komprise

Komprise Business Value Analysis

Quantified Customer Storage and AI Savings

WHITE PAPER

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Table of Contents

Executive Overview: The Pain & Opportunity of Unstructured Data 3

What Komprise Brings 3

Who is Impacted by Rising IT Infrastructure Costs 4

Komprise Intelligent Tiering in Practice 5

Use Case: Reclaim Primary Capacity 6

Use Case: Reduce AI Token & Storage Costs 7

Komprise Customer Results at a Glance 8

Making the Case to Leadership 9

About Komprise 10

Executive Overview: The Pain & Opportunity of Unstructured Data

Uncontrolled data growth at ever rising prices is straining enterprise IT, at a time when the potential for leveraging this data strategically has reached a pinnacle. Most (74%) of organizations store more than 5 petabytes of file data, and the cost of keeping it keeps climbing. An estimated 80% of this data is inactive and cold. Organizations can save substantially by tiering it to colder storage, but they lack the visibility and showback needed to win stakeholder buy-in. The memory crisis has worsened matters: the price of SSD in late 2026 is 6.5X higher than the previous year. Meanwhile, IT infrastructure teams are responsible for making file data accessible to AI pipelines with governance, yet token and processing costs are becoming untenable. Without systematic data preparation techniques, organizations waste precious budget on projects that fail to deliver value or don't make it past the pilot.

What Komprise Brings

With Komprise Intelligent Data Management, enterprise IT gains a Global Metadatabase that indexes petabytes of data across silos, bringing analysis to right-place data and cut storage costs. See data growth rates, time of last access, top owners, file sizes and conduct cost modeling. Set policies to transparently tier data that has been cold for any time frame. Komprise analyzes and executes data tiering, AI ingestion and other data workflows continuously, with showback reports to get stakeholder buy-in.

Komprise then makes unstructured data ready for AI with automated classification, metadata enrichment, precise curation and efficient data movement across any storage, cloud or AI environment. This in turn lowers AI storage and processing costs, by delivering just the right data for the use case.

Proven ROI

- ✓ **70% average savings** from cold data tiering
- ✓ **99% faster** data filtering/workflows for AI
- ✓ **27X faster** migrations
- ✓ **90%+ savings** on AI data storage with Smart Data Workflows
- ✓ **Zero lock-in,** zero rehydration with Transparent Move Technology

Who is Impacted by Rising IT Infrastructure Costs

Finance Executives

Partner with IT teams to manage costs amidst rising prices and data growth 20-40% annually.

WITH KOMPRISE

Move cold data off premium storage, saving 70% or more on average.

IT and Business Leadership

AI and security mandates are top priority for budget.

WITH KOMPRISE

Reclaim budget spent on keeping all data on premium storage from cold data tiering without disrupting users and applications.

IT Infrastructure

Teams need flexibility and choice to manage data and applications across hybrid storage and backup technologies for performance and savings.

WITH KOMPRISE

Unified access, visibility, policies across every vendor, with no rehydration or lock-in when data needs to move.

AI and Data Teams

Data engineers and analysts struggle to find the right data for their projects and too often ingest large volumes of unfiltered data with fingers crossed.

WITH KOMPRISE

Teams can search across all enterprise silos to find, tag and send only the right files to pipelines to eliminate AI processing waste and deliver better results.

"With Komprise, we can not only quantify where all of our EPHI is in our data centers, but we can state specifically who's consuming, creating and storing that EPHI, which most hospitals today can't do. It's lightweight and easy to use to provide visibility to our privacy officer, compliance officer, legal and HR teams who are interested in not only external breaches but insider risk."

–Director of Information Security, **Children's Medical Center Dallas**

Komprise Intelligent Tiering in Practice

How four enterprises cut costs by moving cold data off primary storage.

$330K a year

Global biotech archives research data to the cloud

Biotechnology, 10,000+ employees

Challenge: Research data kept piling up on Dell PowerScale (Isilon), and most of it was rarely used.

- **Saves ~$330K per year** by archiving cold Isilon data to AWS, more than $1M in three years
- 2.4 PB tiered and still growing
- Expanded to a second department

COST AVOIDED **No new Isilon capacity for 2.4 PB of research data**

10+ PB array avoided

Global chipmaker stretched storage capacity that was 99.99% full

Semiconductors, 30,000+ employees

Challenge: A NetApp array was 99.99% full and growing about 160 TB a week.

- Tiers data untouched for days to Azure
- Retired one array and deferred expanding another
- **~$1.2M in projected savings** over five years as it adds tape at two sites

COST AVOIDED **No new primary NAS to buy and support while storage prices keep rising**

2.3 PB tiered

Cancer center moves petabytes off an end-of-life array

Academic cancer center, 50+ PB of data

Challenge: About 15 PB sat on an end-of-life Isilon facing a support renewal, with shares serving both NFS and SMB users.

- Began tiering off the Isilon right after a proof of value in both environments
- Tiered data grew 6x in three months, to 2.3 PB
- Estimated **savings of ~$320K per year**, with 30+ PB more in scope

COST AVOIDED **No 15 PB replacement array to buy and support for the end-of-life Isilon**

5-year commitment

Public health system turned a migration into an intelligent tiering program

Public hospital system, 10,000 employees

Challenge: The system used Komprise to migrate data, but storage growth kept adding cost.

- Started using Komprise tiering to keep cold data off primary storage
- 1.1 PB tiered; estimated **savings of ~$150K per year**
- A VP calls Komprise "a money changer"

COST AVOIDED **No new primary storage to buy and support for 1.1 PB of cold data**

"A lot of times I come in and feel like it's Christmas morning because we had planned 100TB to go out the door and it's 115TB because Komprise did their next scan and pulled some data I wasn't counting on that aged out."

–Director of Hosting Data Services, **Pfizer**

Use Case: Reclaim Primary Capacity

Current storage economics call for preserving expensive Flash storage for only the most active data. Storage vendor tiering moves cold data at the block level, so tiered data lands in a proprietary format that only the original array can read. Before you can access, migrate or analyze that data elsewhere, you must rehydrate it back to primary storage, which costs capacity, egress fees and time.

Komprise Intelligent Data Management works differently.

- It indexes file and object metadata across NAS, cloud and object storage silos in the **Global Metadatabase**, so IT can see how much data is cold, where it lives and what it costs to keep.
- Komprise is storage agnostic and runs over standard NFS, SMB and S3 protocols; set your data management policies and apply them across every vendor and cloud in the data estate.
- **Patented** **Transparent Move Technology** tiers cold files at the file level to lower cost storage, while users and applications keep opening them from the original location.
- Tiered files stay in native format at the target, so you can access them directly as objects in the cloud with no rehydration penalty and no lock-in to the primary storage vendor.
- Komprise shrinks both the primary storage and backup footprint, which typically **cuts storage costs by 70% or more.**

Komprise TCO: Tiering to any Cold Storage

	On-Prem NAS	On-Prem NAS + Komprise + Cold Storage
Data in On-Premises NAS	1,024	204.8
Snapshots	30%	30%
Cost of On-Prem NAS Primary Site	$1,064,960	$212,992
Cost of On-Prem NAS DR Site	$1,064,960	$212,992
Backup Cost	$460,800	$42,598
Data Tiered to Cold Storage (TB)	0	819.2
Cost of Cold storage	$0	$201,327
Cost of Komprise		$100,000
Total Cost for 1PB per Year	**$2,590,720**	**$769,909**
SAVINGS/PB/Yr	**$1,820,811**	**70%**

Assumptions

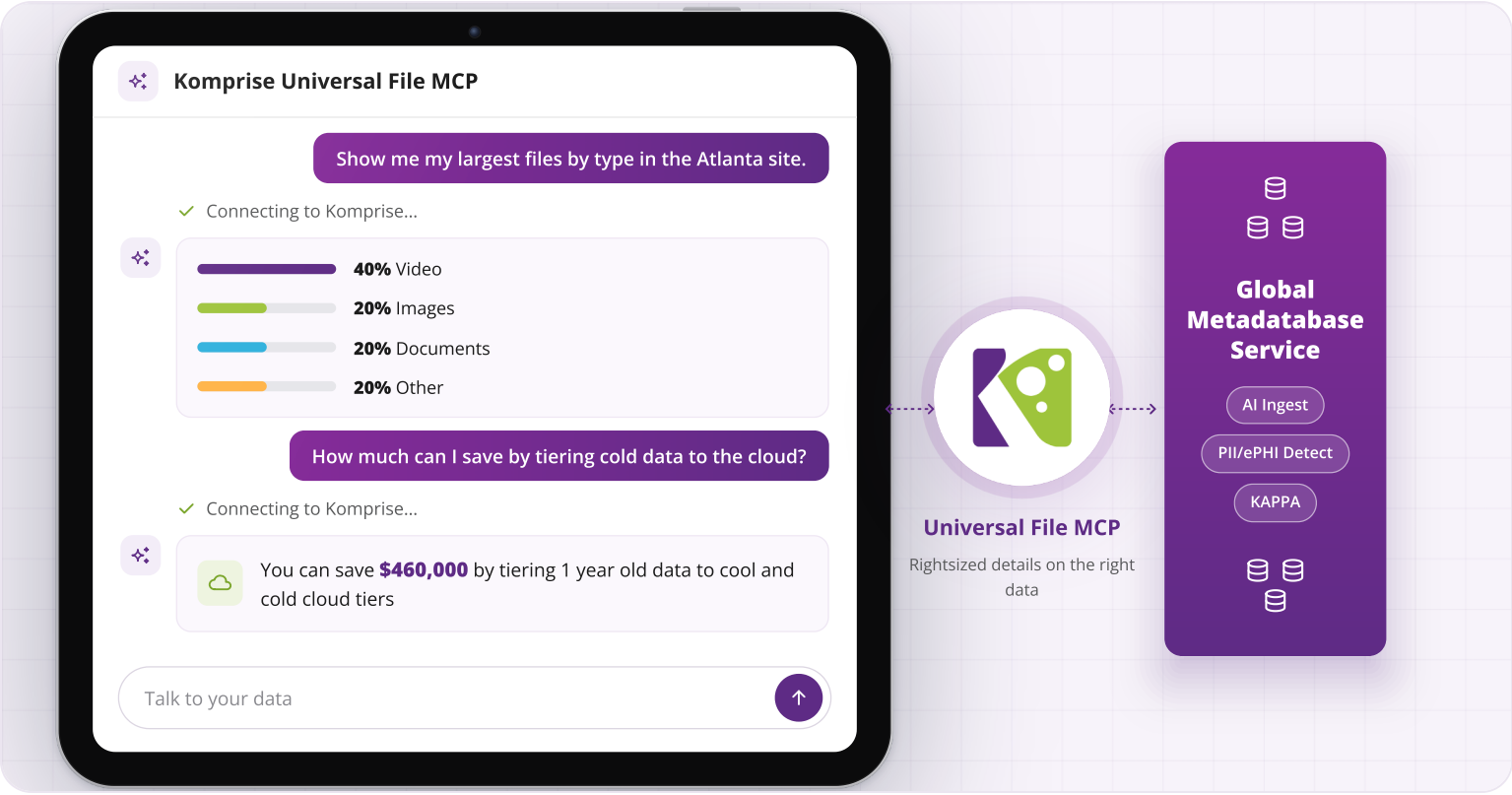
Amount of Data on NAS (TB)	1,024
% Cold Data	80%
Annual Data Growth Rate	30%
On-Prem NAS Cost/GB/Mo	$0.0651
Backup Cost/GB/Mo	$0.0366
Cold Storage Cost/GB/Mo	$0.0200
Komprise/GB/Mo	$0.0081

Use Case: Reduce AI Token & Storage Costs

Sending too much of the wrong data to AI wastes budget and erodes ROI. Every irrelevant or duplicate file consumes tokens and compute. Komprise fixes this at the source.

- The **Global Metadatabase** lets you search, find and tag the right files across storage silos from the Komprise UI or from common AI tools with **Komprise Universal File MCP**.
- A Duquesne University data team needed to rapidly search millions of images to identify the right files for a marketing campaign. Komprise combined with Amazon Rekognition **cut data search and preparation time by 99%**, from more than 300 hours to two hours. Learn More
- A major academic hospital used **Smart Data Workflows** to support its pathology department's move to an AI solution. Cloud storage costs were stalling the project until the hospital set up an automated, continuous workflow that tags the latest scans, sends them to the AI in the cloud and purges the copies after 30 days.

  The workflow cut cloud storage costs by 96%. Learn More



Cut token costs with just the right data across all storage silos with Komprise Universal File MCP.

Komprise Customer Results at a Glance

Komprise customers report three consistent outcomes: lower storage and backup spend, intelligence and workflows for compliance, and AI-ready data that speeds time to results and improves ROI.

Intelligent Tiering

Pfizer saves **75%** on storage

A **healthcare system** tiered **6PB+** to Azure and saved **$5M**

A **global engineering firm** cut annual storage costs **50%+**

Security & Compliance

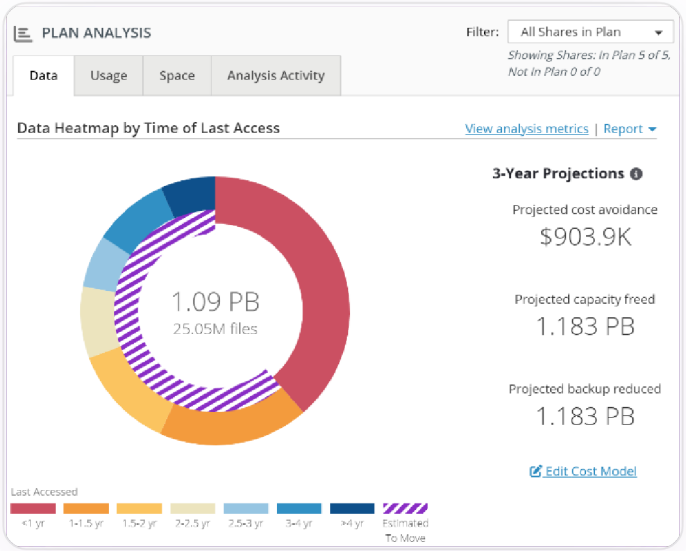
Katten Law saved **$900K** while tiering to immutable Azure storage

Children's Medical Center Dallas scanned more than **2 billion** files across 20+ file shares, identifying and tagging **36.6M** files as ePHI

AI Data Curation & Workflows

Duquesne University cut **14 days** of manual image review to **2 hours**

An **academic health system** saved **90%+** on AI storage and achieved repeatable workflows for data filtering, curation and ingestion for clinical AI



Komprise Intelligent Tiering: Add your cost model and project savings over time.

Making the Case to Leadership

You have the proof points. Here's how to frame them so leadership can say yes.

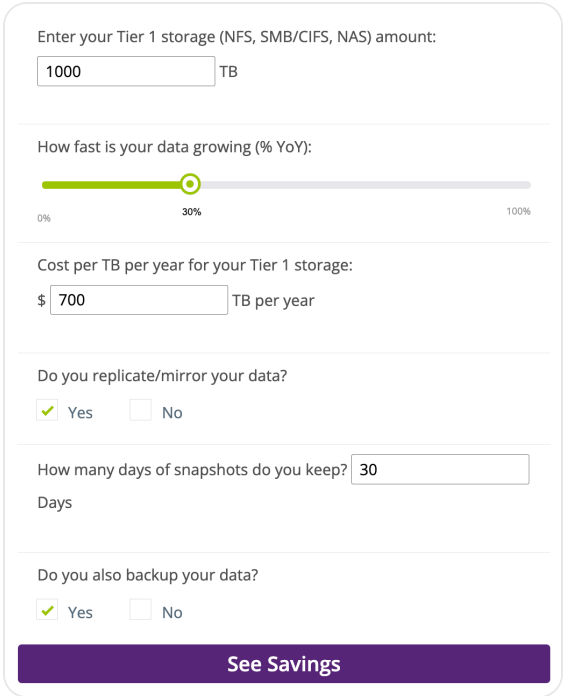
Option	Storage costs	Backup costs	User access	Lock-in and rehydration
Do nothing	Rise with growth and flash prices	Continue to rise	Unchanged	Not applicable
Buy more flash	Highest, with SSD at 6.5x last year	Continue to rise	Unchanged	Tied to the array vendor
Storage-vendor tiering	Lower on primary	No reduction	Only through the original array	Proprietary format; rehydrate before you move or analyze
Komprise Intelligent Tiering	**70%** average savings	**Shrinks** with primary	Unchanged: **Transparent** access for users and apps	None; files stay in native format – **no disruption**

Size the cost of doing nothing

Today's capacity × (1 + annual growth rate)^3 × cost per TB for primary + backup

Example: 1 PB growing 30% a year becomes **2.2 PB** in three years. If 80% is cold, that's **1.76 PB** sitting on premium storage.

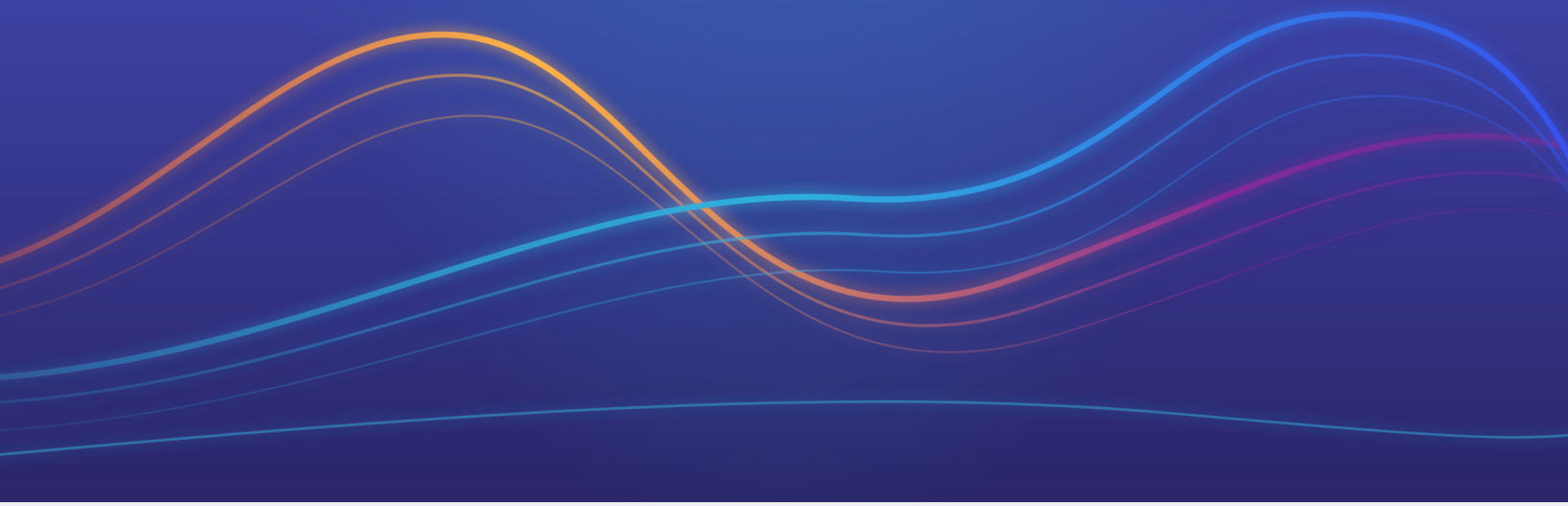
Run your numbers in the **Komprise TCO calculator →**



About Komprise

Komprise unlocks unstructured data for AI while optimizing data placement to cut storage costs. With Komprise Intelligent Data Management, enterprise IT gets global data intelligence, policy-driven data orchestration, fast data mobilization, and governance while data teams get AI-ready data that is easy to query. Enterprises use Komprise to discover, classify, curate, tier and migrate file and object data across any storage, cloud or AI environment. Read more Komprise customer stories at **komprise.com/customers**.

Take an Interactive Tour →



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Komprise, Inc.
1901 S. Bascom Ave. Suite 500
Campbell, CA 95008
United States

For more information:
Call: 1-888-995-0290
Email: info@komprise.com
Visit: komprise.com

For media requests email
marketing@komprise.com

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