

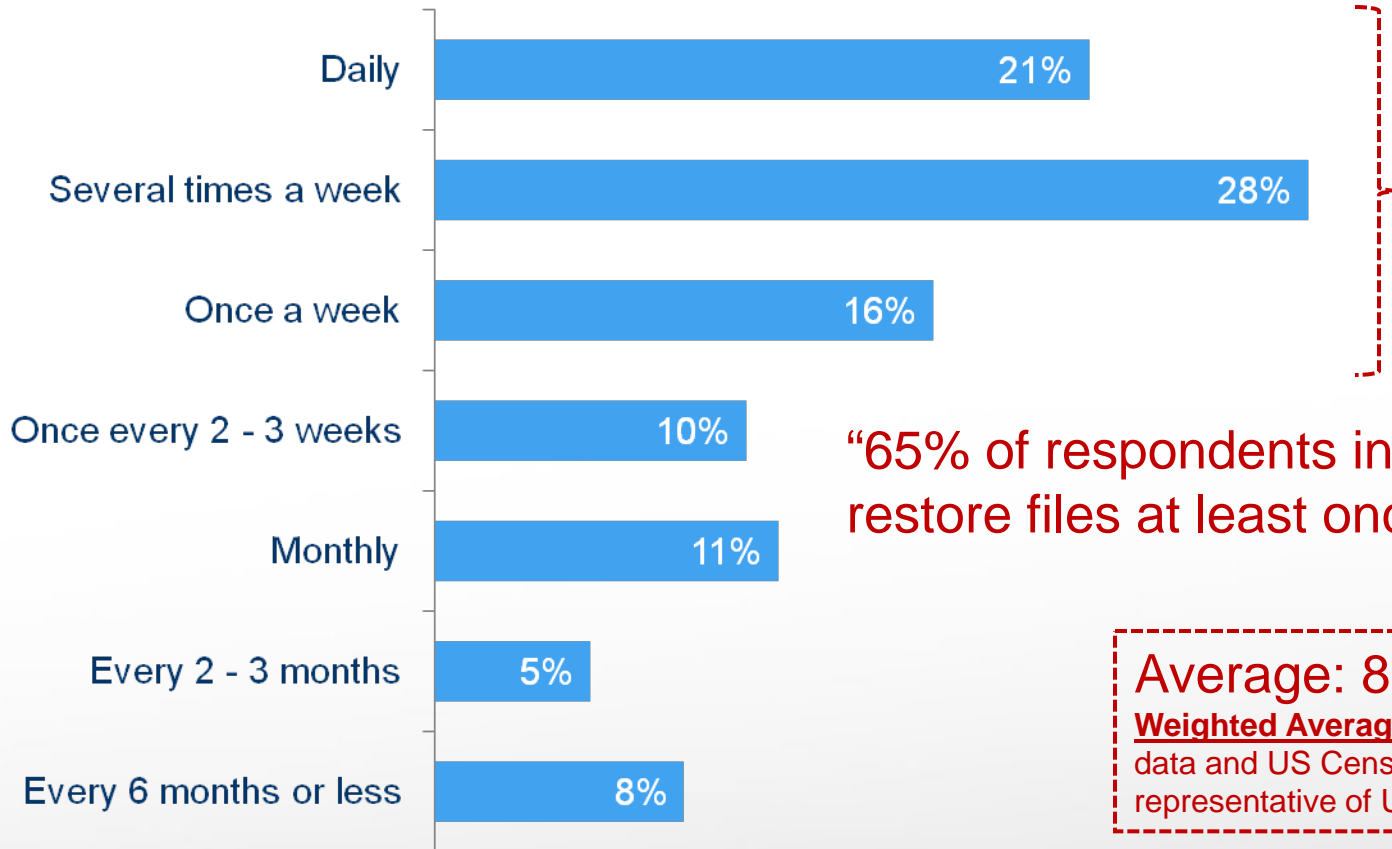


File Restoration Section IT Manager Survey 2010

Quantum Corporation

Restoring files - frequency

Frequency of restore



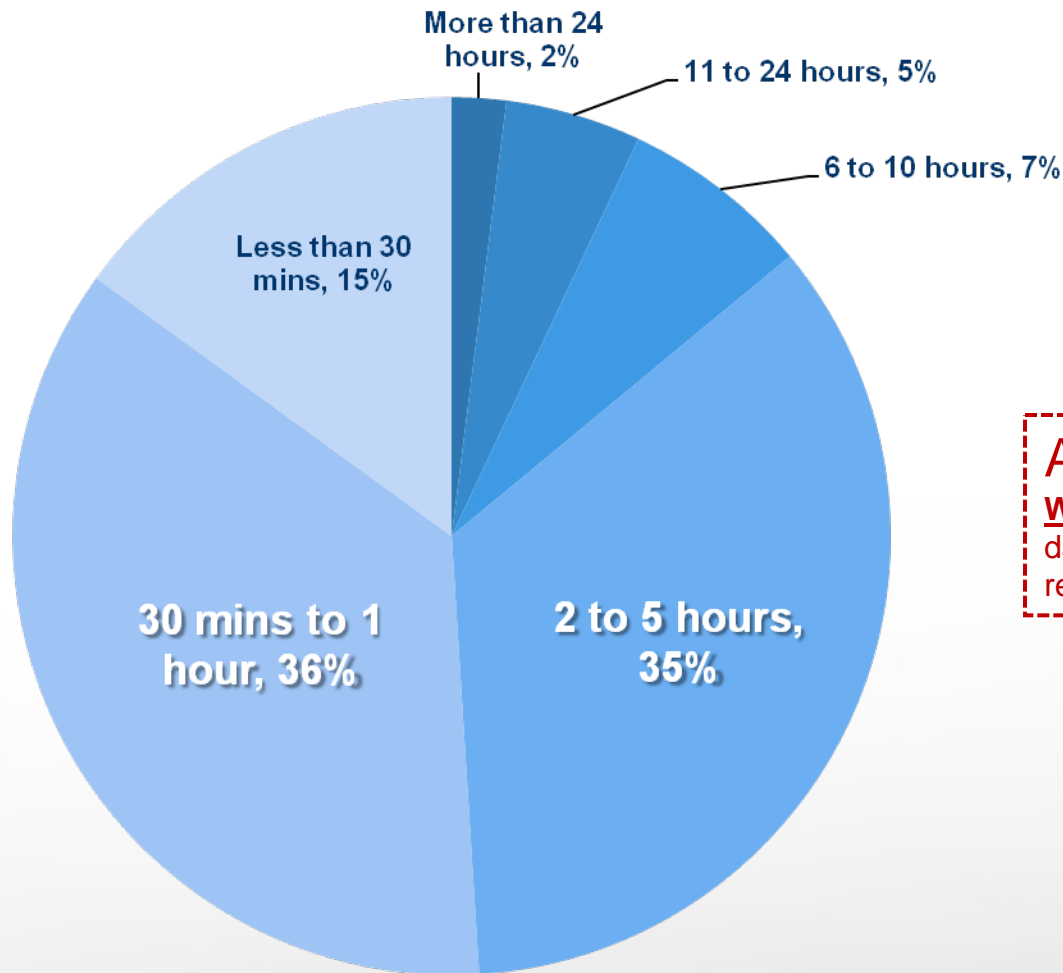
“65% of respondents indicated that they restore files at least once a week”

Average: 89 restores/year
Weighted Average based on this graph data and US Census bureau data to be representative of US businesses

Q. How often does your organization need to restore files?

Base: 300

Restoring files – time spent restoring



Average: 1.47 hours

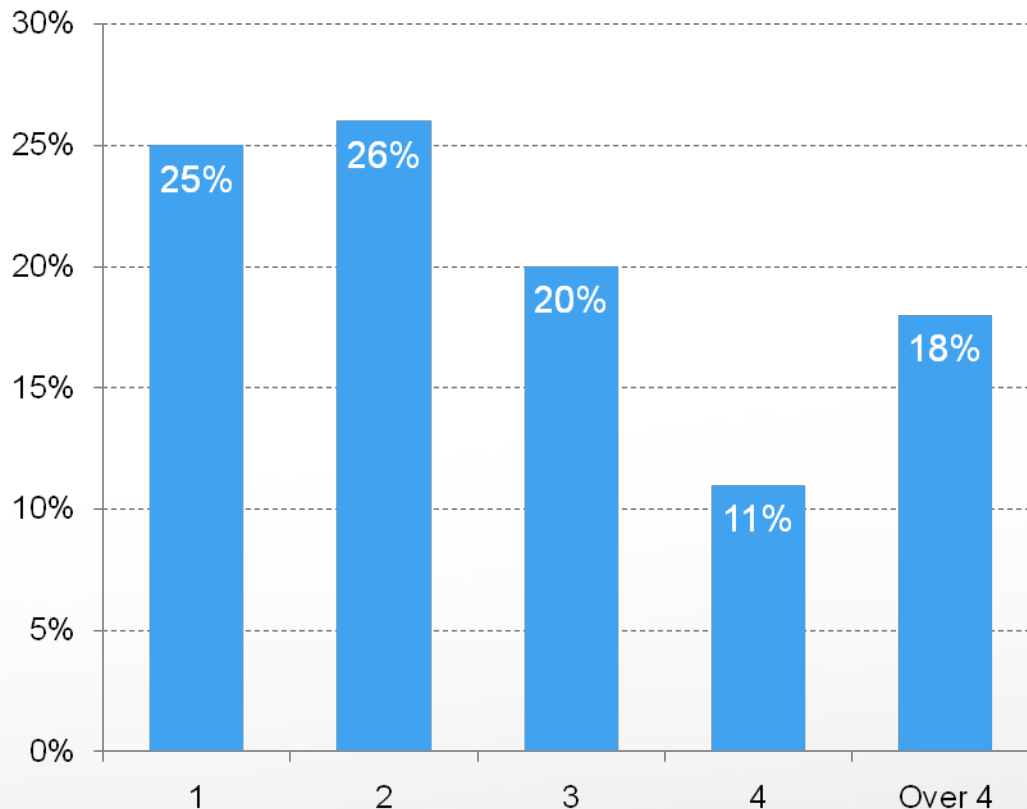
Weighted Average based on this pie graph data and US Census bureau data to be representative of US businesses

Q. Typically, how long does it take to restore files, on average?

Base: 300

Restoring files – people involved

People involved in file restorations



75% of respondents said that more than 1 person is involved in file restorations

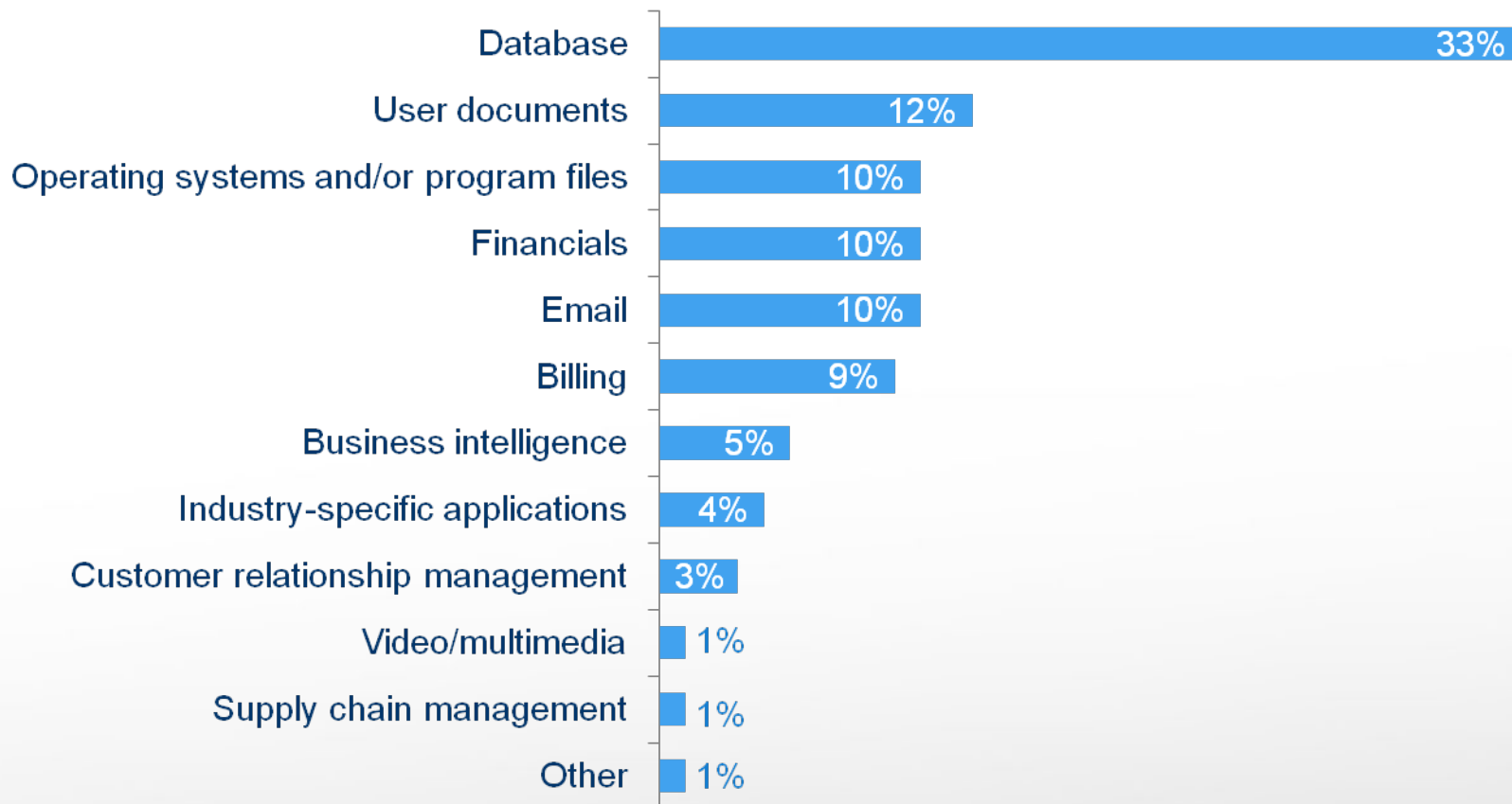
1 in 2 said that 3 or more are involved in file restorations

Q. How many IT people are involved in a typical file restoration?

Base: 300

Restoring files – types of files

Files that need are restored most often



Q. Which of the following types of files need to be restored most often?

Base: 300

Restoring files – Billions spent each year

IT Manager Survey

89 times/year

1.47 hours/restore
average

“\$9 Billion is spent by US employers in salaries and wages just for restoring files every year”

131 hours spent
per year

\$31.55 per hour
average wage

\$4,133 spent
Per year

2.3M Firms
US with 5+ Emp.

\$9B spent
restoring files

PayScale.com

US Census Bureau

Approx.

IT professionals spend 131 hours a year restoring files.

Average per company weighted to be representative of US businesses.

Segmentation of the data shows a group of companies completing restores in around 30 minutes that predominantly use deduplication. By reducing the 1.47 hours/restore to 30 minutes, US companies could reduce spend to \$3 Billion – saving \$6 Billion every year.

US Census Bureau: <http://www.census.gov/epcd/www/smallbus.html>

PayScale.com: <http://www.payscale.com/mypayscale.aspx#Average%20Hourly%20Rate%20Overall>

Methodology

Method overview:

Online survey contracted to research agency Toluna

300 complete responses

All IT managers or professionals with direct exposure to data storage practices at their organization

Representative sample of respondents – quota set on smaller businesses

Spending results were weighted based on US census data to be representative of U.S. businesses.

Fieldwork conducted during August 2010

Error margin of +/-5.66%