

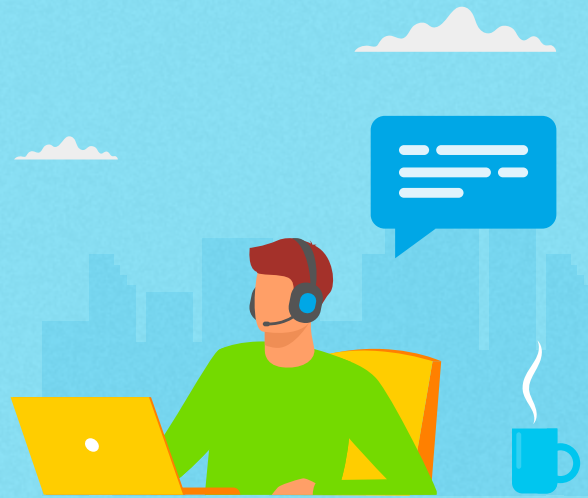
3 REASONS FOR iland OBJECT STORAGE INSTEAD OF WASABI



SUPPORT

iland includes 24x7x365 support for all customers.

Wasabi has Basic and Premium support (phone support and non-business hour support are significant differentiators). Premium support pricing for Pay-As-You-Go customers starts at \$100 per month (minimum) and requires a 1 year contract. Customers doing reserved pricing have premium support included.



TOTAL COST OF OWNERSHIP

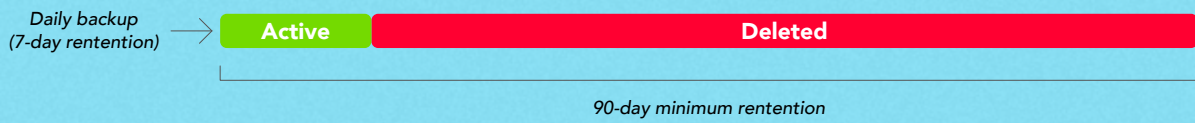
When choosing any solution, the full value beyond the advertised price tag should be considered.



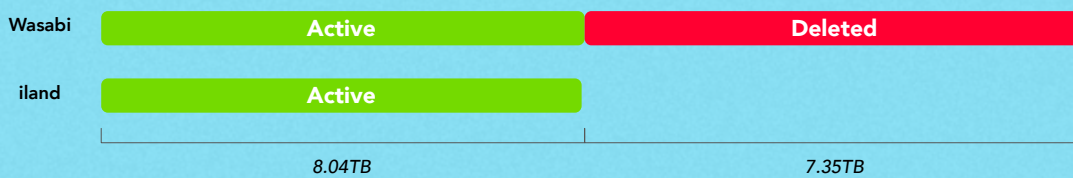
iland	Wasabi Pay-As-You-Go	Wasabi Reserved Capacity
<p>Billed monthly</p> <p>No minimum retention</p> <p>24x7x365 support included</p>	<p>Billed monthly</p> <p>90-day minimum retention</p> <p>Basic support included</p>	<p>Billed in full up-front</p> <p>30-day minimum retention</p> <p>Premium support included</p>



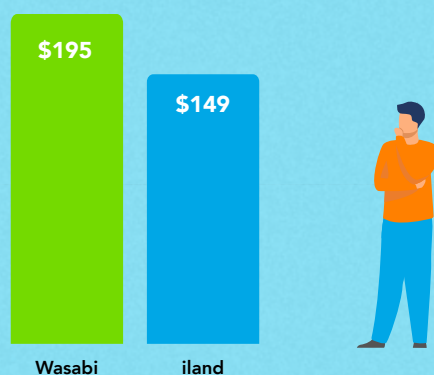
The result of the minimum retention can be significant, including paying for backup with a 7-day retention for 83 days more than necessary.



After 90 days, this leaves a Wasabi Pay-As-You-Go customer paying for almost twice as much storage as an iland customer.



When combined with Premium support, a true cost comparison gives iland a clear cost advantage for a customer wanting to pay per month.



BACKUP EXPERTISE

iland has been working with Veeam since 2009 and has a long history as a leading Veeam partner.

iland support has experts on both our object storage solution and Veeam, which means a single call for support with iland, whereas many Wasabi customers need to open tickets with both Wasabi and Veeam.

