

# How Public Cloud Storage can Transform Your Backup Strategy

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# 3-2-1 data protection with Wasabi

3 copies of your data, 2 media types / threat domains, 1 off-site



copies:  
1 production  
+2 backup



types of storage  
media



off-site –  
in the cloud



# Wasabi's Value Proposition

Optimal price, performance, and protection for object storage



## Price

**80% less** than AWS S3

No egress charges

No API request charges



## Performance

**Up to 6x Faster** than AWS S3

Quick uploads & downloads

Private network options



## Protection

Data center redundancy

**11x9s** data durability

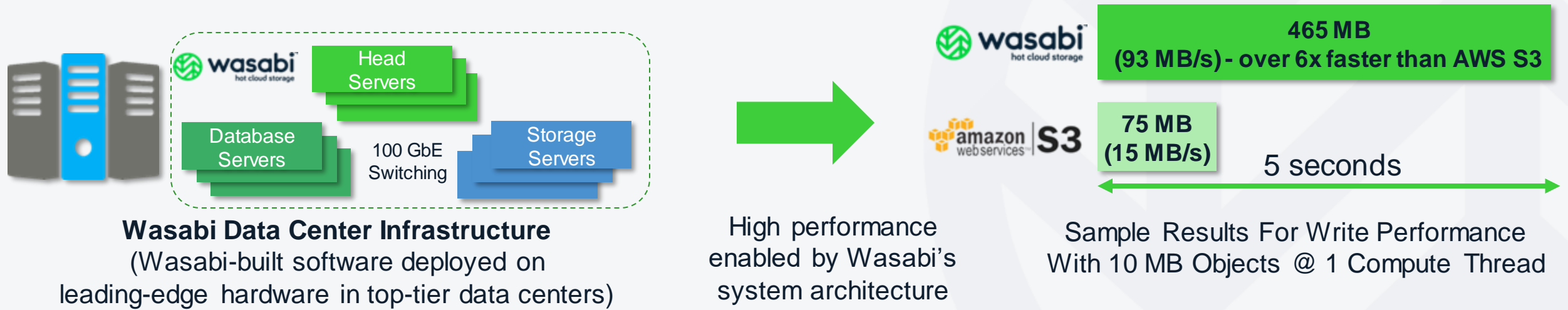
Immutable storage

# It's All in the Patented Technology

## Built-for-speed file system



- Purpose-built file system leveraging SMR disk drive technology
  - Enables significant cost reduction & performance improvements
    - Up to 6x faster than AWS S3 & meaningful time-to-first-byte (TTFB) advantages
  - Highly distributed architecture providing exabyte-scale storage

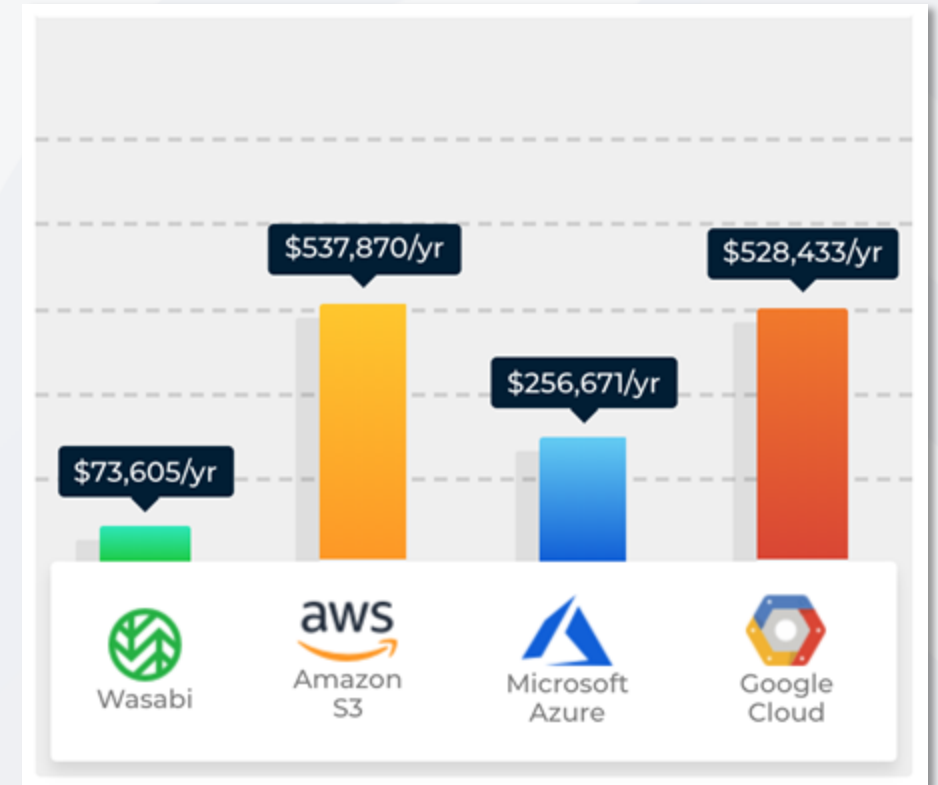


# Price

Lower cost than all other major object storage providers (more info @ [wasabi.com/pricing](https://wasabi.com/pricing))

- Wasabi's flat fee of \$.0059/GB/mo (\$5.99/TB/mo) for storage is a **disruptor** relative to competitors
- **No charge** for egress (downloads) (vs. up to \$.09/GB with AWS S3)
- **No charge** for API requests (unlike all other public cloud storage providers)

Storage Costs For 1 PB of storage  
With 20% Data Egress Per Year



# New Opportunities to Lower Your Cost and Increase Margins

## The New Way to Offer BaaS, DRaaS and Archive

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### What's New?

- Pricing Model – (MRR) Single Fixed Fee Per TB Per Month for Wasabi Cloud Storage
- Predictable Backup and Archive Software Licensing Costs and Cloud Storage Costs to Reduce Revenue Risk
- No Additional Fees – No Egress, No API Request Fees
- Lowest Cost, Highest Performing Cloud Storage Offering – MSRP \$5.99 per TB/month
- Ability to White Label Cloud Storage or Co-Brand
- Increase Margins – Discounts and Opportunity to Mark-Up to Maximize Margins
- Competitive Advantage
  - Reduce TCO to Cost Sensitive SMB Market While Delivering Best in Market Solution
  - Enable Enterprises to Meet Back-up and Recovery Demands and Budgets With Increasing Data Volumes

# The Impact of the Right Technology for the Solution

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**Probax Cloud Storage Pricing Slashed by 40% for New MSP Partners in North America as Result of Wasabi Partnership**

# Thank You

For more information, please visit [wasabi.com](https://wasabi.com)

A screenshot of the Wasabi website homepage. The background is a dark blue-grey with a blurred image of a laptop and a person's hands. The Wasabi logo is in the top left. A navigation menu is at the top right. The main headline is 'Cut your cloud storage costs by 80%'. Below it is a list of four bullet points. At the bottom is a green 'CONTACT SALES' button.

**wasabi** Product ▾ Pricing Solutions ▾ Partners ▾ Resources ▾ Company ▾

## Cut your cloud storage costs by 80%

- 1/5 the cost of Amazon S3
- Free egress
- Faster than the competition
- Enterprise-class security

**CONTACT SALES**



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5. Hit Submit!

