

Infinidat Elastic Pricing

In today's increasingly complex and competitive business landscape, executives want to focus on business innovation and growth, rather than worry about infrastructure costs. Infinidat Elastic Pricing is a purchasing model that helps organizations cope with uncertain market conditions by providing greater flexibility and predictable costs. Elastic Pricing enables 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.

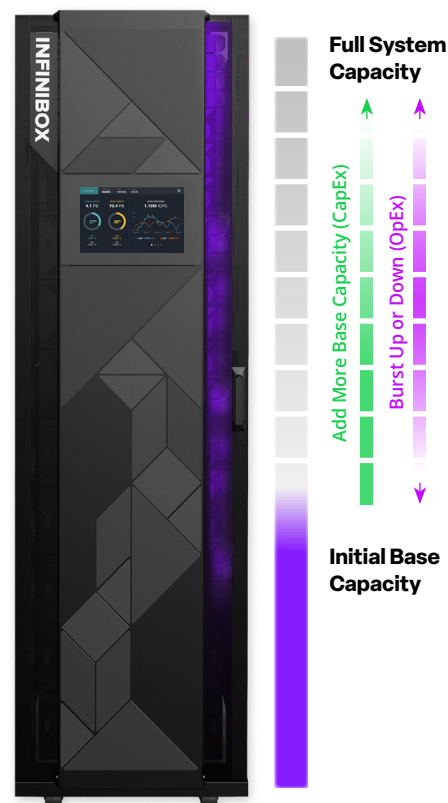
Our Approach to Elastic Pricing

Elastic Pricing gives customers easy access to cloud-like pricing flexibility, disruptive economics, and the super capabilities of Infinidat platforms: multi-petabyte scale, 100% availability, ease of use, and unmatched, real-world application performance. Elastic pricing with Infinidat platforms enable customers to enjoy a cloud-like consumption model without the associated unpredictable costs and security risks of public cloud usage by keeping business-critical data on-premises.

How Infinidat Elastic Pricing Works

Customers take delivery of a fully configured Infinidat platform, 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 needs more storage 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, regardless of the initial base capacity.



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.

Elastic Pricing

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:

- ▶ Our software-defined-storage (SDS) architecture empowered by InFuzeOS™ provides you with our enterprise-class data services such as: multiprotocol support, InfiniRAID®, InfiniSnap®, advanced active-active replication, and data reduction capabilities
- ▶ Our white-glove support which includes 24x7 on-site support and a dedicated Technical Advisor
- ▶ InFuzeOS optimizes performance and resiliency powered by Neural Cache, distributing data across the fully configured system, regardless of paid Base Capacity amount
- ▶ SLA-based Outcomes - performance, availability and cyber storage resilience guarantees

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.

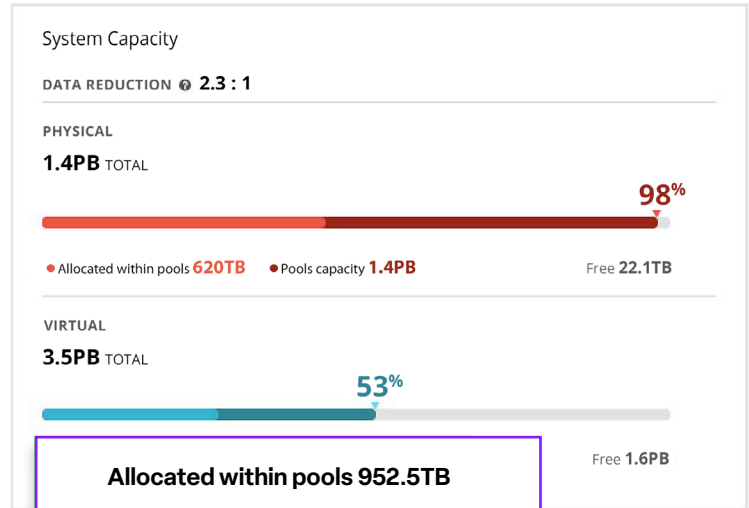


Figure 1 – InfiniBox Elastic Pricing calculation based on “Allocated within pools”

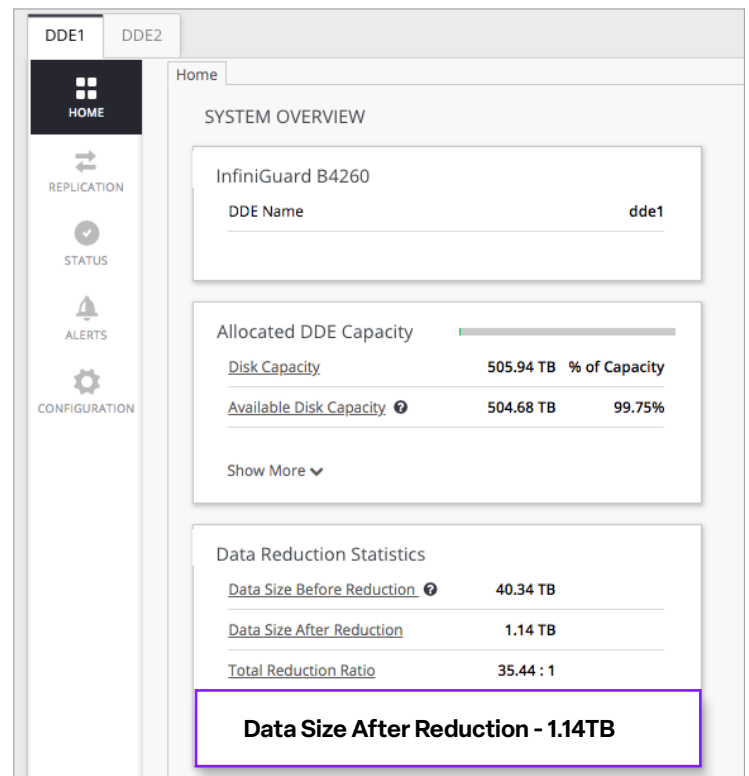


Figure 2 – InfiniGuard Elastic Pricing calculation based on “Data Size After Reduction”