

Distributed Cloud Services (DCS): Storage-as-a-Service Offerings

> DATASHEET

Cloud-like Subscription Pricing with the Benefits of On-premise Storage

For enterprises, studios, and broadcasters looking to free up IT and engineering personnel and transition to a subscription-based purchasing model, Quantum's Storage-as-a-Service (STaaS) offerings are a set of pay-per-use storage services that provide subscription pricing with the benefits and control of on-premise storage.

PAY-PER-USE MODEL TO MEET THE NEEDS OF YOUR BUSINESS

Quantum's Storage-as-a-Service offerings are available for purchase using a true pay-per-use model, so customers can get the benefits of Quantum's products and solutions for high-performance shared storage, enterprise backup, and low-cost, secure long-term storage—all for a low dollar-per-GB-per-month charge that varies based on your usage.

CLOUD-LIKE EXPERIENCE, WITH THE CONTROL AND SECURITY OF ON-PREMISE INFRASTRUCTURE

Quantum's Storage-as-a-Service offerings are delivered using the capabilities of Quantum's Distributed Cloud Services. Quantum's remote and local support experts use cloud-based analytics software to proactively monitor and manage your entire environment. We'll handle the technology so you can focus on your business objectives.

And unlike many public cloud services, there are no data access fees or unpredictable charges, so your organization can achieve a cloud-like experience with the control and security of on-premise infrastructure.

FEATURES & BENEFITS

Reduce upfront acquisition costs

With Quantum STaaS offerings, pay only for what you need with pay-per-use, dollar-per-GB-per-month pricing models.

Reduce operational & administrative resources and costs

Quantum remote and local experts will proactively monitor and manage your environment, so your IT personnel and engineering staff can be freed up to work on other projects.

Eliminate unplanned capital spend and forklift upgrades

With Quantum STaaS, there is no overbuying capacity, and Quantum will deploy additional storage capacity as your actual usage dictates.

Better control and security with an on-premise infrastructure

Quantum STaaS offerings deliver the pay-per-use pricing model that has made public cloud services so popular, with the control and security of an on-premise storage infrastructure and a more predictable cost model.

No data access fees or unpredictable charges

Unlike many public cloud storage services, Quantum's STaaS offerings don't have any fees for data access, so your costs are lower and more predictable.

Reduce downtime and achieve better performance

Quantum's proactive management of your environment using Quantum Cloud-Based Analytics software means our experts can optimize your environment so you reduce downtime and identify problem areas promptly.

ELEMENTS OF QUANTUM STORAGE-AS-A-SERVICE OFFERINGS

Quantum's Storage-as-a-Service offerings are designed to provide all of the benefits of Quantum's products and technology with a subscription-based, fully managed offering.

For customers that purchase one of these offerings, and depending on that customer's specific needs, any of the following elements can be included:

- **Installation and Integration:** Quantum will install, configure, and integrate the associated products at a customer's data center.
- **Activate Cloud-Based Analytics (CBA) Agents to Push Quantum Product Telemetry Data:** CBA agents are activated on Quantum products to upload telemetry data and logs to the Quantum Cloud at regular intervals for monitoring and analysis.
- **Proactive Monitoring and Management:** Once installed and running, Quantum will actively monitor and manage the environment remotely, providing onsite support when required, and in coordination with the customer.
- **Capacity Monitoring and Metering:** Quantum monitors capacity utilization to assess monthly billing rate.
- **Capacity Upgrades:** As data sets grow over time, Quantum will add physical storage capacity to the product(s) that are on site and adjust billing rate accordingly.
- **Tech Refreshes and Data Migration:** As new technology is introduced over time, refreshing to the latest products is included with these Storage-as-a-Service offerings. Quantum will also manage the migration of data from current products to new products—all included within a simple, predictable pricing model.

STORAGE-AS-A-SERVICE OFFERING	DESCRIPTION	MINIMUM BASELINE CAPACITY
Tape-Storage-as-a-Service	Low-cost, secure, long-term storage service. Ideal for large data sets that need to be stored or retained for years for compliance reasons, or cold storage.	1 PB
DXi®-Storage-as-a-Service	Efficient, high-performance backup storage, delivered as a service.	100 TB
StorNext®-Storage-as-a-Service	High-performance shared storage for video editing and large-scale unstructured data sets—delivered as a service.	200 TB
Custom	Quantum can work with you to design and deliver a storage-as-a-service offering to meet your needs.	Custom

ABOUT QUANTUM

Quantum technology and services help customers capture, create, and share digital content—and preserve and protect it for decades at the lowest cost. Quantum's platforms provide the fastest performance for high-resolution video, images, and industrial IoT, with solutions built for every stage of the data lifecycle, from high-performance ingest to real-time collaboration and analysis and low-cost archiving. Every day the world's leading entertainment companies, sports franchises, research scientists, government agencies, enterprises, and cloud providers are making the world happier, safer, and smarter on Quantum. See how at www.quantum.com.

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