

INFINIDAT

Under Pressure: The Business Case for Better Enterprise Storage

Eric Herzog, Chief Marketing Officer
David Nicholson, Field CTO-Americas

May 10, 2023

162%

ROI in 5
years

48%

Reduced
overall
OPEX

3x

Less Power
Consumption

11mo

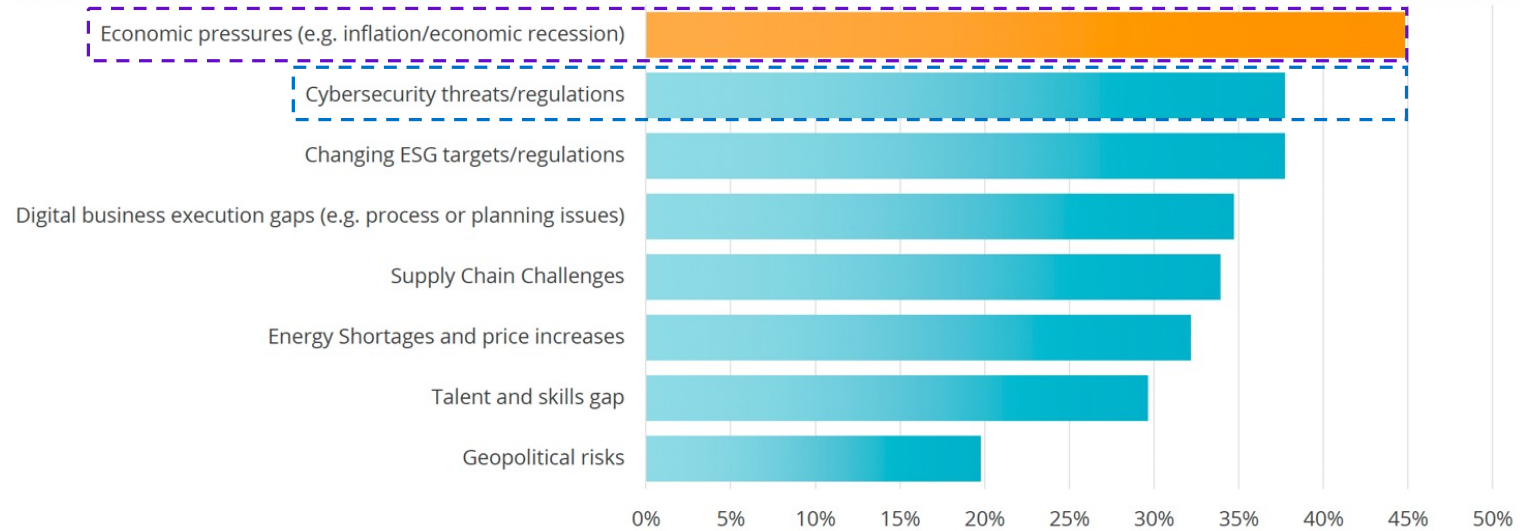
Payback in
11 months

InfinitiBox

Top Risks for CEOs 2023

Economic Pressures Top the List of Risks for CEOs in 2023

Of the following political, social, and economic risks - which 3 do you expect will have the greatest impact on your organization in 2023?



Executive Summary



Business Value White Paper, sponsored by Infinidat
FEBRUARY 2023

Business Value Highlights

↑ **162%**
5-year ROI

→ **11 months**
to payback

↓ **48%**
less storage
operations costs

↑ **54%**
quicker storage
upgrades

↑ **55%**
more efficient
storage performance
monitoring team
productivity

↑ **70%**
help desk time saved

↑ **49%**
improved backup time

↑ **89%**
improvement in
unplanned downtime

↑ **19%**
faster time to market

InfiniBox Platforms Yield Incredible Financial Benefit

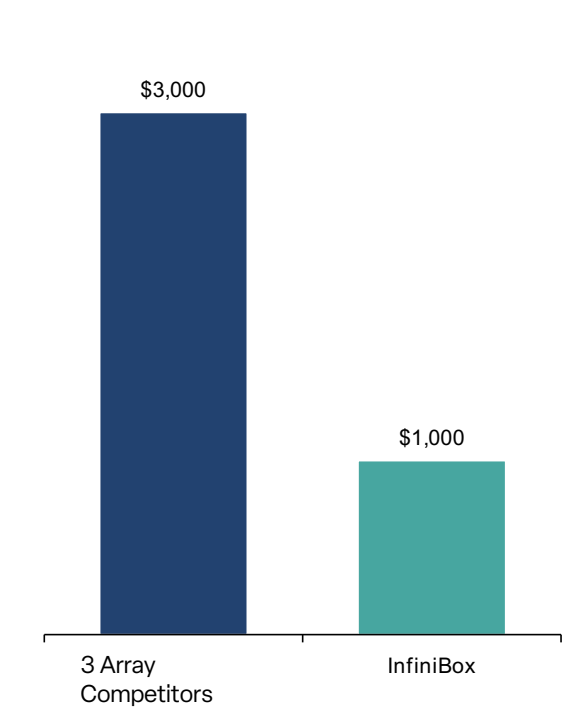
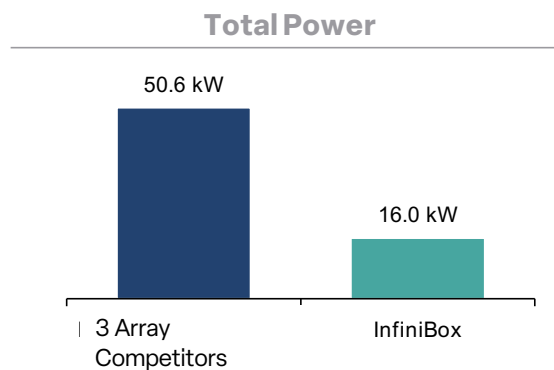
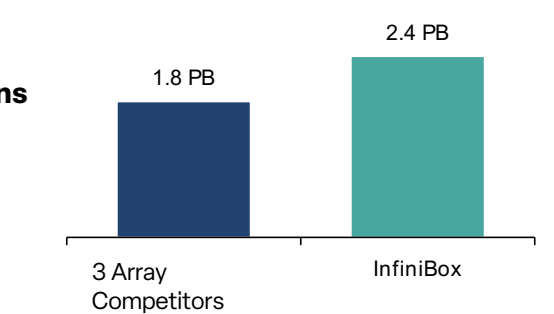
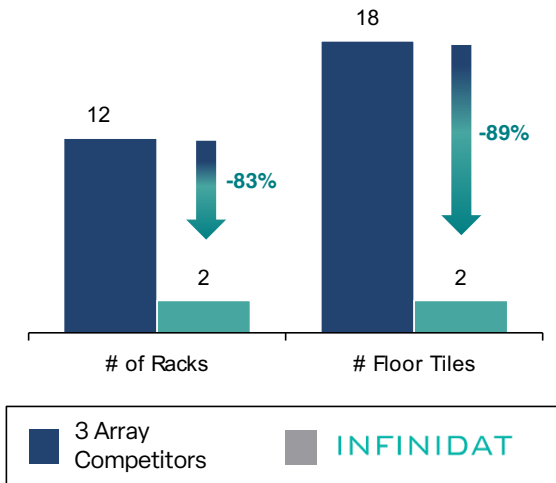
- \$20B Retailer replaced 24 arrays from 3 different competitors with 4 InfiniBoxes
- \$10M first year CAPEX and OPEX savings
- Consolidated competitive arrays to provide flexibility, scalability, application performance, and ease-of-use

Data Center Floor Space

Usable Capacity

Relative CapEx Cost (\$ per TB)

- Consolidated VMware, Oracle, SQL, and Teradata workloads and applications
- Additional consolidation of other applications and workloads ongoing



Enterprise Customer Results

Fortune 500 Telco

- **\$104M** capex savings
- **10X** reduction in query response, slashed IT cost by two thirds
- **10X** increase in app performance

Fortune 500 Healthcare

- **6X faster** SAP Queries (2 Hours to 20 Min)
- **30% better** VMWARE Performance

Fortune 500 Financial

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

InfiniBox

InfiniBox SSA

InfiniGuard

Fortune 500 Pharmaceutical

- **50% cost reduction** for the customer with a 9-month ROI

Fortune 500 Healthcare

- *“On average, we have seen 40 percent improvement across the board with InfiniBox. In one test, there was an **812% improvement** – from 85 minutes to 10 minutes”*

Enterprise Customer Results

Fortune 500 Telco

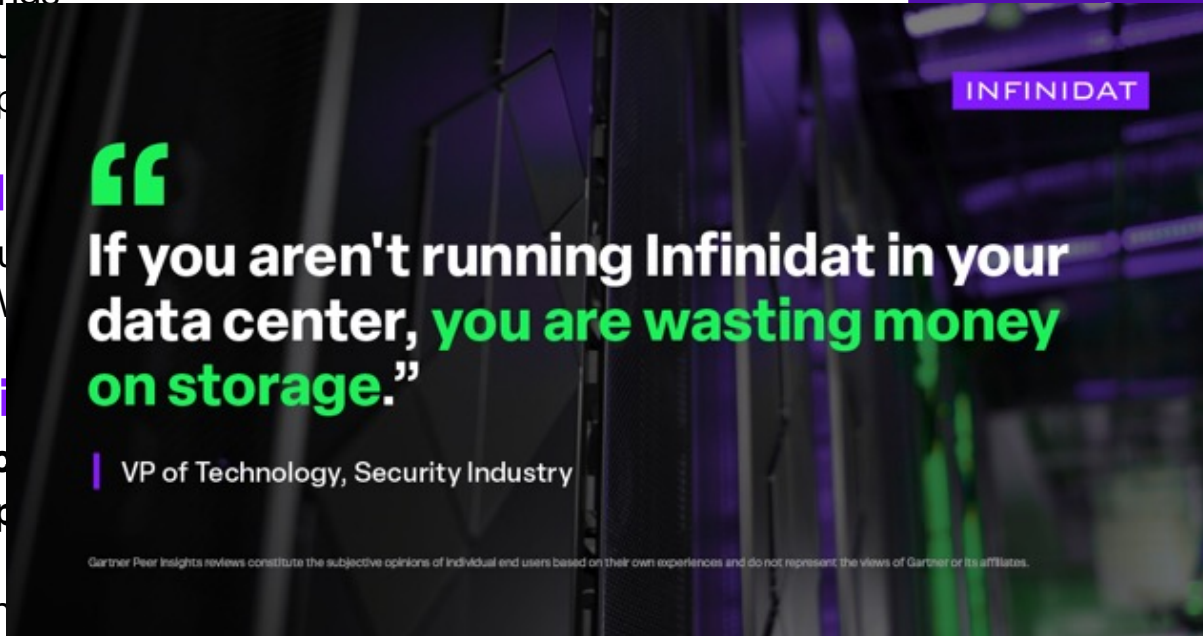
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Fortune 500 H...

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Fortune 500 F...

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Maintenance
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InfiniBox

InfiniBox SSA

InfiniGuard

Pharmaceutical

... for the customer with

Healthcare

... seen 40 percent
... the board with InfiniBox.
... an **812% improvement**

— from 85 minutes to 10 minutes”



Questions and Discussion

For more Information

www.infinidat.com/en/financial-benefits

INFINIDAT

IDC Business Value – Information Links

IDC Business Value White Paper: The Business Value ...

PDF

IDC Business Value Snapshot Infographic: Business Value...

PDF

IDC Executive Summary: The Business Value of Infinidat...

PDF

Webinar: Infinidat InfiniBox Storage: Business Value in the Digital Era

Speakers: Eric Herzog (Chief Marketing Officer), Dave Pearson (Research VP for Infrastructure IDC)

DIGITALISATION WORLD | INFINIDAT

Phil Alsop (Editor), Eric Herzog (Chief Marketing Officer)

Webinar: Under Pressure: The Business Case for Better Enterprise Storage

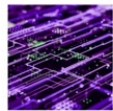
May 10 | 1 PM ET - 10 AM PT



Press Release: Infinidat Provides Super... [🔗](#)



Blog Post: Infinidat's Storage Solution ... [🔗](#)



Infinidat's Impact on IT Infrastructure Cost Reductions

Recently, IDC, the premier global provider of market intelligence, conducted a detailed survey and analysis of enterprise end users in North America...

Date: April 20, 2023 By: Tim Dales

[Read More](#) →

THE BUSINESS CASE FOR INFINIDAT INFINIBOX STORAGE

The Study

Demographics of Interviewed Organizations	Average	Range	Median
Number of employees	380 to 10,000	100 to 2,500	2,500
Number of IT staff	70 to 100	15 to 250	250
Number of external customers	200 to 1,000	10 to 3,000	3,000

THE FINANCIAL IMPACT OF INFINIDAT STORAGE

Executive Summary

Business Value Highlights:

- 162% 5-year ROI
- 11 months to payback an investment
- 54% quicker upgrade
- 49% improved backup time
- 86% cost savings

Speaker Bureau

Topics of Choice – not listed by the below

How You Can Get Dramatic Savings in a Turbulent Economy

Infinidat is here to help you make our joint end users succeed. We invite you to have us on an on-air and/or webinar, seminar, or other demand generation event to showcase our award-winning enterprise storage platforms and solutions that achieve unmatched performance, availability, cyber storage resilience, and tremendous economics of enterprise scale.

 **Thank you**