

### Some examples of when to position Komprise + Wasabi:

1. The customer has a large unstructured/NAS data footprint
2. The customer's leadership is considering cost optimization plans for storage and/or general IT
3. The customer is looking to buy more NAS storage
4. The customer has spiraling tier 1 NAS and/or back-up costs
5. The customer is responsible for upholding data retention and security policies

The Komprise + Wasabi hot cloud storage solution enables users to seamlessly move infrequently accessed data to the cloud to free up primary storage capacity, shrink backups, and better align storage costs with data value—all with no disruption to file based users or applications. Komprises' intelligent data management solution enables users to automatically find cold data across both on network-attached storage and in the cloud to archive it transparently to suit users' needs. Wasabi's blazing fast performance is not only better than AWS for data upload and retrieval, but is also the lowest cost cloud storage solution for Komprise users, offering:



No egress fees

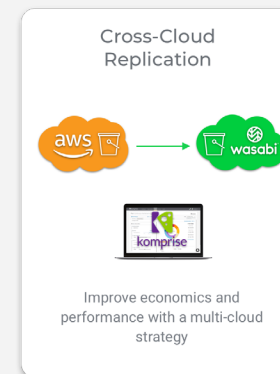
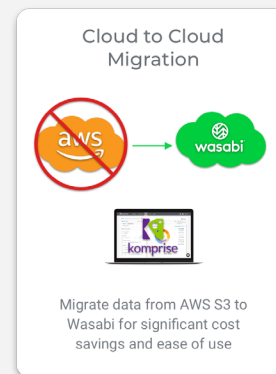
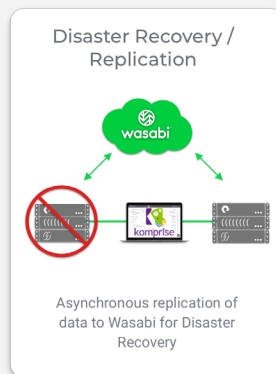
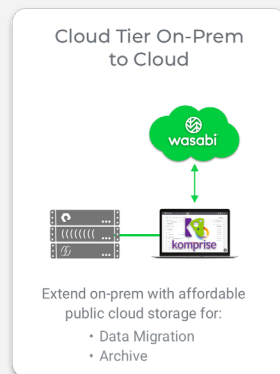


No API request charges



No data retrieval fees

### Komprise Use Cases with Wasabi



Quantity	Term	Komprise	Wasabi	Total MSRP	Total Cost
100 TB	1 Year	\$14,000	\$6,255.98	\$27,757	\$20,594
250 TB	1 Year	\$21,000	\$15,431.42	\$49,394	\$37,291
1 PB	1 Year	\$63,000	\$61,498.77	\$169,436	\$128,137

\*Pricing does not include any professional services

\*\* Based on Registered Pricing