

Geyser Data: A Viable, Independent Alternative to Amazon S3 Glacier with Predictable Costs Has Emerged

by DCIG Principal Analyst, Jerome Wendt



COMPANY

Geyser Data
16601 Camilia Ave.
Tustin CA 92782
(949) 861 0220

www.geyserdata.com

GEYSER DATA KEY BENEFITS

- \$.0016/GB/month using Tape-as-a-Service.
- Predictable, recurring monthly archival storage fees.
- Facilitates data movement to/from other S3-compatible object storage clouds.
- Dedicates tapes to each client with their data for improved reading and writing performance.
- Can air gap tapes.
- Offers the option to retrieve data by purchasing tapes with data to them.
- No egress or object retrieval fees.
- No minimum storage duration.

Archive Data ...at What Cost?

Many organizations regardless of size possess aging and infrequently accessed data of which they cannot quantify its value. However, organizations that store hundreds of terabytes, petabytes, or more of this type of data face a greater challenge. How do they cost-effectively retain and manage this quantity data?

Five common choices currently include:

1. Store the data on-premises on online media (*disk or flash*).
2. Store the data on-premises on offline media (*typically tape*).
3. Store the data on cloud object storage.
4. Store data with a cloud object storage provider that offers archival storage.
5. Delete the data.

The rise of artificial intelligence has contributed to making the value of any data—regardless of its age—unpredictable. This has made many organizations reluctant to delete their aging and infrequently accessed data. However, they remain equally reluctant to invest money and time to retain and manage it.

Hence, more opt to pursue Option #4 and store this data on an archival tier of cloud object storage. This leads many organizations to adopt Amazon S3 Glacier for low-cost data storage.

Amazon S3 Glacier’s Unpredictable Costs

The low monthly storage cost of Amazon S3 Glacier perhaps appeals most to organizations. Its costs range from .00099 per GB/month (Deep Archive) to .004/GB/month (Instant Retrieval).¹ Yet Amazon S3 Glaciers’ monthly storage costs should not concern them the most.

Rather, they should focus on Glacier’s unpredictable metadata and retrieval costs. Whether using either Glacier’s Deep Archive or Flexible Retrieval, organizations must account for:

- Additional metadata charges
- Egress fees
- Minimum billable object sizes
- Minimum storage durations
- Object retrievals

To its credit, Amazon provides a guide that details the S3 API data retrieval operations that incur these charges.² However, organizations can rarely anticipate if or how much data they will retrieve that potentially incurs significant charges. These unpredictable costs associated with using Amazon S3 Glacier should give organizations pause.

Geyser Data

[Geyser Data](#) earned a DCIG TOP 3 Best of NAB Show 2025 award for being one of the first independent alternatives to Amazon S3 Glacier.



DCIG has completed extensive research into Amazon S3 Standard alternatives, uncovering over 50 products in this category.

However, when researching Amazon S3 Glacier, DCIG only found a few solutions that directly compete with it. These include Google Cloud Archive storage and Microsoft Azure Blob Archive (*though Blob does not directly support the S3 APIs*).³

DCIG’s view on the availability of other viable, cost-effective alternatives to Amazon S3 Glacier changed while attending the 2025 NAB Show. Geysers Data may well represent the first independent provider to focus solely on delivering an Amazon S3-compatible Glacier alternative.

Founded by Nelson Nahum, who also founded Zadara, he recognized an opportunity to provide Glacier-like compatible archive storage. Moreover, he wanted to deliver a Glacier alternative without Glacier's documented caveats that produce unpredictable costs.

Geysers Data Makes Cloud Archive Costs Predictable

Geysers Data addresses these unpredictable costs associated with cloud archives. In partnership with Spectra Logic, a leading tape library company, it offers Tape-as-a-Service in the cloud, accessible via S3 APIs. Geysers Data stores all data on tape behind a front-end disk cache. This permits Geysers to deliver a competitive, low monthly storage cost/GB on par with more well-known competitors (\$1.55/TB or \$0.0016/GB).⁴

This low price point, coupled with four other features available from Geysers Data, also made this solution stand out:

- **Predictable pricing.** Geysers Data differentiates itself by not charging any of the other unpredictable or variable fees listed above. This alleviates concerns that organizations may have about someday getting surprised by unpredictable retrieval fees. In so doing, organizations may confidently move forward storing their archives in the cloud knowing they can predict their costs.
- **Dedicates physical tapes to each client that Geysers Data can then air gap.** Geysers Data stores data on tapes that it dedicates to each client. This offers two distinct benefits. First, Geysers Data does not intermix each client's data on individual tapes resulting in better reading and writing performance. Second, dedicating tapes permits Geysers to completely air gap all tapes with the organization's data on it.
- **Facilitates data movement to and from other S3-compatible clouds to Geysers Data.** Geysers Data's support of the S3 API operations facilitates organizations moving data in or out of S3 buckets. Geysers Data already formally supports Amazon S3 and Wasabi Hot Storage and will increase support as demand dictates.
- **Organizations may physically obtain the tapes with their data by requesting the tapes from Geysers Data.** Organizations wanting to retrieve data from Amazon S3 Glacier often find that process expensive, time-consuming and unpredictable. Geysers makes it cost-effective, fast, and predictable. Since Geysers dedicates tapes to each client, organizations may request the tapes

with their data on them. They must still pay for the tapes but only need to wait a short time before they receive them.

Organizations considering Geysers Data should note that it does have a minimum starting capacity policy of at least 360TBs. 360 TBs of data currently fills about 20 tapes in Geysers Data's Tape-as-a-Service.

Geysers Data: A Viable Amazon S3 Glacier Alternative with Predictable Costs

The costs of storing aging and infrequently represents a vexing problem for many organizations. In today's AI world where the value of data has become unknowable, rarely does anyone delete it. This leaves storing data on a cloud storage provider's archival tier as the best option for many organizations.

Geysers Data now provides a viable, cost-effective alternative to Amazon S3 Glacier that organizations should explore. While Geysers Data's monthly costs come in on par with Glacier, Geysers's predictable storage charges make it most appealing.

Organizations can know with a high level of certainty exactly what their archival storage costs will run each month. No "surprise" bills that charge them for egress fees, minimum storage durations or object sizes or retrievals. Further, as organizations add more data to an existing tape (*up to its full capacity*), the bill stays the same. Just a flat monthly rate based upon the amount of data stored with Geysers Data with prompt access to the data they store.

Geysers Data delivers Tape-as-a-Service in the cloud as if organizations had their own tape library. Just as importantly, Geysers Data delivers this service minus the management overhead and costs associated with deploying tape on-premises. In so doing, Geysers Data gives organizations the ability to predictably and cost-effectively retain their data indefinitely. ■

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DCIG, LLC // 7511 MADISON STREET // OMAHA NE 68127 // 844.324.4552

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