



Cloud Service Providers

SIMPLE CSP PRICING

SMART  SECURE  EASY

Cloud Service Providers (CSPs) have complex, variable pricing structures designed to meet diverse customer needs. While CSPs excel at handling large volumes of small data, they can become costly and inefficient when managing large files—such as video, cell phone extractions, and forensic data—common in industries like law enforcement, security, education, and courts. These industries struggle to maintain predictable, cost-effective budgets for such data, increasing demand for specialized, secure, government-certified storage solutions.

Migrating IT infrastructure for file management and archiving to the cloud raises financial concerns. Although cloud services can reduce hardware costs, their pay-as-you-go pricing can lead to unpredictable expenses without proper software management. Costs for data storage, access, and scaling are often difficult to predict, especially during peak usage. Long-term dependence on cloud providers without strategic management or exit strategies may result in vendor lock-in, restricting flexibility and driving up costs if switching providers becomes necessary.

Long-term cloud storage also grows increasingly expensive as data accumulates. Despite scalable, affordable solutions, the cumulative cost of storing large amounts of data for extended periods can be prohibitive unless cold storage or offline solutions are incorporated. Cloud pricing often includes charges for both storage volume and access frequency, with higher fees for frequently accessed data (hot storage) and lower rates for archival data (cold storage). Ongoing data retention, backup needs, and compliance regulations further complicate cost management, especially with added fees for data retrieval or migration.

Dynamic Workflow Solutions (DWS) partners with multiple CSPs but allows IT organizations to choose their preferred platform, offering support for on-premises, hybrid, and cloud solutions. **DWS** has now partnered with a premier CSP that offers a simple, predictable pricing model based on usage. This model eliminates the complexity of fees for ingress/egress, PUT, COPY, POST, LIST, GET, and SELECT, providing clear, budgeted costs that can be locked in with a contract. For instance, an 8-CPU server with 32 GB of RAM or 50TB of storage comes with a fixed monthly fee, with no additional charges for uploading or accessing data, regardless of frequency.



To optimize cloud storage costs, **DWS** developed **Hybrid**, a fully managed solution across all storage tiers—Hot, Warm, and Cold. **Hybrid** allows assets to move seamlessly between tiers based on time (Life Cycle Rules), usage (Intelligent Tiering), or manual transitions. It also features AI-Powered Proxy Archiving, ensuring cost-effective long-term storage.

In the final archiving step, **Hybrid** generates proxy previews of all media assets, including documents, video, audio, and images, and stores them locally while parsing metadata into the database. The original media is sent to cold storage (Deep Archive) to ensure secure, cost-efficient storage. Users can search and review proxy assets, share them, create collections, and decide whether to retrieve specific files or entire cases. This Proxy Archiving approach significantly reduces the high costs associated with data retrieval by enabling users to work with media before initiating large rehydration operations.

Pricing Comparison

COMPUTE

	CSP 1	CSP 2	CSP 3	DWS Partner
2 CPU, 8 GB	\$70.08	\$70.08	\$70.90	\$49.64
4 CPU, 16 GB	\$140.16	\$140.16	\$141.79	\$99.28
8 CPU, 32 GB	\$280.32	\$280.32	\$283.58	\$198.56
16 CPU, 64 GB	\$560.64	\$560.64	\$567.17	\$397.12

HOT STORAGE

(Based on 100TB)

	CSP 1	CSP 2	CSP 3	DWS Partner Block	DWS Partner Object Store
N. VIRGINIA	\$2,304.00	\$2,087.32	\$2,142.04	\$1,576.00	\$1,295.00



COLD STORAGE

(% of hot storage)

	CSP 1	CSP 2	CSP 3	DWS Partner	DWS Partner > 2 PB
20% (20TB)	\$19.80	\$40.00	\$50.00	\$29.00	\$19.00
50% (50TB)	\$49.50	\$100.00	\$125.00	\$72.50	\$47.50
80% (80TB)	\$79.20	\$160.00	\$200.00	\$116.00	\$76.00

EGRESS FEES

(based on hot storage per TB)

	CSP 1	CSP 2	CSP 3	DWS Partner
First 10TB	\$90.00	\$87.00	\$12.00	Free
Next 40TB	\$85.00	\$83.00	\$11.00	Free
Next 100TB	\$70.00	\$70.00	\$8.00	Free
Over 150TB	\$50.00	\$50.00	\$5.00	Free

RETRIEVAL FEES

(for cold storage)

	CSP 1	CSP 2	CSP 3	DWS Partner
Standard	\$.01	\$.02	\$.02	Free
Standard Request (per 1000)	\$.03	\$.05	\$.02	Free

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