NetApp®

Solution Brief

Cloud Services Built on NetApp

Make your move to flexible, efficient IT service delivery

IT Flexibility and Efficiency at the Highest Level

Cloud computing is the ultimate destination for those who seek IT flexibility and efficiency. The cloud takes the business advantages of virtualization and shared infrastructure to new heights, delivering even greater business agility and cost savings.

NetApp understands that enterprises will make different decisions about how to obtain the benefits of cloud computing. Build or buy; public, private, or hybrid; the path your company takes depends on your starting points and objectives. Whatever path you take, NetApp experts can advise you on how to obtain the best solution and achieve IT flexibility and efficiency for your business.

Business Agility with Reduced Capital Costs

Cloud services are an ideal option for enterprises seeking to maximize flexibility and reduce costs for less strategic workloads such as development and test, backup, archive, and disaster recovery. Outsourcing noncore software applications such as e-mail is also an increasingly attractive option for IT decision makers.

Procuring cloud services can provide significant agility benefits to your business. Quickly provisioning new infrastructure can accelerate time to market for critical projects and give you a competitive edge. The ability to scale IT resources up or down, on demand, allows you to better manage temporary, seasonal, or project-based needs. By moving to an opex, pay-as-you-go model, you can more efficiently size your IT purchases to your current needs and incrementally scale rather than making large upfront capital expenditures. At the same time you can liberate administrative resources by outsourcing the management of workloads and applications that are not core to your business.

Figure 1) NetApp cloud service provider partners offer a portfolio of enterprise-class cloud services built on NetApp. For a complete list, visit http://solutionconnection.netapp.com/partner-directory.aspx.

For those enterprises that desire the flexibility benefits of the cloud combined with the cost efficiencies of a pay-as-you-go opex model, NetApp's global network of service provider partners offers enterprise-class cloud services that can meet your needs today and your roadmap for the future.

Enterprise Class

NetApp foundational capabilities enable our service provider partners to provide secure, reliable cloud services at the lowest possible cost while meeting diverse enterprise needs:

- NetApp secure multi-tenancy enables end users to reap the cost benefits of a shared infrastructure without sacrificing the security of a dedicated environment.
- A portfolio of storage efficiency capabilities, including Snapshot™ copies, deduplication, and thin provisioning, allows service providers to offer enterprise-grade storage to end users at competitive prices.

- Data mobility techniques eliminate maintenance windows, providing 24/7 continuous data availability for all tenants within a shared service.
- NetApp integrated data protection provides high availability; enterprise-strength security; and robust, disk-based backup, archive, compliance, and disaster recovery features.
- NetApp Unified Architecture allows service providers to better respond to customer needs for a variety of services, performance levels, and protocols at minimal cost.
- NetApp scale-up and scale-out capabilities empower service providers to scale performance and capacity on demand, improving service levels and cost for end users.
- Policy-based automation and analytics speed deployment and provide near real-time monitoring and alerts to safeguard availability and performance guarantees.
- Partnerships with Cisco, Citrix, Microsoft, VMware, BMC, CA,

and others provide the reliability of tested integrations with best-in-class components from industry leaders.

Comprehensive Ecosystem

For many IT leaders, the cloud offers valuable benefits for many workloads and applications. That is why NetApp has cultivated partnerships with a global network of world-class service providers and global system integrators to deliver a range of optimized cloud services built on NetApp.

NetApp service providers have the people, processes, and service solutions to address a variety of enterprise requirements. Partners such as Atos, CSC, Rackspace, Terremark-Verizon, T-Systems, and Savvis offer cloud solutions for many enterprise workloads and applications, including:

- Storage as a service
- Infrastructure as a service
- Desktop as a service
- Backup as a service

Public cloud
- Noncore workloads and applications
- Adapt to dynamic demands
- Self-service and pay as you go
- Readily available cloud service

Private cloud
- Core defined services
- Highly dynamic
- Self-service and metering

Zones of virtualization
- Core IT application consolidation
- Moderately dynamic
- No self-service requirements

Application silos
- App requirements unique to silo
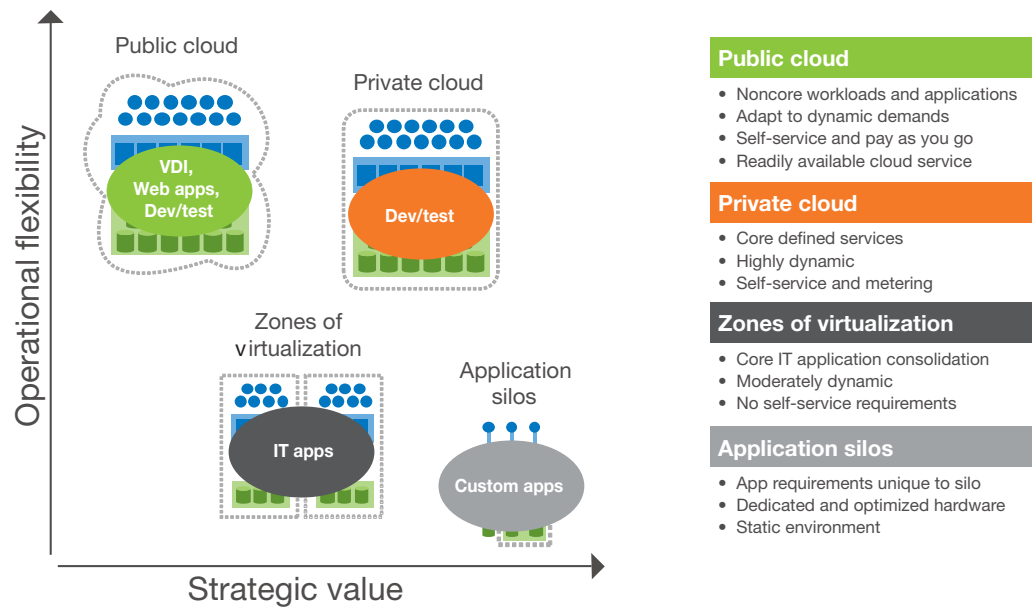- Dedicated and optimized hardware
- Static environment

Figure 2) Strategy starts with workloads. The decision to build or buy cloud services for a particular workload or application can be guided by its users' need for flexibility versus its strategic importance to the organization.

- Disaster recovery as a service
- Messaging and collaboration as a service
- SAP® as a service

You should know that many NetApp service providers have a global footprint and can support the distributed needs of global enterprises. We also collaborate with a variety of regional partners so that wherever your operations are in the world, the NetApp partner ecosystem has you covered.

Future Ready
NetApp is committed to meeting diverse customer needs today and for the future and continues to invest in expanding its service provider partner ecosystem. With programs to support increased partner innovation, you can expect new services from existing partners and additional offerings from new partners. Our end goal is that our customers have access to a robust portfolio of best-in-class cloud service solutions built on NetApp that will meet their needs today and in the future.

Your Trusted Advisor
Whether you choose to build a private cloud, work with a service provider to procure cloud services, or do both, your NetApp representative can work with you to understand your requirements and connect you with the right partners and solutions to meet your business needs.

For enterprises wanting to build an in-house private cloud, NetApp and our global system integrator partners can help you evolve your virtualized, shared IT infrastructure to a service delivery model over time, without ripping and replacing your existing infrastructure. For those opting for the unique flexibility and cost benefits of cloud services, NetApp can connect you to the right service provider to help you realize your goals.

To learn more about NetApp cloud solutions for the enterprise, contact your NetApp account representative or visit www.netapp.com/us/solutions/infrastructure/cloud.

About NetApp
NetApp creates innovative storage and data management solutions that deliver outstanding cost efficiency and accelerate business breakthroughs. Discover our passion for helping companies around the world go further, faster at *www.netapp.com*.

Go further, faster ®

	Infrastructure as a service		Data protection as a service			Messaging/ collaboration as a service		Desktop as a service	SAP® as a service	Other as a service	Countries available
	INFR	STOR	DR	BU	AR	MSG	COL				
AAPT	•	•									AU, NZ
Accenture									•		WW
Amazon Web Services (AWS)	•	•									US
Atos	•					•	•	•			US, CA, DE
Belgacom				•							BE
CBTS	•										US
Cognizant	•										WW
CSC									•		WW
Datacom	•	•									AU, NZ
EarthLink	•	•	•								US
Egnyte										• File Sharing	US
Fujitsu	•								•		SI, TH
HeiTech		•									MY
Hosting.com	•										US
Interactive	•	•	•								AU
Internet Initiative Japan (IIJ)		•									JP
Interoute	•	•									UK, EU
Iron Mountain			•		•						US
Logicalis	•									• App dev/test	UK
NIFTY	•										JP
Nihon Unisys	•										JP
NTT	•		•		•	•		•		• App dev/test	UK, DE, FR, ES, IT, BE, BL, LU
Orange	•										EU
PDS	•										US
Peak	•	•	•							• Object Storage	US
Proact	•	•	•	•						• Remote Mgmt	NL, UK, ES
Rackspace	•		•	•				•			US
Savvis		•		•					•	• Database	US, UK
SilverSky						•	•				US
Softbank	•										JP
StratITsphere		•		•							US
SunGard			•	•							US
Technicolor		•									US
TelkomSigma	•									• Software	ID
TELUS	•	•									CA
Terremark/Verizon	•		•	•							US, CO, BR, DR, UK, ES, ML, BE, TR
T-Systems	•					•	•		•	• Standard apps • Document archiving	US, MX, BR, FR, NL, UK, DE, ZA
Viewpointe										• Financial Services	US
Virtustream	•		•						•		US
Windstream	•	•	•		•						US
Xerox				•		•		•			US

Table 1) NetApp Platinum cloud service provider partners offering cloud services built on NetApp as of May 2013. For the most complete and up-to-date list, visit http://solutionconnection.netapp.com/partner-directory.aspx.

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