


MSP 'POWER MOVES'

Solving the Substantial Infrastructure Problem with ActiveScale® Cold Storage

How to Reclaim Up to 90% Power Budget and Offer New Storage Tiers

AI Is the Root Cause of Massive MSP Cost & Availability Headaches



AI machine learning (AI-ML) and even more so, generative AI large language models (GenAI LLM), have created highly problematic unforeseen data center problems. AI has an insatiable appetite for GPUs, CPUs, memory, SSDs, HDDs, and power. That appetite has exponentially increased demand. Fab manufacturers are running at 100%. The semiconductor wafer shortage that underlies all of this is projected to persist until 2030. HDD manufacturers are no better with supply fully allocated through 2026. It takes years to build a new fab plant or a new HDD line. Infrastructure costs are literally skyrocketing.

When compounded by a power grid that simply can't handle demand, MSPs have problems not easily solved.

The Key MSP Problems

- **90%** of data center data is cold ≤ 30 days after creation.
 - It cools to warm after 72 hours.
- Warm and cold data remain on hot, fast, expensive storage.
- Because it's been convenient and relatively inexpensive:
 - No longer – much more cost and difficult to acquire.
 - SSD storage costs are up to **4x** or more.
 - HDD storage costs are up to **2x** or more.
 - Server/storage SDS DRAM costs are up to **40x** or more.



The Quantum ActiveScale Cold Storage Solution

ActiveScale Cold Storage empowers MSPs to radically reduce their primary and secondary storage consumption, cost, and power utilization. In the hugely competitive MSP world, that's game changing.

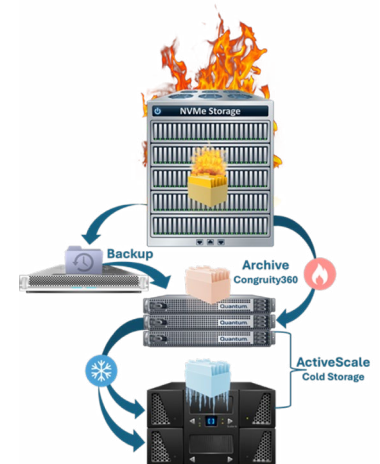
For more information, visit:

www.quantum.com/activescale and www.quantum.com/scalar

SOLUTION BRIEF

MSP VALUE

- **One Complete Solution:**
Scalar® Tape Libraries integrated with ActiveScale Object Storage.
- **Scalar Tape Libraries Completely Masked:** No tape knowledge required.
- **Fast, Incredibly Cost Effective:**
For both warm and cold data.
- **Standard Accessibility:**
Supports both S3 Standard and S3 Glacier storage classes.
- **Patented 2D Erasure Coding:**
Up to **19 nines** of data durability.
- **Pairs With All Scalar Tape Libraries:**
Scales from 1 PB to EBs.
- **Reduce SSD and HDD usage up to 90%!**
When paired with Congruity360®.
- **Reduce HDD power consumption up to 99%!**
From 7,000W per PB to 100W per PB.



Quantum delivers end-to-end data management solutions designed for the AI era. With over four decades of experience, our data platform has allowed customers to extract the maximum value from their unique, unstructured data. From high-performance ingest that powers AI applications and demanding data-intensive workloads, to massive, durable data lakes to fuel AI models, Quantum delivers the most comprehensive and cost-efficient solutions. Leading organizations in life sciences, government, media and entertainment, research, and industrial technology trust Quantum with their most valuable asset – their data. Quantum is listed on Nasdaq (QMCO). For more information visit www.quantum.com.

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