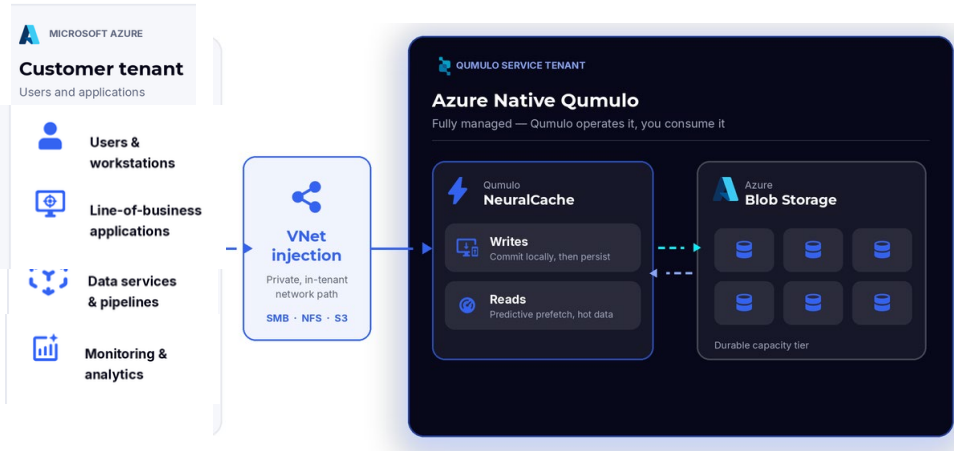
Azure Native Qumulo: Easy Migration and Predictable Pricing for Enterprise File Workloads in Azure

ANY DATA
ANY LOCATION
TOTAL CONTROL

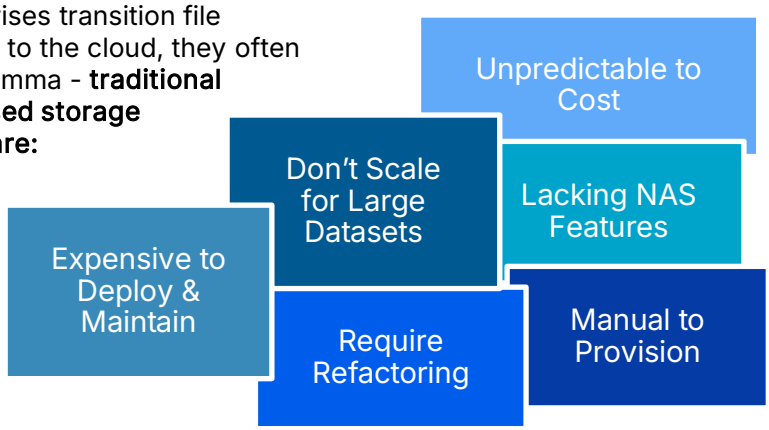
EXECUTIVE SUMMARY

Azure Native Qumulo (ANQ) is a fully managed, cloud-native file storage service on Microsoft Azure. It enables organizations to migrate unstructured data workloads to the cloud without refactoring. Offering elastic scalability (no need to over-provision), enterprise-grade NAS features, and consumption-based economics. ANQ optimizes for both high-performance AI and HPC (Hot) and archival and backup (Cold and Frozen) workflows, while minimizing operational complexity and infrastructure costs.



THE CHALLENGE

As enterprises transition file workloads to the cloud, they often face a dilemma - **traditional cloud-based storage services are:**



KEY BENEFITS

With Azure Native Qumulo, organizations can:

- Elastically scale both performance and capacity
- Migrate existing file workloads to Azure without the need to refactor applications
- Use a metered, pay-as-you-go pricing model
- Maintain familiar NAS functionality in a fully-managed cloud environment
- Retire the organization's MACC with 100% of the subscription
- Lower TCO up to 80% compared to other cloud-based services

Trade-offs
Traditional cloud file services may require trade-offs between scalability and cost efficiency, while object storage alone often lacks native enterprise file semantics.

THE SOLUTION: AZURE NATIVE QUMULO

Azure Native Qumulo delivers:

- Fully managed SaaS deployment directly from the Azure portal
- Elastic, independent, automatic scaling of capacity and throughput – no guessing, no over–provisioning, no more migrations
- Unlimited global namespace within a single mount or share
- Enterprise NAS features, including snapshots, replication, quotas, and multiprotocol support (NFS, SMB, S3, FTP, & REST)
- Available in most Azure regions

ANQ provisions a Qumulo file system as a managed service, automatically updating software and replacing failed components without intervention.

ARCHITECTURE OVERVIEW

ANQ is built on Qumulo's proven cloud-native, disaggregated architecture:

- Persistent data stored in Azure object storage
- Compute resources scale independently for performance
- SaaS-based automation eliminates infrastructure management
- Intelligent, coherent caching that accelerates data delivery and performance.
- Pairs with Qumulo Cloud Data Fabric to make solutions that unify cloud, edge, and core

USE CASES AND INDUSTRIES

- **Healthcare:** Consolidating PACS, Vendor-Neutral Archives (VNA), and Electronic Health Records (EHR) to reduce data center footprints and accelerate research.
- **Media and Entertainment:** Enabling globally distributed teams to collaborate on video editing, VFX, and rendering without latency bottlenecks.
- **Life Sciences:** Scaling storage on-demand for massive genomics pipelines and next-generation sequencing.
- **Energy:** Sharing distributed datasets globally for subsurface modeling and well optimization.
- **Financial Services:** Delivering low-latency, high-performance storage with the highest level of security on rapidly growing portfolio and risk management datasets.
- **General Enterprise:** Providing cost-effective, unconstrained storage for large-scale Azure Virtual Desktop (AVD) deployments.

DEPLOYMENT AND ECONOMICS

ANQ is available through Azure Marketplace. The storage options include:

ANQ Hot

ANQ Hot delivers high-performance, fully managed enterprise file storage for demanding workloads, including AI, HPC, analytics, and media production. With elastic scaling of capacity and throughput, low-latency access, and predictable pay-as-you-go pricing, ANQ Hot enables organizations to run mission-critical applications in Azure without refactoring or overprovisioning.

ANQ Cold

ANQ Cold provides economical, enterprise-grade file storage for infrequently accessed data, including backup, disaster recovery, and longer-term retention. It preserves familiar NAS functionality and data accessibility while reducing storage costs, making it ideal for organizations managing large datasets that require durability and availability without the expense of high-performance storage.

ANQ Smart

ANQ Smart automatically moves data between Hot, Cool, and Cold storage tiers based on access patterns, balancing performance and cost without manual intervention. Frequently accessed data remains readily available, while aging or less-active data transitions to lower-cost tiers, helping organizations reduce storage expenses while maintaining a unified file system and seamless application access.

ANQ Frozen

ANQ Frozen delivers ultra-low-cost archival storage using Azure Blob Archive while keeping the file system namespace online and metadata searchable through Qumulo NeuralSearch. Organizations can browse and discover archived files without restoring them, then selectively rehydrate data when needed. Ideal for long-term retention, compliance, and large-scale archives, ANQ Frozen combines archive-tier economics with enterprise file-system visibility and control. Retrieval typically takes 2–12 hours, depending on the archive rehydration option selected.

©2026 Qumulo. All rights reserved. All other brands, products, or service names are or may be trademarks or service marks of their respective owners.

Choose ANQ Hot, Smart, Cold, or Frozen to match performance, access frequency, and retention needs. Pricing varies by region and usage*.

Feature	ANQ Hot	ANQ Smart	ANQ Cold	ANQ Frozen
Starting price	~$3,700 / mo.	Varies by Hot / Cool / Cold usage	~$2,500/mo	$3,000/mo*****
Base capacity	100 TB	150 TB	250 TB	1 PB*****
Additional capacity	$37 / TB / mo.	Varies by usage	$10 / TB / mo.	$3 / TB / mo**
Throughput	1-4*** GBps	Responsive Hot access	Up to 2 GBps	Offline archive; retrieval required
IOPS	10,000****	Depends on active data	N/A (archive optimized)	N/A (offline archive)
Operations	Included	Confirm by tier	Included	Writes included
Retrieval	Included	Automatic tier access	5 TB/mo. included	Standard $80/TB; priority $260/TB
Minimum retention	None	Depends on tier	120 days	180 days
Scaling model	Elastic capacity and throughput	Automated Hot / Cool / Cold placement	Optimized for capacity	Archive storage and paid rehydration
Best for	AI, HPC, media, active data	Mixed activity; aging data	DR, backup, archive	Long-term, rarely accessed retention

* Example pricing based on East US 2 region. Actual pricing varies by region and usage tier

** Frozen example: East US region. Rehydrated files incur ANQ Hot charges while online.

*** Up to 4GBps by default, but scalable to 1TBps or more. Contact Qumulo to increase throughput

**** Up to 10,000 IOPS by default, but scalable to 20 million or more. Contact Qumulo to increase IOPS

***** ANQ Frozen can be added to an existing ANQ cluster with no base capacity or starting price requirement

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

©2026 Qumulo. All rights reserved. All other brands, products, or service names are or may be trademarks or service marks of their respective owners.