

Redefining Managed File Services on Azure

AI is pushing many organizations to the cloud, while enterprise workflows that have traditionally run on-premises have outgrown the data center. Microsoft Azure offers the opportunity to consolidate both new and legacy workflows onto a single platform that also enables them to capitalize on the scalability and flexibility of Azure's data services.

To grow their business and out-innovate the competition, current and prospective Azure customers need more than just a simple, high-performance file data solution that scales to meet the demands of tomorrow's workloads. They also need a flexible service that can dynamically increase performance as workloads change, while ensuring they pay only for the capacity and performance they actually use. With Azure Native Qumulo, a fully-managed, fully-qualified file data service on Azure, those same organizations can also minimize the risk and complexity of transitioning their file data workloads to Azure.

Azure Native Qumulo

Engineered to directly leverage Azure primitives – compute, network, and storage – Azure Native Qumulo (ANQ) adds the ease and predictability of a fully-managed service that's also fully scalable and fully elastic, but without the transaction fees or inherent performance and capacity limits of other Azure-based file services.



Whether your organization needs high-performance access to file data for your state-of-the-art enterprise and AI workloads, or massively-scalable storage for long-term data retention and archives, ANQ's fully elastic file data service delivers time to value in minutes, expands automatically when you need more capacity, and scales up and down dynamically, in minutes, as your throughput requirements change.

Customizable, Scalable, and Cost-Effective

Deploy Azure Native Qumulo directly from the Azure Marketplace in minutes and connect it to your own Azure subscription via VNet injection* to enable local high-speed, high-capacity file data services in any Azure region worldwide.

Unlike most other cloud-based file services, ANQ's allocated capacity automatically expands as data is added, and shrinks when data is removed. There's no need to pre-provision capacity ahead of need, and no risk of over- or under-provisioning. You can dynamically reconfigure ANQ to increase or reduce performance as needed without having to migrate data or take services offline.

Azure Native Qumulo can meet the performance needs of the most demanding AI applications, the exabyte-scale capacity of your largest dataset archives, and anything in between. ANQ Hot scales up to 4GBps automatically in response to workload demands, and up to whatever throughput you need – 1TBps or more – simply by contacting Qumulo.

* Although ANQ runs in Qumulo's Azure subscription, Qumulo has no access to any customer data in any ANQ file system.



Fully Managed on Azure

Unlike Azure NetApp Files, Azure Native Qumulo is 100% software-defined, meaning it runs consistently delivers the same features as every other Qumulo platform, and connects seamlessly to any other Qumulo endpoint, whether on-premises, on a different cloud platform, or at the edge. Qumulo enables organizations to unify all their file data, simplify data management and governance, and deploy dynamically scalable file services anywhere.

Hot and Cold Running Data

Choose the right service for your unique needs: Azure Native Qumulo Hot for active, high-performance workloads; or Azure Native Qumulo Cold for high-capacity use cases like backup and archive storage.

One Global Namespace

Connect Azure Native Qumulo in any region via Qumulo Cloud Data Fabric to your on-premises, edge, or cloud-based Qumulo instances anywhere, and span your data across multiple sites, clouds, and platforms. Collaborate in real time between workflows and teams, or share on-premises data instantly with Microsoft Copilot and other Azure services through a single globally unified file system.

Satisfy your MACC Commitments

Whether you're shifting workloads to the cloud, accelerating your AI data pipeline, or storing archive data, your Azure Native Qumulo subscription can be used toward retiring any Microsoft Azure Consumption Commitments your organization may have.

Customer Success

Qumulo zero-latency support enables fast issue resolution through direct access to experienced Customer Success

Managers or file system engineers via Microsoft Teams, Slack, email, or by phone – no ticketing or triage required.



Managed-Service Simplicity

Deployment from the Azure Marketplace is simple and fast, taking as little as 15 minutes. There's no sizing, no complex configuration, and no day-to-day infrastructure management required; they're all included as part of every ANQ subscription.

Once deployed, Azure Native Qumulo delivers all the scalability and performance of Qumulo, but with the simplicity and predictable costs of a fully managed Azure service.

Future-Proof Your Business

Use Azure Native Qumulo to enable both existing workflows and your long-term hybrid-cloud and AI strategies. With its seamless scalability, as-a-service simplicity, and cloud-native elasticity, ANQ makes an ideal file data platform for workloads like these:

- PACS, Vendor-Neutral Archive, and Electronic Health Records
- Azure Virtual Desktop profiles
- Video editing, VFX, and burst rendering to accelerate project timelines
- Genomics pipelines and next-generation sequencing
- AI model training and inference for manufacturing, autonomous vehicles, life sciences, and real-time event observability

Enterprise Features and Security

Multiprotocol data sharing is available via NFS (and NFSv4.1), SMB, object, and S/FTP for any data on any ANQ instance. Our unique cross-protocol management mechanism is fully compatible with all clients and ensures that ACL and POSIX permissions will never conflict or override one another.

All data on every ANQ instance is encrypted at rest on Azure Blob storage using FIPS 140-2 compliant 256-bit algorithms and can be secured over the wire via encryption for SMB clients or through krb5p / krb5i packet protection for NFSv4.1 workloads.

Unbeatable Economics

Other Azure-based file services may be feature-limited, inflexible and unresponsive to changing performance requirements over time, and complicated to manage and integrate into your existing enterprise workloads. Azure Native Qumulo can expand capacity and performance independently to meet your specific needs, at less than 50% of the cost of other Azure-based file services, and comparable to the TCO of on-premises file services.



Real-Time Visibility and Control

Just as with all Qumulo deployments, Azure Native Qumulo's built-in analytics deliver up-to-the-minute intelligence on your data – including key metrics such as capacity used, file and folder counts and sizes, and growth trends – along with system performance indicators and real-time client activities to identify and quickly resolve potential issues.

Dynamically Reconfigurable

As an archive-class storage service, ANQ Cold can automatically scale up to a maximum of 2 GBps of sustained throughput to support streaming backup jobs or bulk data upload and recovery operations.

In the event of a disaster affecting your primary site, ANQ Cold can be quickly reconfigured to provide the same throughput and performance as ANQ Hot, making it an ideal solution for recovering from a disaster, ransomware attack, or similar outage event, quickly and without having to migrate any data.

Extend to the Data Center or Edge

Combine Azure Native Qumulo with Qumulo Cloud Data Fabric to span data between your ANQ instance and any other ANQ or cloud-based Qumulo endpoint, an on-premises Qumulo deployment, or to any Qumulo EdgeConnect appliance, without requiring additional file system mount points or secondary authentication mechanisms.

Cloud Data Fabric enables use cases that range from large-scale data ingest at the edge to data pipelines that move seamlessly between the cloud and the data center to making archive data on ANQ Cold visible and accessible to stakeholders anywhere in your enterprise.

Hot

Starting at \$3,700 / month

- 100 TB of usable capacity
- 1 GBps of throughput
- 10,000 IOPS
- All read, write, and API operations
Azure-based data transfer and VNet peering fees may apply.

Progressive Capacity Pricing

0-100 TB	Included
100-500 TB	\$0.037 / GB-month
500-1,000 TB	\$0.033 / GB-month
1- PB	\$0.030 / GB-month
5-100+ PB	Contact Qumulo

Throughput Pricing

0-1 GBps	Included
1-100GBps	\$0.00011416 / GBps

IOPS

0-10,000 IOPS	Included
10,000-1,000,000+ IOPS	\$0.030 / minute Per 1,000 IOPS

PAYGO Performance (ANQ Hot)

Start using Azure Native Qumulo Hot for as little as \$3,700 per month* for 100 TB of capacity, 1 GBps of sustained throughput and up to 10,000 sustained IOPS.

As workload demands change, ANQ automatically scales performance up or down in response – up to 4 GBps of throughput and up to 20,000 IOPS on its own. To increase performance further, contact Qumulo.

Additional ANQ Hot capacity is available as needed, starting at \$37 per TB-month* and billed according to a progressive structure that adjusts the per-TB cost as your usage increases.

Additional throughput is metered per 1GBps per minute, and IOPS in excess of 10,000 are billed at \$0.03 per minute per 1,000 IOPS.

* Capacity pricing varies by Azure region and is metered by the minute. Azure-based data transfer and VNet peering fees apply separately. For the most recent ANQ pricing information, visit qumulo.com/azure.

† Minimum 120-day retention required for all data on ANQ Cold. Any data deleted or overwritten prior to the end of the 120-day retention period will incur charges equal to the remaining duration of the retention period.

Cold

Starting at \$2,500 / month

- 250 TB of usable capacity
- 5 TB of data retrieval
- All read, write, and API operations
Azure-based data transfer and VNet peering fees may apply.

Progressive Capacity Pricing

0-250 TB	Included
250-5,000 TB	\$0.010 / GB-month
5-100+ PB	Contact Qumulo

Maximum Throughput

Up to 2 GBps	Included
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Throughput is capped at 2 GBps by default. Contact Qumulo to increase this limit.

Data Retrieval Pricing

0-5 TB	Included
Beyond 5 TB	\$0.030 / GB

Simple, Scalable Storage (ANQ Cold)

ANQ Cold starts with 250 TB of usable storage and up to 5 TB of data retrieval for \$2,500 / month†, and includes read, write, and API operations*. Additional capacity is billed at \$10 per TB-month, and data retrieval after the first 5 TB is billed at \$0.030 per GB-month.

Both ANQ versions offer the exabyte-plus scalability, with progressive pricing that becomes more cost-effective as more data is added.

About Qumulo

Qumulo is the leading provider of cloud file data services, providing real-time visibility, massive scale and API control of data across the data center, private, and public clouds. Organizations of all sizes and in all sectors trust Qumulo to solve their most complex and mission-critical data challenges quickly, efficiently and securely.

For more information, visit www.qumulo.com.