

# Unified licensing, **Scale Anywhere™**

Join Qumulo One, our enterprise licensing program, to use any Qumulo products, on any platform. Predictable and cost effective pricing across all your user groups, bill only on actual usage. The program is specifically designed to simplify large-scale unstructured data management, leveraging Qumulo's Scale Anywhere™ platform.



**One contract, any cloud, any hardware**

- One contract for all data storage needs: cloud and on-premises
- Scalable contracts to match growing demand
- Streamlined licensing for all use cases and locations

**One measure – actual consumption**

- Billed only on actual data stored
- Get rid of over-provision taxes
- Remove headaches managing raw-to-usable efficiency and utilization rates

**One pricing structure**

- Predictable and unified price menu across all affiliates and use cases
- Enterprise-wide pricing applicable to existing and new demands

**One tiered discount plan**

- Transparent tiered discounts across enterprises, applicable to existing and new use cases
- Discounts automatically increase for both existing and new deployments, as contract expands

# FAQs

## 1. How does Qumulo One lower the storage total cost of ownership (TCO) for customers?

Qumulo One presents significant savings on customers' storage TCO, compared with the legacy appliance deployment models:

Direct savings on solution costs: Customers realize significant savings in Qumulo One, via 1) paying only for used capacity and performance, and 2) transparent tiered discounts for both existing and new deployments.

Improved cash flows: Qumulo One allows customers to pay annually on their multi-year commitment. This eliminates the need for a large upfront cash payment on a multi-year commitment, better matching cash outflows with value creation for the enterprise.

Flexibility to optimize infrastructure spend: Customers may scale their storage needs on any platform, and have full freedom on the timing and pace of infrastructure deployment. Customers may change their infrastructure any time throughout life of the dataset. This allows future proof of one's deployment choices, as the applications and use cases of the data evolve all the time.

Simplicity to improve management efficiency: Customers streamline their procurement in Qumulo One in a single contract, with unified and predictable pricing and discounts. One may add new user groups, new products and/or incremental demand anytime. Discounts automatically increase, as the contract expands. No new contract required.

## 2. Is Qumulo One tied to any specific infrastructure/hardware platform?

No. Customers have full flexibility to use any infrastructure of their choice for Qumulo One. Customers may purchase infrastructure via partners and/or use their existing infrastructure. Customers can switch between performance classes and between infrastructure types (cloud and on-prem) anytime.

## 3. How do software license transfers work in Qumulo One?

To transfer your license from one platform to another, simply stop using one platform, and start using another. We will only charge the license(s) that are in use. The transfers can be between license classes, and/or cloud and on-premise.

## 4. How does an existing customer join Qumulo One?

For cloud (ANQ, AWS, GCP) customers under self-serve purchase plans (e.g., pay-as-you-go plans), please [contact us](#) for Qumulo One enrollment.

For customers with dedicated Qumulo account managers, please reach out to your account manager to get started.

## 5. What happens to a customer with existing subscriptions, when they join Qumulo One?

For customers with existing subscriptions with us, such as Azure Native Qumulo, we will convert your current subscriptions into credits for use in Qumulo One. If a customer has any unused subscriptions with Qumulo, Qumulo will calculate, on a pro-rata basis, the unconsumed portion of the license fees, and credits it towards the customer's prepayment in the program.

## 6. Who will be best fit for Qumulo One?

Qumulo One is specifically designed to simplify large-scale unstructured data management for enterprise customers. The program has a minimum annual commitment to be eligible.

Example customer profiles that will benefit most from Qumulo One:

Customers with hybrid cloud use cases

Customers that have large scale programs and multi-year deployment cycles where data storage needs to scale with programs each year

Customers with multiple sites and affiliates, who are currently using Qumulo solutions in different parts of the organization

If you are looking for a cost effective way to support your multi-PB storage needs, and are searching for a simple, flexible and unified licensing experience, [contact us](#) to learn more about Qumulo One!