



## ACTIAN CORPORATION

### Avalanche Service Consumption and Pricing

#### Consumption

Generally. The Avalanche Service is a cloud data platform provided by Actian to Actian customers as a service which consumes resources for distinct functions as set forth herein and is available in several different editions (“**Editions**”) and hosted in different geographical regions (“**Regions**”) by certain third-party cloud providers (“**Cloud Providers**”). Customer Data is uploaded into Customer’s account on the Avalanche Service (“**Account**”). Customer can create and manage warehouses as needed to load, transform, and process their data, which is stored in object cloud storage associated with each cluster (“**Storage**”). As set forth in the tables below “Azure,” “AWS,” and “GCP” each refer to the Cloud Providers, Microsoft Corporation, Amazon Web Services, Inc., and Google LLC, respectively. Pricing in Tables 2, 3, 4(a), and 4(b) are in U.S. dollars (USD).

#### Avalanche Units (“AU”) Hours (Avalanche’s unit of consumption)

Compute (Warehouse Services). Usage of Warehouse Services is charged based on Avalanche Unit – Hours (“**AU-Hours**”) consumed for the operation of a Warehouse (“Avalanche Unit” is Actian’s measure of compute capacity for the Avalanche service, as more fully described in the Avalanche Service documentation: <https://supportservices.actian.com/support-services/actian-avalanche/>). Actian charges for computing based on the amount of time used per Avalanche Unit (“AU-Hours”). Avalanche Units and AU-Hours are measurements specific to Actian’s Avalanche service. So before customers commit to using the Avalanche service in production long-term, Actian encourages Customers to try their typical workloads on the Avalanche service to determine how many AU-Hours they are likely to require. Warehouses use AU-Hours at pre-defined rates based on the size<sup>1</sup> of the Warehouse while the applicable Warehouse is in operation. The available sizes of the Warehouse are shown in Table 1 below. The size of warehouse to run is determined by the Customer at run-time. We also encourage Customers to try out different warehouse sizes to determine the best fit for their workload. When a Warehouse is suspended, it does not use any AU-Hours. Warehouses will be charged on a per second basis, rounded up to the nearest whole second.

Integration (AvalancheConnect Services). Usage of AvalancheConnect services is charged based on AU-Hours consumed during the operation of a AvalancheConnect data movement and transformation engine. Each AvalancheConnect engine processes one data load or transformation job at a time and uses 1 AU for the duration of its operation. For example, if a scheduled job to load

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<sup>1</sup> Avalanche is available on the following AWS Regions as of the publication of this document – US: N. Virginia, Ohio, Oregon; Europe: Ireland, London, Frankfurt; Asia-Pacific: Sydney

<sup>2</sup> Avalanche is available on the following Azure Regions as of the publication of this document – US/NA: Virginia 1 & 2, Iowa, Toronto; Europe: Ireland, London; Asia-Pacific: Sydney

<sup>3</sup> Avalanche is available on the following GCP Regions as of the publication of this document – US: South Carolina

data from a web service is run for 30 minutes, then it will consume 0.5 AU-Hour. Multiple AvalancheConnect engines can run simultaneously each consuming AU-Hours for the duration of their task.

**Storage.** Storage pricing is based on the average terabytes per month of all Customer Data stored in your Avalanche Account. The average terabytes per month is calculated by taking periodic snapshots of all Customer Data and then averaging this across each day. The monthly charge is based on the average calculated across the number of calendar days in that month. If Customer Data stored is compressed, the compressed file size is used in the calculation of the total storage used.

**Data Transfer (Ingress or Egress):** As more fully described in the Documentation, the Avalanche Service allows Customer to transfer Customer Data in and out of its existing Account (“**Data Transfer**”). Depending on the Cloud Provider and what Region the Data Transfer is executed from, charges may be incurred for the Data Transfer. The charges applicable to a Data Transfer are set forth in Table 4 (Data Transfer Pricing) below. If you use GCP as your cloud provider, the Data Transfer charges are set forth in Table 4.

<b>Table 1: Warehouse Size Table</b>							
<b>Warehouse Size Available (AUs consumed per Hour – AU-Hours)</b>							
1	2	4	8	16	32	64	128

**Pricing.** The Avalanche Service may be subscribed to either on an On Demand basis or on a Reserved basis. For On Demand, usage is either purchased upfront or invoiced in arrears every month. For Reserved, a set amount of warehouse capacity or AvalancheConnect engines are purchased up-front to run 24x7 for a full year.

Table 2 below sets forth AU-Hours pricing based on On Demand or Reserved subscription basis.

<b>Table 2: AU-Hours Pricing for Warehouse and AvalancheConnect Usage</b>					
<b>Cloud Provider</b>	<b>Region</b>	<b>On-demand Pricing</b>		<b>Reserved</b>	
		<b>Enterprise</b>	<b>Enterprise Plus (coming soon)</b>	<b>Enterprise</b>	<b>Enterprise Plus (coming soon)</b>
<b>AWS</b>	<b>All Available Regions<sup>1</sup></b>	\$2.50	\$4.00	\$2.00	\$3.50
<b>Azure</b>	<b>All Available Regions<sup>2</sup></b>	\$2.50	\$4.00	\$2.00	\$3.50
<b>GCP</b>	<b>All Available Regions<sup>3</sup></b>	\$2.50	\$4.00	\$2.00	\$3.50

Table 3 below sets forth Avalanche Storage pricing based on On Demand or Reserved subscription basis.

<b>Table 3: Storage Pricing</b>
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Cloud Provider	Region	Reserved Storage Pricing (TB/mo)	On Demand Storage Pricing (TB/mo, coming soon)
AWS	All Available Regions <sup>1</sup>	\$24.00	\$40.00
Azure	All Available Regions <sup>2</sup>	\$24.00	\$40.00
GCP	All Available Regions <sup>3</sup>	\$24.00	\$40.00

Table 4 below sets forth Avalanche Storage pricing based on On Demand basis

Table 4(a): AWS Data Transfer Pricing				
Cloud Provider	Data Transfer Source Region	Data Transfer To Same Cloud Provider, Same Region (per TB)	Data Transfer To Same Cloud Provider, Different Region(per TB)	Data Transfer To Different Cloud Provider or Internet (per TB)
AWS	US East (Northern Virginia)	\$0.00	\$20.00	\$90.00
AWS	US East (Ohio)	\$0.00	\$20.00	\$90.00
AWS	US West (Oregon)	\$0.00	\$20.00	\$90.00
AWS	EU Dublin	\$0.00	\$20.00	\$90.00
AWS	London	\$0.00	\$20.00	\$90.00
AWS	Frankfurt	\$0.00	\$20.00	\$90.00
AWS	Sydney	\$0.00	\$140.00	\$140.00

Table 4(b): Azure Data Transfer Pricing				
Cloud Provider	Data Transfer Source Region	Data Transfer To Same Cloud Provider, Same Region (per TB)	Data Transfer To Same Cloud Provider, Different Region(per TB)	Data Transfer To Different Cloud Provider or Internet (per TB)
Azure	East US 2 (Virginia)	\$0.00	\$87.00	\$87.00
Azure	US Central (Iowa)	\$0.00	\$87.00	\$87.00
Azure	Canada Central (Toronto)	\$0.00	\$87.00	\$87.00
Azure	West Europe (Ireland)	\$0.00	\$87.00	\$87.00
Azure	West Europe (London)	\$0.00	\$87.00	\$87.00
Azure	Asia Pacific (Sydney)	\$0.00	\$120.00	\$120.00

Table 4(c): GCP Data Transfer Pricing								
Cloud Provider	Data Transfer Source Region	Data Transfer To Same Cloud Provider (TB)				Data Transfer To Different Cloud Provider or Internet (TB)		
		Same Region	Different Region, Same Continent	Different Continent (excludes Oceania)	Oceania	Same Continent	Different Continent (excludes Oceania)	Oceania

<b>GCP</b>	<b>US (South Carolina)</b>	\$0.00	\$10.00	\$80.00	\$150.00	\$105.00	\$120.00	\$190.00
<b>GCP</b>	<b>Europe West 4 (Netherlands)</b>	\$0.00	\$20.00	\$80.00	\$150.00	\$105.00	\$120.00	\$190.00
<b>GCP</b>	<b>Europe West 2 (London)</b>	\$0.00	\$20.00	\$80.00	\$150.00	\$105.00	\$120.00	\$190.00

**Changes to this Avalanche Service Consumption Table.** This Avalanche Service Consumption Table may be updated from time to time. Actian will use reasonable efforts to provide advance notice via email or through the Avalanche Service of material changes, but the changes shall be effective on the date that Actian announces they are effective.

**Updated June 1, 2021**