STRATEGIC PARTNERSHIP OVERVIEW
NETAPP DATA MANAGEMENT SOLUTIONS

The Challenge

New technology innovations are disrupting traditional businesses, and even entire industries. With explosive growth in mobile devices and social media, everyone is connected, all the time. For business, that means huge increases in the speed and volume of data you now have to handle and an expectation that you can provide access to that data anytime, anywhere. Meanwhile, as companies transition from physical to digital business models, they’re seeing very different growth rates, performance needs, and functional IT requirements than in the past. More data, digital images, and video are being generated than ever before, and all of that content needs to be stored and archived somewhere.

Faced with all of these changes, businesses are rethinking their data infrastructures. They’re looking to cloud platforms, software-defined automation, flash storage, and OpenStack to run leaner and more quickly and bring innovative new services to users and customers wherever opportunities arise. At least, that’s the plan.

Too often, legacy storage systems throw up roadblocks that prevent you from realizing the full value of your IT investments. When your clouds are siloed and spread among many different locations, it’s harder to access what you need when you need it. You can’t scale up and out to the cloud as quickly as competitors when introducing new services. If you lose connectivity to your data every time you move it, you have a harder time meeting SLAs and responding quickly when your business changes. Having to navigate separate management processes for all your different storage—physical, virtual, private and public cloud, branch—can prevent you from delivering seamless application experiences. And if you can’t see what’s happening with your data everywhere at a glance, managing and protecting all your content become a slow, onerous chore.

Leveraged for Success

- Premier Partnership Status
- Expert-Level Certified Engineers
- Gained Efficiencies from Strategic Distributor Relationships
- Secure Supply Chain
- Flexible Onsite Availability
- Best Practice Project Management and Engineering Methodologies

Network Infrastructure Services

- Architecture Design & Deployment
- Cyber Defense Infrastructure
- Modernization / Optimization
- Assessment / Compliance
- Migration / Refresh
- Customized Engineering Block Schedules

Proven Past Performance

- Enterprise
- K-12 and Higher Education
- Service Provider
- State and Local Government

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To keep pace with today’s fast-moving technology landscape—and get the most from the technologies designed to help you do it—you need two core capabilities:

- **Flexibility to move and access data anytime, anywhere.** Your data infrastructure should support a cloud strategy that unifies data stored across any location. It should be a strategic asset on which your business can rely to introduce new services with unprecedented speed, scale, and scope. You should be able to create a hyperscale data center that can deliver business-critical applications and content at scale And you should be able to automate your agile data center across hybrid on- and off-premises environments.

- **Fast responsiveness to business requests.** Your data infrastructure should make it easy to meet SLAs and respond more quickly to new workload requests and changes. It should provide outstanding performance and reliability by default and deliver all of your critical data and applications with no service interruptions. It should help you keep operating and capital costs down through efficiency, flexibility, and better resource utilization. And it should allow you to take advantage of software-driven automation for speed and cost efficiency at scale.

**The Solution: Modernize Your Data Infrastructure with NetApp**

NetApp offers the right storage and data management solutions to help you realize the full benefit of new IT innovations in your business and become more agile, more flexible, and faster. It starts with NetApp® clustered Data ONTAP®, the storage OS designed for responsiveness, scale, and simplicity in today’s dynamic IT landscape. NetApp can help you connect all of your data infrastructure—spanning data centers, remote offices, and clouds—into a single, flexible Data Fabric.

With a Data Fabric enabled by NetApp, all of your organization’s data—in diverse data center environments, across private and public clouds, even at remote branches—is a single, cohesive whole. Move, manage, and protect your data no matter where it is.