

INFINIDAT

The Standard in Enterprise Storage

How Storage Helps Reduce Data Center CAPEX and OPEX



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FMS 2025

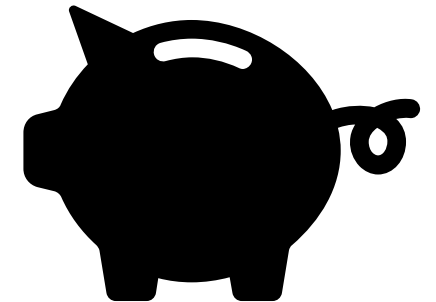
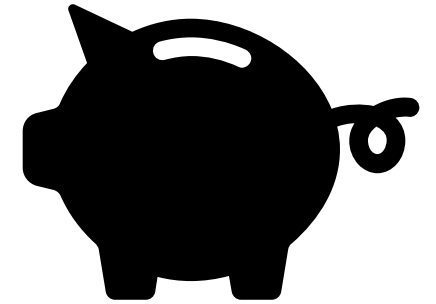
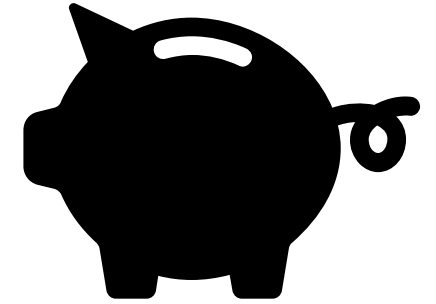
Session SUST-303-1

August 2025



Why do CIOs and IT Executives Think Storage is Expensive

- Initial CAPEX
- Constant Need for New Capacity
- Poor Performance Impacts Applications and End User “Wait Time”
- Consumes Extensive Floor Space
- On-going OPEX– Power, Cooling, IT Personnel
- End-of-Use Toxic Recycling Charges
- Poor Availability and Reliability Results in Data Center Downtime
- Hard to Configure and Manage
- Cyber Security Risk
- Cloud is “Cheaper”



Dramatic Storage CAPEX and OPEX Savings

- Storage Consolidation
 - Reduces physical footprint and storage IT management burden
- Single Software Defined Architecture
 - Service Oriented Automation
 - “Set it and Forget it” Operations and Management
 - Data Center AIOps Integration
- All Inclusive Licensing with Comprehensive Enterprise Features
 - Eliminates “nickel and dime” charges that add substantial expense
- Real-World Sustained Application Performance – prevents array sprawl
- 100% Availability



Dramatic Storage CAPEX and OPEX Savings

- White Glove Support and Service
 - Free Technical Advisors to optimize applications and workloads with your storage
- Cyber Storage Resilience – cyberattack expenses can be >\$ 1B in a single incident
- Hybrid Multi-Cloud Storage – allows you to get the best of both environments
- Green IT Delivers both Economic Advantage and Financial Advantage - E²
- Guaranteed SLAs for 100% availability, performance, and cyber storage resilience reduce risk and cost

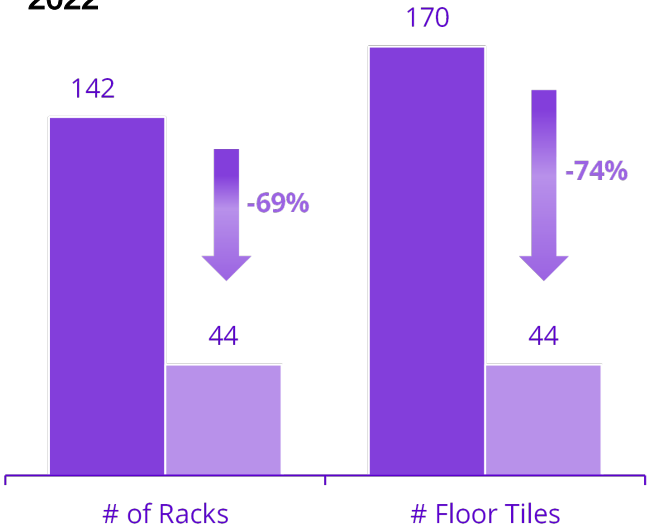


InfiniBox Platforms Yield Incredible Financial Benefit

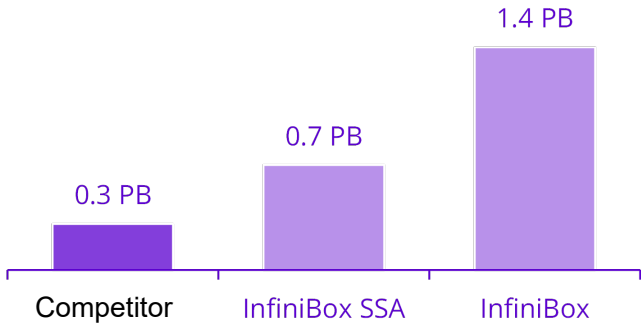
- Fortune 100 Financial Services replaces >170 floor tiles of competitor arrays with 44 floor tiles of Infinidat arrays
- CAPEX savings of \$61M in first 2 years of deployment
- Future opportunity of >100 PB replacing additional competitors' arrays and PBBAs

Data Center Floor Space

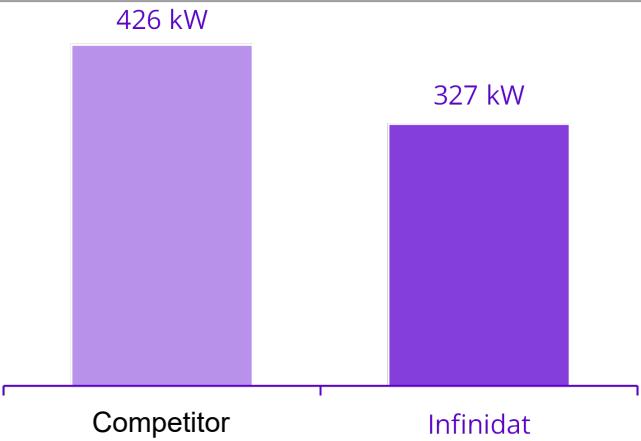
- Fortune 200 Financial Services
- Replaces a major competitor with InfiniBox platforms
- Additional 10 systems purchased in December 2022



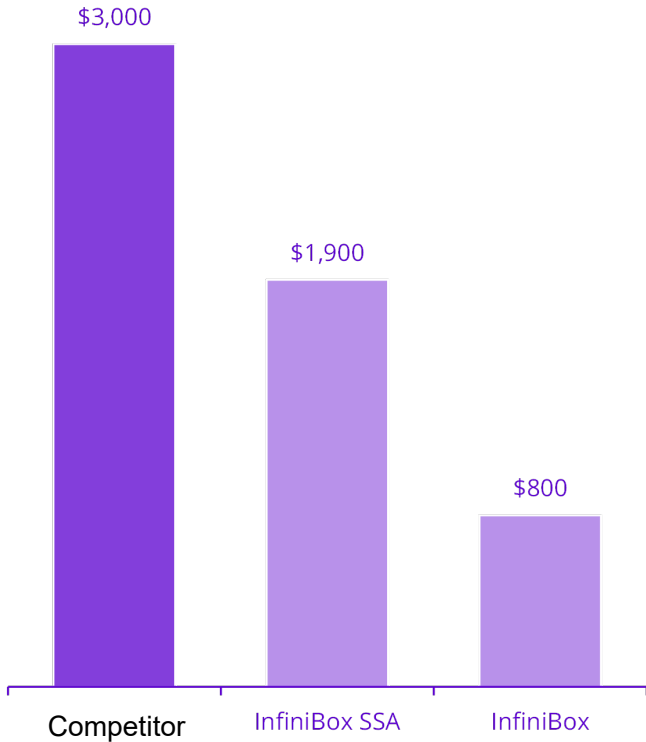
Usable Capacity per Rack ¹



Total Power



Relative CapEx Cost (\$ per TB)

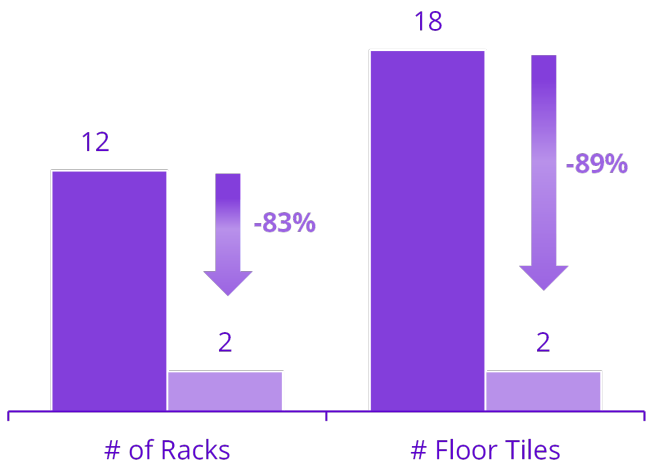


InfiniBox Platforms Yield Incredible Financial Benefit

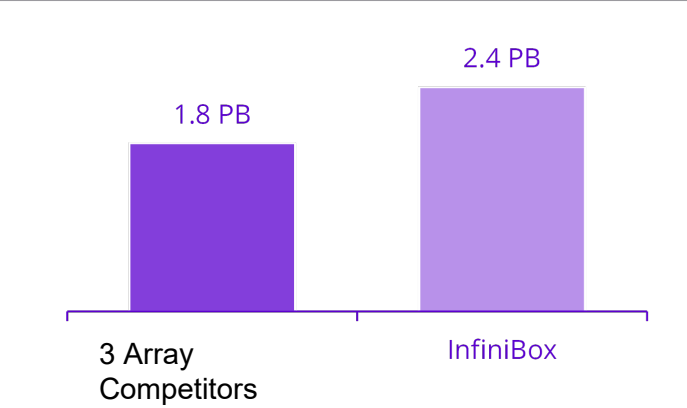
- \$20B Retailer replaced 24 arrays from 3 different competitors with 2 InfiniBoxes – 18 floor tiles to 2 floor tiles
- \$10M first year CAPEX and OPEX savings
- Consolidated competitive arrays onto InfiniBox to provide flexibility, scalability, application performance, and ease of use

Data Center Floor Space

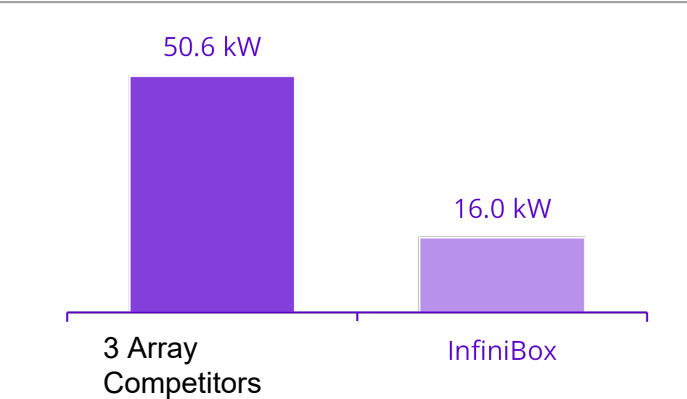
- Consolidated workloads from VMware, Oracle, SQL, Teradata and more
- Additional workload consolidation ongoing



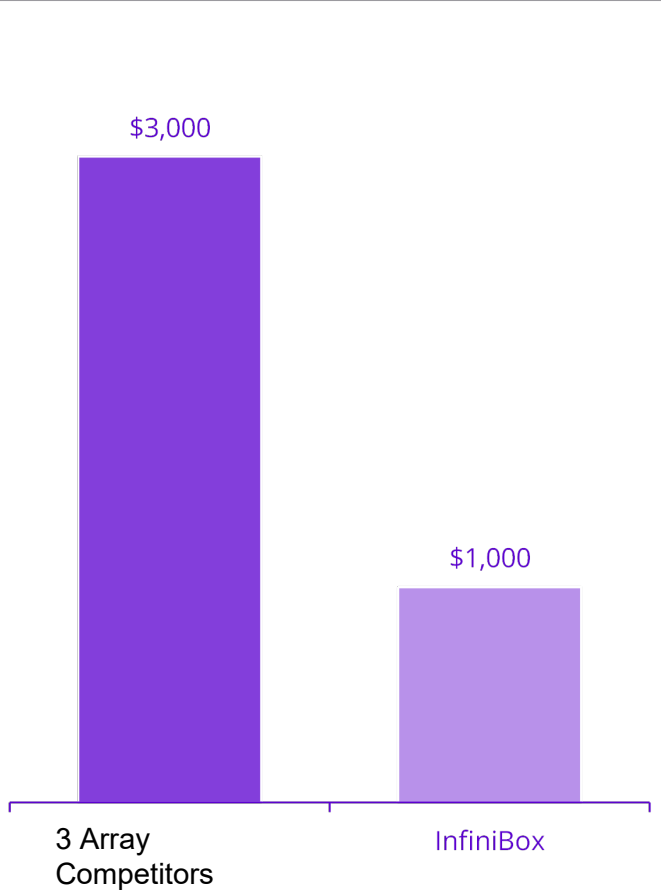
Usable Capacity



Total Power



Relative CapEx Cost (\$ per TB)



Enterprise Customer Results

Fortune 500 Telco

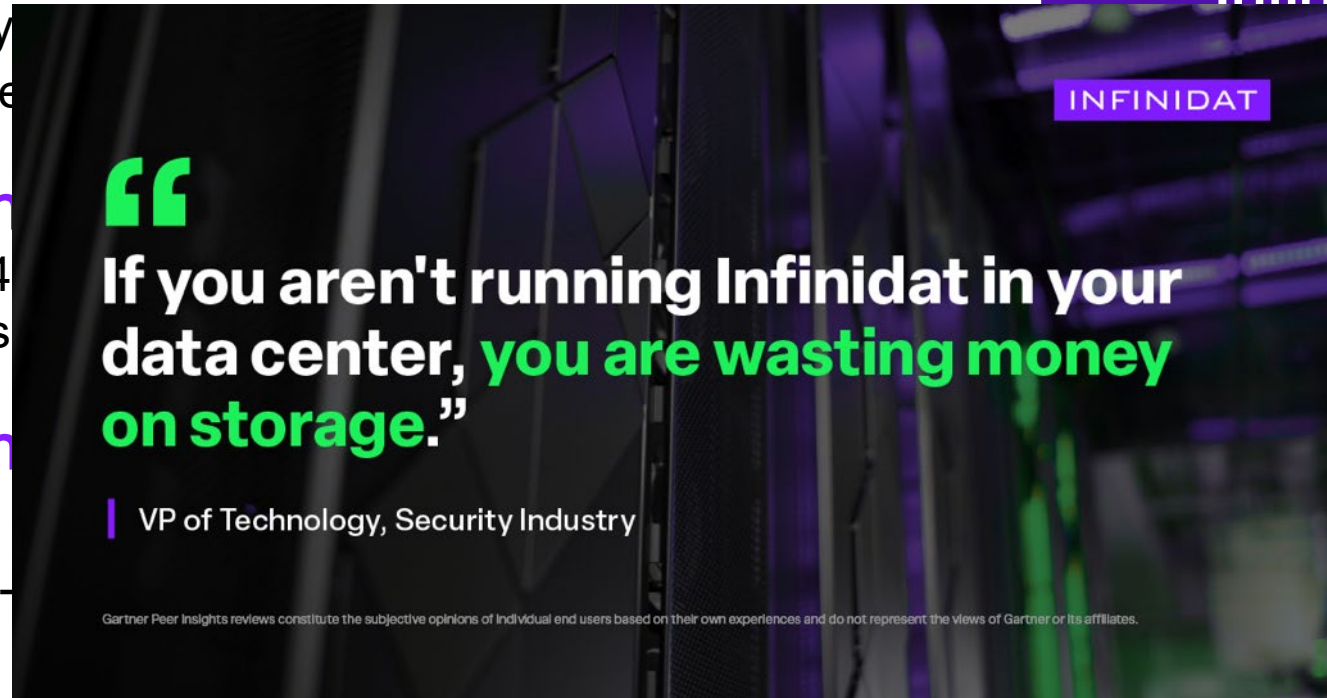
- \$104M capex savings
- 10X reduction in query
- 10X increase in app pe

Fortune 500 Tech

- Reduced rack space 4
- Reduced OpEx and les

Fortune 500 Finan

- 70%+ cost reduction
- 80% less floor space-
Maintenance
- 40% reduction in storage admin workload
- 30% savings with Consumed Capacity Savings/Thin
Provisioning/Data Reduction



InfiniBox

InfiniBox SSA

niGuard

Pharmaceutical

tion with a 9-month ROI

Financial Services

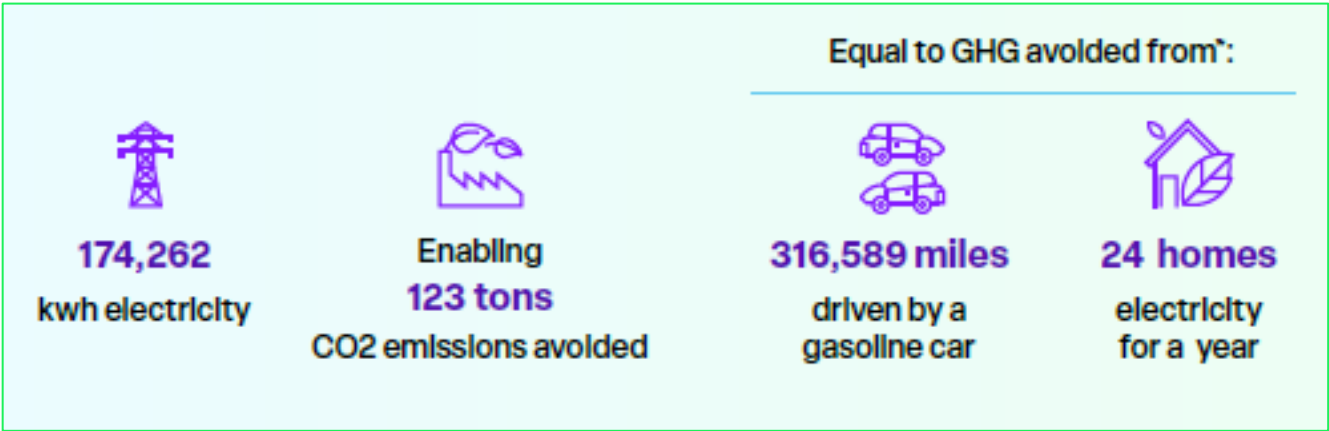
ction, dramatic
mplicity

y and performance

guarantee!

Green IT Saves You Money

- Green IT: reduces energy consumption and lowers carbon emissions
- In this example: savings of 174,262 kWh/yr.
- Reduces Greenhouse Gas
- Green IT, in this example, saves \$27.5K annually



Discover Your OpEx Savings with Infinidat			
Enterprise-class Storage Competitor		Infinidat InfiniBox F4400	
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	

Infinidat's E² Factor!

- Infinidat has a strong Economic value
 - IDC Research White Paper
 - 2.5 to 4.5 x Watts per TB better
 - 66% Better power efficiency - kWh
- Infinidat has a strong Environmental value
 - Consolidation of 5, 10, or 20 arrays into ONE = CAPEX and OPEX benefits
 - Reduces power, cooling, and floor space
 - Recycle 5-20 arrays
 - **Environmental** impact is “X” for each array consolidated to ONE rack
 - Reducing significant electricity and GHG emissions
 - At end-of-life for Infinidat rack Recycle only ONE

48%

Reduced overall OpEx

162%

5-year ROI

\$1.29M

Annual average benefits
per system

11 mo

Payback in 11 months

Infinidat Drives Dramatic CAPEX and OPEX Savings

48%

Reduced
OPEX

11 Month

Payback on
Investment

\$41.6K

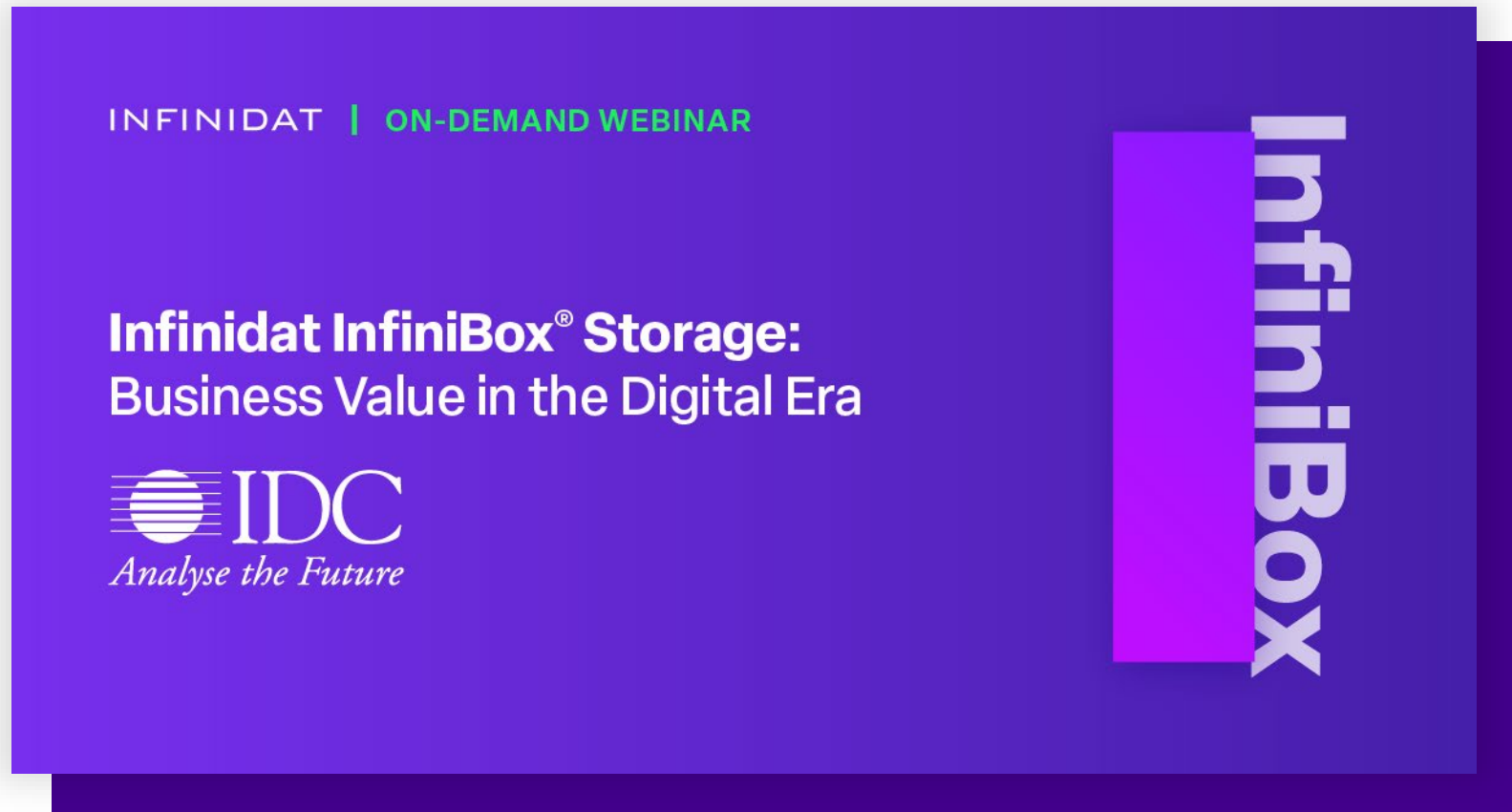
OPEX
Reduction/PB

51%

More efficient
storage management


\$167K

Yearly
Benefit/PB

A purple rectangular graphic with white and green text. At the top, it says 'INFINIDAT | ON-DEMAND WEBINAR'. Below that, 'Infinidat InfiniBox® Storage: Business Value in the Digital Era'. The IDC logo is centered, with the tagline 'Analyse the Future' below it. On the right side, the word 'InfiniBox' is written vertically in white.

INFINIDAT | ON-DEMAND WEBINAR

Infinidat InfiniBox® Storage:
Business Value in the Digital Era

 **IDC**
Analyse the Future

InfiniBox

[https:// www.infinidat.com /en/financial -benefits](https://www.infinidat.com/en/financial-benefits)

Industry Acclaim: 2025



Seven Time Gartner® Peer Insights Customers' Choice Award Overall - 5 times



Finalist for Top Data Storage Innovation - InfiniBox® G4 family



2024 Storage Flash



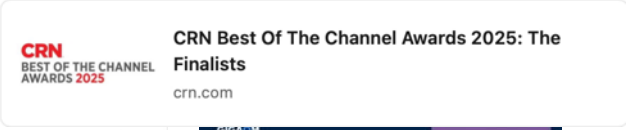
InfiniBox® G4 Family One of the 2025 TOP 5 Cybersecure Sub-10PB Solutions



5-Star Rating in CRN® Partner Program Guide



3 Cyber Defense Magazine Global InfoSec Awards 2025:
• Hot Company for Cyber Resilience
• Editors Choice for Ransomware Recovery



Eric Herzog- 2025 CRN®Global Channel Chief



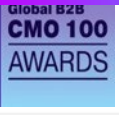
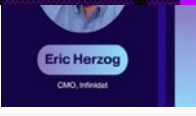
A Leader and a Fast Mover -2025 GigaOm Sonar Report for Storage as a Service (STaaS)



OnCon2025 Global Top 10 CMO/Marketers



CRN Best Of The Channel Awards 2025: The Finalists crn.com



Finalist for Top Data Protection Innovation - Safe® Cyber Detection



Eric Herzog- 2025 CRN®Inclusive Channel Leader




Finalist in 22 categories for Storage UK 2025 Awards including: InfiniBox G4, InfiniSafe and InfuzeOS Cloud Edition



Finalist for one of the World's Top 100 Marketing Teams


The End Users Have Spoken



InfiniBox Reviews

by Infinidat


4.9 ★★



InfiniBox

by Infinidat in P

4.8 ★★★★★



InfiniBox

by Infinidat in Data Center - Others

5.0 ★★★★★ 21 Ratings

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

Account Executive, IT Services | InfiniBox™ SSA

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North America



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Choice 2023

As of July 28, 2025



Thank You