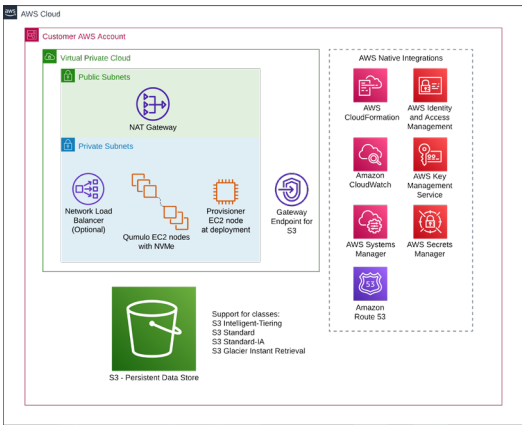
Cloud Native Qumulo: Redefining File Services in AWS

ANY DATA
ANY LOCATION
TOTAL CONTROL

EXECUTIVE SUMMARY



Enterprise unstructured data continues to grow beyond the capacity and economics of traditional data center infrastructure. Moving those workloads to AWS promises virtually unlimited resources, but conventional cloud file services can introduce new tradeoffs in performance, scalability, compatibility, enterprise capabilities, and cost. **Cloud Native Qumulo (CNQ) on AWS** delivers an elastic, enterprise file and object data platform built on native AWS infrastructure. With exabyte-plus scalability, independently scalable capacity and performance, and NFS, SMB, S3, and REST, CNQ enables organizations to move virtually any unstructured data workload to AWS—from archive and disaster recovery to media production, genomics, HPC, and AI.

KEY BENEFITS

With Cloud Native Qumulo, organizations can:

- Migrate existing file workloads to AWS without the need to refactor applications
- Scale elastically both performance and capacity
- Retain sovereignty, security, and control over all data
- Maintain familiar NAS functionality in a self-managed AWS environment
- Lower TCO up to 80% compared to other cloud-based services
- Extend data across edge, core, and AWS without copying or syncing.

THE CHALLENGE

Most cloud file services force tradeoffs between performance, durability, scale, manageability, and cost.

Modern enterprises face common storage obstacles:

- Massive global file datasets distributed across regions
- Performance bottlenecks in traditional cloud file services
- Unpredictable cloud storage costs and transaction fees
- Data silos between on-prem, cloud, and edge environments
- Complex replication and tiering architectures

Mission-critical applications require:

- Immediate access to data anywhere
- Elastic throughput scaling in minutes
- Enterprise security and governance
- Cost control at petabyte-to-exabyte scale

THE SOLUTION: CLOUD NATIVE QUMULO

Cloud Native Qumulo on AWS is purpose-built to directly leverage native AWS resources in the customer's account - EC2 compute, network, and S3 object storage - to deliver scalable file services without cloud limitations.

CNQ decouples performance from capacity, enabling independent scaling of compute and object storage. Organizations can:

- Deploy in their own VPC in minutes
- Scale compute resources dynamically
- Pay only for capacity and performance consumed
- Avoid pre-provisioning or over-provisioning
- Simplify AWS services integration

Unlike legacy architectures, CNQ automatically expands and contracts with data stored.

KEY FEATURES

- Exabyte-scale global namespace with strongly consistent intelligent caching
- Scaling from 1GB to 100EB, with over 1.6 TB/s
- Sovereignty, Security, & compliance for highly regulated industries with all services deployed in the enterprise's own cloud account
- Enterprise NAS features and multiprotocol support (NFS, SMB, S3, FTP, & REST)
- Multi-AZ deployment capability at a fraction of the competitive cost
- Enhanced data durability and protection

USE CASES AND INDUSTRIES

CNQ supports:

- AI/ML training and inference
- Media & entertainment production MD - Cloud Native Qumulo (CNQ)
- Healthcare imaging & genomics
- Financial services analytics
- HPC & scientific computing
- Global collaboration environments

HYBRID & MULTI-CLOUD DATA FABRIC

When paired with Qumulo Cloud Data Fabric, CNQ enables:

- One globally consistent namespace across cloud, data center, and edge
- Seamless data movement without migration
- Globally consistent security enforcement
- Multi-cloud workload arbitrage without dataset duplication

Data created in any location becomes immediately visible everywhere.

DEPLOYMENT AND ECONOMICS

Cloud Native Qumulo is available to deploy via the AWS Marketplace. Marketplace purchases count toward existing cloud spend commitments.

CNQ runs in the organization's own cloud account. All the cloud resources consumed will be directly billed from the cloud provider. The customer can choose to deploy on a specific object storage tier (hot, cold, etc.) or on automated tiering (S3 Intelligent Tiering) based on their performance or workflow needs.



Product/Service	Pricing
Cloud Native Qumulo on AWS	$ per TB / Month

KEY TAKEAWAY

Cloud Native Qumulo on AWS transforms Amazon S3 into an enterprise file and object data platform that can support virtually any unstructured data workload—from economical archive and disaster recovery to performance-intensive HPC and AI.

ABOUT QUMULO

Qumulo is the leading provider of cloud file data platforms, offering unrivaled performance, scale, and data management solutions. Qumulo's platform is trusted by Fortune 500 companies and global enterprises to manage petabytes of data, enabling them to unlock the value of their data and drive innovation. For more information, visit www.qumulo.com

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