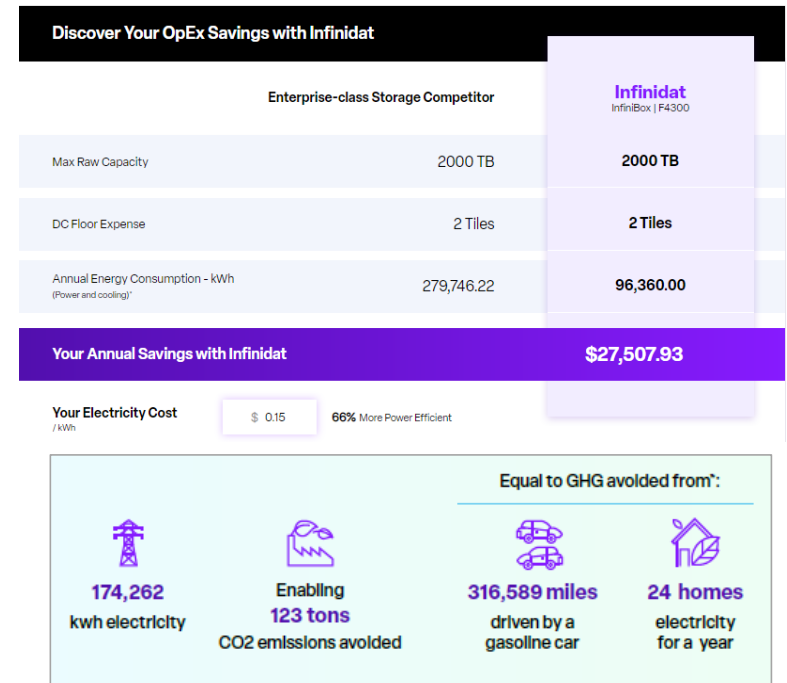More efficient storage management

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Green IT

- Green IT Reduces Energy Consumption and Lowers Carbon Emissions
- Customers Want to Buy from Companies that are "Green" and Align with Their Green Initiatives
- Greener IT is Being Mandated by Regulations Globally
- Consolidation of Storage Reduces Power and Cooling Needs
- Storage Consolidation Drives Down OPEX Costs AND Delivers Green IT
  - Economic Advantage + Environmental Advantage = E^2

Discover Your OpEx Savings with Infinidat

	Enterprise-class Storage Competitor	Infinidat InfiniBox | F4300
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

Equal to GHG avoided from*:

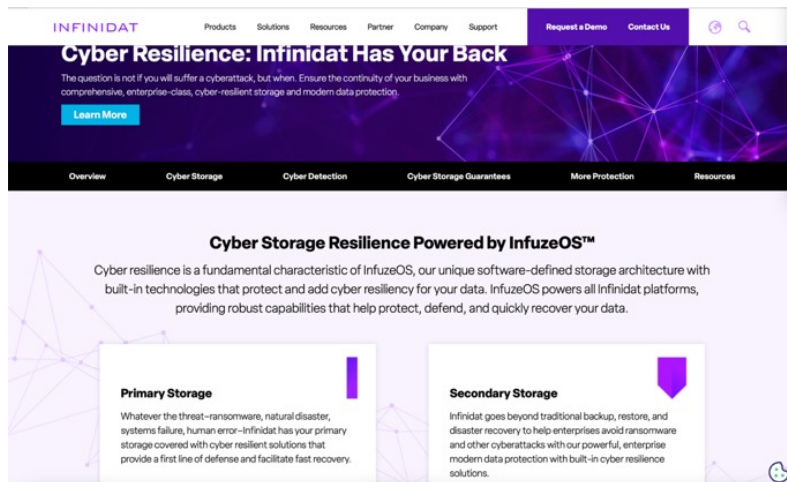| 174,262 kwh electricity	Enabling 123 tons CO2 emissions avoided	316,589 miles driven by a gasoline car	24 homes electricity for a year

Guaranteed SLAs

- CIOs, CTOs, and CISOs are Under Pressure from CEOs and CFOs for Guaranteed IT SLAs
- Guaranteed Performance SLAs
- Guaranteed Cyber SLAs
  - Guaranteeing that Immutable Snapshots are Really Immutable
  - Guaranteeing Recovery Time Objectives (RTO) for Primary and Secondary Storage Deployments
- Guaranteed 100% Availability SLAs
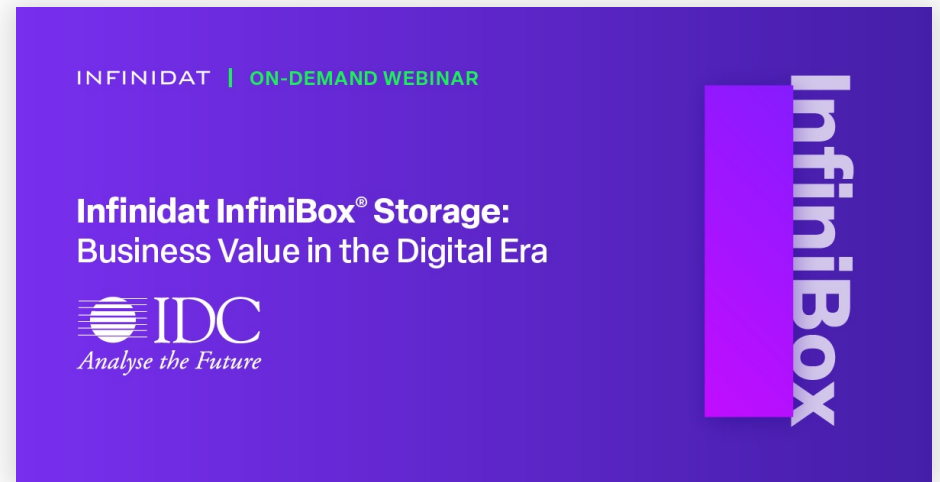 - ALL Enterprises Want 24x7x365 Operation

More Information

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

https://www.infinidat.com/en/financial-benefits