



INDEPENDENT RESEARCH

Forrester Consulting Total Economic Impact™ study commissioned by Silk, 2026

THE BILL NOBODY APPROVED

# You're paying premium prices to make cloud storage **behave**.

It's not a storage problem. It's an architecture problem. And it's getting worse.

## THE WORKAROUNDS

- 01 Overprovision IOPS just in case
- 02 Buy oversized VMs for throughput
- 03 Hand-tune environments every week
- 04 Lock workloads to premium tiers
- 05 Delay every migration that matters

All five are symptoms. None of them are the cure.

## TELL ME IF YOU'VE HEARD THIS ONE

- Cloud bill outpacing actual workload
- Performance falls apart at peak
- Dev/test refresh measured in days
- Premium tiers just to keep latency stable
- Migrations stuck on the same blockers
- AI plans hitting an infrastructure wall

Three of these? Your architecture is the bill.

# 139%

3-year Return on Investment

# 60%

Faster Performance

# <6mo

To Full Payback

# 15%

More DBA Productivity

# 50%

Lower Storage Costs

# \$6.3M

Net Present Value

THE RECEIPT

What teams found when they stopped **papering over it**.  
See the math. Then talk to your CFO.

Download the Study ▶

Results are for a composite organization based on interviewed customers.