



PROMOTIONAL TERMS

Clumio guarantees that new customers that enter into an ordering document and terms with Clumio (“**Customer**”) can save 30% on their existing EC2 data protection, or Clumio will make up the difference (“**EC2 Savings Guarantee**”). The EC2 Savings Guarantee applies only to purchases of a new 12-month subscription of Clumio SecureVault Lite.

The following terms and conditions will also apply to the EC2 Savings Guarantee:

- Applies only to Customers that have maintained an active AWS EBS/EC2 subscription in the immediately preceding 12 months;
- Calculated based on Customer maintaining a backup policy with 30 dailies and 12 monthlies and 30 days retention;
- Based on Customer having a minimum policy of 30 daily 12 monthly backups with a minimum of 5% daily change rate and 20% monthly change rate. Such policy will fully ramp by the end of month 12 and therefore the comparison will be made from the end of month 12 to the end of month 24 (referred to as the “**Comparison Period**”);
- Based on list AWS pricing and will not include discounts provided by AWS or the AWS Enterprise Discount Program;
- Valid only for AWS U.S. regions;
- Valid only for Customers using AWS native backup (e.g., AWS snapshots, AWS Backup) even if managed by third party competitors;
- Based on comparing a like for like backup capacity when comparing AWS to Clumio SecureVault Lite in the previous 12 month period;
- Requires that Customer have the Cost and Usage Report (“**CUR**”) with Resource IDs enabled at the end of year one of Customer’s subscription. Customer must provide Clumio the prior 12-month period CUR from AWS that outlines the resource ID (identifying snapshot IDs), snapshots usage (GB/month), Rate (\$/GB), and unblended cost for all EC2/EBS volumes that were moved to Clumio SecureVault Lite;
- Any credit due to Customer resulting from Clumio’s failure to meet the EC2 Savings Guarantee will be provided to Customer in the form of Credits calculated at the rate of Clumio’s current list prices for such Credits. Such Credits will be valid for 12 calendar months from the date that they are issued. Credits are not redeemable for any monetary value; if Customer does not renew its subscription or otherwise does not use the Credits they will automatically expire;
- Valid only for purchases made in accordance with these terms prior to October 31, 2022.

Any terms capitalized and not defined in these Promotional Terms will have the meanings given to them in the definitive agreement entered into by Clumio and Customer for Customer to access and use Clumio’s services, including Clumio SecureVault Lite (the “**Agreement**”).