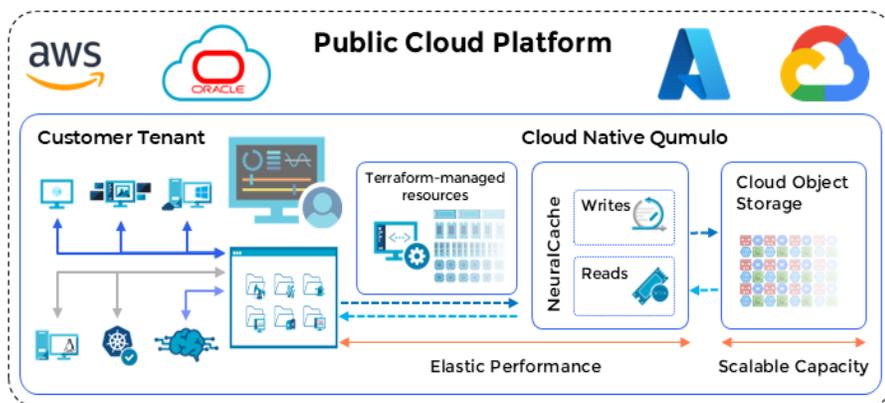# Qumulo

Cloud Native Qumulo: Redefining File Services in the Public Cloud

ANY DATA
ANY LOCATION
TOTAL CONTROL

EXECUTIVE SUMMARY

Cloud Native Qumulo (CNQ) is an enterprise-grade, cloud-native file and object storage platform designed to manage unstructured data at exabyte scale. It delivers high performance, elastic scalability, and predictable costs for demanding workloads such as AI/ML, HPC, media production, financial analytics, and life sciences research, while also supporting archive and backup use cases. Deployed in the customer's own cloud account, CNQ gives enterprises full control, security, and data sovereignty while delivering TCO up to 80% lower than that of alternative cloud file storage services.

KEY BENEFITS

With Cloud Native Qumulo, organizations can:

- Migrate existing file workloads to the cloud without the need to refactor applications

- Scale elastically both performance and capacity

- Retain sovereignty, security, and control over all data

- Maintain familiar NAS functionality in a self-managed cloud environment

- Lower TCO up to 80% compared to other cloud-based services

- Choose any cloud – AWS, Azure, Google, or OCI

THE CHALLENGE

Most cloud file services force tradeoffs between performance, durability, scale, manageability, and cost.

Modern enterprises face common storage obstacles:

- Massive global file datasets distributed across regions

- Performance bottlenecks in traditional cloud file services

- Unpredictable cloud storage costs and transaction fees

- Data silos between on-prem, cloud, and edge environments

- Complex replication and tiering architectures

Mission-critical applications require:

- Immediate access to data anywhere

- Elastic throughput scaling in minutes

- Enterprise security and governance

- Cost control at petabyte-to-exabyte scale

THE SOLUTION: CLOUD NATIVE QUMULO

Cloud Native Qumulo is purpose-built to directly leverage native cloud resources in the customer's account—compute, network, and object storage—to deliver scalable file services without cloud limitations.

CNQ decouples performance from capacity, enabling independent scaling of compute and object storage. Organizations can:

- Deploy in their own VPC or VNet in minutes
- Scale compute resources dynamically
- Pay only for capacity and performance consumed
- Avoid pre-provisioning or over-provisioning
- Simplify cloud services integration

Unlike legacy architectures, CNQ automatically expands and contracts with data stored.

KEY FEATURES

- Exabyte-scale global namespace with strongly consistent intelligent caching
- Scaling from 1GB to 100EB, with over 1.6 TB/s
- Sovereignty, Security, & compliance for highly regulated industries with all services deployed in enterprises own cloud account
- Enterprise NAS features and multiprotocol support (NFS, SMB, S3, FTP, & REST)
- Multi-AZ deployment capability at a fraction of the competitive cost
- Enhanced data durability and protection
- Choice of any cloud – AWS, Azure, Google, or OCI

USE CASES AND INDUSTRIES

CNQ supports:

- AI/ML training and inference
- Media & entertainment production MD - Cloud Native Qumulo (CNQ)
- Healthcare imaging & genomics
- Financial services analytics
- HPC & scientific computing
- Global collaboration environments

HYBRID & MULTI-CLOUD DATA FABRIC

When paired with Qumulo Cloud Data Fabric, CNQ enables:

- One globally consistent namespace across cloud, data center, and edge
- Seamless data movement without migration
- Globally consistent security enforcement
- Multi-cloud workload arbitrage without dataset duplication

Data created in any location becomes immediately visible everywhere.

DEPLOYMENT AND ECONOMICS

Cloud Native Qumulo is available to deploy via:

- AWS Marketplace
- Azure Marketplace
- Google Marketplace
- Direct deployment on OCI

Pricing does not change based on the chosen cloud provider.

Marketplace purchases count toward existing cloud spend commitments.

CNQ runs in the organization's own cloud account. All the cloud resources consumed will be directly billed from the cloud provider.

Product/Service	Pricing
Cloud Native Qumulo	$ per TB / Month

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