Trends in Cloud Storage

David Friend
President, CEO and Co-founder Wasabi Technologies
September 2019
What’s going on in cloud storage?

- Price dropping fast
- Speed increasing
- Fewer tiers
- Simpler pricing
### Migration Driven by Economics

**Dell Isilon X410**
- **69.6 TB raw**
- **52.2 TB usable** (RAID 5)

---

**Cost breakdown**

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchase Price</td>
<td>$125,070</td>
</tr>
<tr>
<td>Life expectancy = 5 Years</td>
<td></td>
</tr>
<tr>
<td>Annual Maintenance @ 15% $18,760 x 5 years</td>
<td>$93,810</td>
</tr>
<tr>
<td>Estimated overhead (D.C., labor, etc.) 30% of hardware</td>
<td>$37,521</td>
</tr>
<tr>
<td><strong>Total 5-year cost</strong></td>
<td><strong>$256,410</strong></td>
</tr>
</tbody>
</table>
On-prem drivers: cost, safety, scalability

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchase Price</td>
<td>$19,048</td>
</tr>
<tr>
<td>Gold Support @ 7%</td>
<td>$1,333</td>
</tr>
<tr>
<td>Estimated overhead @12%</td>
<td>$2,286</td>
</tr>
<tr>
<td><strong>Total 5 year cost</strong></td>
<td><strong>$22,667</strong></td>
</tr>
</tbody>
</table>

52.2 TB Wasabi storage for 5 years
52.2TB for 5 years

Dell Isilon X410
$256,410
(Includes $93,810 for maintenance)

VS.

10:1 reduction in storage costs

Wasabi Cloud Storage
$22,667
Simple, predictable, billing

- No Egress charges
- No API charges
- No access fees
Immutability

- Think “WORM for disk storage”
- 73% of all data loss due to human error, application bugs, sabotage
- If you’re going to store data for years anyway, why not lock it down?
- Proof of data integrity, no alteration or fakes
Everyone adopting the S3 API + Hundreds more
Wasabi Update

- 10,000+ customers
  - 1,100 VARs, MSPs, SIs
  - 200+ Technology Alliance Partners & OEMs
- 5 data centers
  - US East-1
  - US East-2
  - US-West
  - Amsterdam
  - Tokyo (November)

Total Paid Customers Over Time

Paid Customers Total

Date

1/1/2018 7/1/2018 1/1/2019 7/1/2019

0 2500 5000 7500 10000 12500
Eleven 9s of durability (99.999999999)
- Erasure Coding
- Cross-region replication
- Integrity testing of all objects every 90 days

Immutable buckets done right
Certifications and Compliance
Who is buying Wasabi and why

- Industries with lots of data
  - Media and entertainment
  - Backup and Disaster Recovery
  - Surveillance
  - Education, government, research

- Reasons
  - Price (inexpensive, no egress or other fees)
  - Speed (faster than S3, Azure, Google)
  - Security (immutability, 11 nines of durability, encryption at rest)
  - 100% S3 API compatibility
  - Support (you can actually talk to a human)
Wasabi Data Centers & Interconnect Options
High-speed exchange to Wasabi data centers

- Wasabi Direct Connect (N x 1 or 10 Gb/s)
  - One Wilshire (former CoreSite LA1)
  - Megaport VXC
  - Equinix Cloud Exchange
  - Limelight private network
  - AWS Direct Connect
Wasabi Ball Transfer Appliance

Move large datasets quickly, conveniently and cost-effectively

- 100 TB storage capacity
- 1 GbE and 10 GbE LAN connectivity
- Standard file system (NFS, CIFS, SMB, FTP, HTTPS) and S3 interfaces
- AES 256-bit encryption
- Built-in client interface
- Industry leading Netgear NAS performance
Internet 2 Connectivity
Wasabi Update

• All we do is storage
• The storage part of a multi-cloud world
• Vision of storage as a utility
• Inexpensive, fast, reliable, secure
• Available everywhere
Thank you.

www.wasabi.com