

2013 AWS Worldwide Public Sector Summit Washington, D.C.

NetApp

NetApp Private Storage for Amazon Web Services:
Oakland County, MI & other Case Studies



NetApp Private Storage for Amazon Web Services

Solution

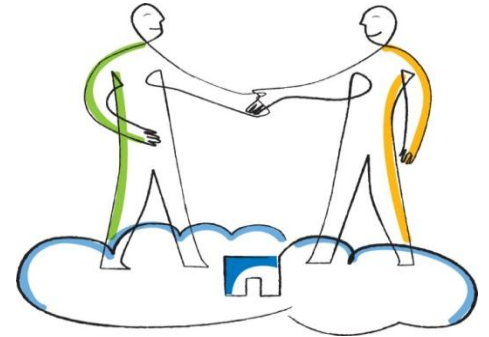
- An agile, joint infrastructure that allows enterprises to combine cloud and private resources to best meet their business needs

Value

- Cloud benefits, proven enterprise storage
- Enhanced data protection at lower cost
- Agility to adjust your cloud resource mix

Target Community

- Enterprise, Midsize Business, and Public Sector organizations currently running NetApp on-premises and looking to take advantage of the cloud

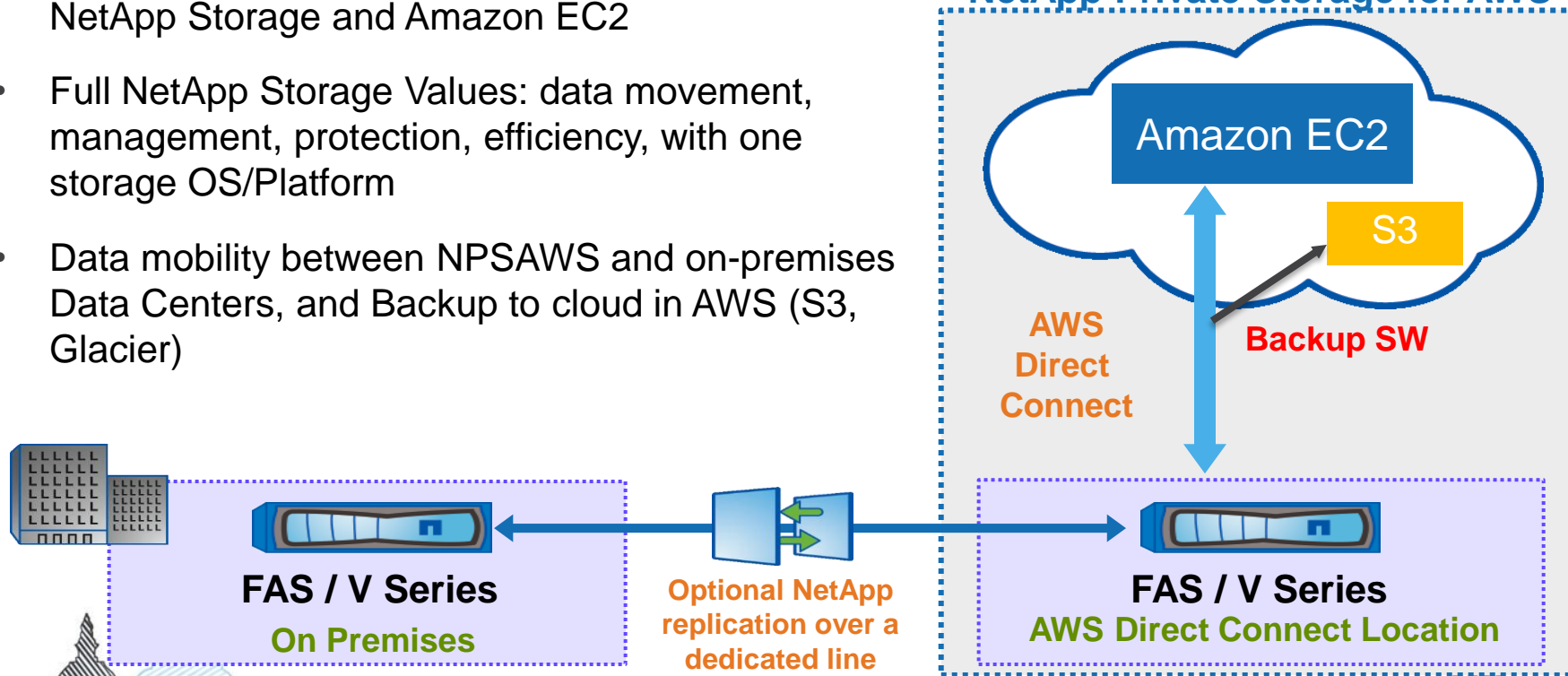


NetApp Private Storage for



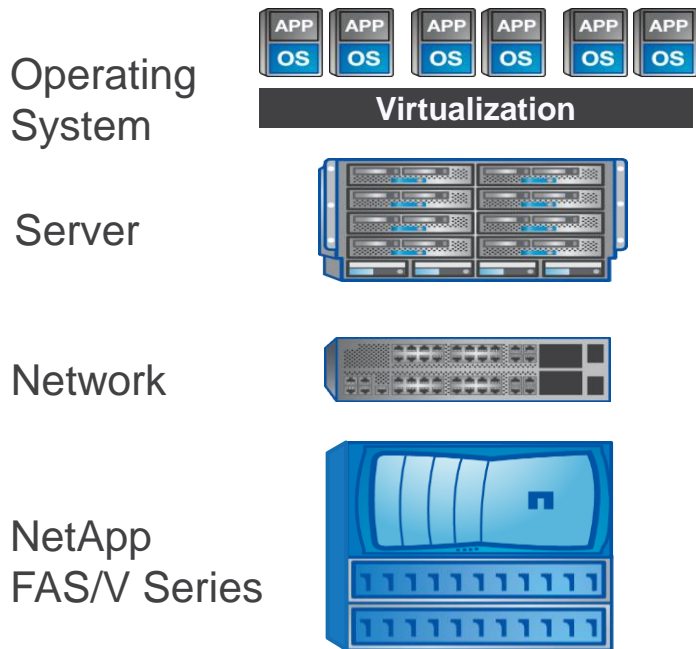
- Secure, high-performance integration between NetApp Storage and Amazon EC2
- Full NetApp Storage Values: data movement, management, protection, efficiency, with one storage OS/Platform
- Data mobility between NPSAWS and on-premises Data Centers, and Backup to cloud in AWS (S3, Glacier)

NetApp Private Storage for AWS



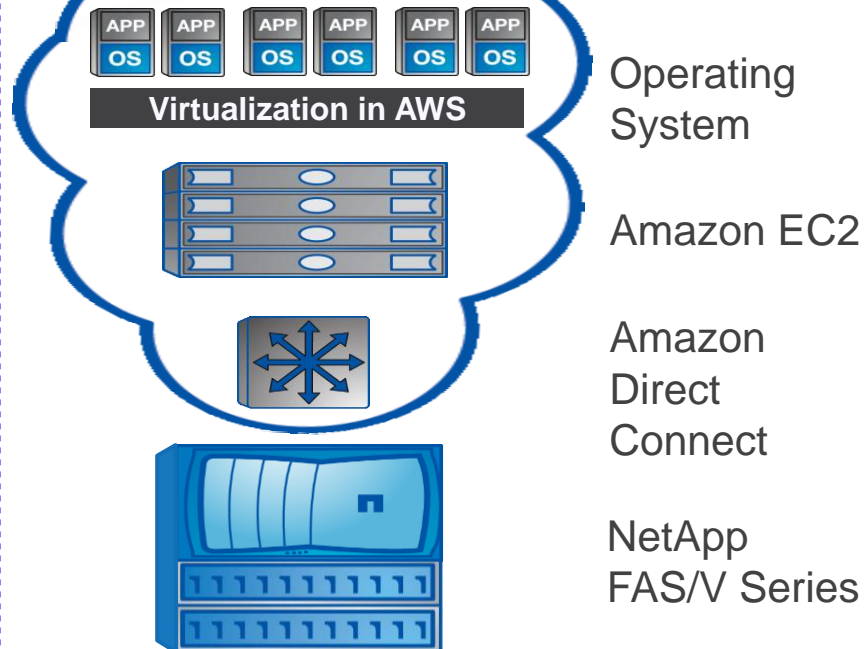
Converged Infrastructure in the Cloud

Converged Infrastructure



Complete data center in one rack cabinet

NetApp Private Storage for AWS



Flexible Amazon EC2 backed by NetApp



Industry Excitement

AWS re:Invent
November 27 - 29, 2012 The Venetian - Las Vegas, NV

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Amazon Web Services' first global customer and partner conference.
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Amazon Web Services invites you to AWS re: Inven, our first global customer and partner conference. Your whole team can ramp up on everything needed to thrive in the AWS Cloud. AWS re: Inven will feature deep technical content on popular cloud use cases, new AWS services, cloud migration best

Countdown to AWS re: Inven
28 DAYS 12 HOURS 47 MINUTES 38 SECONDS

- Joint collaboration agreement
- Solution announced at re:Invent
- Wide Press Coverage
- 35,000 Blog Hits
- Positive Analyst Briefings
- Ecosystem activated US, APAC

ESG: Mark Bowker, VP

"This collaboration between Amazon and NetApp further extends the benefits of cloud computing upstream and delivers alternative platform choice for workloads that demand optimal performance with favorable economics."

2013 AWS Worldwide Public Sector Summit



Solution Overview

Use Cases



County of Oakland, Michigan



Mission: Improve government services by sharing technology with other government agencies at little or no cost, therefore reducing the cost of government.

Phil Bertolini, CIO/Deputy County Executive

Blue River
INFORMATION TECHNOLOGY

Requirements

- Do more with less
- Expand existing G2G services
- RFP – Issued May 2012

Challenges

- Expansion based on existing infrastructure not viable due to cost structure & limited application support

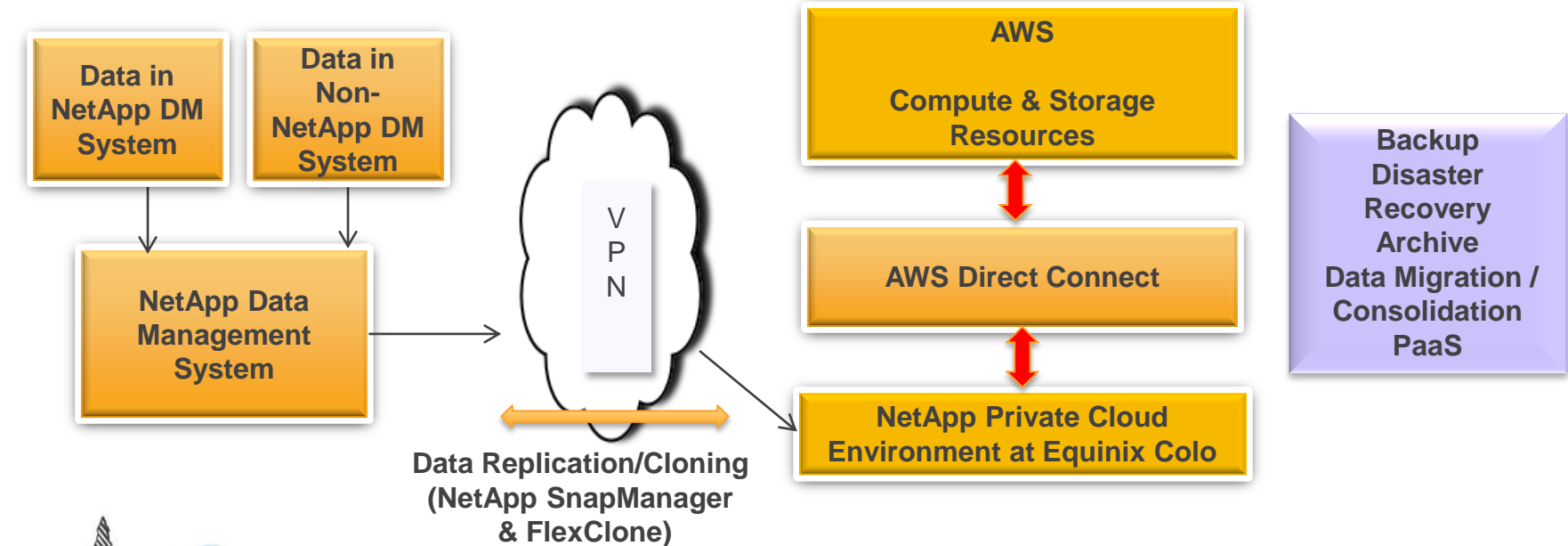
Outcome

- G2G Cloud Solutions contract awarded to Blue River IT
 - AWS
 - Blue River services
- BPA: SW, HW, MS
- Pre-competed purchasing vehicle for all Gov't agencies



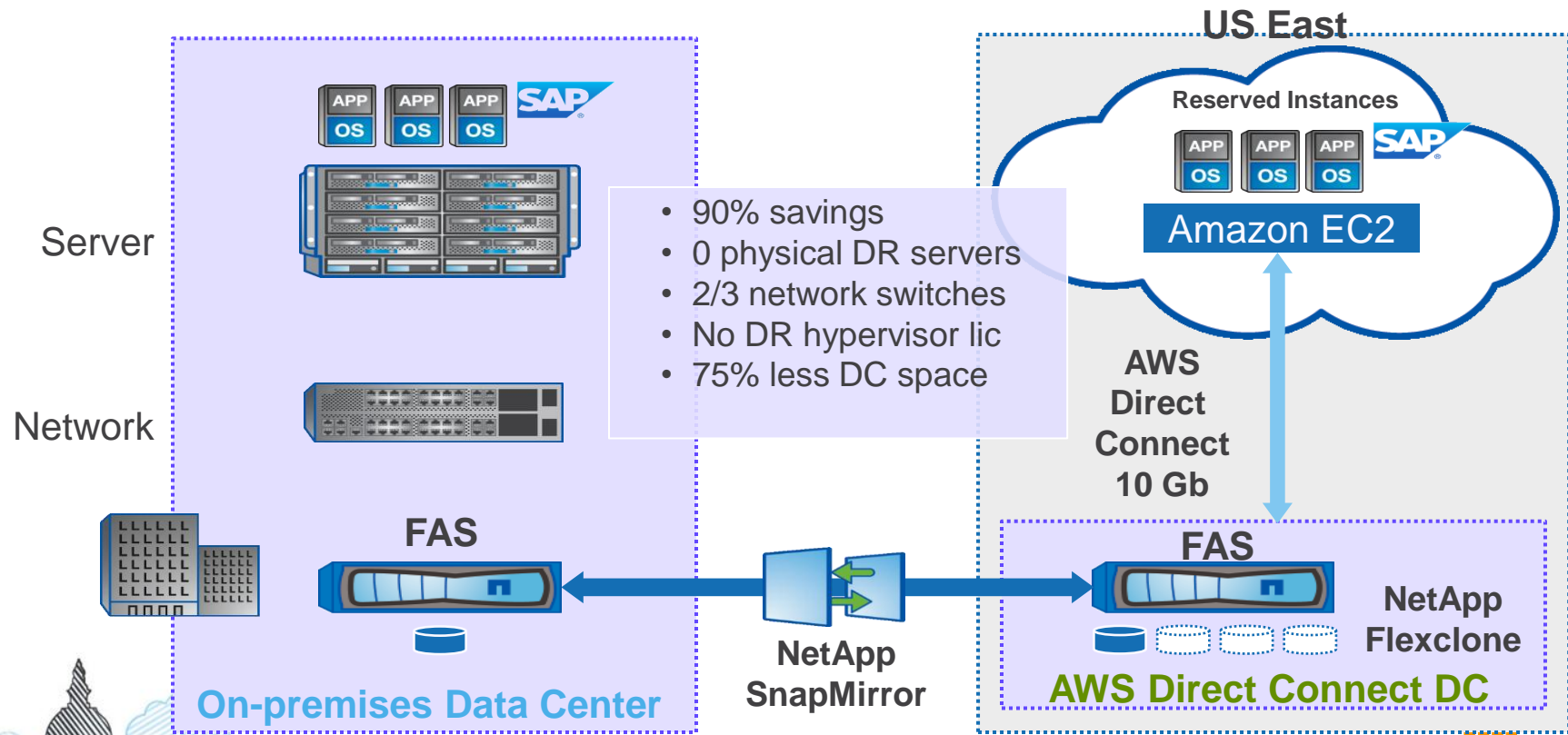
Mallard for NetApp and AWS

Blue River developed solution that enables organizations to move on-premise data with confidence into a cloud environment and leverage AWS resources. Utilizes NetApp's data management technology to integrate heterogeneous data systems, replicate to private cloud.



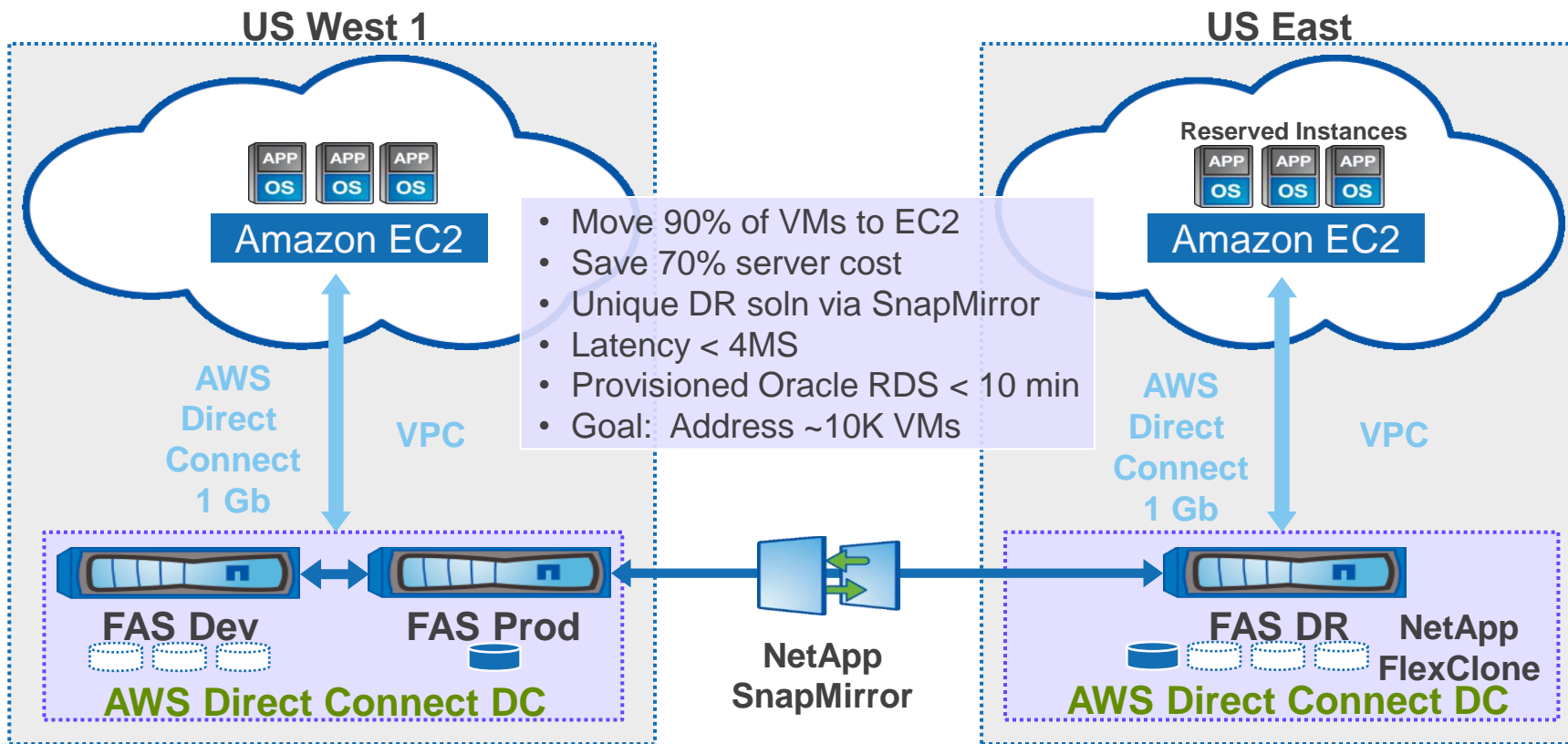
Midsize Manufacturing Company

Disaster Recovery for SAP



SaaS Company

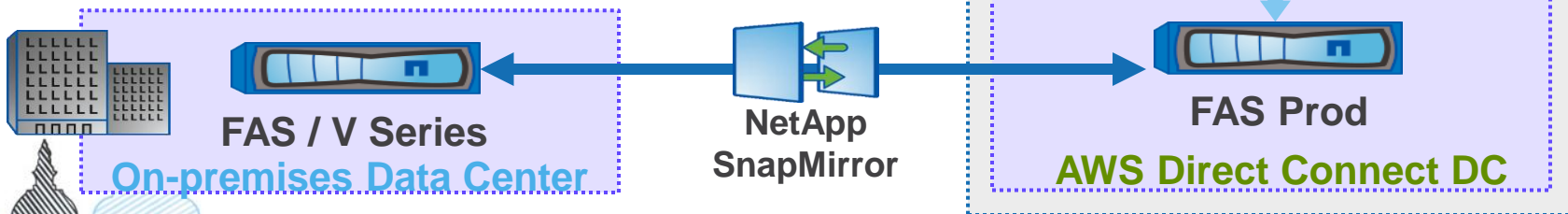
Prod, DevTest and DR for Payroll Application



Marketing Services Company

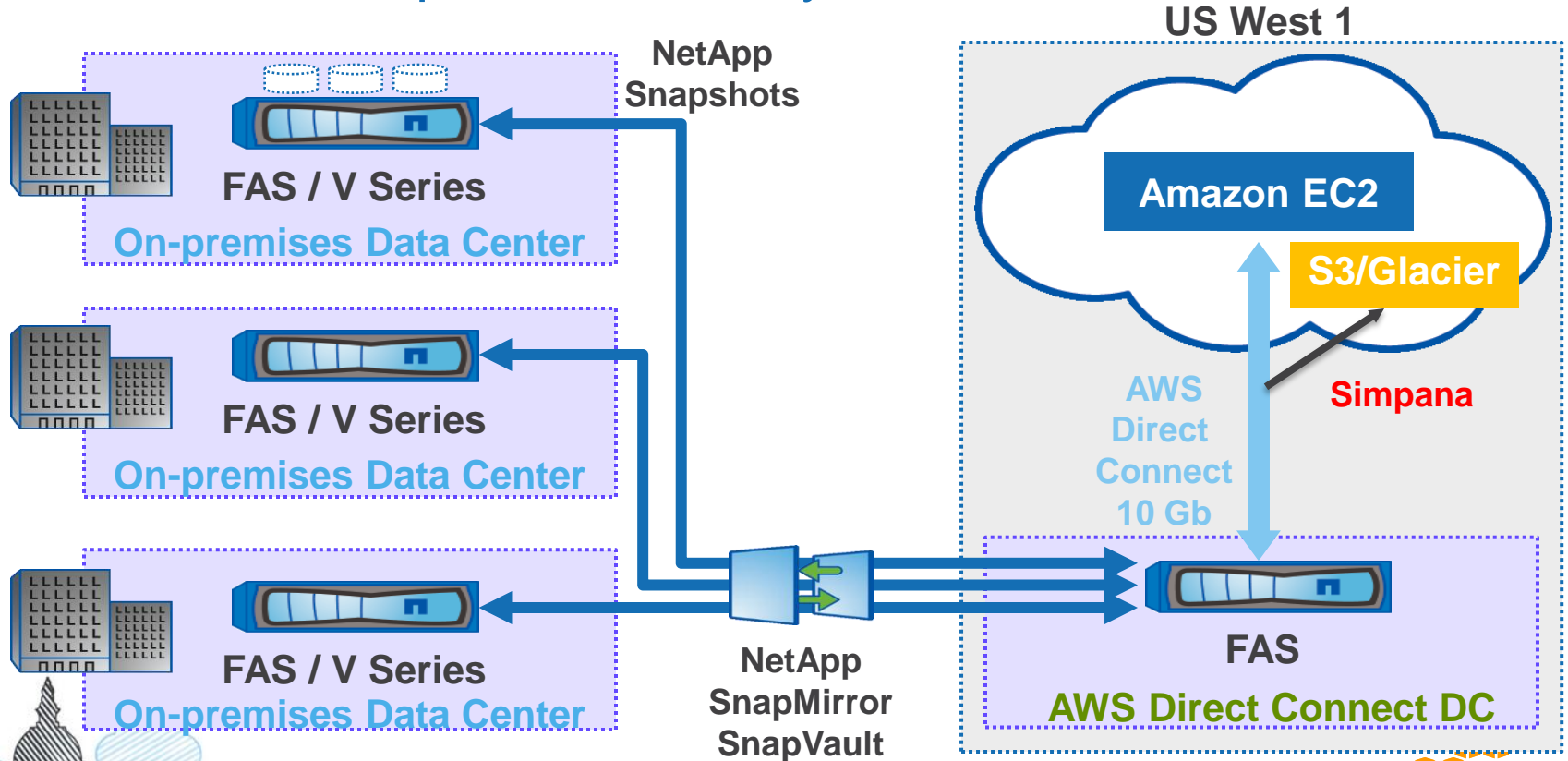
Performance for PaaS

- Legacy NetApp customer seeking flexibility and lower compute costs for PaaS Platform
- Need to maintain storage performance for web services with high NAS file counts
- Full NetApp Storage Value with Clustered ONTAP deployed with Amazon EC2

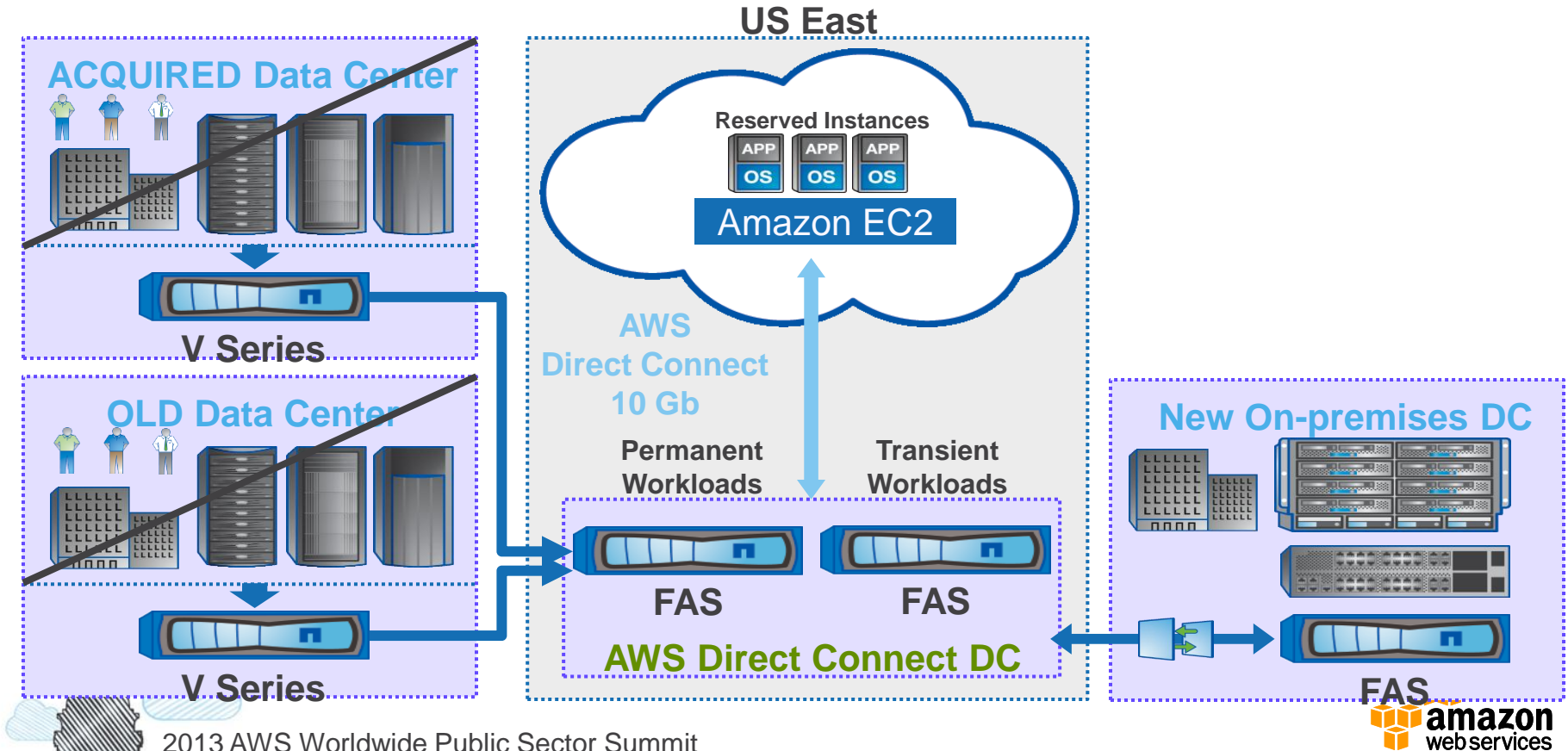


Global Energy Company

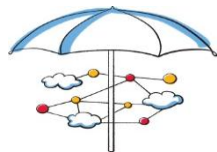
Multi-tier Backup and Recovery



Multi-National Manufacturing-Financial Services Company: Consolidation M&A



Use Cases



- Disaster Recovery
- Development & Test
- Multi-tier backup to Cloud
- Cloudburst for peak workloads
- Multi-Region Application Continuity
- Data center migration & consolidation
- High Performance Bus Apps / Database
- Big Data Analytics

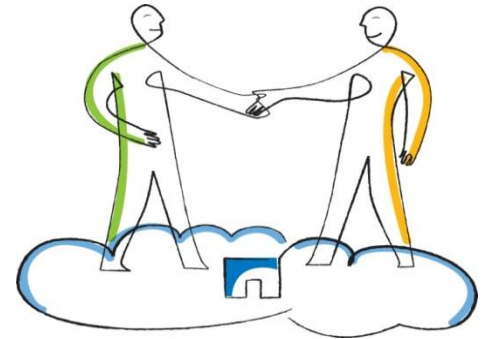


Compliance
& Regulatory
Requirements

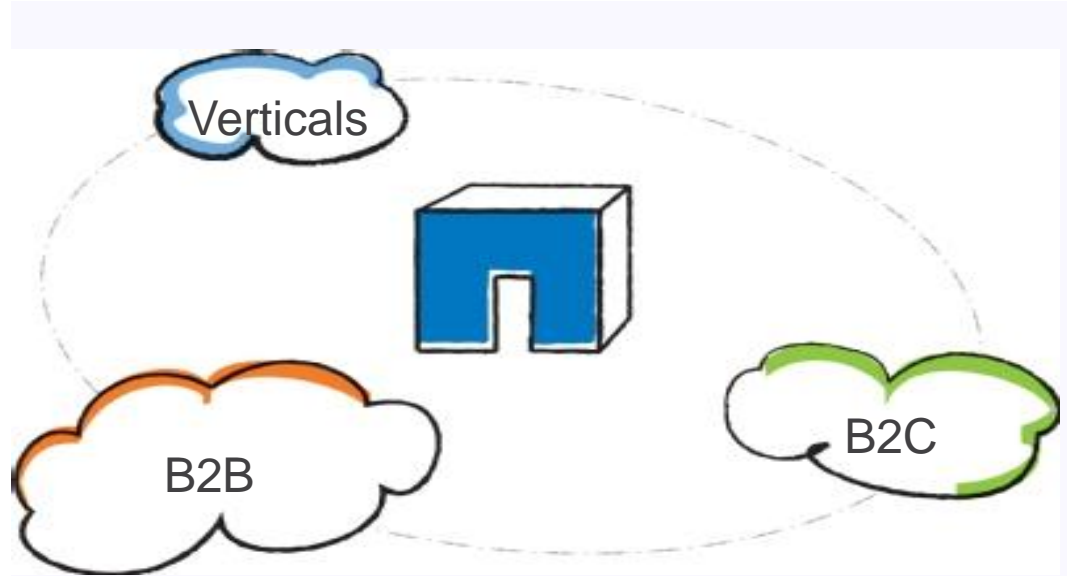


Key Differentiators with NPS for AWS

- High performance enterprise storage needed
- “No data-at-rest in cloud” security requirements
- Simplified CIFS or NFS support
- Tier-1 Applications such as MSFT SQL, SAP, and Oracle
- Disaster Recovery



Thank you



Over 1.4 billion end users receive cloud services built on NetApp





THANK YOU