

# Simple Data Management for the Digital Enterprise

We help you create. Qumulo users depend on our file data platform to make autonomous vehicles safe and truly anonymous, to help first responders respond faster to natural disasters, and to enable new methods for drug discovery and medical research, and more.

Qumulo is the leading file data platform for multicloud environments, providing unrivaled freedom, control and real-time visibility for file data at massive scale. Fortune 500 companies, major film studios, and the largest research facilities in the world trust Qumulo to help them innovate with their mission-critical digital files. The Qumulo experience makes file data management simple with continuous new features, a single solution for all workloads, and access to customer success experts on your schedule.

## Qumulo's mission? Unleash your digital enterprise.

Enterprise organizations of every size, in every industry, are undergoing digital transformation. They are being urgently challenged to derive value from their unstructured data in order to create new products and innovative business models, and connect with their customers. The products they create with their data is their competitive advantage. They are also required to optimize application workflows on-prem, in the cloud, and/or across a hybrid environment while delivering on organizational mandates for data protection, retention, and security. Qumulo's file data platform makes it simple to consolidate your unstructured data with a single solution that provides real-time data visibility, automation, and ease-of-use to meet your performance, processing, and data retention requirements.

## Customers are our magnetic field.

We work with some of the best partners and platforms in the industry. HPE, Fujitsu, AWS and GCP all allow our customers to use our software in almost any environment, on-prem and in the cloud.



## About Qumulo

Based in Seattle, Wash., Qumulo has raised \$351 million in funding, including \$125 million in Series E funding, at a valuation of more than \$1.2B. The financing, led by funds managed by BlackRock, includes strong participation from Highland Capital Partners, Madrona Venture Group, Kleiner Perkins, and new investors including Amity Ventures, and will be used to accelerate innovation and scale across the globe.

## Leadership Team

- **Bill Richter**  
President and CEO
- **Neal Fachan**  
Co-Founder & Chief Scientist
- **Molly Brown**  
Vice President, Engineering & Customer Success
- **Matt Frey**  
Chief Financial Officer
- **Barry Russell**  
Senior Vice President & General Manager of Cloud
- **Robyn Singh**  
Vice President of People
- **Craig Bumpus**  
Chief Revenue Officer
- **Adriana Gil Miner**  
Chief Marketing Officer
- **Ben Gitenstein**  
Vice President of Product Management

## Scale Out File Spend (\$B)



### Scale-out file a \$11B market on its own

Source: IDC FOBS forecast, Dec. 2018

- Up from \$6B in previous forecasts
- Growth driven by organic shifts:
  - More applications creating more data
  - Shift away from SAN and fibre channel networks
  - Failure of on-prem object to deliver performance to applications
  - Rise of flash
  - Growth of cloud file because apps don't need to be refactored

## Freedom to Choose

Qumulo's file storage is designed with platform flexibility in mind, allowing users to drive down costs without vendor lock-down. Our software architecture runs on standard hardware provided by Qumulo, or by partners such as HPE and Fujitsu, as well as in the public cloud with AWS and GCP. The choice is always yours.

## Industry Recognition

We work with some of the best partners and platforms in the industry. HPE, Fujitsu, AWS and GCP all allow our customers to use our software in almost any environment, on-prem and in the cloud.

 <p>LEADER, GARTNER MAGIC QUADRANT FOR DISTRIBUTED FILE SYSTEMS AND OBJECT STORAGE</p> <p><b>Gartner</b></p>	 <p>VENDOR TO WATCH AI &amp; ML STORAGE ARCHITECTURES</p> <p><b>GIGAOM</b></p>	 <p>THE HYBRID CLOUD LEADER IN CRITICAL CAPABILITIES FOR DISTRIBUTED FILE SYSTEMS</p> <p><b>Gartner</b></p>	 <p>LEADER &amp; BLITZSCALER ON THE 2019 MAP FOR FILE STORAGE</p> <p><b>coldago</b> <small>research</small></p>
 <p>MAJOR PLAYER WORLDWIDE FILE-BASED STORAGE VENDOR ASSESSMENT</p> <p><b>IDC</b></p>	 <p>WASHINGTON'S BEST WORKPLACES LARGE COMPANY CATEGORY</p> <p><b>PUGET SOUND BUSINESS JOURNAL</b></p>	 <p>VENDOR TO WATCH CLOUD-BASED FILE SYSTEM</p> <p><b>GIGAOM</b></p>	