

LYVE™

Cloud

- S3 Cloud Service brought by **Seagate**, a technological and innovative storage industry leader
- Created for **Enterprise Customers and Enterprise workloads**
- Designed from day one for today's **multi-cloud environment**
- Data always accessible with **single hot tier** with no delays or fees
- Simple pricing model with **premium support included**
- Best TCO and **predictable storage bills**

No API or
No Egress
charges

No minimum
object
retention

Inter-region
replication
included

Security and
compliance
focus

Support
Included

Multi-cloud
data ingest /
transfer

SEAGATE LYVE™ Cloud

Seagate Systems Partners

Earn more money by adding Lyve Cloud to your Seagate systems sales cycles.

Approved Seagate Systems DRs are eligible for over **30%** margin when you attach Lyve Cloud. Example: 1PB, 1-year Lyve Cloud subscription nets **\$27,000** partner ARR.



Compatible with, but not limited to these software solutions:



Terms & Conditions

- Offer is valid through September 30th, 2024.
- Promotions cannot be stacked, only 1 promotion can be used per opportunity
- Eligible for minimum 1-year reserved capacity plans only. At end of reserved plan pricing will revert to current list price.
- 15% promo codes are available for Seagate Systems indirect partners and end users, made available through Direct Seagate Solution Providers at their discretion
- Pricing does not include federal, state, or local tax or other applicable duties.
- For reserved plan options, upfront charge will be billed at beginning of service period. Any metered usage above the reserved capacity will be charged monthly at the designated overage rate including the discount for the reserved plan, then reverting to list price overage rate at auto-renew.

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Learn more about Lyve Cloud at
www.seagate.com/lyvecloud

Loyalty Discount Model – Margin + GP

Monthly Rate Plan				
Billing Frequency	Mini Capacity	List \$/TB/Month	Cost \$/TB/Month	Term
Monthly	50TB	7.50	6.00	Month to Month

Pricing Valid thru 9.30.24
 With approved deal registration
 and confirmation of loyalty eligibility.

Reserved Capacity Plans (Up Front Cost) Loyalty Pricing									
Billing Frequency	Reserve Capacity	List \$/TB/Month	Cost \$/TB/Month	Term	Order QTY	Total Upfront MSRP	Total Upfront Cost	Potential GP \$ at MSRP	Potential Margin at MSRP
Annual	50TB	7.43	5.05	12 Months	600 units	4,458.00	3,031.44	1,426.56	32%
Annual	50TB	7.24	4.92	24 Months	1200 units	8,688.00	5,907.84	2,780.16	32%
Annual	50TB	7.06	4.80	36 Months	1800 units	12,708.00	8,641.44	4,066.56	32%
Annual	100TB	7.35	5.00	12 Months	1200 units	8,820.00	5,997.60	2,822.40	32%
Annual	100TB	7.17	4.88	24 Months	2400 units	17,208.00	11,701.44	5,506.56	32%
Annual	100TB	6.99	4.75	36 Months	3600 units	25,164.00	17,111.52	8,052.48	32%
Annual	250TB	7.28	4.95	12 Months	3000 units	21,840.00	14,851.20	6,988.80	32%
Annual	250TB	7.10	4.83	24 Months	6000 units	42,600.00	28,968.00	13,632.00	32%
Annual	250TB	6.92	4.71	36 Months	9000 units	62,280.00	42,350.40	19,929.60	32%
Annual	500TB	7.20	4.90	12 Months	6000 units	43,200.00	29,376.00	13,824.00	32%
Annual	500TB	7.02	4.77	24 Months	12000 units	84,240.00	57,283.20	26,956.80	32%
Annual	500TB	6.85	4.66	36 Months	18000 units	123,300.00	83,844.00	39,456.00	32%
Annual	1000TB	7.13	4.85	12 Months	12000 units	85,560.00	58,180.80	27,379.20	32%
Annual	1000TB	6.95	4.73	24 Months	24000 units	166,800.00	113,424.00	53,376.00	32%
Annual	1000TB	6.78	4.61	36 Months	36000 units	244,080.00	165,974.40	78,105.60	32%
Annual	2000TB	6.78	4.61	12 Months	24000 units	162,720.00	110,649.60	52,070.40	32%

Cloud for Enterprise Workloads

<https://www.seagate.com/solutions/backup/backup-and-recovery/>
<https://www.seagate.com/cloud/resources/seagate-lyve-cloud-case-study/>
Lyve Cloud is designed with Enterprise workloads like Seagate's own, in mind, which translates to storage for large datasets and long retention periods

Multi-Cloud Workloads

<https://www.seagate.com/cloud/>
Use Lyve Cloud for storage with your existing setup whether its on-prem + cloud or comprised of different cloud services, Lyve Cloud fits into all hybrid environments easily

Data is always available

<https://www.seagate.com/cloud/object-storage/>
Data resides in a single hot tier. It is always accessible without any delays or fees, allowing to use same data for multiple purposes as dictated by business needs

Premium Support Included

<https://support.lyve.seagate.com/servicedesk/customer/user/login?destination=portals>
Premium Support comes included in the same simple pricing, as simple as that

Compliance and Security

<https://help.lyvecloud.seagate.com/en/lyve-cloud-compliance.html>
<https://help.lyvecloud.seagate.com/en/data-security-overview.html>
Lyve Cloud is built with secure design and has compliance in place to help serve all kinds of enterprise and industry use cases

Predictable Storage Bills

<https://www.seagate.com/cloud/object-storage/predictable-economics/>
With no extra fees (Egress /API), with no minimum retention limits or no minimum object size restrictions it's very easy to predict bills as billing is based on one single factor: how much data is stored

Brand and Technology Leader

<https://www.seagate.com/innovation/mosaic/>
With 40+ years of experience in Storage industry, and a strong R&D background Seagate is a well-known brand as well as a storage technology leader

Best TCO

<https://www.seagate.com/solutions/lyve-tco-calculators/>
With vertical integration on hardware as well software levels allows Seagate to achieve best TCO for its customers, and simple pricing on top makes sure that Lyve Cloud gets you the best-in-class TCO for S3 object storage

Strong Ecosystem Partners

<https://help.lyvecloud.seagate.com/en/partner-deployment-solutions.html>
<https://www.seagate.com/partners/technology-alliance-program/technology-partners/>
We have a strong ecosystem of partners that support all use cases as well as Vertical specific workflows

S3 Compatible Object Cloud

<https://help.lyvecloud.seagate.com/en/s3-storage.html>
Lyve Cloud follows the S3 industry standard and exposes S3 APIs. Any existing workload/application/ecosystem tool that uses S3 storage can start using Lyve Cloud within a few steps