Wasabi Technologies
Company Fact Sheet

Company Fast Facts:

- Founded: 2015

- Service launched: 2017

- Founders: David Friend, Jeff Flowers

- CEO: David Friend

- Headquarters: Boston, MA

- Company Funding: $500M +

    - Most recent: $140M Series D, completed Dec. 2022

- Employees: 300+ globally

- Storage Regions: Virginia (2), Oregon, Texas, Amsterdam, Tokyo, Osaka, London, Paris, Frankfurt, Toronto, Sydney, Singapore

- Key Industries Served: Media & Entertainment, Video Surveillance, Education, Energy, Healthcare & Life Sciences, Scientific Research, Public Sector

- Use Cases Supported: Backup & Recovery, Archiving, Data Analytics, Application Development, Content Delivery, Surveillance, IoT, AI/Machine Learning, and more

- Notable Customers: Liverpool Football Club, Boston Red Sox, Legendary Entertainment, Bunim-Murray Productions, Boston Bruins, American Tower, Cornell University

- Notable Technology Partners: IBM, Veeam, Nutanix, Adobe, HYCU, Veritas, Equinix, NTT Communications, Vultr, Signiant

About Wasabi Technologies:

Wasabi provides simple and affordable hot cloud storage for businesses all over the world. It enables organizations to store and instantly access an unlimited amount of data with no complex tiers or egress or API fees, delivering predictable costs that save money and industry leading security and performance businesses can count on. Trusted by customers worldwide, Wasabi has been recognized as one of technology's fastest-growing and most visionary companies. Created by Carbonite co-

founders and cloud storage pioneers David Friend and Jeff Flowers, Wasabi is a privately held company based in Boston. Wasabi is a Proud Partner of the Boston Red Sox, and the Official Cloud Storage Partner of Liverpool Football Club and the Boston Bruins.

We're different because:

Wasabi focuses only on just one thing, cloud storage and we're masters of our craft. It also means we don't compete with our customers or our partners.

We don't want the majority of your bill dedicated to fees. We only want you to pay for the storage bandwidth you use. With no fees for egress or API requests there are no surprises with Wasabi Hot Cloud Storage because of predictable costs that save you money, industry leading security and performance you can count on.

We make your data available exactly when you need it, without the red tape. We've eliminated confusing storage tiers that make it harder to access your data and with 13 storage regions globally data is available in milliseconds.

Our ecosystem of channel partners and technology alliance partners is 16,000+ strong, and we're exponentially expanding our global reach among MSPs, distributors and VARs.

Wasabi Hot Cloud Storage:

Wasabi Hot Cloud Storage is a predictably-priced, high performance, secure object storage service that eliminates confusing storage tiers and satisfies nearly all storage performance requirements. With Wasabi Hot Cloud Storage all data is treated equally and made readily accessible in exactly the moment it is needed with no charges for egress or API requests. It is infinitely scalable to support enterprises as they evolve, and with 13 global storage regions your data is always close to you for minimal latency.

Wasabi's S3-compatible API seamlessly integrates with existing data solutions, enabling customers to build out a variety of cloud strategies, including:

- On Prem to Cloud: Migrate on-premises storage to the cloud to scale

- Hybrid Storage: Bridge on-premises and cloud storage together to extract the most value from data

- Tape to Cloud: Extend tape strategy and leverage a more affordable and flexible alternative to LTO tape for video and data archiving

- Multi Cloud: Avoid vendor lock-in and get best-of-breed cloud services with improved economics

- Data Lake: Modernize the analytics infrastructure and avoid on-premises equipment cost and complexity with a cloud data lake

- Edge Computing: Tie the edge to scalable object storage and optimize IoT systems cost and performance with edge computing.

Protection:

Wasabi Hot Cloud Storage is designed with the highest levels of security standards to protect against ransomware, human error, equipment failure, physical damage, or other data loss incidents. It features 11x9s of durability, data encryption at rest, user authentication and access control mechanisms to securely access customer data, and object-level immutability via Object Lock, which prevents data from being tampered with.

Pricing: (as of June 1, 2023)

Flat Global Cost for Wasabi Hot Cloud Storage: $6.99/terabyte per month

- Pay-as-you-Go: Pay monthly only for what you use

- Reserved Capacity: Purchase in 1-, 3-, or 5-year increments for larger discounts based on term and capacity. Premium support included.

Supporting Tools:

- Wasabi Account Control Manager: Manage multiple Wasabi accounts from a single platform

- Wasabi Cloud Sync Manager: Replicate buckets between Wasabi regions & migrate buckets from other storage clouds or S3 on-prem

- Wasabi Ball: Transfer on-prem storage to Wasabi via a physical appliance

- Wasabi Direct Connect: Privately connect existing on-prem or cloud environments to Wasabi

Specialized Products:

- Wasabi Surveillance Cloud: Wasabi object storage paired with gateway software optimized for video surveillance use cases. $10.99/terabyte per month

- Wasabi Cloud NAS: Wasabi object storage paired with gateway software optimized for NAS use cases

Sustainability:

Wasabi hot cloud storage is purposefully architected for optimal power consumption and efficiency, maximizing the amount of data that can be stored on a disk. Additionally, Wasabi makes extensive use of virtualization and container technologies that allow us to operate many system functions across shared hardware elements rather than dedicated hardware for each function, which allows us to reduce the amount of power and space consuming hardware in our data centers.

Our data center partners including Equinix, NTT, Flexential, Digital Realty, and Iron Mountain, are leaders

![Wasabi logo]

in data center sustainability and are working consciously to minimize their carbon footprint and reduce energy consumption. For more information visit wasabi.com/sustainability.