MALA TECHNOLOGY ADVISORS

Independent Technology Guidance. Market Intelligence. Better Decisions.

DATA · SOLUTION DATA SHEET

Your Data Strategy Decides What Your AI Can Do.

AI, analytics and compliance all depend on where data lives, how it moves and who controls it. MALA reviews data infrastructure, residency and governance so your data is ready for AI and defensible to regulators, with vendor-neutral platform guidance.

Data Infrastructure + Pipelines & Storage + Data Residency + Data Governance + Data Control

THE CHALLENGE

AI exposes every data shortcut.

Unready pipelines
Storage and pipelines not built for AI workloads.

Missing lineage
No record of where data came from or how it's used.

Residency rules
GDPR, the EU AI Act and CPRA make location a compliance issue.

Vendor training rights
Contracts that let providers train models on your data.

OUR APPROACH

From scattered data to governed data.

01 Map
Trace where data lives, moves and is processed.

02 Assess
Review pipeline and storage architecture for AI readiness.

03 Govern
Establish lineage, access controls and ownership.

04 Protect
Review vendor contracts for data rights and residency.

05 Roadmap
Sequence platform and governance improvements.

Data control is one of four sovereignty dimensions MALA evaluates, alongside model, compute and operational control.

WHERE MALA HELPS

Data that's ready for AI and defensible to regulators.

Data infrastructure
Platform and architecture options, vendor-neutral.

Pipelines & storage
Designed for analytics and AI workloads.

Storage tiering
Tiers matched to actual access patterns.

Data residency
Location reviewed against applicable regulation.

Data governance
Lineage, access controls and ownership.

Contract review
Data-processing terms and model-training rights.

Large research datasets and IP-sensitive collaboration are covered too.

BY THE NUMBERS

Why this matters now.

37%
of organizations had policies to manage or detect AI use
IBM COST OF A DATA BREACH 2025

1 in 5
organizations reported a breach caused by unsanctioned AI
IBM COST OF A DATA BREACH 2025

4
sovereignty dimensions: data, model, compute, operations
MALA FRAMEWORK

$0
fee to you. Paid by the vendor only if you move forward
VENDOR-SPONSORED

WHO IT'S FOR

Built for the people who own the decision.

CIO / CTO	A data platform that supports AI and analytics.
Chief Data Officer	Lineage, ownership and governance in place.
CISO / Privacy	Access controls and residency you can defend.
Legal	Vendor data rights reviewed before signing.
Research teams	Large datasets managed without slowing work.

THE MALA MODEL

Unbiased. Vendor-sponsored.

Our services are sponsored through strategic referral agreements with 430+ technology solutions providers, never billed to you. MALA is paid by the vendor only if you move forward with a vendor we recommend.

- **Unbiased recommendations**
  Providers within each category have similar compensation models, so your requirements drive the answer.
- **Paid only if you move forward**
  The selected vendor compensates MALA, and only when you choose a recommended vendor.
- **No obligation**
  You are never required to move forward with any recommended vendor.

COMMON QUESTIONS

What clients ask first.

Q Is our data ready for AI?
We review pipelines, storage and governance against the AI workloads you plan to run.

Q Can vendors train on our data?
Sometimes, depending on the contract. We review data-processing terms before you sign.

Q Why does data residency matter?
GDPR, the EU AI Act and CPRA make data location a compliance question, not just a technical one.

Q Do you sell a data platform?
No. Guidance is unbiased, and MALA is paid by the vendor only if you move forward.

ENGAGEMENT AT A GLANCE

Scope	Infrastructure, pipelines, residency and governance
Regulations	GDPR, EU AI Act, CPRA and sector rules
Deliverable	Data readiness and governance roadmap
Cost to you	None. Vendor-sponsored, no obligation

RELATED AI Cloud Compliance

THE FIRST STEP

Talk to an advisor about data. No obligation.

A 30-minute conversation on data readiness, residency or governance. No obligation.

Vendor-sponsored: MALA is paid by the vendor only if you move forward with a recommended vendor. No obligation to do so.

Let's simplify your next technology decision. Talk to an advisor.

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