

# Qumulo List Pricing

Publication date: January, 2023

This is the list price catalog that Qumulo charges its distributors and OEMs. Qumulo reserves the right to modify this pricing at any time. Partners independently set their own prices, and their respective margins are reflective of the pricing they establish. Not every product is available in every channel or geography. Some restrictions apply.

Qumulo software and services are sold as subscriptions, based on capacity and term.

Customers have two purchase options:

1. **Fixed term subscription** for on-prem and cloud
2. **Consumption-based pricing** for cloud

All software licenses include:

### 1. All features and innovations

Qumulo does not upcharge for individual enterprise features. We often say to customers, “the roadmap is included in your subscription.”

### 2. Hybrid cloud transferable

Customers can transfer their licensed capacity rights from an OEM-data center deployment to a cloud SaaS deployment using a simple \$/capacity translation.

### 3. World's best support

Qumulo has revolutionized customer support in enterprise storage, providing always-on storage expertise at the speed of an instant message. Unlike the competition, that experience is not sold as a premium, but is instead included in every purchase of Qumulo.

Select from the following options based on your performance requirements and subscription term:

SERVER Q SOFTWARE	1-23 months	24-35 months	36-47 months	48-59 months	60+ months
Active Class	\$15.38 TB/month	\$11.54 TB/month	\$10.00 TB/month	\$9.23 TB/month	\$8.46 TB/month
General Purpose Class	\$7.69 TB/month	\$5.77 TB/month	\$5.00 TB/month	\$4.62 TB/month	\$4.23 TB/month

<b>CLOUD Q SOFTWARE</b>	<b>Pay-As-You-Go</b>	<b>12 months</b>
<b>Cloud Q on AWS</b>	<b>\$0.0263</b> per TB per hour <b>(\$19.23 TB/month)</b>	<b>\$15.38</b> TB/month
<b>Cloud Q on GCP</b>	<b>\$0.0371</b> per TB per hour <b>(\$27.12 TB/month)</b>	<b>\$21.67</b> TB/month
<b>AZURE NATIVE QUMULO SCALABLE FILE SYSTEM</b>	<b>Pay-As-You-Go</b>	<b>12 months</b>
<b>Performance</b>	<b>\$0.2466</b> per TB per hour <b>(\$180.00 TB/month)</b>	<b>\$180.00</b> TB/month
<b>Standard</b>	<b>\$0.1164</b> per TB per hour <b>(\$85.00 TB/month)</b>	<b>\$85.00</b> TB/month
<b>QUMULO MISSION Q SERVICES</b>	<b>Any Subscription Term</b>	
<b>Premium</b>	<b>\$0.29</b> TB/month	
<b>Standard</b>	<b>\$0.23</b> TB/month	