

Seamlessly Cut NAS Costs Without Disruption

Qumulo & Komprise

Our Speakers



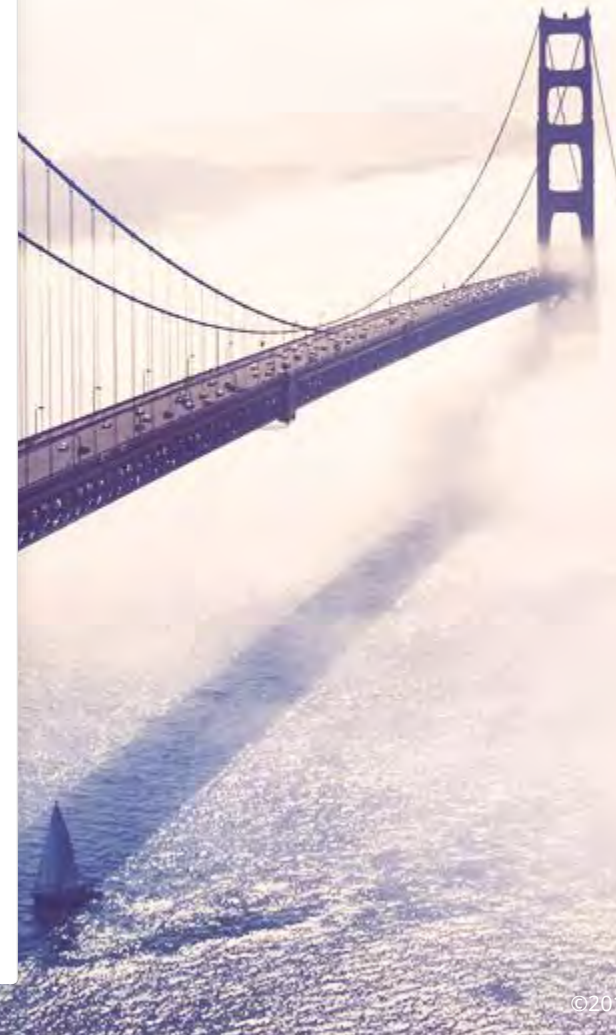
Shawn Scanlon
VP of Technology
CANCOM - USA



Krishna Subramanian
COO
Komprise



David Bailey
WW Technical Evangelist
Qumulo

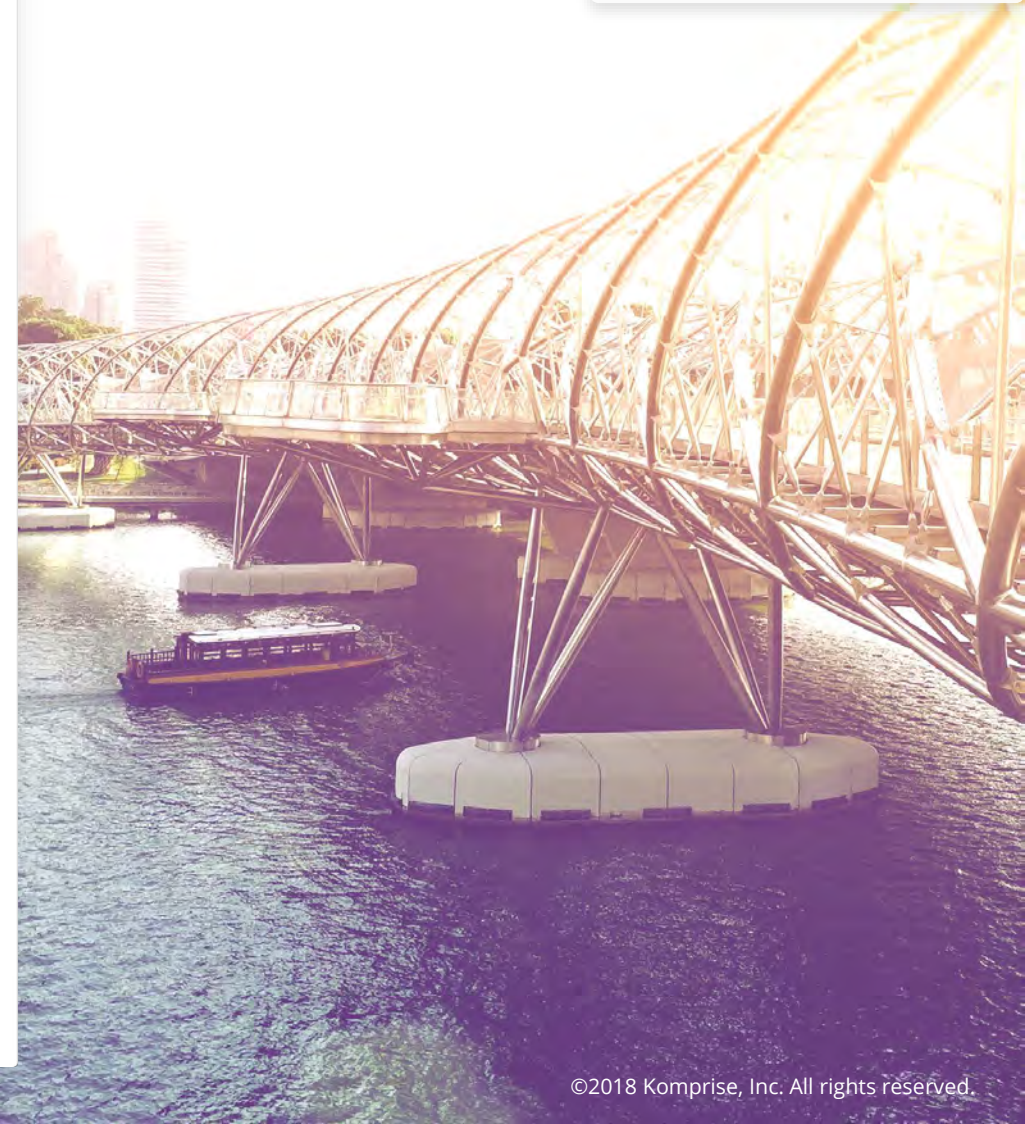


In This Webinar, You Will Learn

How to manage data growth within flat budgets

How to cut 70%+ of costs with no user disruption

How to scale on-demand with Qumulo and Komprise

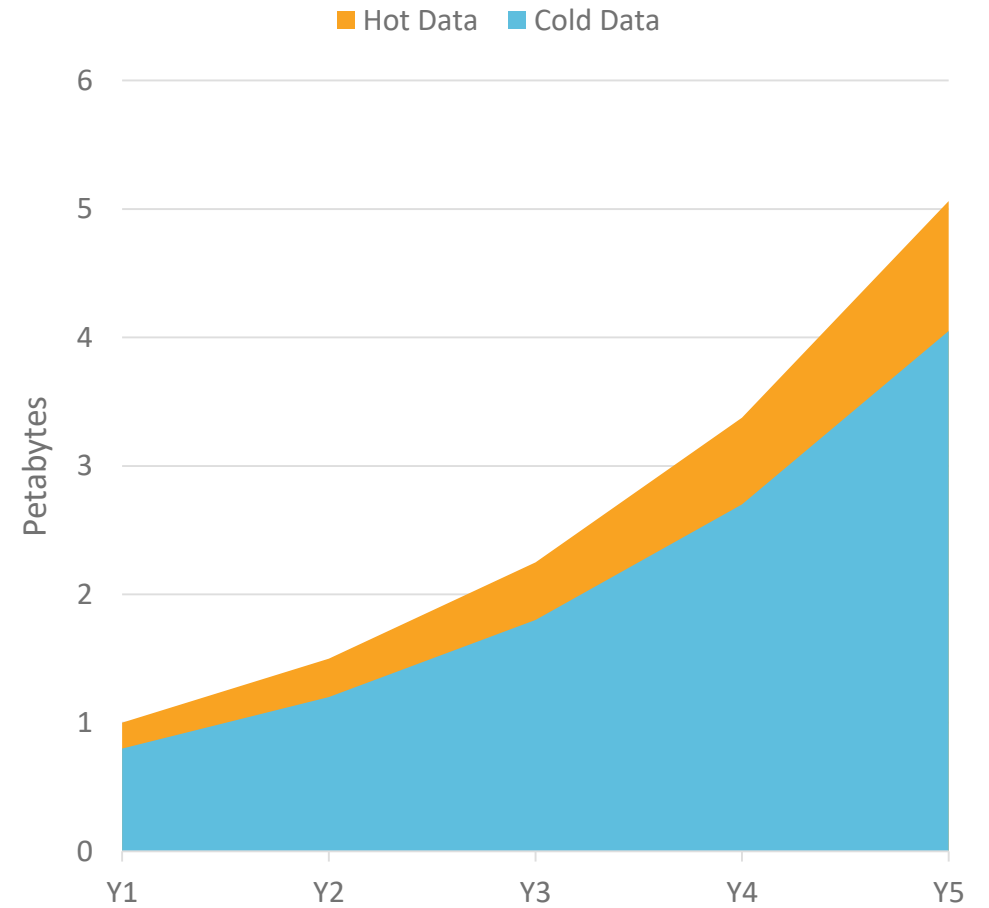


Most Unstructured Data is Inactive & Growing Rapidly

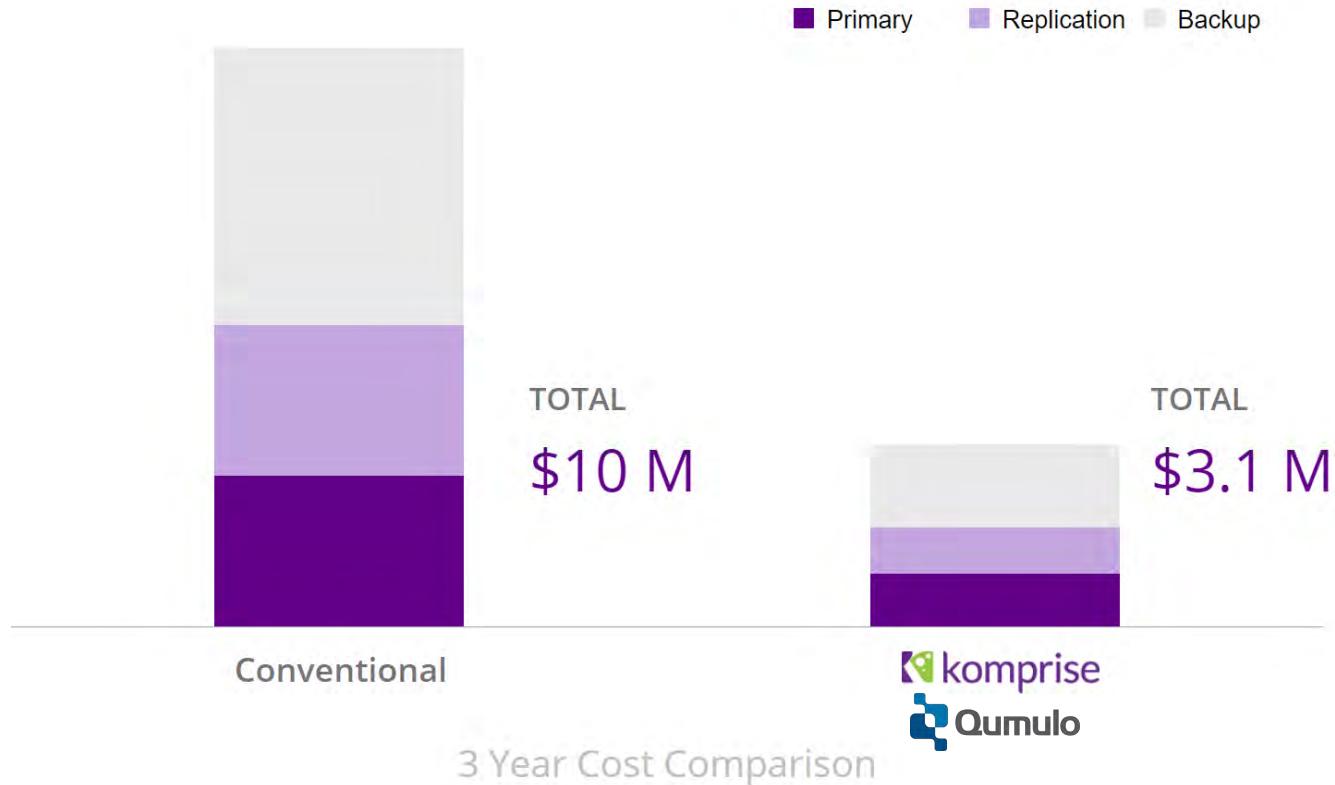
90% of data created in the last 2 years

60-80% of unstructured data is cold/inactive

300% per year machine generated data growth



Eliminate 70%+ of NAS Costs: Manage Inactive Data Differently



70%+
Cost Saving

*Assumes 50% of data is not accessed in over a year based on customer averages

Why Aren't Organizations Moving Data to Secondary Storage?



DIFFICULT & EXPENSIVE
TO IDENTIFY INACTIVE
DATA FOR MOVE



NOT EASY FOR USERS
& APPLICATIONS TO
ACCESS INACTIVE DATA



EXISTING SOLUTIONS
REQUIRE LARGE UP-
FRONT COSTS

Need Solution That...

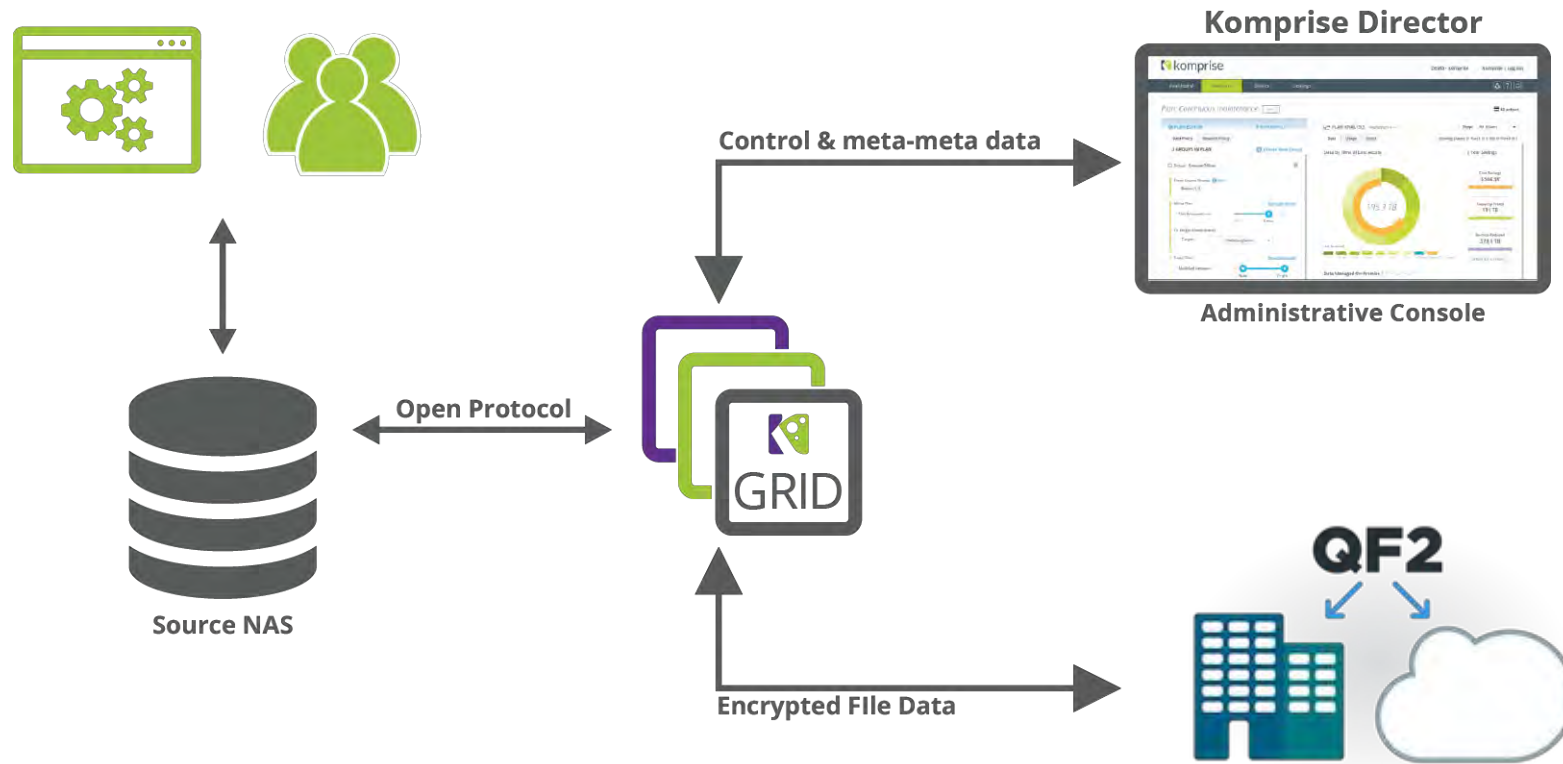
Easily identifies and moves inactive files

Allows organizations to start small and scale as needed

Users access archived files exactly as before – no disruption

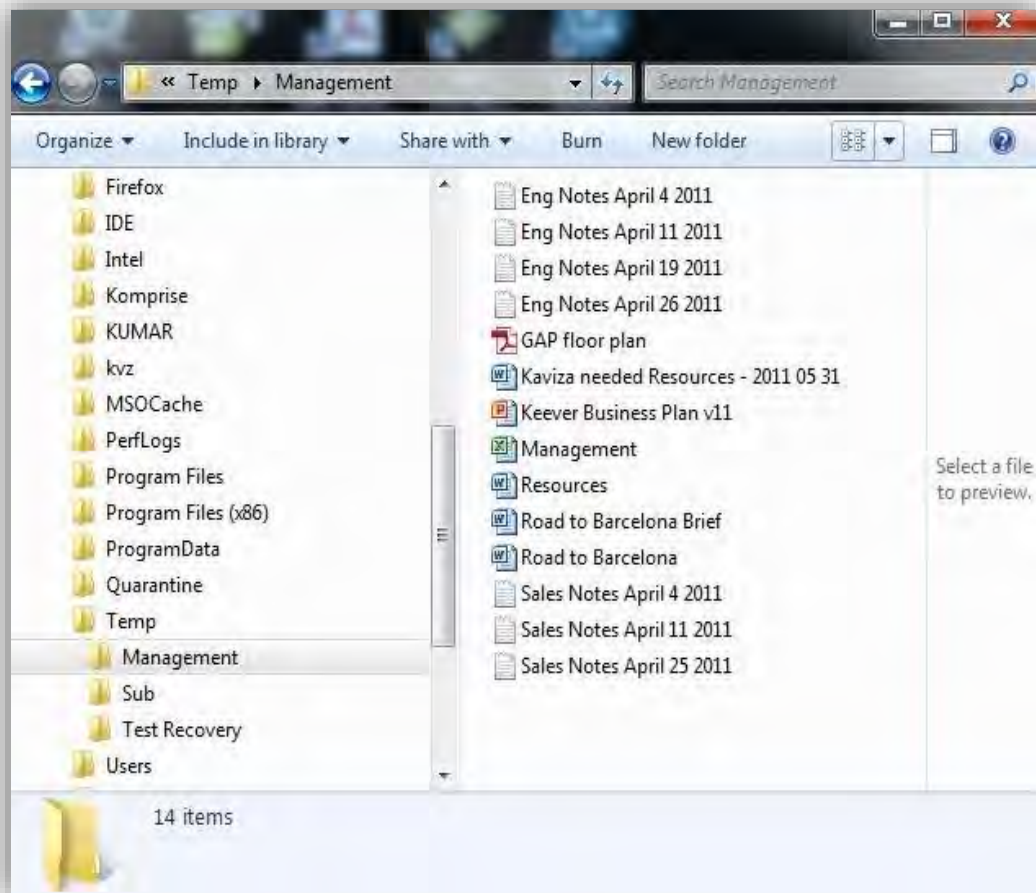
SIMPLE TO SETUP, SIMPLE TO SCALE, AFFORDABLE

Scale-Out Architecture

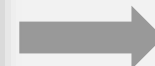
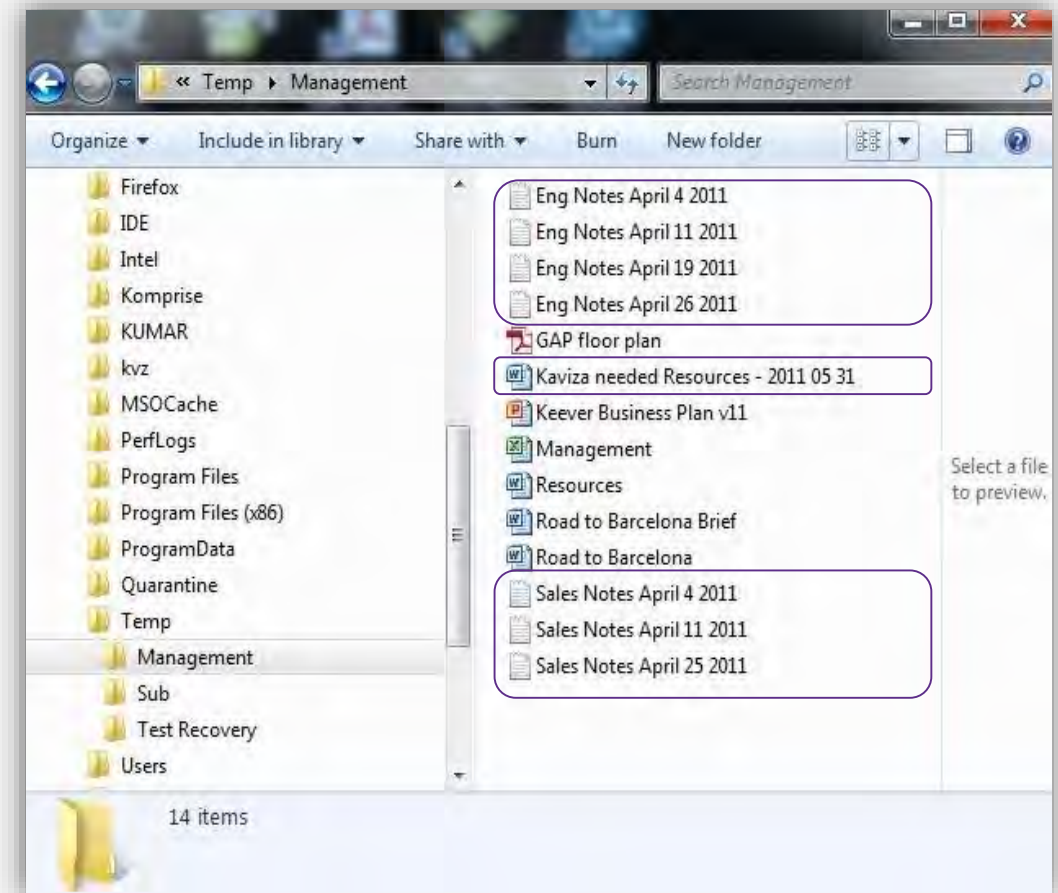


No Changes to User or Application Access

Before Migration



After Migration



Raising the Bar on Simplicity and Efficiency

Simple: Zero to insights in under 15 mins	No storage agents, no hardware
Transparent: No changes to user or application access	No static stubs, no impact on hot data path
Intuitive: Elegant point-and-click interface, adaptive architecture	No training needed, no complex configurations
Efficient: Sub-cloud pricing, on-demand scaling, built-in high-availability	No upfront costs, no scaling limits
Open: Works using open standards	No lock-in

About Qumulo

“A different kind of storage company built for the modern era”



Built by the **best** file system engineering team in the world



Award-winning products



Proven in hundreds of mission critical customer environments



Cluster sizes range from 100 TB to Multi PB's with **tens of billions of files**



Industry high NPS, **customer loyalty** and satisfaction



Backed a **strong ecosystem** of partners



Building a modern file system from scratch

 <p>Built for petabyte scale</p>	 <p>Handles billions of files both large & small</p>	 <p>Never lose data Full stop. No excuses</p>
 <p>Delivers highest performance across many dimensions</p>	 <p>Hardware freedom On-premise, cloud, platform of choice</p>	
 <p>Works with your existing applications & is completely programmable</p>	 <p>Costs less & more efficient than legacy storage appliances</p>	

Qumulo File Fabric (QF2) | The world's first universal-scale file storage system

QF2 is smart software that helps you make better business decisions



The only system that provides real-time visibility and control for your data footprint at scale



QF2 provides the ability to resolve performance issues, manage users, simplify capacity planning and deliver chargeback/showback data effortlessly



QF2 helps you buy less storage. When was the last time your vendor did that for you?

"Managing data with **Qumulo** is so simple it's hard to describe the impact. It's given us tremendous ROI in terms of time saved and problems eliminated."

—John Beck
IT Manager, Hyundai Mobis



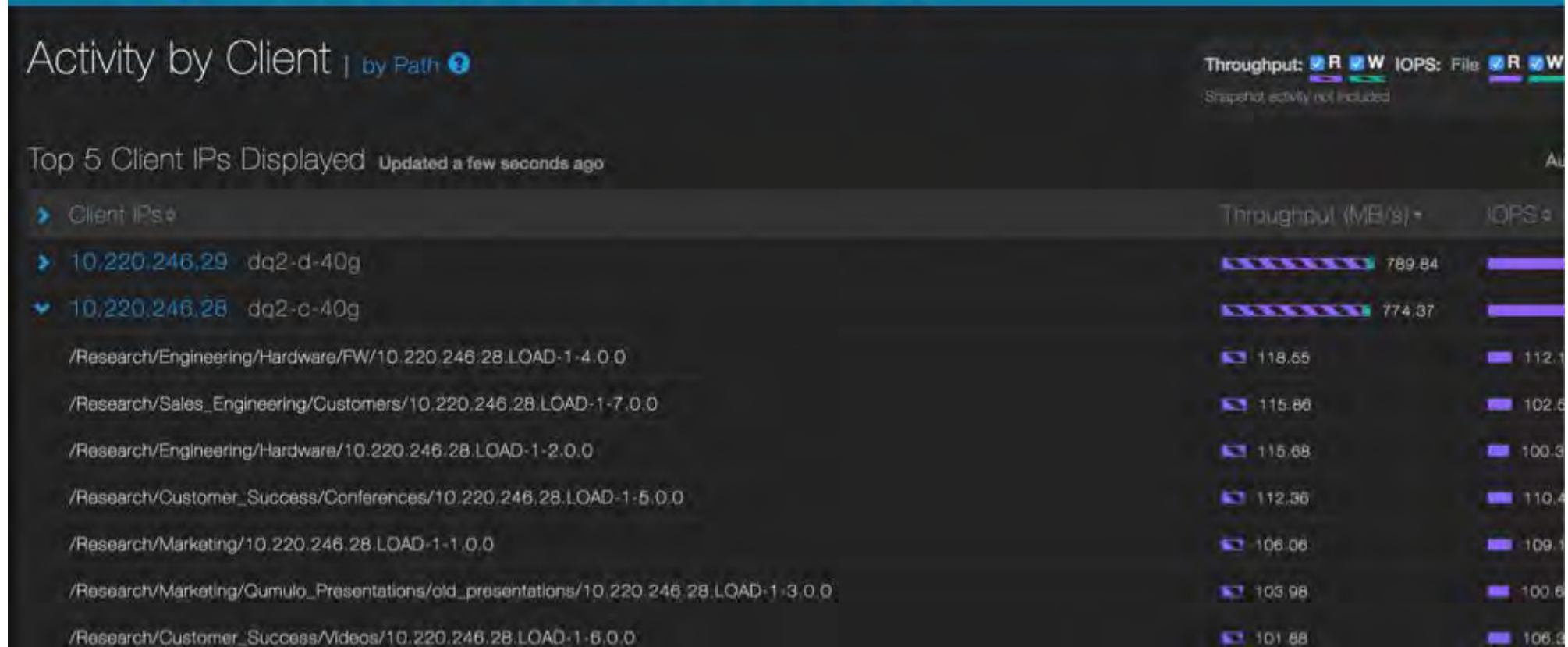
QF2 is smarter, helping you make better business decisions

Real-time visibility & control of your data at scale



QF2 is smarter, helping you make better business decisions

Manage users, clients, and applications with ease.



QF2 is smarter, helping you make better business decisions



QF2 works with your existing applications



Provides standard protocol **support** for SMB, NFS, FTP, LDAP, AD, mixed-mode permissions



Completely programmable via a **REST API**

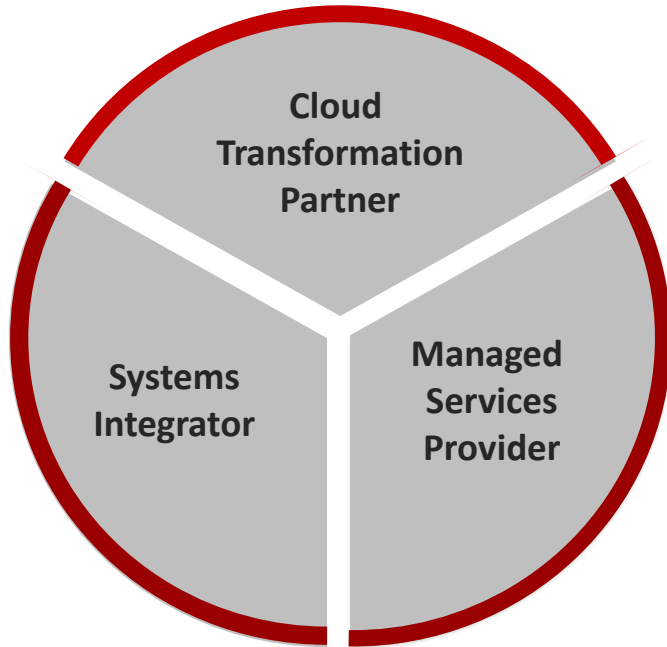


“Our ‘ah ha!’ moment was the realization we can integrate Qumulo’s API calls with other APIs to make the overall impact much greater. Not only are we leveraging Qumulo’s calls, but we can also customize these insights to our specific needs.”

Paul English, IT Manager, Vaisala



CANCOM Overview



Founded In
1992

About
3,000
Employees

More than
\$1 Billion
Group Revenue

TecDax

One of the top 30
German high tech companies

CANCOM US Headquarters
Pleasanton, CA.

CANCOM US Operations
Fremont, CA.

CANCOM Global Headquarters
Munich, Germany

37 Locations in Europe



CANCOM Service Delivery

BUILD

Rack, Component & Client Integration

DEPLOY

Deployment & Tuning

MAINTAIN

Maintenance & Repair

MANAGE

Managed Services & User Help Desk

OPTIMIZE

Assessments & Surveys

Q&A

THANK YOU!