

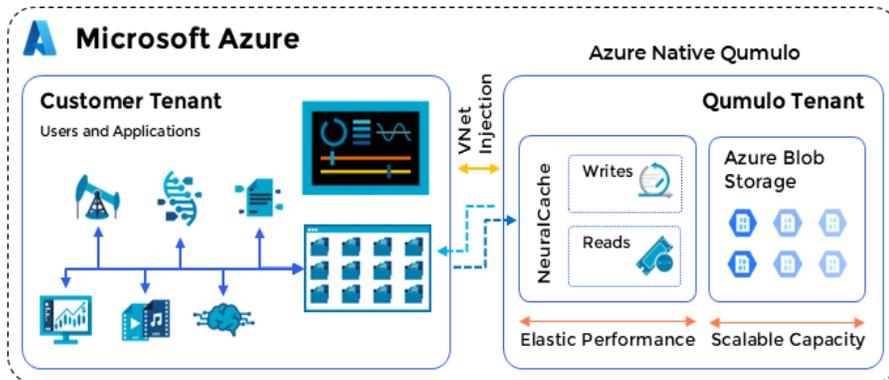


Azure Native Qumulo: Easy Migration and Predictable Pricing for Enterprise File Workloads in Azure

ANY DATA
ANY LOCATION
TOTAL CONTROL

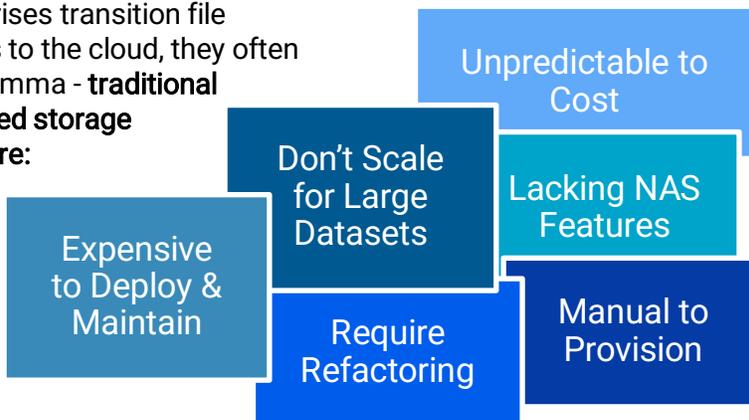
EXECUTIVE SUMMARY

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) 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)
- Global availability across Azure regions

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

ARCHITECTURE OVERVIEW

ANQ inherits Qumulo's 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, 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 can be purchased and deployed through the [Azure Marketplace](#). ANQ provides pay-as-you-go consumption-based pricing starting with the minimums below.

Feature	ANQ Hot	ANQ Cold
Starting Price*	~\$3,700/month	~\$2,500/month
Included Used Storage	100 TB	250 TB
Included Throughput	1 GBps	Up to 2 GBps default max
Included IOPS	10,000	N/A (optimized for archive)
Read/Write/API Operations	Included	Included
Data Retrieval	Included	5 TB/month included
Retention Minimum	None	120 days
Scaling Model	Elastic capacity + throughput	Capacity-focused with retrieval billing
Best For	AI, HPC, analytics, media, active workloads	Archive, DR, ransomware recovery

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