

## The industry

The global hyperscale cloud market hit US\$191.15 billion in 2021. This is expected to grow to US\$693.49 billion by 2026. Quantum Corporation, a leading global player in this rapidly growing market, provides software and solutions to manage and enrich cloud-based data. Malaysia's cloud market will take off with the advent of 5G technology, and is expected to be among the first countries in the region to build a 5G ecosystem using internet and cloud services in real time.

# Leveraging on Greater KL to bring data to life



## Quantum

Quantum technology, software, and services provide the solutions that today's organizations need to make video and other unstructured data smarter – so their data works for them and not the other way around.

Founded in **1980**

Headquarters: **San Jose, California**

**40+** years as a trusted custodian of digital data

**800+** Global employee headcount

Global presence: **20** countries

**20+** years of managing video and unstructured data

Listed on Nasdaq on **Feb 3, 2020**

**44+** exabytes of data preserved

Revenue in FY2022: **US\$373 million**

## Competitive advantage

- Quantum Corporation delivers an end-to-end platform that orchestrates, protects, stores and enriches data, including the most complex unstructured data such as video.
- Helps the biggest companies in the world to capture, create and share digital content, as well as preserve and protect this data from accidental (fire) and intentional (ransomware) destruction.
- Owns StorNext® File System, the world's fastest file system for video workloads.
- Owns CatDV, the world's leading content management curation and orchestration software platform.
- Built some of the world's largest digital archives, for example, for the biggest hyperscale cloud providers and organisations that need to secure data indefinitely.
- A global leader in video and unstructured data solutions.



“Quantum technology, software and services provide the solutions that today's organisations need to make video and other unstructured data smarter. This way, their data works for them and not the other way around.”

— Jim Simon, general manager of Quantum Corporation Sdn Bhd

## Quantum Corporation in Greater KL



### Centre of Excellence

- Drives digitalisation and increases value chain positions by using data analytics, artificial intelligence and cloud computing.
- Geographical coverage: Asia-Pacific, Middle East, Europe and North America.
- Allows Quantum to accelerate time to market for new solutions globally.



### Executive Briefing Centre (EBC)

- EBC allows customers and partners to talk to solution experts from Quantum Corporation and get hands-on experience with their solutions.
- The company's test lab was recently upgraded into an EBC, one of three in the world. This EBC will host experts from across the Asia-Pacific.



“We continue to facilitate world-leading tech players such as Quantum Corporation to strengthen the local ecosystem and enhance opportunities in the e-commerce industry. This also brings immense benefits to the economic and social landscape, particularly in creating high skilled jobs.”

— Muhammad Azmi Zulkifli, CEO of InvestKL

## The growth of the company in Greater KL



**1** Transfer of knowledge



**2** R&D, Digital activities



**3** High-Skilled Job Creations



**4** Industry Collaborations



## Role in the global hyperscale cloud market

In the future, 80% of the world's data will be unstructured (video, imagery, rich media) by 2025

- Quantum Corporation is changing the focus from data accumulation to making data work.
- Helps clients to transform their data into information needed to move forward.

## High-skilled, diverse talent



Quantum Corporation Sdn Bhd's employee headcount grew by 400% very quickly, from 25 to more than 100 in high value jobs.

The company is 100% locally staffed in various job functions/roles in:

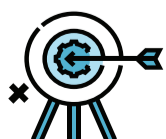
- Engineering
- Sales and marketing
- Finance
- Human resource
- Supply chain management
- Legal



## Working with the local ecosystem

Quantum Corporation Sdn Bhd is collaborating with two local universities via InvestKL's 'Greater Kuala Lumpur (GKL) Live Lab initiative. The aim is to develop an algorithm that predicts if a component needs replacement before its end of life. The plan is to work with two other local universities in the future.

## Greater KL's digital competitiveness



**3<sup>rd</sup>** Best Global Digital Hub Location (A.T. Kearney Global Services Location Index 2021).

**9<sup>th</sup>** Top city in Asia-Pacific as a Leading Technology Innovation Hub (KPMG Global Technology Industry Survey, 2021).

**15<sup>th</sup>** among Top 20 Asia Fintech Hubs (Asia Pacific Fintech Rankings: Bridging Divides Report, 2021).

