## Introduction to Wasabi Hot Cloud Storage





# Wasabi - Storing the World's Data

The adoption of cloud storage, especially with Wasabi, continues to grow as customers globally are more confident in the security, value, and availability of cloud storage

hot cloud storage

## **Rapid Company Growth**



**75k** Customers **15k** Partners
and growing



### > 60% Revenue Growth

Year over year



**13** Storage Regions and expanding



Multiple Exabytes of storage under management



**58** NPS Score industry average is 34



**\$534** Million in financing to date

#### Doing business in more than 100 countries



# Low Price, High Performance, Secure Object Storage

#### Price

Up to 80% less than AWS S3 Free Egress Free API Requests

#### Performance

Faster than the competition Quick uploads & downloads Private network options

#### **Protection**

Data center redundancy 11x9s data durability Immutable storage

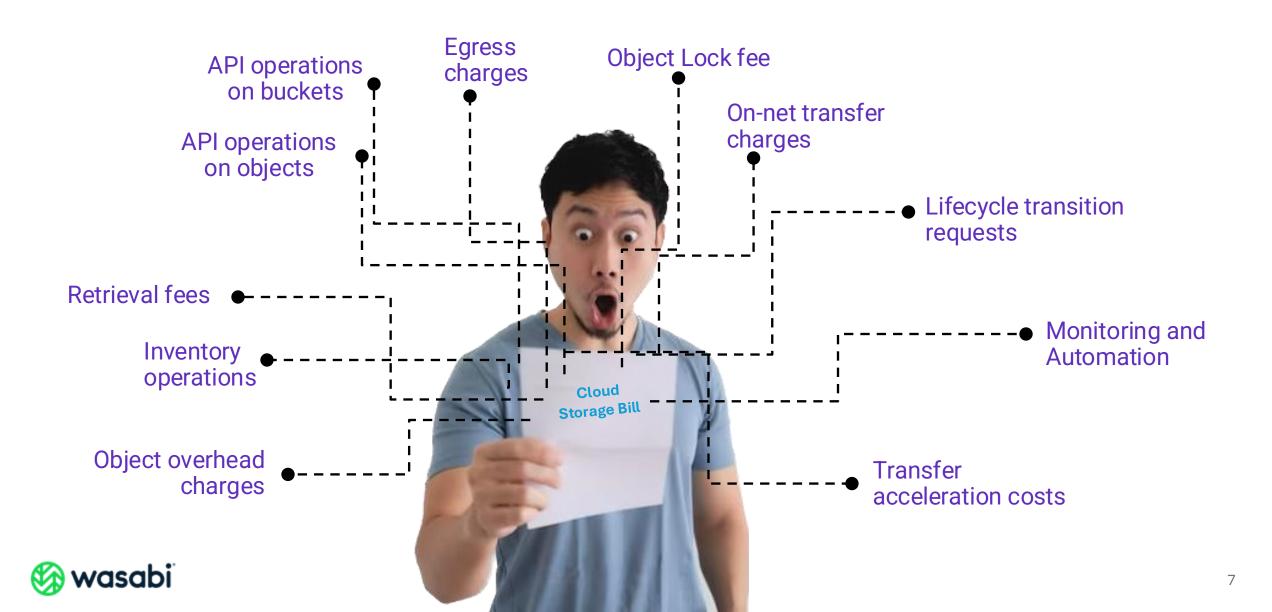




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## **Fees are Not Predictable**



## **Game Changing Pricing**

Flat fee of **\$6.99 per TB/mo.** with discounts for Reserved Capacity





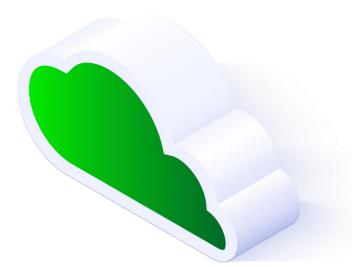




# Storage costs for 1 PB of storage with 20% data egress per month



## **Pricing - Ways to Buy**



or

Pay as You Go Storage

Pay monthly only for what you use

Cancel anytime

Grows with your storage needs



## **Reserved Capacity Storage**

Purchase in 1, 3, or 5-year increments

Larger discounts based on term & capacity

Premium support included



# Performance



## Performance

Built-for-speed file system leveraging leading hardware technology



Significant cost reduction & performance improvements

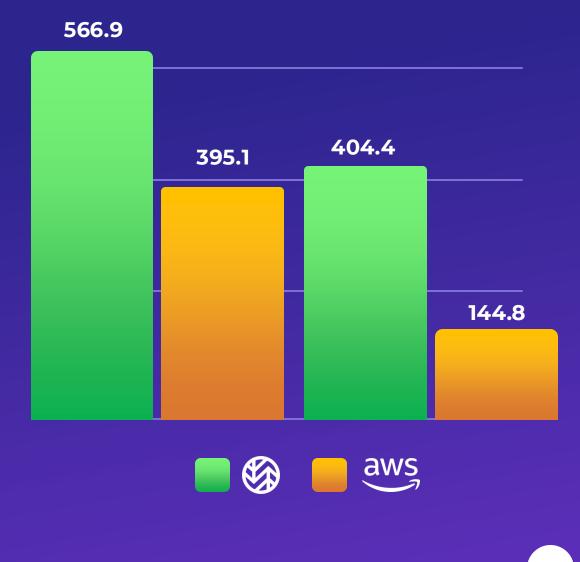


Faster than other public cloud object storage providers



Highly distributed architecture providing exabyte-scale storage

## 1 MB Object Size Performance (MB/s)





# Protection





## Protection

Built-for-scale, durability, security and compliance



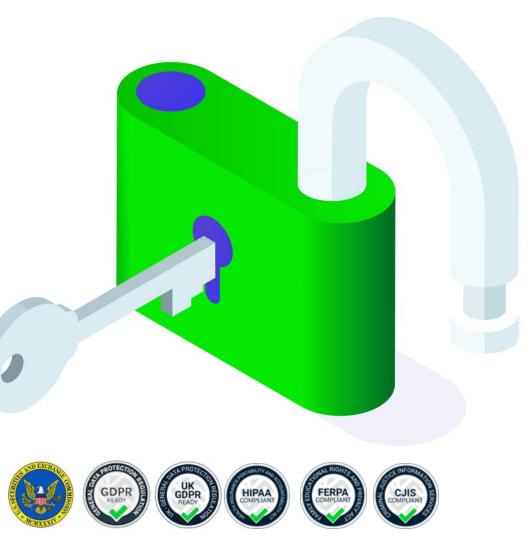
99.99% availability and11 x 9s data durabilitywith exabyte scale globally



In-flight and at rest encryption, identity and access management (IAM), multi-factor authentication (MFA), and multi-user authorization (MUA)



Immutability via S3 object lock protects against ransomware





## **AWS S3 Compatibility**

- Wasabi fully supports the AWS S3 & IAM APIs
  - This includes support for Object Locking to protect sensitive data



Existing applications using the S3 API are easily moved to Wasabi

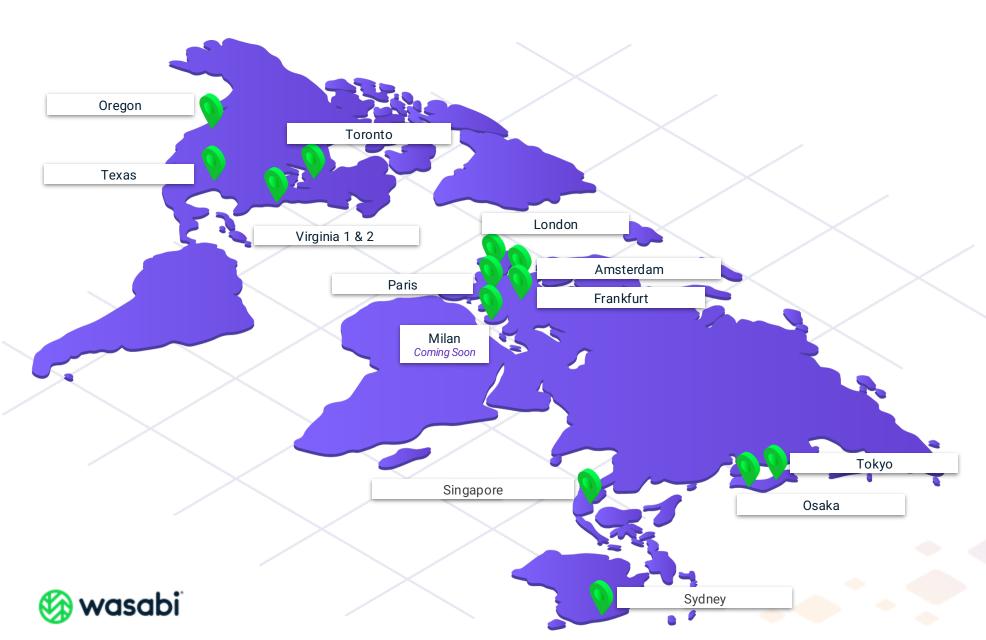
#### **S3 Feature Compatibility:**

- Event Notifications
- Lifecycle Policies
- Object Tagging
- Object Lock

- Replication
- Multipart Upload
- Versioning
- Security & Access Control



## **Global Storage Regions**



#### North America

Virginia - us-east-1 & 2 Texas - us-central-1 Oregon - us-west-1 Toronto - ca-central-1

#### Europe

London - eu-west-1 Paris - eu-west-2 Amsterdam - eu-central-1 Frankfurt - eu-central-2 Milan - eu-south-1 (coming soon)

#### Asia

Tokyo - ap-northeast-1 Osaka - ap-northeast-2 Singapore - ap-southeast-1 Sydney – ap-southeast-2

#### Coming Soon...

London (2<sup>nd</sup> site) Milan Virginia - GovCloud East Colorado – GovCloud West

## **Data Migration Tools**



Migrate buckets from other storage clouds or S3 on-prem



Transfer on-prem storage to Wasabi via a physical appliance



Privately connect on-prem or cloud environments to Wasabi



## **Account Management Tools**

Feature-rich tools for account provisioning, billing, & much more...

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Wasabi Management Console for individual account control



Wasabi Account Control Manager for centralized management of multiple Wasabi accounts

#### Wasabi Management Console (ideal for controlling individual accounts)

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#### Wasabi Account Control Manager (ideal for MSP & enterprise control of many Wasabi accounts)

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## **Popular Use Cases for Wasabi**



#### **Backup and Recovery**

Store more to enable business continuity across hybrid or multiple clouds



#### **Active Archive**

Store more and evolve complex archive tiers into a single simple active archive



#### **Data Tiering**

Store more data to enable data analytics and better business intelligence



#### Surveillance Store more video and photos to improve security and law enforcement



#### AI/ML

Store more data to enable artificial intelligence and machine learning to transform the future



## **Industry-Leading Recognition**

"Wasabi is an increasingly important player in the public cloud IaaS market and one of the few vendors that has successfully broken into the IaaS market within the past three to four years."













## **Integration Partners**





## **Channel Partner Network**







# Storing the World's Data

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