

Storage services and solutions

MTI Protect Cloud Storage (Powered by Wasabi) S3 Cloud Storage

MTI Protect - Wasabi S3 Cloud Storage		
Unit	Unit Cost Price	Billing Frequency
Per TB Reserved per month	£7.00*	Up front (Annual)
*Discounts available based on capacity and term - No ingress/Egress fees, subject to fair usage policy		

Dell APEX Storage Services (on premises)

Dell APEX Storage Services		
Description	Unit Cost Price	Billing Frequency
Block solutions (Floor)	Price on Configuration*	Upfront based on term
File Solutions (Floor)	Price on Configuration*	Upfront based on term
Block Solutions (burst capacity)	Price on Configuration*	Monthly based on usage
File Solutions (burst capacity)	Price on Configuration*	Monthly based on usage
Dell Technologies APEX Data Storage Service can be provided as a managed, on-premise scale out File and/or Block storage service. The APEX services portfolio to allow buyers to seamlessly manage all as-a-Service needs from one unified console and effortlessly scale to meet demands – additionally MTI can layer our Storage Managed Services over this in environments which are customer managed.		

Pure Storage As a Service (Evergreen One)

Pure Storage As A Service (Evergreen One)		
Description	Unit Cost Price	Billing Frequency
Block solutions (Floor)	Price on Configuration*	Upfront based on term
File Solutions (Floor)	Price on Configuration*	Upfront based on term
Block Solutions (burst capacity)	Price on Configuration*	Monthly based on usage
File Solutions (burst capacity)	Price on Configuration*	Monthly based on usage
Pure Storage Evergreen One is a fully managed, SLA-driven Storage-as-a-Service (STaaS) offering that delivers Pure's FlashArray/FlashBlade capabilities through a consumption-based subscription, with guaranteed performance, availability, and non-disruptive upgrades handled entirely by Pure – additionally MTI can layer our Storage Managed Services over this in environments which are customer managed.		

Pure Storage – Cloud Block Store

Pure Storage Cloud Block Store		
Description	Unit Cost Price	Billing Frequency
Pure Cloud Block Store (Medium) 50TiB 1yr.	£40,000*	Upfront based on term
Pure Storage Cloud block storage retains all of the functionality of an on premises hardware array, but run on proscribed IaaS instances as a software defined array. Pricing is for software capabilities, IaaS costs are separate to the pricing above and will vary based on cloud provider and specification, and are billed separately. *Discounts may be available based on volume and term.		

Dell Technologies – APEX File Storage for Public Cloud

Dell APEX File Storage for Public Cloud - Example		
Description	Unit Cost Price	Billing Frequency
APEX File Storage License Flexible Capacity – 100TB inc ProSupport Plus	£64.00 per TB per month*	Upfront based on term
Dell Technologies APEX File Storage for Public Cloud based on RAW capacity and must run on the proscribed IaaS instance type and specification required at the point of installation for the specific cloud in which it is being deployed. Pricing is for software capabilities, IaaS costs are separate to the pricing above and will vary based on cloud provider and specification, and are billed separately. *Discounts may be available based on volume and term.		

On Premises or Hybrid Cloud Storage Platform (customer owned and managed or MTI Managed).

Price subject to scoping and design based on the specific storage platform and Infrastructure requirements (e.g. Block, File or Object) and Managed Service requirements – will be variable per solution – subject to formal design process, Statement/Scope of work and Bill of Materials.

Prices start at ~£30k indicative for a small Storage environment.*

*at the time of submission there is extreme volatility in the RAM/NAND/Flash storage market and Vendors are limiting quote validity to 14 days, this is expected to continue into 2026 and beyond: As such pricing for Server and Storage solutions will be variable based on supply chain volatility.

MTI Managed Storage Services

MTI Managed Storage Services – Example – Price per Storage System supported.		
Description	Unit Cost Price	Billing Frequency
One Off setup costs/Transition	£ 5,000.00	Up front (One off)
Operational Management of the backup platform (Incident Analysis and Remediation, Service Requests, Change requests and upgrades)	£ 10,000.00	Up front (Annual)
Service Delivery Mgt – Dedicated SDM, Service Reviews, Report Generation etc.	£ 7500.00	Up front (Annual)

MTI Managed Services – Network Support for Block Storage (FC or iSCSI) or File Storage with Backend Switch Requirements

MTI Managed Storage Services – Example – Price per pair of Switches supported.		
Description	Unit Cost Price	Billing Frequency
One Off setup costs/Transition	£ 5,000.00	Up front (One off)
Operational Management of the backup platform (Incident Analysis and Remediation, Service Requests, Change requests and upgrades)	£ 10,000.00	Up front (Annual)
Service Delivery Mgt – Dedicated SDM, Service Reviews, Report Generation etc.	£ 7500.00	Up front (Annual)

Komprise Intelligent Data Management Software

Komprise is sold in multiple SKUs and SKU combinations:

Komprise Intelligent Data Management		
Description	Unit Cost Price	Billing Frequency
Komprise Full Solution based on 250TB customer facing data under management.	£33,677.00*	Up front (1 year subscription)
Komprise Migration PS Services per 100TB	£12,000.00*	Up front 1 year Validity
Komprise Training 6hr Block Instruction led for 1 delegate	£ 1,200.00*	Up front
Pricing above is by way of example: Komprise can be provided under different subscription terms (1yr, 3yr & 5yr) – and contains different packages based on subscription options: Komprise Analysis: Provides analysis of an environment to identify unstructured data insights before taking action (e.g. Delete, Migrate, Archive etc). Elastic Data Migration: Includes the analysis components but includes the ability to use Komprise's migration engine to intelligently move/migrate data Intelligent Data Management – Includes Analysis and Elastic Data Migration and adds Deep Analytics Indexing, Data Tiering, Copying, & Confinement. *Discounts will be available based on capacity and subscription term. Professional Services Costs to Deploy and support a solution will vary based on requirements, but various packages are available ranging from £2000.00 for basic remote setup services to £ 25,000 for quick start services to setup and deploy per site.		

VMware by Broadcom – vSAN Software Defined Storage

VMWare By Broadcom Cloud Foundation (VCF)		
Description	Unit Cost Price	Billing Frequency
Per Core VCF License – Includes VCF functionality with vSAN @ 1TiB per core licensed	£ 400.00 per core list pricing.* 3 year term.	Up front (One off)
Min 16 cores per CPU and minimum core count of 72 Cores per environment. *Additional discounts available based volume and VCF Adoption Plan.		