



## Air gapped, serverless backup for AWS data

**10x**  
more performant

Powered by its serverless orchestration engine, Clumio can scale to hundreds of petabytes, and restore data at 10x the speeds of other solutions.

**2x**  
the security

Data on Clumio is immutable and air-gapped by design. The only way to expunge data from Clumio is with your explicit legal sign off.

**1/2**  
the cost

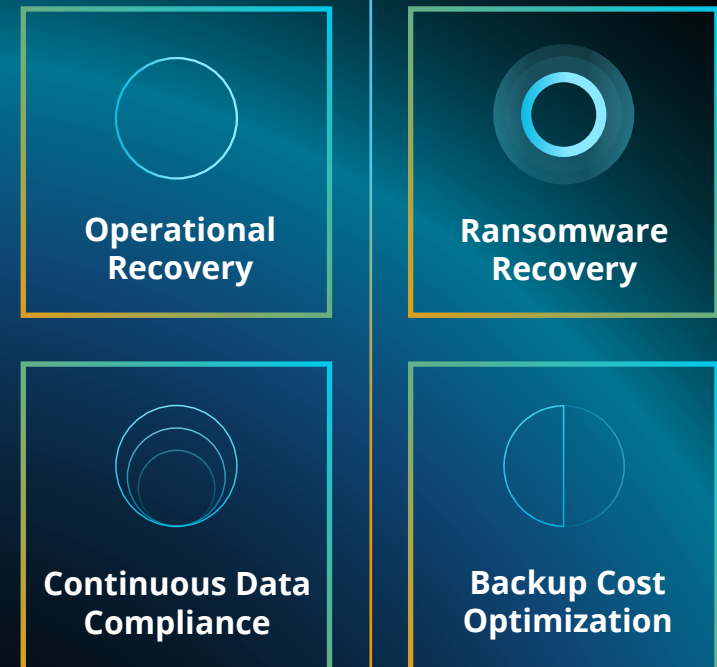
Because you don't have to create a third air-gapped copy of your data, Clumio reduces your overall data footprint. In addition, Clumio helps you identify and backup only the data you deem critical, while eliminating unnecessary snapshots and replicas.

**2x**  
as simple

With nothing to deploy, maintain, or oversee, Clumio cuts backup operations in half. Simply connect your AWS account, set up your policies, and start backing up your data.



**Winner**  
Cloud Compliance  
and Governance



# Customer Outcomes

## duolingo

- Saved >75% vs. next option
- Air-gapped backups for security and compliance
- 10x recovery speed performance

## ATLASSIAN

- Backing up more than 40 billion objects at 1mil/hour change rate
- 15 minute RPO
- Achieved 70% backup cost reduction

## better

- Consolidated 4000+ snapshots into auditable, queryable backups
- Saved >\$300k/year (>60%)

## High Propensity Targets

- Customers with large data lakes in S3, especially when associated with DynamoDB databases
- Customers in highly regulated industries like finance and healthcare with compliance-driven long term retention needs in RDS
- Customers looking for an easier, lower-impact way to backup SQL databases on EC2

## X 23andMe

- Saving \$113k/year
- Enabled compliance with SOC2 & customer requirements
- Gained air-gapped protection

## LexisNexis®

- Backing up about 26 billion objects at 6-12 mil/hour change rate
- 15 minute RPO
- Able to restore 1 billion objects in 48 minutes with Instant Access

## WARNER BROS. DISCOVERY

- Gained air-gapped ransomware resilience
- Backup is seamlessly scaling with growing AWS environment



Short sales cycle - closed \$1.8M deal with Duolingo in under 90 days!



Backup large S3 buckets (PB-scale) without rearchitecting!



Drive AWS MRR



Private Marketplace Offer



Backup customer data on AWS including Microsoft 365 data



100% Cloud-native and serverless



Help customers meet their cost optimization goals



# CLUMIO