Quantum

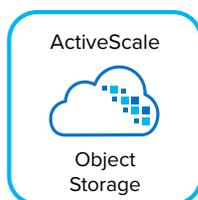## ASI Solutions Builds Affordable, Reliable Cloud Storage with Quantum ActiveScale

For nearly 40 years, ASI Solutions has helped organizations across New Zealand and Australia solve their technology challenges. From universities to local councils, ASI delivers practical IT services tailored to each customer's needs. When the company set out to create a new cloud storage service, they turned to Quantum ActiveScale® object storage to build a solution that's cost-effective, secure, and easy to manage.

ASI SOLUTIONS

FEATURED PRODUCTS

ActiveScale

Object Storage

> "Quantum ActiveScale gives us the performance and flexibility to grow. It's the foundation for a smarter, more resilient cloud storage service that's built for what's next."
>
> **Lloyd Vickery**
> Country Manager, New Zealand
> ASI Solutions

> **"**Our customers have tight budgets. They need simple pricing and confidence that their data is safe.**"**

Lloyd Vickery – Country Manager, New Zealand, ASI Solutions

MEETING THE NEEDS OF NEW ZEALAND ORGANIZATIONS

ASI saw a gap in the market: many New Zealand organizations, like universities and mid-sized businesses, wanted affordable cloud storage without the unpredictable costs of big cloud providers. "Our customers have tight budgets," says Lloyd Vickery, ASI's Country Manager for New Zealand. "They need simple pricing and confidence that their data is safe."

To meet this demand, ASI decided to launch ASI Cloud InfiniStor, a cloud storage service designed for local organizations. They needed a platform that could handle large amounts of data, keep costs low, and simplify management. After evaluating multiple options, ASI chose Quantum ActiveScale for its balance of affordability, reliability, and ease of use.

A GAME-CHANGER FOR THE UNIVERSITY OF AUCKLAND

The University of Auckland, New Zealand's largest university with over 40,000 students, became ASI's first major customer for InfiniStor. The university needed to replace its outdated tape libraries to better support its researchers and connect with the Research Education Advanced Network New Zealand (REANNZ).

ASI worked closely with the university to understand its needs. "We spent a year exploring solutions that could store active research data and archive it cost-effectively," says Vickery. Quantum ActiveScale stood out for its ability to provide fast access to active data and affordable S3 Glacier–equivalent long-term storage with its integrated tape tier, all while keeping data secure. "The university loved

that ActiveScale could protect their research data with minimal storage space—about 40% less than other options. That efficiency helps us keep costs down and offer a more sustainable solution."

By building InfiniStor on ActiveScale, ASI delivered a managed service that met the university's needs and connected seamlessly to the REANNZ network, giving other research institutions access to high-speed storage.

WHY ACTIVESCALE WORKS FOR ASI

Quantum ActiveScale helped ASI create a service that's both powerful and practical. Here's how it made a difference:

Affordable Pricing: ActiveScale's efficient design and Cold Storage tape tier allows ASI to offer competitive pricing with no surprise fees, appealing to budget-conscious organizations.

Data Security: With advanced data protection features like multi-site erasure coding InfiniStor keeps customer data safe for the long haul, giving organizations peace of mind.

Simple Management: ActiveScale's straightforward tools reduce the time and effort needed to manage storage, saving costs for ASI and its customers.

Local Advantage: Hosting InfiniStor in New Zealand data centers ensures data stays local, a priority for many organizations.

"ActiveScale lets us protect data with less storage space than other solutions," Vickery explains. "That means lower costs for our customers and a smaller environmental footprint."
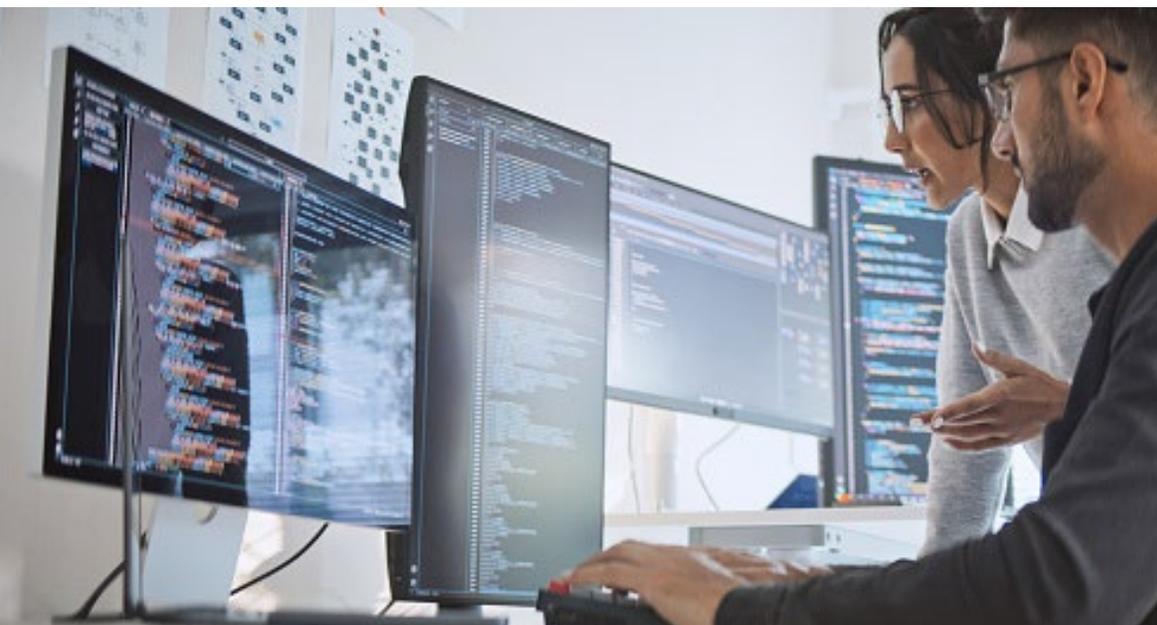
EXPANDING TO NEW CUSTOMERS

With InfiniStor up and running, ASI is reaching new customers, from city councils needing reliable backups to businesses looking for cost-effective storage. The service's connection to REANNZ also allows research organizations to access storage at high speeds, supporting collaborative projects across New Zealand.

ASI is exploring ways to grow InfiniStor, including offering it as a white-label solution for smaller IT providers and expanding to Australia. They're also

"ActiveScale lets us protect customer data using significantly less storage capacity—about 40 percent less than other platforms we evaluated. That allows us to pass on cost savings to our customers while supporting a more sustainable storage footprint."

Lloyd Vickery
Country Manager,
New Zealand
ASI Solutions

considering adding features like AI tools to help customers gain insights from their data. "We're excited to build on ActiveScale's flexibility," says Vickery. "It's helping us offer storage that's not just affordable but also future-ready."

A PARTNER IN PRACTICAL INNOVATION

ASI's story shows how a focus on customer needs can lead to practical, impactful solutions. By partnering with Quantum, ASI built a cloud storage service that's reliable, budget-friendly, and easy to use—perfect for organizations across New Zealand and beyond.

For more information about Quantum ActiveScale, visit www.quantum.com.

Quantum.

www.quantum.com

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