

Quantum.

Introduction & Storage Market Trends

Edwin Yeo

The Life Cycle Of Data



What Matters

- ✓ **Speed** for ingest and processing
- ✓ **Enable collaboration** (catalog, classify, tag)
- ✓ **Orchestrate** data movement

What Matters

- ✓ Massive **scale**
- ✓ **Cost-effectively** store and protect for decades
- ✓ **Access** and re-use
- ✓ **Cyber-resilience**

Storage Technologies Today – SSD/NVMe, HDD, Tape

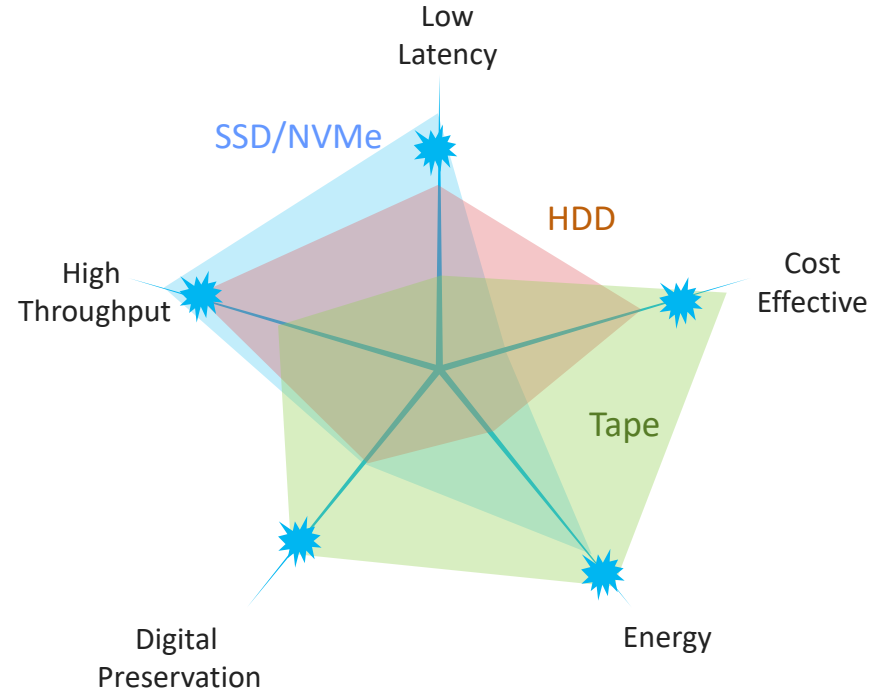
Low Latency

High Throughput

Long Term Digital Preservation

Energy Efficiency

Cost Effective



NOW WE CAN.....

Quantum Redefines Long-Term Data Archiving
with New Class of Storage and
New Line of Fully Managed Object Storage Services

Quantum is the Leader in Hyperscale Cold Storage Archives

3 of the Top 5

Hyperscalers use Quantum in production
Initial tape footprint deployed at other two

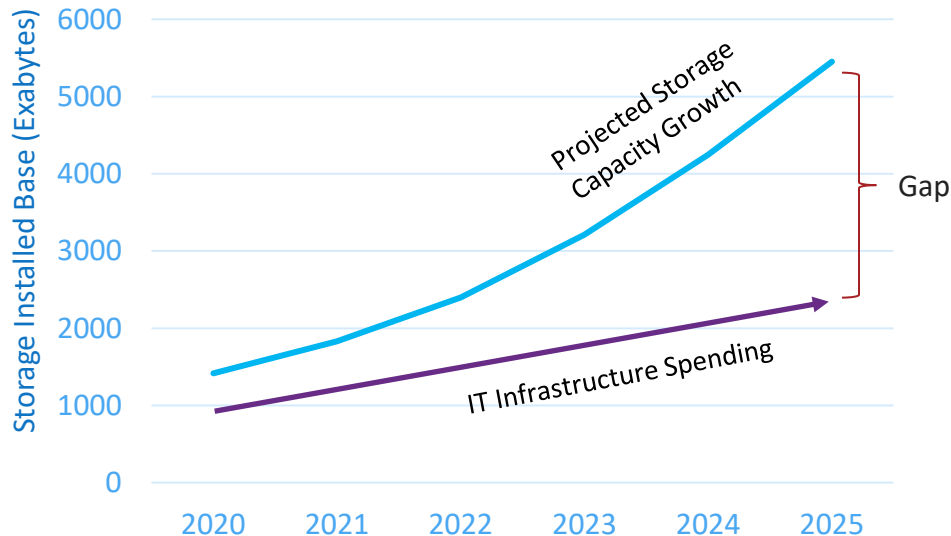
30+ Exabytes

deployed globally

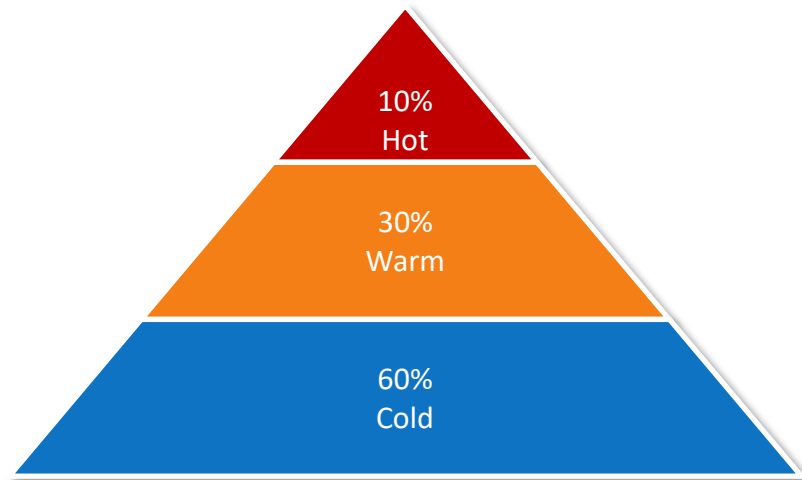
Three Exa-scale design wins

this quarter at international web-scalers,
which include StorNext7 software and tape

Data Growth Outpacing Storage Budgets, Most Data is “Cold”



Storage capacity growing 30%+ annually, IT infrastructure spend growing 10-15%*



60%* of all data is “cold”:
Inactive data that is accessed infrequently

The Need for a New Class of Storage

Explosive data growth, mostly unstructured

Data contains immense value and potential for future enrichment

Must be protected and remain accessible – for years, decades, longer

Public cloud is expensive, data owners reluctant to give up control

Existing file- and object-storage systems too expensive

The image features a dark red background on the left side with the Quantum logo in white. The right side of the image is a blue-tinted close-up of a faceted crystal or diamond, with light reflecting off its various facets. The overall design is modern and high-tech.

Quantum[®]

Introducing ActiveScale Cold Storage

- **S3 Glacier Class storage** in the data center of your choice
- Retrieve objects from cold storage **in minutes**
- **No data access fees**
- **30+% savings** relative to public cloud cold storage services
- **Up to 80% savings** relative to disk-based solutions
- **100x to 1Mx better data durability** than multi-copy approaches
- **Up to 40% better storage efficiency:** Overhead as low as 15% is possible

Quantum[®]

Your difference is in your data.