Stop Paying for What You're Not Using!

Consumption Pricing for Vantage in the Cloud

Our Offer Is Like No Other

Tired of paying for cloud resources you don't use? Hate worrying about size and quantity of compute instances? Need a simple way to charge back costs based on data, not guesswork?

Teradata's Consumption pricing for Vantage in the Cloud is an innovative, usage-based offer where customers pay only for resources used during successful queries and loads, plus storage.

Unlike competitors' policies that force you to pay "whenever the lights are on" – even if the system is idle and not generating value – our approach is modern, pragmatic, and fair.

Powerful Business Benefits

The cloud is supposed to be easy, right? With Teradata's Consumption offer, it is.

Whether deployed in AWS, Azure, or Google Cloud, we manage the Vantage environment on customers' behalf including sizing, backups, utilization, and scaling, so that users can focus on what matters.

- **Pay as you go** and pay only for what's used – the true promise of cloud services
- **Align costs with value** and track usage by department, which facilitates chargebacks
- **Focus on outcomes** rather than cloud infrastructure because system scaling is automatic

Usage-Based Metrics

From start to scale, Teradata's Consumption pricing for Vantage in the Cloud is based on two simple metrics:
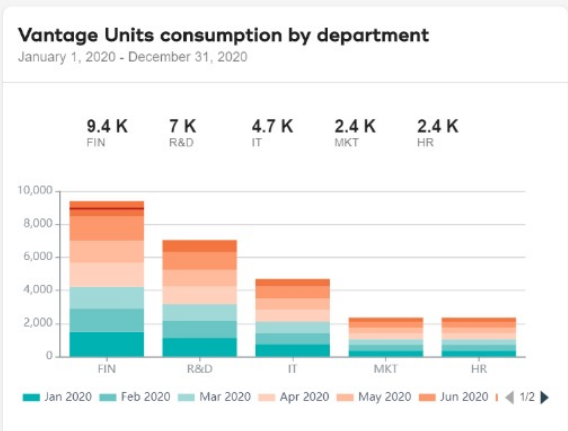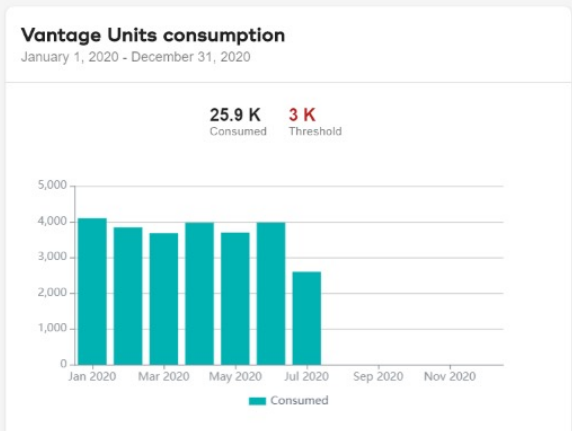
- **Vantage Units** measure Logical IO, which is all data read from, and written to, storage during a query or load. Only queries and loads that are successfully completed are counted. Financial guardrails are enabled via customer–adjustable email alerts.
- **Storage** consists of high–performance block storage for frequently queried relational data and low-cost object storage for backups. Customers can also connect to their own repositories whether in the cloud or elsewhere via Native Object Store and QueryGrid.

Ideal Use Cases

Consumption Pricing is flexible, affordable, and transparent, which makes it easy to experiment without fear of leaving money on the table.

Optimized for low or unknown utilization as well as tactical (sub-second) business analytics that include frequent ad hoc queries, the offer is ideal for workloads such as:

- Test/Dev and discovery analytics
- Workloads with rapid growth and new use cases where predicting optimal system size is difficult
- Production analytics with business-driven internal funding models where department chargeback is critical to operations and for responding to rapid changes in usage

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Vantage Units consumption
January 1, 2020 - December 31, 2020

25.9 K — Consumed
3 K — Threshold

Vantage Units consumption by department
January 1, 2020 - December 31, 2020

9.4 K FIN | 7 K R&D | 4.7 K IT | 2.4 K MKT | 2.4 K HR

Jan 2020 | Feb 2020 | Mar 2020 | Apr 2020 | May 2020 | Jun 2020 1/2

Department-level usage transparency is one benefit of the Consumption offer

As-a-Service Solution

Consumption for Vantage is an as-a-service offer for analytics in the cloud. It provides secure, scalable, single-tenant environments in which Teradata provisions and maintains the Vantage system so that you can focus on analytics, not IT.

Subscriptions include the full Vantage platform stack including Enterprise tier software, public cloud resources (AWS, Azure, or Google Cloud), and environment management in which Teradata handles performance, security, availability, and operations including scaling. Benefits include:

• Advanced analytics using virtually any data in place

• Ease of use powered by a modern cloud platform

• Peace of mind from recurring audits, encrypted data

• Top user productivity driven by 99.9% availability SLA

• Max time savings from patches, upgrades, backups

How to Buy

There are two approaches for getting started with Consumption:

• **Commitment** is for customers who prefer to pre-purchase a block of Vantage Units that can be drawn down over time. This option is best for known or predictable workloads, moderate to high utilization, and budget predictability.

• **On-demand** is for those just getting started with Vantage in the Cloud or who have used up all their pre-purchased Vantage Units. Customers can use the system as much as desired and simply pay monthly in arrears. This option is best for new workloads or when future utilization is uncertain.

Learn more at **Teradata.com/Consumption-Pricing**.

About Teradata

Teradata is the connected multi-cloud data platform for enterprise analytics, solving data challenges from start to scale. Our industry-leading platform helps organizations turn data into their greatest asset, unlocking value and effectively delivering business outcomes. See how at **Teradata.com**.

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