

Trends in Cloud Storage

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What's going on in cloud storage?

- Price dropping fast
- Speed increasing
- Fewer tiers
- Simpler pricing

Migration Driven by Economics

Cost breakdown



Dell Isilon X410

69.6 TB raw
52.2 TB usable
(RAID 5)

| | |
|---|------------------|
| Purchase Price | \$125,070 |
| Life expectancy = 5 Years | |
| Annual Maintenance @ 15% = \$18,760 x 5 years | \$93,810 |
| Estimated overhead (D.C., labor, etc.) 30% of hardware | \$37,521 |
| Total 5-year cost | <u>\$256,410</u> |

On-prem drivers: cost, safety, scalability



52.2 TB Wasabi
storage for 5
years

| | |
|--------------------------|-----------------|
| Purchase Price | \$19,048 |
| Gold Support @ 7% = | \$1,333 |
| Estimated overhead @ 12% | \$2,286 |
| Total 5 year cost | <u>\$22,667</u> |

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

arcserve®
assured recovery™

actifio
Radically Simple

veeam



rubrik



+ Hundreds
more



komprise

Verity



Preservica
Active digital preservation

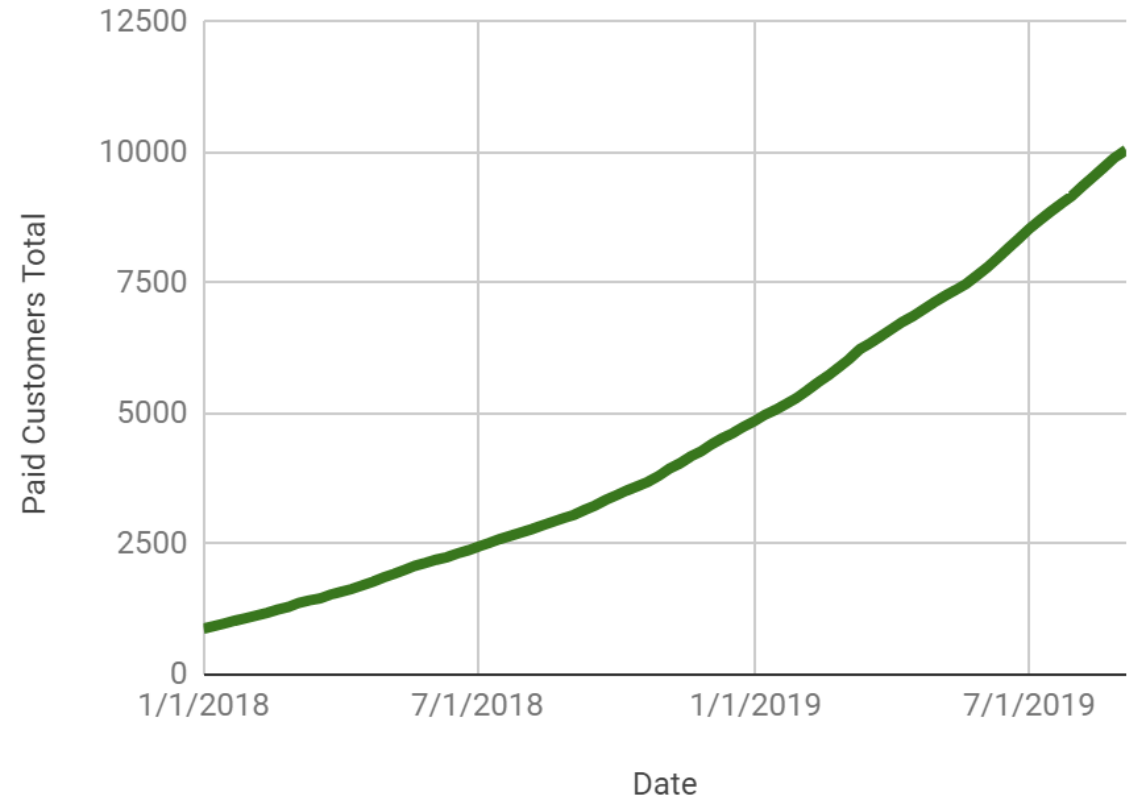


COMMVAULT®

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



Safeguarding Assets with Durability & Immutability

- 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

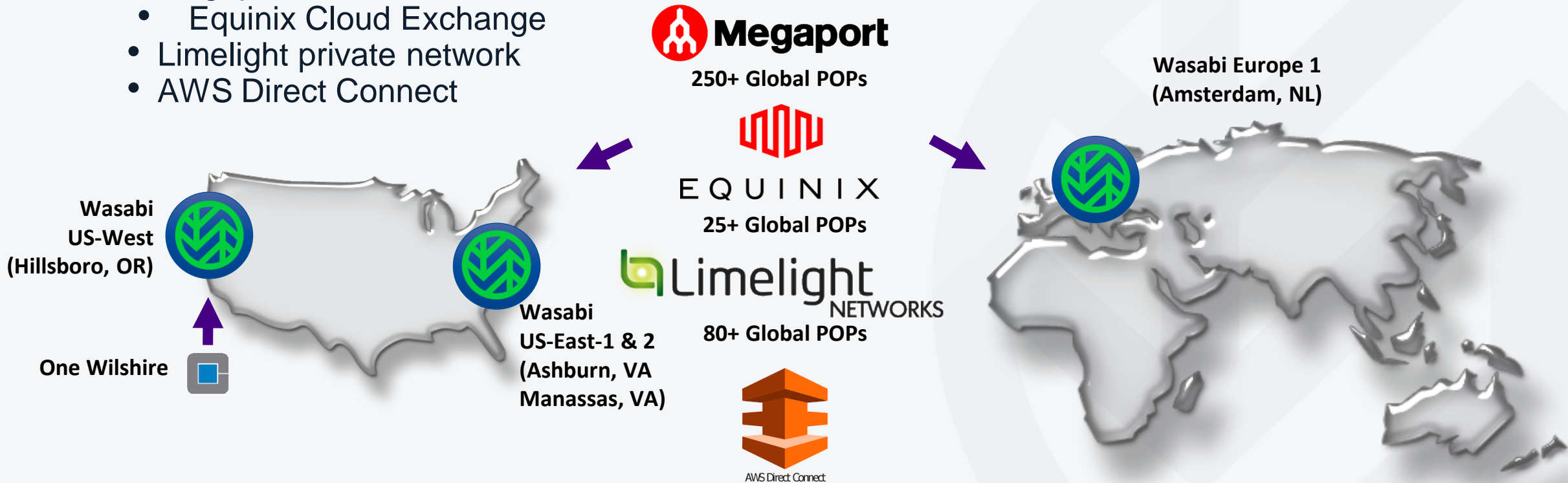
- Industries with lots of data
 - Media and entertainment
 - Backup and Disaster Recovery
 - Surveillance
 - Education, government, research
- Reasons
 - Price (inexpensive, no egress or other fees)
 - Speed (faster than S3, Azure, Google)
 - Security (immutability, 11 nines of durability, encryption 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



Wasabi Ball
Transfer
Appliance

Internet 2 Connectivity



120+ Educational Institutions



Medical and Research Institutions



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