

Cut Your Cloud Storage Costs in Half. Keep the Same Performance.

Guaranteed.



Accelerate Your Cloud Migration with our 1/2 Price Guarantee

The move to the cloud is accelerating, now being led by next-generation workloads like AI/ML, and HPC. But it can be a bumpy road to cloud adoption if you have to pay twice as much as you planned initially, or only get half the performance your team expects. It doesn't have to be this way. The WEKA Data Platform was built in the cloud and optimized to enable every workload you run in the cloud - no matter the performance requirement.

We're so confident in the revolutionary approach the WEKA Data Platform provides, that we will stand behind it with a guarantee. We guarantee we can save you 50% on your current cloud storage solution (up to 1 PB of data) with zero impact on performance, or we will make up the difference out of our pocket (see the details below).

Avoid The Cloud Cost Spiral

Costs in the cloud continue to spiral, in no small part due to outdated approaches to data management and storage. In many cases, customers have to overprovision storage to meet the unique performance requirements of a given workload. Other customers find they can scale up to meet peak demand or respond to a short-term request, only to realize they are now stuck paying for capacity they won't use for the rest of the year. Some shift a workload to the cloud only to learn that the cloud storage solutions currently available can't deliver the performance the workload needs. And finally, many customers keep multiple copies of data in disparate storage systems to meet application performance and

data retention requirements. The bottom line in all these cases is customers overspend on data storage in the cloud because legacy solutions aren't suited for the scale of the cloud, and cloud-native solutions have not been designed for high-performance workloads.

The Rising Cost of Cloud

- ✓ By the end of 2023, [Gartner expects cloud spending to reach nearly \\$600B \(Gartner\)](#)
- ✓ In 2023, 45% of organizations cited cloud costs as somewhat higher or much higher than expected ([Flexera](#)).
- ✓ In 2023 82% of organizations cited managing cloud spend as their top challenge ([Flexera](#)).

The Details

To qualify for the guarantee, you'll need to meet all of the following eligibility requirements:

1. Run performance-sensitive workloads that require flash-based storage in the cloud and are candidates for data tiering.
2. Have between 100 TB and 1 PB of data in the cloud (please consult your WEKA representative for capacities greater than 1 PB).
3. Run workloads in a [supported cloud](#).
4. Workload deployed must run in a single namespace on WEKA.
5. Customer must identify participation in this guarantee at the time of purchase.
6. Participating customers must agree to all terms and conditions listed in the WEKA ½ Price Guarantee.
7. Final deployment must have an equivalent capacity running on WEKA as in the bill (or quote) provided.

It's easy to participate in the WEKA ½ Price Guarantee.

For existing workloads running in the cloud, just give us a copy of your current cloud storage bill. If you're looking to stand up a net new workload in the cloud or migrate a workload from your data center to the cloud, just give us the best price quote you can obtain from your vendor of choice. If, after 12 months post-implementation of your WEKA environment, your monthly bill isn't less than 50% of the bill (or quote) you provided at the time of purchase, we'll discount your next year's WEKA subscription by the difference. Note: Because WEKA software runs on top of standard cloud infrastructure (compute, storage, and networking), any special pricing (including volume discounts) you are eligible for from your cloud provider applies to the infrastructure supporting your WEKA environment.

Get Started Now!

Accelerate your journey to the cloud using WEKA, and experience unparalleled performance, scale, and data shareability for your AI & HPC workloads in the cloud. WEKA solves the data performance and sharing problem at scale, across applications in high-performance technical computing environments.

- ✓ For more information about the WEKA Data Platform and to get started with your WEKA ½ Price Guarantee, visit: <http://weka.io/guarantees>
- ✓ Find a participating WEKA X Partner, visit: <https://www.weka.io/company/partners/channel-partners>

This Guarantee is exclusively governed by the WEKA ½ Price Guarantee terms and conditions and is void where prohibited or restricted by law. To receive the Guarantee, Customer must provide a signed copy of these terms and conditions before placing a purchase order. WEKA reserves the right to change the terms and conditions of this Guarantee and the Guarantee Program, or modify or end the Guarantee or the Guarantee Program, at any time without notice and without recourse to the Customer. However, such change, modification, or termination will not affect the Guarantee terms that the Customer has previously signed. Unless otherwise restricted by law, the terms and conditions of this Guarantee will be construed pursuant to the governing law as set forth in (a) Customer's separate written agreement with WEKA that governs Customer's purchase of the WEKA Data Platform software, or (b) in the absence of such agreement or if the Customer is purchasing the WEKA Data Platform from an authorized WEKA reseller. In the event of any conflict between the WEKA 1/2 Price Guarantee terms and conditions and the terms referenced in (a) or (b) above, as applicable, the WEKA ½ Price Guarantee terms and conditions will prevail.

LIMITATION OF LIABILITIES

THE REMEDIES DESCRIBED ABOVE ARE THE CUSTOMER'S SOLE AND EXCLUSIVE REMEDIES UNDER THIS GUARANTEE. IN NO EVENT WILL WEKA BE LIABLE FOR ANY LOST REVENUES, LOST PROFITS, INCIDENTAL, INDIRECT, CONSEQUENTIAL, SPECIAL OR PUNITIVE DAMAGES. WEKA'S MAXIMUM LIABILITY UNDER THIS GUARANTEE SHALL IN NO EVENT EXCEED [THE CUSTOMER'S PURCHASE PRICE FOR THE QUALIFYING PURCHASE SUBJECT TO THE GUARANTEE CLAIM.] WEKA RESERVES THE RIGHT TO NULLIFY THE CONTRACT IF ANY CHANGES ARE MADE TO UNDERLYING SOFTWARE, BY OUR OEM PARTNER, THAT MAY IMPACT ORIGINAL.



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