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Quantum Expands Offerings with New Line of Distributed Cloud Services and Cloud-Based Analytics Software

New Services Provide Cloud-Like Simplicity with the Control and Security of an On-Premise Infrastructure

SAN JOSE, Calif., June 25, 2019 /PRNewswire/ -- Quantum Corp. (OTCPK: QMCO) today announced Distributed Cloud Services, a new line of operational services and storage-as-a-service offerings. Quantum Distributed Cloud Services are designed to enable customers to redirect valuable IT and engineering resources to focus on meeting business goals, improving the overall user experience and maximizing the return on investment for storage, while maintaining the control and security of an on-premise infrastructure. These services are powered by Quantum's new Cloud-Based Analytics (CBA) software, which serves as a central hub where Quantum products are designed to connect to send log files and other telemetry data about their environment, making them part of the Quantum Distributed Cloud. Quantum's global services team is then positioned to proactively manage the customer's environment, either as an operational service or as a pay-per-use Storage-as-a-Service offering.

"I regularly meet customers with a wide range of interests – from making movies, to studying the environment, or providing a secure venue for a sporting event – but they have one thing in common: they want to focus on their business rather than the data storage that supports it," said Jamie Lerner, Chairman and CEO, Quantum. "We're seeing more customers who want the simplicity of cloud computing, but the performance and economics of on-premise storage. With Quantum's Cloud Based Analytics, all of our systems securely join a distributed cloud that can be managed by the customer or Quantum resources anywhere globally."

The Need for Distributed Services and Cloud Services
Leveraging and capturing value from digital data has become central to the success of many businesses today, which are increasingly challenged to create more, study more, and develop more with fewer IT and engineering resources. These businesses are looking to others to manage their data storage infrastructure so they can focus on their core mission.

Cloud-Like Simplicity with On-Premise Control: Quantum Operational Services
Quantum Operational Services, a new line of proactive managed services, are designed to provide cloud-like simplicity with the benefits of on-premise control. Using Quantum Operational Services, Quantum works with its customers to manage day-to-day storage operations, with the goal of providing better uptime via proactive monitoring and analysis. These services can create a better user experience for internal and external customers.

Key Benefits:

- Eliminate the burden storage management places on IT and engineering resources
- Reduce downtime and improve the user experience
- Maintain the control and security of an on-premise infrastructure
- Maximize storage ROI

Quantum Storage-as-a-Service Offerings
For customers who want all the benefits of Quantum Operational Services, delivered with a pay-per-use subscription service, Quantum is also introducing a new line of Storage-as-a-Service offerings. Leading Quantum products can now be purchased via a predictable, pay-per-use pricing model with no data access fees.

Key Benefits:

- Reduce upfront acquisition costs
- Reduce operational and administrative resources and costs by only paying for storage used
- Eliminate unplanned capital spend and forklift upgrades
- Improve control and security with an on-premise infrastructure
- Avoid data access fees or unpredictable charges
- Reduce downtime and achieve better performance

Quantum Cloud-Based Analytics Software
At the core of Quantum's new services is CBA software. Quantum designed CBA software to enable customers, partners and Quantum's support team to proactively manage and monitor their environments across the globe from a central hub. Many of Quantum's largest media customers, enterprises, and some of the world's largest service provides are using this software to actively manage their Quantum products and technology today.

Customers who opt to send data to Quantum's CBA software can choose to monitor their environments themselves, or Quantum can proactively monitor and manage their environments for them via the Distributed Cloud Services.

Availability
Quantum Operational Services and Storage-as-a-Service Offerings are generally available today. Cloud-Based Analytics software is available today across most of Quantum's product lines, and customers can start sending data to CBA software today and access their content via a web-based portal at no charge.

Additional Resources

- Learn more about Quantum Distributed Cloud Services:
  https://www.quantum.com/en/products/services/
- For more about Quantum Operational Services:
  https://www.quantum.com/en/products/services/operational/
- For more about Quantum Storage-as-a-Service:
  https://www.quantum.com/en/products/services/staas/

About Quantum
Quantum technology and services help customers capture, create and share digital content – and preserve and protect it for decades. With solutions built for every stage of the data lifecycle, Quantum's platforms provide the fastest performance for high-resolution video, images, and industrial IoT. That's why the world's leading entertainment companies, sports franchises, researchers, government agencies, enterprises, and cloud providers are making the world happier, safer, and smarter on Quantum. See how at www.quantum.com.

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"Safe Harbor" Statement: This press release contains "forward-looking" statements. All statements other than statements of historical fact are statements that could be deemed forward-looking statements. Specifically, but without limitation, statements relating to benefits, advantages, goals, satisfaction and value to customers from using Quantum's Distributed Cloud Services, Cloud-Based Analytics software, as well as other Quantum Operational Services and Storage-as-a-Service offerings, are forward-looking statements within the meaning of the Safe Harbor. All forward-looking statements are based on information available to Quantum on the date hereof. These statements involve known and unknown risks, uncertainties and other factors that may cause Quantum's actual results to differ materially from those implied by the forward-looking statement, including unexpected changes in the Company's business. More detailed information about these risk factors, and additional risk factors, are set forth in Quantum's periodic filings with the Securities and Exchange Commission, including, but not limited to, those risks and uncertainties listed in the section entitled "Risk Factors," in Quantum's Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on November 9, 2017, especially those risks listed in this section under the headings "Our results of operations depend on a limited number of products and on new product introductions, which may not be successful, in which case our business, financial condition and results of operations may be materially and adversely affected." Quantum expressly disclaims any obligation to update or alter its forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law.

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