

Nasuni Customer Value Study

2022



Introduction

This is a **celebration of Nasuni customers**, the **exciting value** they've realized, and the **tremendous forward momentum Nasuni saw in 2022.**



Dave Grant
President, Nasuni

“ **2022 was a great year to have modernized to the Nasuni File Data Platform.** IT leaders are watching traditional “point-solution” file servers, NAS, backup, and all the archaic supporting systems needed to make files data widely accessible (and secure) turn into antiquated technology from another century, much like the fax machine did. Meanwhile, Nasuni customers are harnessing the tremendous value of the cloud and the file data services Nasuni provides to make unstructured file data accessible from anywhere and protected against anything. This is a celebration of Nasuni’s customers, the exciting value they’ve realized, and the collective forward momentum we saw in 2022! ”

A handwritten signature of Dave Grant in black ink. The signature is stylized, with the first letters of the first and last names being capitalized and prominent.

2022 IT Challenges

Adapting and redesigning work and data strategies to ensure secure, cost-effective hybrid models.

In 2022, Nasuni kept up with the need for rapid innovation as organizations continue to feel the urgency to invest heavily in digital transformation and infrastructure.

Still caught up in a post-pandemic scenario, organizations continue to work on a hybrid model adoption that requires more agile and adaptable services. The importance of this transition was reflected in an increase of IT budgets, but inflation led companies to really try and get their money's worth. Digital transformation for IT is still driven by remote work and cybersecurity controls need to follow suit. Scalability, integration, and automation are key.

This year, demand called for more file protection and even more support for flexible, remote workers bundled into a cost-effective solution. **And we delivered.**

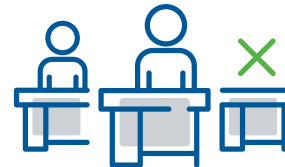
1. Source SonicWall Cyber Threat Report



105% increase in ransomware attacks YoY¹



8.8% Global inflation



92% of US workers work at least 1 day per week at home (*Lingering Covid Effects*)



35% of IT leaders worried about supply chain resilience



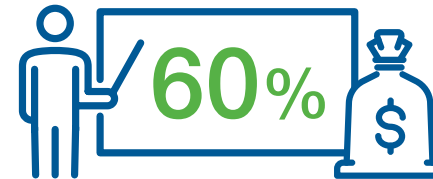
\$4.5 trillion for global IT budgets in 2022, 3% YoY increase (*It wasn't all bad!*)

Good Riddance to Associated Legacy Costs

IT budgets and operations are moving from CapEx to OpEx with companies wanting to do more with their money. For Nasuni customers, that means moving from archaic legacy storage models to a modern, cloud-based file data services solution with a more predictable, controllable, pay-as-you-grow OpEx model. The larger the enterprise and the more locations, the greater the savings.



Amount saved by customers
who signed up in 2022



Average savings per customer

Kimley Horn, a leading planning, engineering, and design consulting firm has **cut capital costs by over 50%** with Nasuni.

“Nasuni **decreases the capital costs** in our offices because we don’t have to buy so much excess capacity. **It simplifies our purchasing, lowers our costs, and simplifies our support**, since we know that every office can have pretty much the same model server and cache underneath the Nasuni VMs.”

John Ferguson, SAN Manager & Virtualization Engineer at Kimley Horn

Kimley»Horn

Expect More. Experience Better.

Ransomware Recovery and Resilience

VALUE

Protecting Your File Data from Anything

The average weekly number of attacks per organization worldwide reached over 1,130 in the third quarter of 2022, a 28% increase compared to the same period in 2021². The prevalence of these attacks has meant that IT organizations have shifted to a dual strategy of both prevention and resilience. Resilience – defined as the ability to recover quickly enough from an attack that normal business operations are not significantly disrupted – is now a key goal of infrastructure file data protection.

Nasuni offers true ransomware resilience. Not only does the platform offer lightning speed file recovery, its new ransomware protection add-on service launched in 2022 further reduces recovery time with inline detection of potential issues at the primary data source. This combination of detection and rapid recovery delivers integrated protection, detection, response, and recovery measures. Now it takes mere minutes to detect, quarantine, scope, and recover from an attack end-to-end.



Total number of files under
Nasuni protection



Amount of time to it takes
to recover 1 million files



“The number one advantage of the Nasuni platform for me was the ransomware recovery. **The Nasuni approach is very efficient.** We can go into the file directories, step back in time, and recover individual files or entire volumes. I can **recover** from a ransomware event **in a matter of hours, or probably less.**”

². Data source: CheckPoint.

Michael Oehlert, Infrastructure Team Lead at TGI Fridays

Unlimited Scale

VALUE

“What do we do in one word? Scale” -Andres Rodriguez, founder & CTO, Nasuni

Capacity restrictions, difficulties managing multiple systems, limited scaling and size, outdated systems, more money investing. Traditional file storage is complicated and has limits, **that is a fact.**

Nasuni is unlimited in every aspect listed above because it is cloud-native and can scale to any number of files, volumes, locations, and users, and to any capacity; creating a file data system that logically centralizes all unstructured data, setting up our customers for future growth.



Total amount of file storage used by Nasuni customers



Amount of new file storage consumed each week



Increase of file storage YoY

ZERO ✓

Number of volume size limits

ZERO ✓

Number of file size limits

ZERO ✓

Number of file quantity limits

“We don’t want to be bound by data centers,” says Morten Madsen, IT Project Manager at Ramboll explains. **“Nasuni makes a lot of sense** as it gives us unlimited object-based file storage in the cloud, and offers the **flexibility** of moving or deploying a new appliance within a two-hour time frame and making the data available somewhere else.”

RAMBOLL

Morten Madsen, IT Project Manager at Ramboll

Your Files Accessible from Anywhere

Work from the office, home, hybrid, café, or airport, flexible work models are here to stay, and productivity should remain intact.

2022 was a special year for Nasuni customers with the launch of the Nasuni Access Anywhere add-on service, which provides users with access, search, and collaboration in a VPN-less manner, minus the typical hassles. It offers increased end-user productivity through built-in file transfer acceleration, unified search, internal and external sharing, and the integration of leading collaboration apps like Microsoft Office 365, Microsoft Teams, and Slack. All of these without compromising performance or security.



99.999% Nasuni uptime

13,000



Number of locations of
Nasuni customers

90



Number of countries
Nasuni customers are from



“All of my file access is on my laptop from **wherever I happen to be in the world**, and even on my phone. We have a lot of people here that need to do a quick approval of an image, and it doesn’t matter where they are in the world, that can be set on the train, even down on the platforms, **we can work anywhere.**”

Don Pointing, Global Technology Director, TBWA

Simplified Global Infrastructure

VALUE

An All-in-One Solution Born in the Cloud

No matter where in the world your data lives, all elements of the Nasuni File Data Platform are built around a cloud-native architecture that removes the limits of any other type of file server infrastructure.

One single “pane of glass” unifies and simplifies file data management across every location. Because it was natively built for the cloud, customers benefit from always-on business continuity including file storage, access, sharing, backup, and protection.



Data center
footprint reduction



Number of admin consoles
required to manage
Nasuni from anywhere



Average amount of time
reduced for IT to manage
their file infrastructure

“With Nasuni, **the simplicity of management is light-years ahead** of our previous processes because the old backup and recovery was so slow, and we had to keep growing the SAN as the business grew. Now, we’re leveraging the cloud as our storage, and the local appliances mean fast performance for the users.”

Jeff Pisano, Head of IT, Invictus Partners



Minimal Business Impact

We know data migration is one of the biggest worries for companies, with security and loss of data at the top of the list of concerns. Nasuni helps overcome this through a 360-degree migration strategy that recognizes, evaluates, converts, and executes data migration smoothly.



Amount of file data migrated in 2022



Amount of storage and number of locations that former StorSimple customers migrated to Nasuni



Total person-years of technical experience in the Nasuni Professional Services team

“My advice to others looking into implementing Nasuni is to go for it. It’s simple to set up, simple to configure, and easy to manage. Its performance is very good. It’s very simple, and you just know it works. Migration-wise, we’ve migrated 100 terabytes to it with no problem. **It’s a really good product.**”

CONDÉ NAST

Richard McGregor, Global Server & Storage Manager, Condé Nast Publications

Our Fuel: Commitment to Customer Success

We know our customers have a choice when it comes to their file data services solution. It's that fact that keeps us constantly revising, adapting, and innovating the Nasuni File Data Platform so that all customers receive the maximum rate of return on their investment and committed to customer success.



98%

Customer
retention rate



4.7

Rating on
Gartner Peer
Insights



4.5

Rating on
PeerSpot



89

Net Promoter
Score



Security & HIPAA Compliances

Nasuni passed its ISO27001 audit
and is in the process for
SOC2 Type 1, HIPAA and CSA Star.

Other 2022 Award Recognitions:



2022 SC Media
Best Business
Continuity/Disaster
Recovery Solution



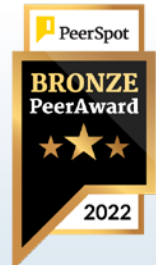
2022 Stevie® Award
Gold Winner
Cloud Storage &
Backup Solution



2022 Stevie® Award
Gold Winner
Remote Working Solution



2022 CRN
Top 20 Coolest
Data Management
Companies



2022 PeerSpot
Bronze PeerAward
Cloud Storage

Giving Back



Ukraine Support and Fundraising

The start of 2022 marked the launch of Russia's full-scale assault on Ukraine. Nasuni made a commitment to support Ukraine and its people. Employees drove financial, food, and service donations, while the company supported the efforts with donation matching. Through this on-going war **#WeStandWithUkraine**.



\$12,820

Employee & company
match donations



325
CANS



274
LBS



365
LBS

Nasuni employees drove 1,740 miles to deliver
food supplies to Ukrainians impacted by the war

Giving Back



Volunteering Days

Nasuni employees collaborated with [Lazarus House Ministries](#) to spend the day packing grocery bags, serving food, and prepping for the organization's 'Hike for Hope' event.

Lazarus House Ministries

Lazarus House Ministries serves people struggling with poverty from its base in Lawrence, Massachusetts. They offer community, food, shelter, clothing, and advocacy services.



Giving Back



Volunteering Days

Nasuni employees dedicated 44 total hours to setting up the [Communities United](#) open-air market for families to pick up a variety of necessities including groceries, books, winter coats, and backpacks.

[Communities United](#)

Communities United's main mission is to provide high quality education and family services to a diverse population of children, ages 4 months to 5 years.

Giving Back



Volunteering Days

Nasuni employees assisted the [United Way of Tri-County](#) in their mission to improve the health, education, and economic mobility of their community.



[United Way of Tri-County](#)

United Way of Tri-County, one of the world's largest privately funded charities serves 95% of U.S. communities and 37 countries and territories to boost education, economic mobility, and health resources.

Giving Back



J.P.Morgan

JP Morgan Corp Challenge

A number of Nasuni employees joined the [JP Morgan Corporate Challenge](#), a 3.5 mile run starting at the Boston Common, looping through Kenmore Square, and back again. But more than that, it's thousands of people from Boston businesses running through the streets, raising money for various nonprofits.



3.5 Miles



Boston, MA



ABOUT NASUNI CORPORATION

Nasuni Corporation is a leading provider of file data services. The Nasuni file data services platform is a cloud-native replacement for traditional network attached storage (NAS) and file server infrastructure, consolidating file data in easily expandable cloud object storage at a fraction of the cost. Nasuni also eliminates the need for complex legacy file backup, disaster recovery, remote access, and file synchronization technologies, dramatically simplifying IT administration and enhancing worker productivity. Organizations worldwide rely on Nasuni to easily access and share file data globally from the office, home or on the road. Sectors served by Nasuni include manufacturing, construction, creative services, technology, pharmaceuticals, consumer goods, oil and gas, financial services, and public sector agencies. Nasuni's corporate headquarters is based in Boston, Massachusetts, USA delivering services in over 70 countries around the globe. For more information, visit www.nasuni.com.

NORTH AMERICA HEADQUARTERS | Boston, MA | +1 (857)444.8500

UNITED KINGDOM | London, England | +44 20 3695 7895