NetApp Cloud Data Services

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Cloud Data Services business unit

Digital Transformation Is Driving New IT Imperatives

INSPIRE
innovation with
the cloud

BUILD
clouds to accelerate
new services

MODERNIZE
IT architecture with
cloud-connected flash

NetApp

We provide industry-leading
CLOUD DATA SERVICES
as consumable services and subscriptions on the public clouds

NetApp
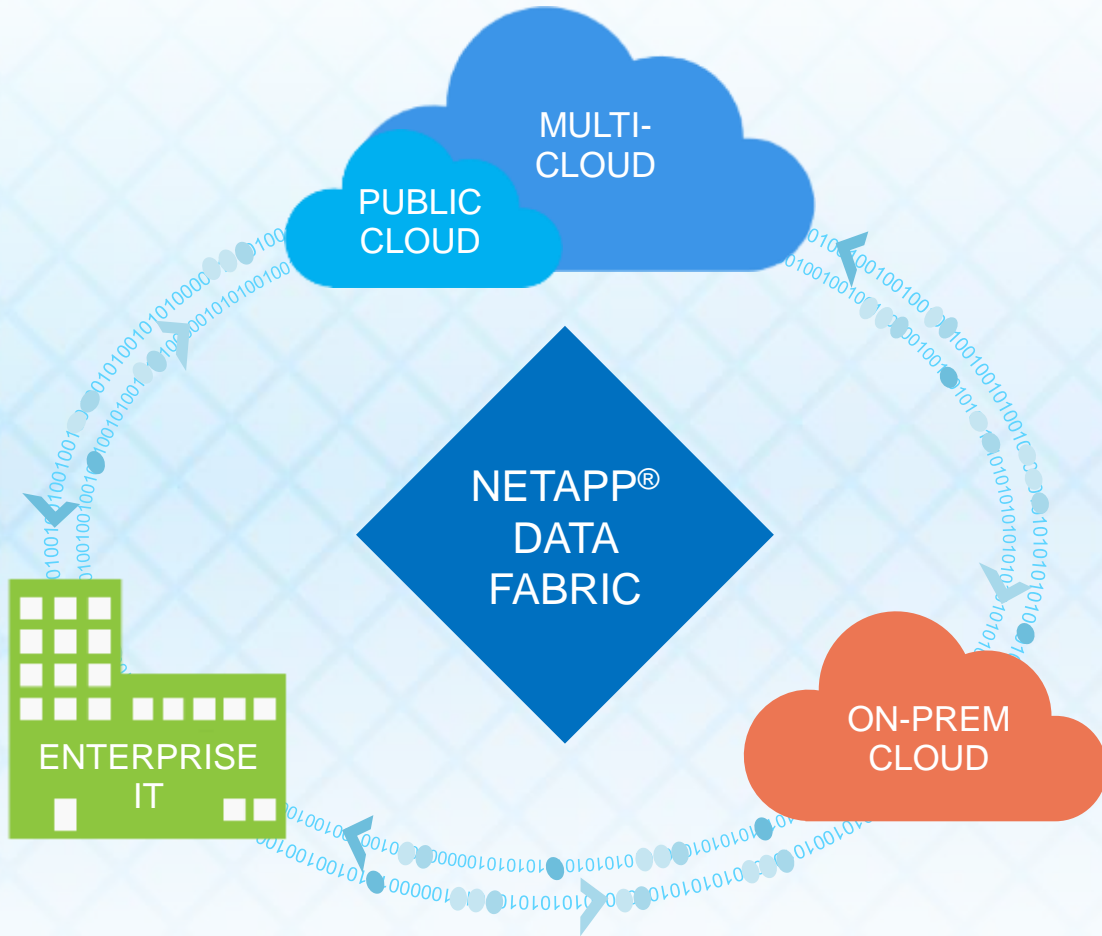
NetApp's Cloud Strategy

INSPIRE
innovation with
the cloud

- Enable customers to deliver business outcomes for all IT workloads on cloud, multicloud and hybrid cloud environments

- Deliver cloud data services with extreme performance and TCO to the top hyperscalers integrated with compute, applications, AI and machine learning

- Continuously release incremental cloud services to protect, secure, orchestrate, monitor and optimize the data through the Data Fabric

- Sell through NetApp direct sales, existing and new Cloud First channel partners and the Microsoft global sales team

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NetApp Delivers a Data Fabric Built for the Data-Driven World

Accelerating digital transformation by simplifying and integrating data management

MULTI-CLOUD

PUBLIC CLOUD

NETAPP® DATA FABRIC

ENTERPRISE IT

ON-PREM CLOUD

INSPIRE innovation with the cloud

BUILD clouds to accelerate new services

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NetApp®

A Software-Based, Cloud-Centric, Subscription Business Model

An industry-leading data management stack

Data Monitoring & Data Optimization

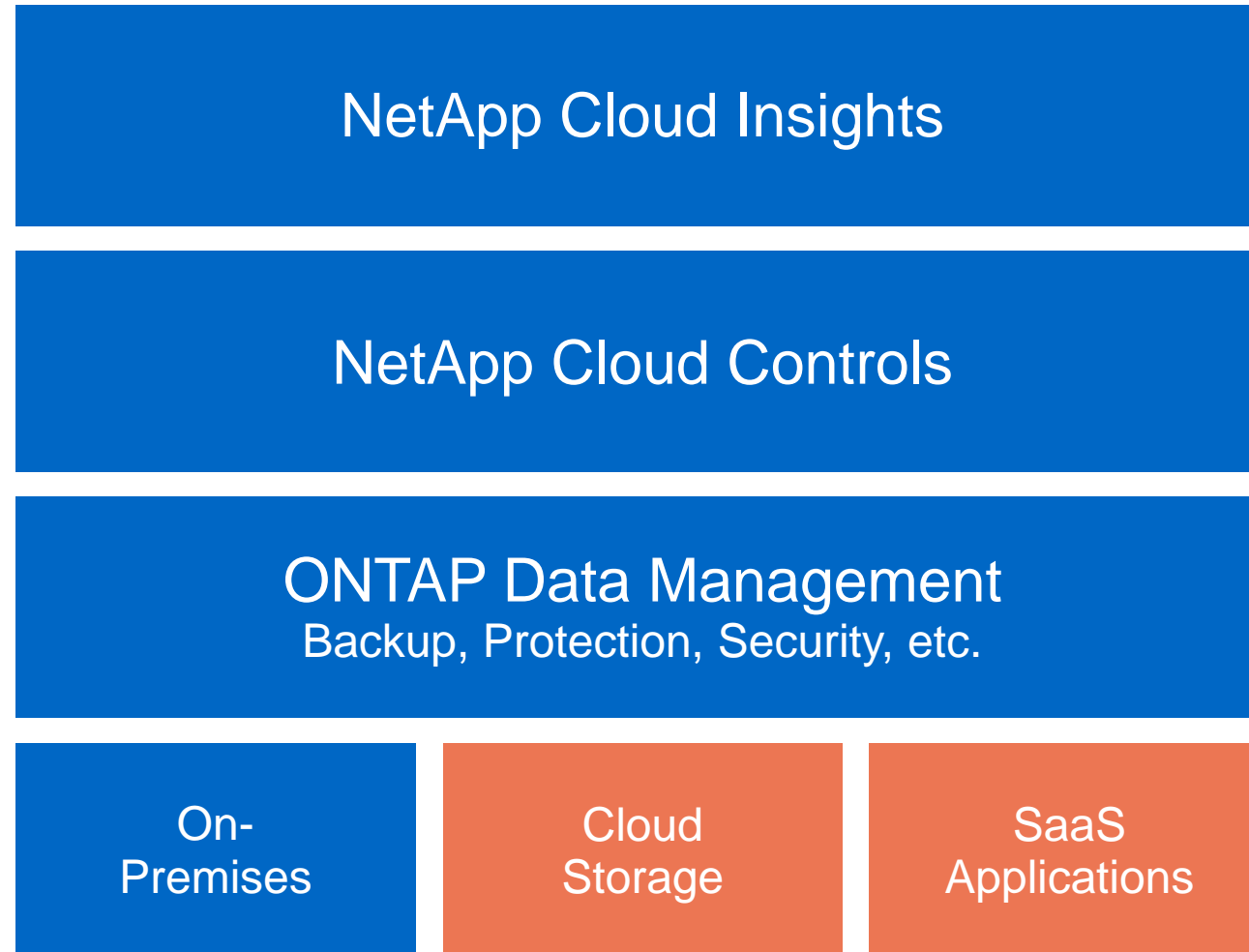Orchestrations, Integrations, Controls

Data Services, Data Management
Backup, Protection, Security, etc.

Storage

NetApp

A Software-Based, Cloud-Centric, Subscription Business Model

An industry-leading data management stack

NetApp Cloud Insights

NetApp Cloud Controls

ONTAP Data Management
Backup, Protection, Security, etc.

| On-Premises | Cloud Storage | SaaS Applications |

NetApp

NetApp Cloud Central

NetApp Cloud Volumes for AWS

Azure NetApp Files (Cloud Volumes)

NetApp ONTAP Cloud Volumes

Cloud native file services with extreme performance

Get workloads to the cloud months, or even years, sooner with **EXTREME PERFORMANCE**

- Finally ALL workloads in the cloud – even legacy applications – for maximum agility

- Go from zero to 100TB deployed in 8 seconds

- Extreme performance @ **20X EFS**

- Pay-as-you-go shifts expense from CapEx to OpEx

- Data protection without application performance impact

- Clone Dev/Ops workspaces instantly for faster releases

- Replicate across geographies for robust collaboration

- For Microsoft Azure and in the AWS Marketplace

NetApp

Transparent and Simple Cloud Pricing

From single-digit dollar deals to multi-million dollar deals

Cloud Insights	Professional	Enterprise		$10 - 23/MU*, per month
Cloud Controls	Azure	AWS	Coming soon	$X container/VM, per month
Cloud Volumes	Basic / Standard	Premium	Extreme	$0.05 - 0.45/GB, per month

*Managed Units = MU, Gigabyte = GB

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Customers and Hyperscalers Love NetApp Cloud Data Services

For cloud, multicloud and hybrid cloud scenarios

- We complement the public clouds with protocols, data services and applications unavailable on the clouds

- We bring extreme performance and data management expertise with better TCO

- We unite storage and compute, supporting more workloads through application integrations and orchestrations

- We support cloud, multicloud and hybrid cloud computing for on-premises enterprises through the NetApp Data Fabric

- We provide analytics and key insights to drive workload migrations and cost/benefit analysis of cloud and on-premises infrastructure

NetApp

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Customers and NetApp love public clouds. (Our competitors do not.)

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NetApp

1800+ customers, 11+ exabytes of storage managed by NetApp Cloud Data Services[*]

*Cloud Backup, Cloud Sync, ONTAP Cloud, Cloud Control, NetApp Cloud Insights

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Top Fortune 500 Companies Love NetApp Cloud Data Services

A focus on being proactive in a hybrid cloud world

6 of the top **10** retailers

6 of the top **10** healthcare companies

8 of the top **10** banks

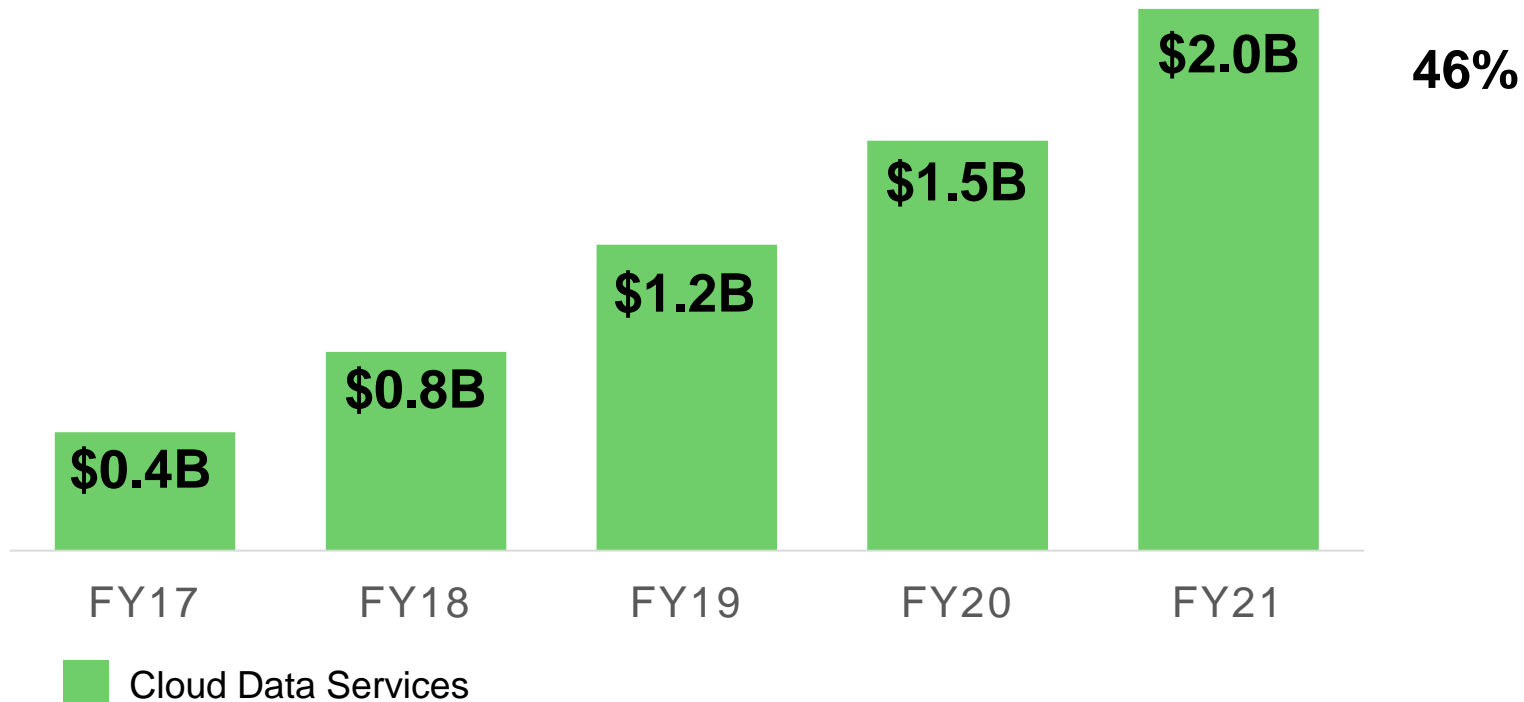**5** of the top **10** industrial companies

8 of the top **10** tech providers

NetApp

Opportunity: Deliver ONTAP Software Innovation in the Clouds

NetApp is expanding our opportunity by being inside the biggest hyperscalers

CAGR

Bar chart:
- FY17: $0.4B
- FY18: $0.8B
- FY19: $1.2B
- FY20: $1.5B
- FY21: $2.0B

46%

Legend: Cloud Data Services

Cloud Data Services
- A SaaS business model
- Nascent category
- Establishing technology and ecosystem leadership
- Drives share gains across the portfolio
- Attracts new customers and new workloads
- Competition lacks scale, technology and NetApp Data Fabric

NetApp

$400-$600M
Software business model
Recurring revenue exiting FY21

Industry-leading portfolio unified by the NetApp Data Fabric

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■ NetApp®