

Business Value in the Digital Era

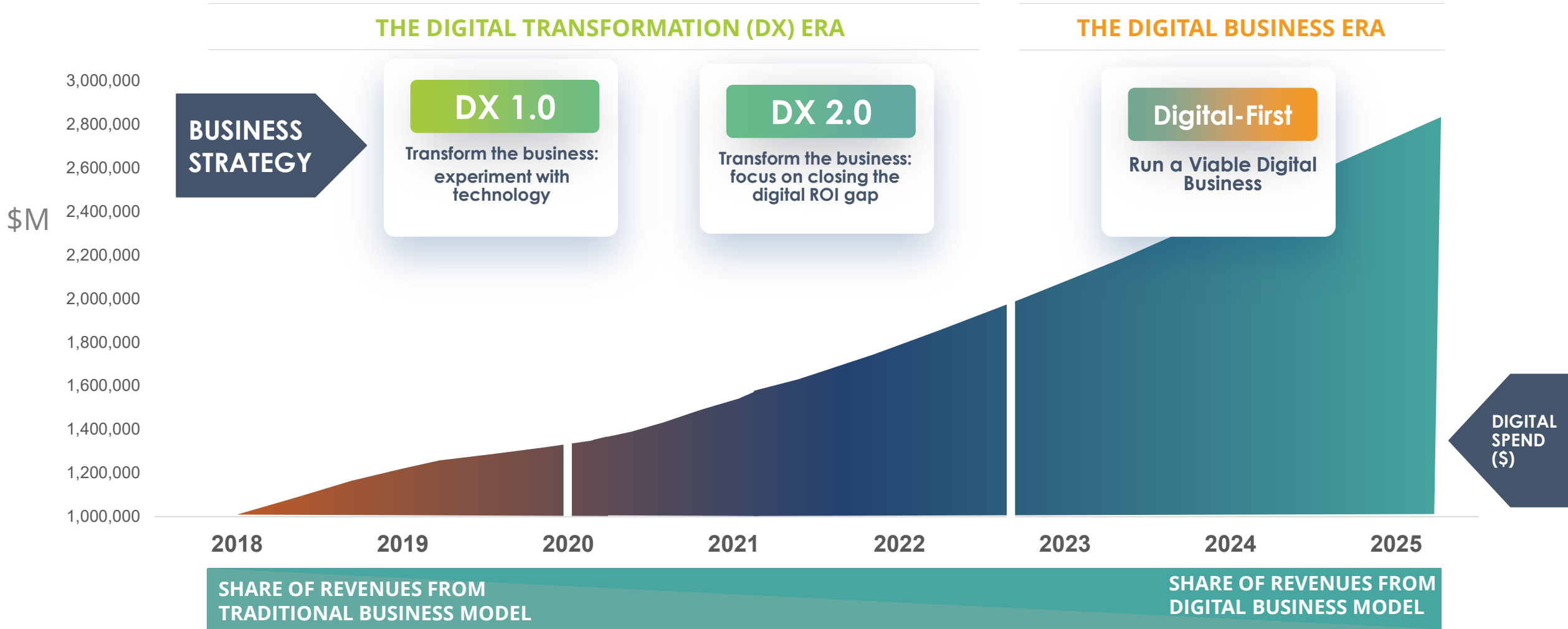
InfiniBox storage benefits based
on independent research by IDC



Today's Agenda: Business Value of InfiniBox Storage

1. Situational Overview
2. Improved Storage Performance
3. IT Team Productivity Gains
4. Better Business Operations

Digital-First Strategy Launches the Era of Digital Business



Source: IDC Worldwide Digital Transformation Spending Guide, 2021 V2

Organizations Understand the Importance of Storage Infrastructure

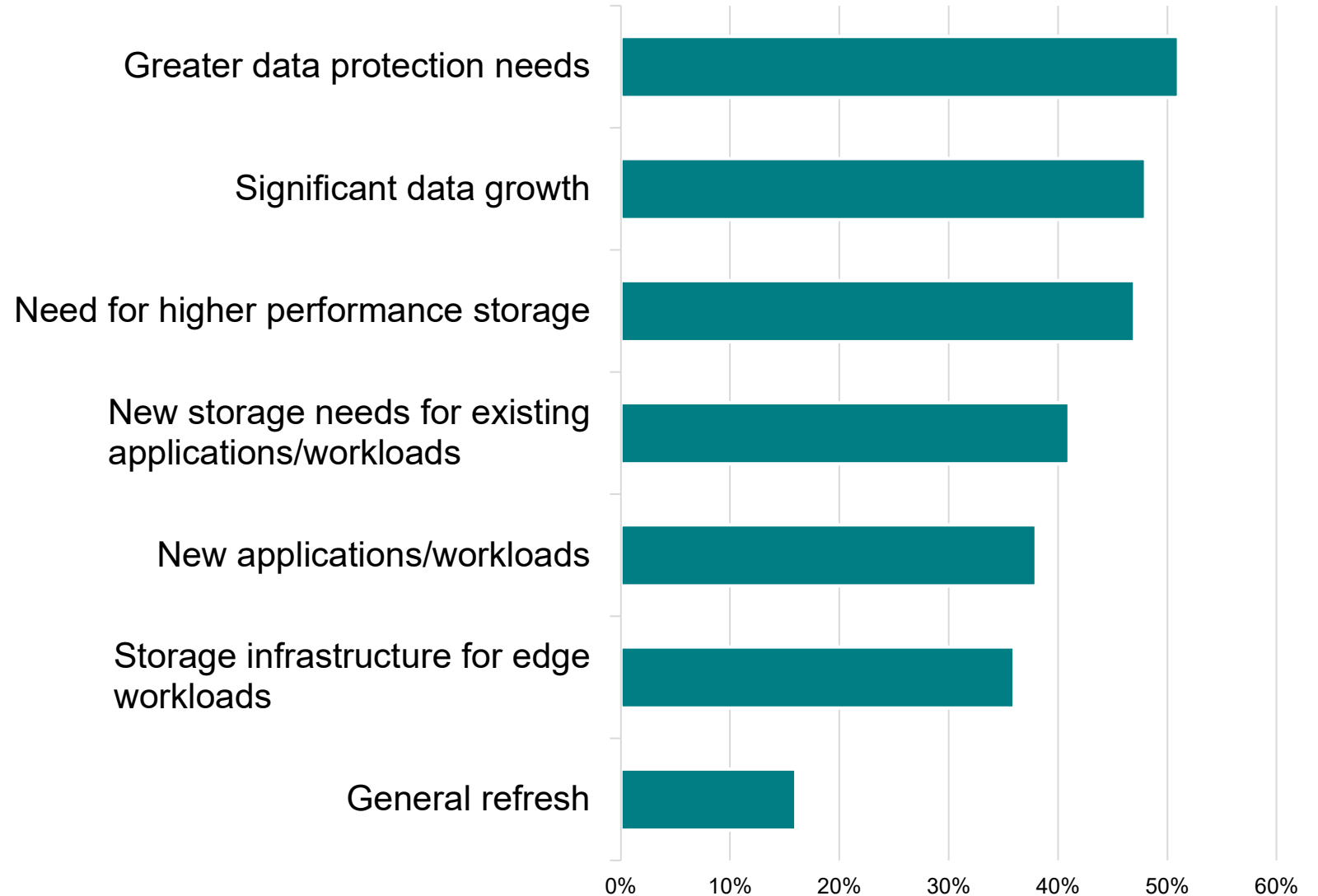
51%

of organizations expect to spend 1-20% more on storage in the next year.

14%

expect to increase storage budgets by MORE than 20%

IDC Enterprise Infrastructure Survey N=600



7 Firms With Very Different Needs Were Studied

	Range	Average	Median
Number of employees	380 to 70,000	14,504	2,000
Number of IT staff	70 to 3,500	735	210
Number of external users/customers	200 to 4.0M	1.17M	3,400
Number of business applications	50 to 800	272	160
Revenue per year	\$40.0M to \$23.0B	\$6.48B	\$425.0M
Countries	United States (3), Sweden (2), Finland, Israel		
Industries	Retail (2), informational technology (2), education, energy, professional services		

Source: IDC Business Value Research, November 2022

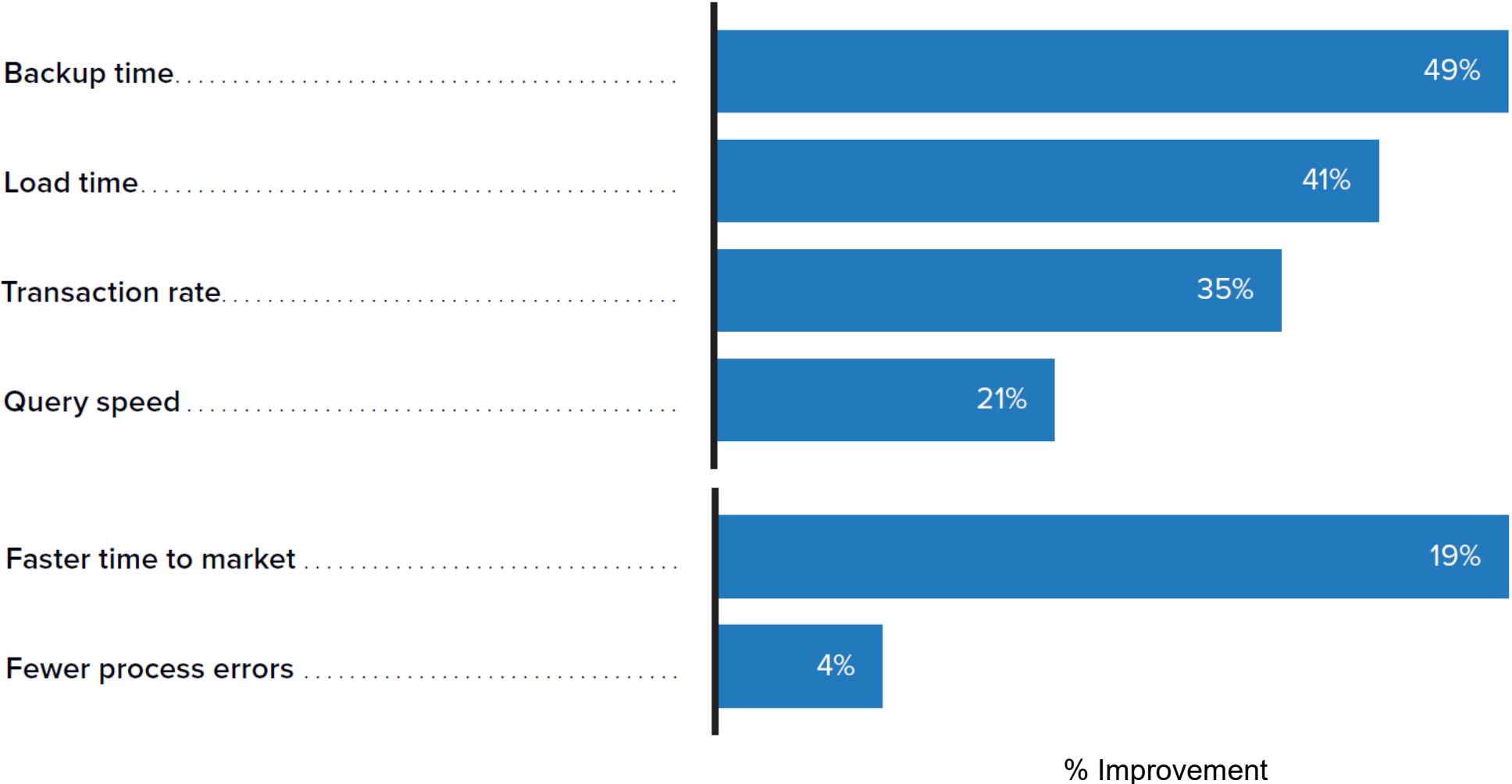
Improved Storage Performance

“We had problems with certain workloads that existing commodity storage couldn’t provide in terms of performance

...

We needed something that was faster and had better performance that was also in line with the cheaper commodity storage on the market.”

Key Performance and Business KPIs – InfiniBox Improvements



Improved Reliability Reduces Unplanned Downtime

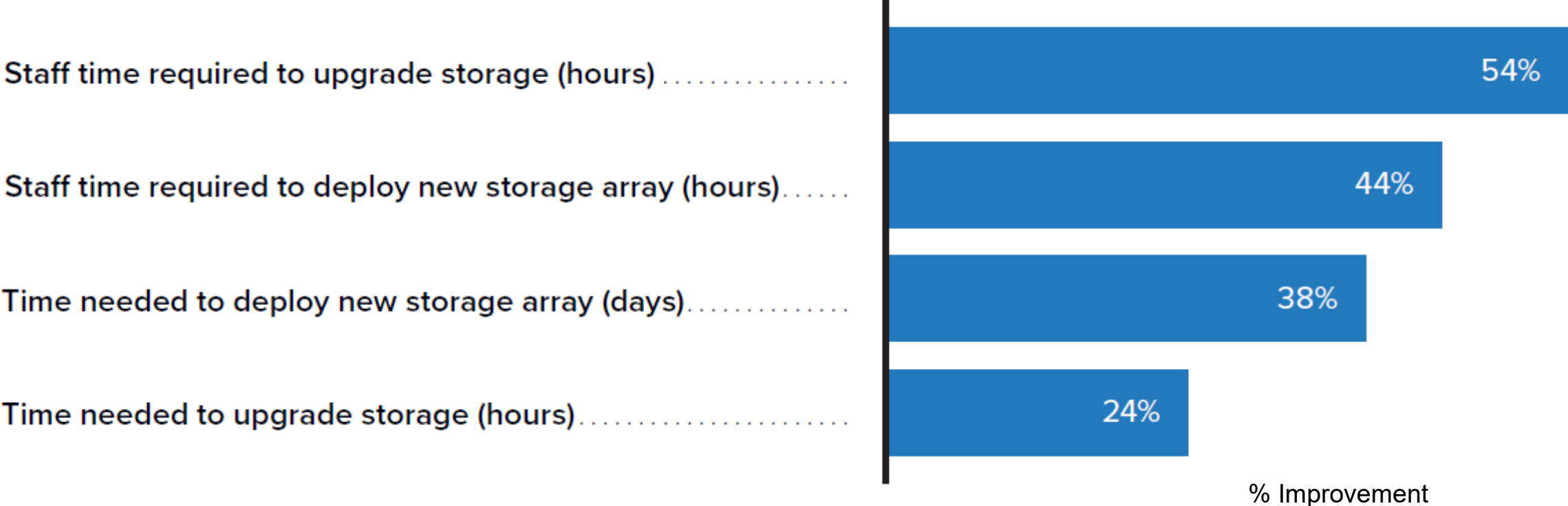
	Before Infinidat InfiniBox	With Infinidat InfiniBox	Difference	% Difference
Frequency per year	0.6	0.2	0.4	67%
Time to resolve (hours)	5.0	1.7	3.3	67%
Hours of lost productivity time per employee per year	0.3	0.04	0.3	89%
FTE impact, lost productivity due to unplanned outages	1.1	0.1	1.0	89%
Value of lost productivity per year	\$75,200	\$8,300	\$66,900	89%

IT Team Productivity Gains

“We were able to do other projects as a result of doing less management.

It shortened our implementation time, for example, on data protection modernization initiatives.”

Storage Deployment and Upgrade Efficiencies



Management and Troubleshooting Improvements



70%

**Help Desk Time
Saved**

Fewer calls * faster
resolution = more time
spent on value add.



51%

**Fewer Calls Per
Week**

Greater reliability means
higher user satisfaction.



38%

**Less Time to
Resolve Tickets**

Reduced complexity and
simplified management
brings faster turnaround.

Better Business Operations

“The biggest benefit is the ease of management. It just runs, and it’s extremely reliable.”

“We found basically everything the Infinidat InfiniBox sales team pitched to us was true.”

“It works as advertised, which is huge.”

“We see more effective business operations because we have a much quicker time to market. People don’t need to wait because we are much more flexible.”

TCO Improvements Through InfiniBox



49%

More Petabytes Available

Dollar for dollar, organizations were able to double their effective capacity.



30%

Lower Utilization Rates

Snapshots and data reduction capabilities lowered utilization.



48%

Lower Storage Infrastructure Costs

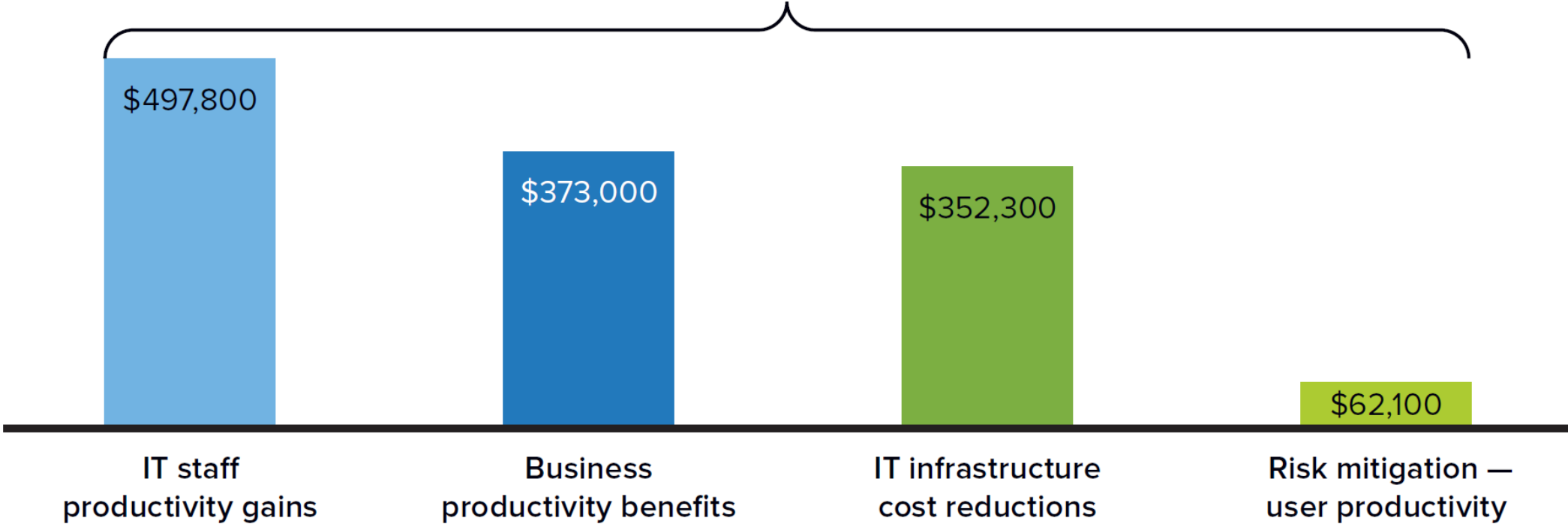
All-in 3-year costs were cut in half.

The Bottom Line

\$166K per PB

Annual Average Benefits per Organization
(\$)

Total: \$1.29 million



In Closing

- For more information, please download the full IDC Business Value whitepaper:

www.infinidatfederal.com/financial-benefits

- Discover how Infinidat Federal can offer your organization similar business value by contacting us:

sales@infinidatfederal.com

- Compare your current storage environment by contacting us:

sales@infinidatfederal.com

