



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 330+ 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**
No provider pays MALA more than another qualified provider, 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

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.

RELATED

AI

Cloud

Compliance

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

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