



Your Lowest Cost Archive Solution

Compare On-Prem, Off-Prem, Flash, Disk, Or Cloud:
Echoleaf will be your Lowest Cost Archive

April 2022

ECHOLEAF WINS ON TOTAL COST OF OWNERSHIP:

Storing small amounts of data for a short time? You don't need EchoLeaf. Lots of data for a long time? That's us!!

5.0 PB for 5 years:

Disk = \$2,436,668

Cloud = \$1,795,203

EchoLeaf = \$637,750

When you convert capital costs to operating expense, EchoLeaf delivers the absolute lowest cost per GB per month compared to literally any alternative.

Your mileage may vary -- let us help you with an analysis.

THE ECHOLEAF CONVERGED STORAGE SYSTEM

For certain use cases, an EchoLeaf Archive will be superior when compared to other data storage technologies. In **cost per TB**, EchoLeaf will offer substantial savings when compared to flash, disk and *even the lowest cost cloud storage*, while providing critical advantages over both of those storage technologies.

If your data volumes are high enough, and your retention periods are long enough, EchoLeaf Archive Storage can reduce your costs on an all IBM infrastructure.

And the low cost infrastructure means sustainable power savings -- lowering your storage Total Cost of Ownership.

KEY BENEFITS INCLUDE:

- Dramatic TCO savings for inactive and cold data
- No cloud egress charges, ever!
- Rapid recovery from malware if needed
- Air gapped protection for all assets
- Configuration flexibility to scale from TBs to PBs
- Automatic media migration

WHAT YOU HAVE:

- Structured and Unstructured Data
- Disk Folders of Archived Files
- Database Snapshots
- Media Files: Video, Images
- Cold data in the Cloud
- NAS / SAN
- Tapes:
 - LTO 3,4,5,6,7,8
 - Other Tape Formats

WHAT YOU WANT:

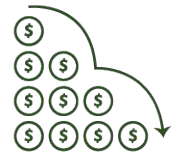
- Easy to Implement & Manage
- Lowest Cost
- Smallest Energy Footprint
- Security
- Encryption
- Redundancy
- Rapid Recovery After Catastrophe
- Unconnected Archive
- Reliable IBM Infrastructure

EchoLeaf

Lowest Cost For Long Term Archives



Easy to implement



Low-cost infrastructure

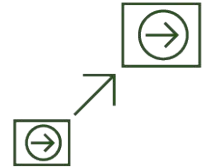
Real World Comparisons

750 TB: Disk / Cloud / EchoLeaf LTO9

	750 TB / 5 Years Total Cost	750 TB / 5 Years Per GB Per Month	750 TB / 10 Years Total Cost	750 TB / 10 Years Per GB Per Month
Disk	\$365,866	0.0102	\$727,742	0.0101
Cloud	\$269,550	0.0059	\$539,100	0.0059
EchoLeaf	\$187,750	0.0041	\$312,750	0.0034



Supported encryption



Supports LTO7-LTO12

5.0 PB: Disk / Cloud / EchoLeaf LTO9

	5 PB / 5 Years Total Cost	5 PB / 5 Years Per GB Per Month	5 PB / 10 Years Total Cost	5 PB / 10 Years Per GB Per Month
Disk	\$2,436,668	0.0102	\$4,846,762	0.0101
Cloud	\$1,795,203	0.0059	\$3,590,406	0.0059
EchoLeaf	\$637,750	0.0021	\$862,750	0.0014



No backup software needed



File redundancy features

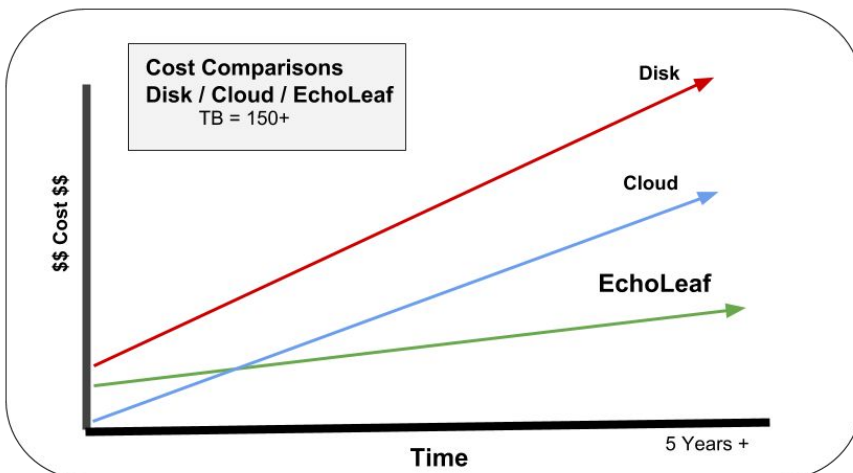
- Above cost comparisons from published pricing.
- Include refresh cycles, the cost of bandwidth, and egress costs in your calculations.
- See the [Clipper Group Study](#) for a TCO Methodology.



Media lasts 10+ years



Industry Standard LTFS



Cost factors change all the time, therefore specific pricing numbers in this document may be out of date very soon. **However, the cost trend shown in the diagram is going to hold true for a long time.**

High volumes of data for long periods? **EchoLeaf wins.**

Cloud Published Wasabi Pricing (Amazon / Google 3X plus download fees)
 Disk = Full system, contiguous file system, fully managed
 EchoLeaf price estimates fully managed.