



NetApp Cloud Data Services

Anthony Lye
Senior Vice President and General Manager
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

We provide industry-leading

CLOUD

DATA SERVICES

as consumable services and
subscriptions on the public clouds

NetApp's Cloud Strategy

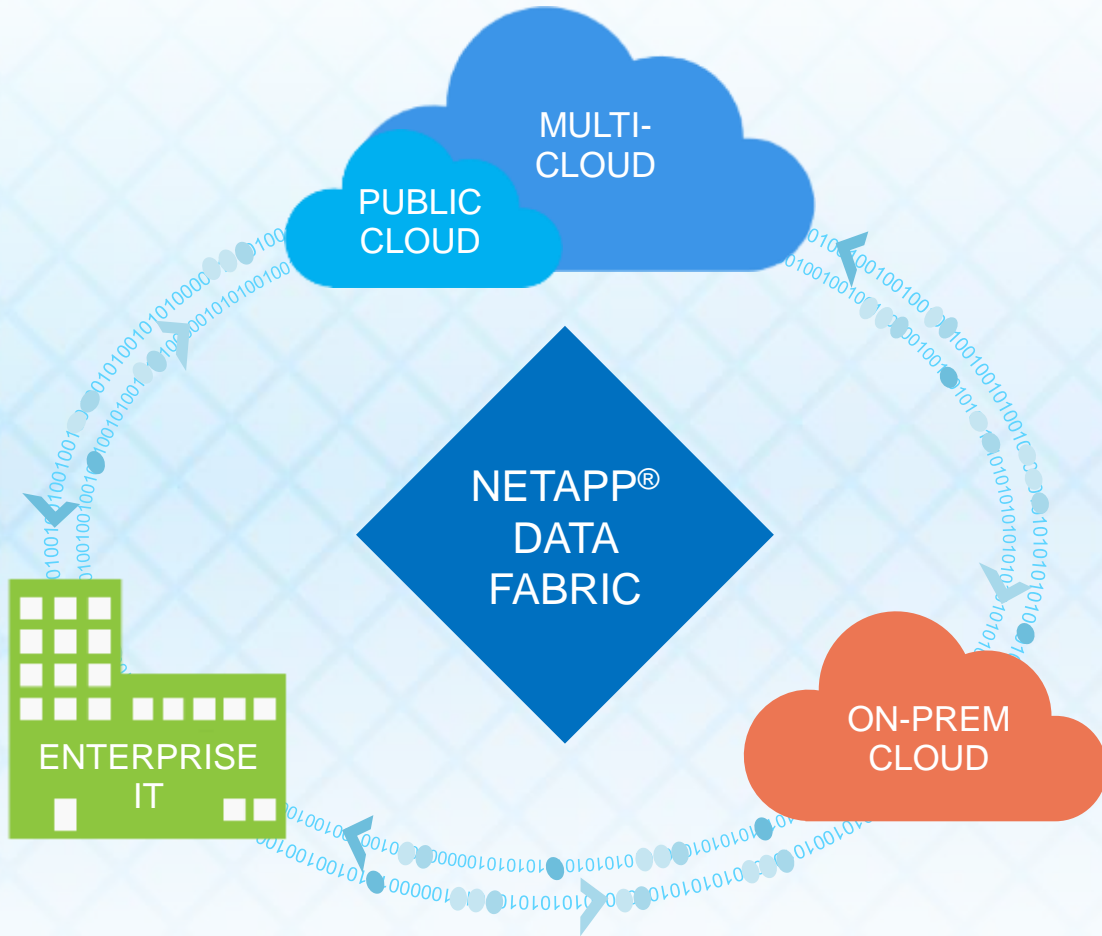


INSPIRE
innovation with
the cloud

- 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

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

Accelerating digital transformation by simplifying and integrating data management



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the cloud



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

An industry-leading data management stack

Data Monitoring & Data Optimization

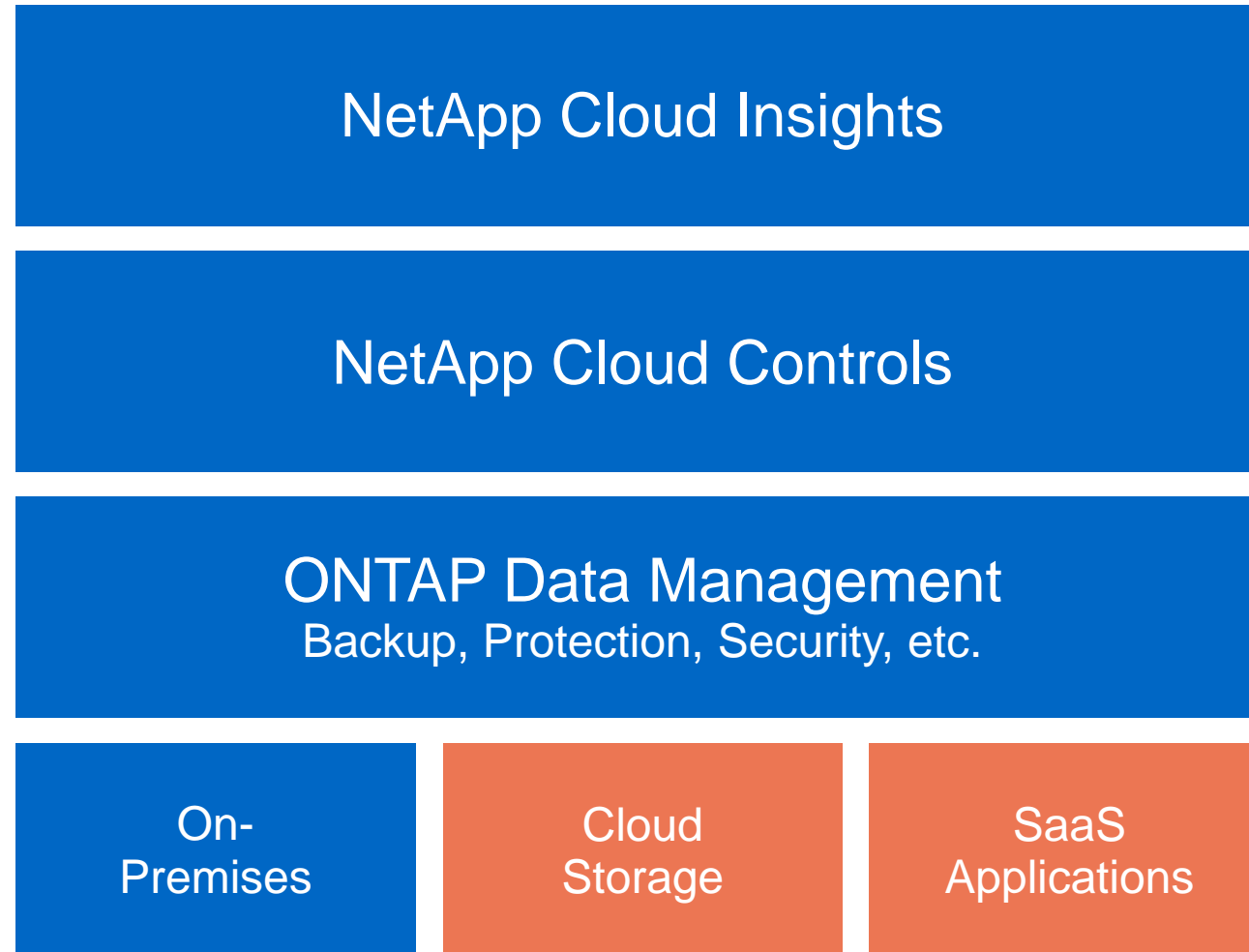
Orchestrations, Integrations, Controls

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

Storage

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

An industry-leading data management stack



NetApp Cloud Central

Select the solution that is right for you



Enterprise Workloads

Advanced data management capabilities supporting cloud newcomers, born-in-the-cloud enterprises, working in a hybrid or multi-cloud environment.

...



Disaster Recovery

Comply with data protection regulations with a cost effective secondary copy in the cloud, supporting quick and reliable failover/failback processes.

...



SaaS Data Backup

Meet compliance and data retention requirements for SaaS applications, such as Microsoft Office 365.



SaaS Applications

Reduce storage costs and ensure governance in your growth business while keeping agile DevOps processes and fast time-to-market.

Yaron from NetApp

Hi there, Welcome to NetApp Cloud!! Let us know if you have any questions...



NetApp Cloud Volumes for AWS

The screenshot shows the NetApp Cloud Volumes for AWS management console. The interface includes a sidebar with navigation options: Volumes, Snapshots, Cloud Sync, ONTAP Cloud, Cloud Control, and API access. The main content area is titled 'Volumes' and features a '+ Create new volume' button and a search bar. Below this is a table listing three volumes:

<input type="checkbox"/>	Name	Export path/s	Region	Quota	Used storage	Created ↓	Actions
<input type="checkbox"/>	Netappbigdata	172.18.50.68/trusting-sick-noether	aws-private-preview	1.98 TiB	<div style="width: 0%;"><div>0 B: 0%</div></div>	2018-02-13 17:49:23	Available
<input type="checkbox"/>	MachineLearning	172.18.50.69/agitated-zen-visvesvaraya	aws-private-preview	2.95 TiB	<div style="width: 0%;"><div>0 B: 0%</div></div>	2018-02-18 21:05:07	Available
<input type="checkbox"/>	netappjenkins	No export path set...		3.93 TiB	<div style="width: 0%;"><div>0 B: 0%</div></div>	2018-02-18 21:21:52	Creating

Azure NetApp Files (Cloud Volumes)

The screenshot displays the Microsoft Azure portal interface for configuring a new NFS volume. The top navigation bar includes the Microsoft Azure logo, a search bar, and user information for 'prashand@markbeau... MARK BEAUPRE'. The left sidebar lists various services, with 'NFS volumes' selected. The main content area shows a table of NFS volumes with one entry named 'foobar'. The right-hand configuration panel is titled 'New NFS volume' and contains the following fields:

- Name:** foobar2
- File path:** foobarexportpath2
- Service level:** Standard
- Provisioned size (GB):** 100
- Subscription:** NetApp Private Storage for Azure(Convert ...)
- Resource group:** jp.nfs.rg (Selected: Use existing)
- Location:** West US

At the bottom of the configuration panel, there is a 'Pin to dashboard' checkbox and a blue 'Create' button. A notification icon with the number '1' is visible in the bottom right corner of the page.

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

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

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

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

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

- We bring extreme performance and data management expertise with better TCO
- We unite storage and compute, supporting more workloads through application integrations and cloud-to-cloud data replication
- 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

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

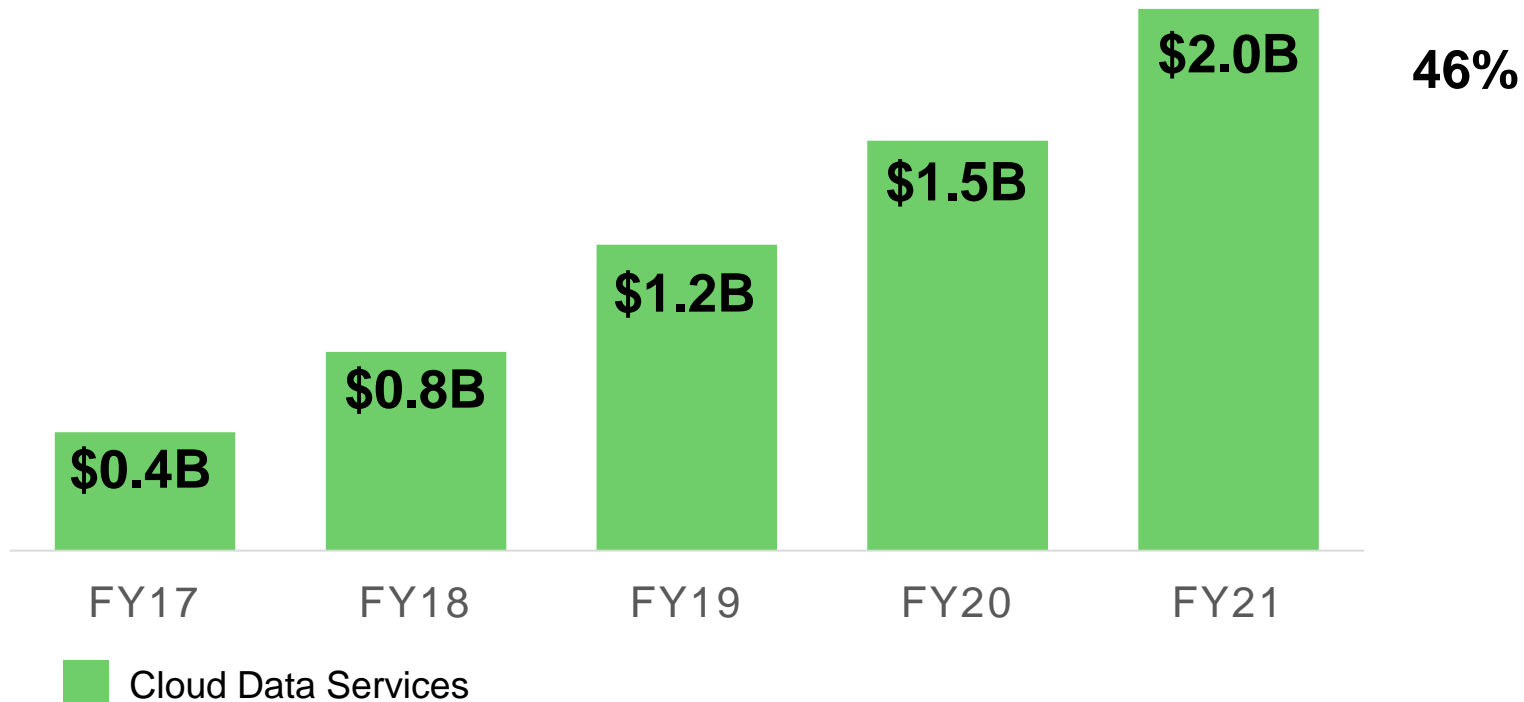


8 of the top
10 tech
providers

Opportunity: Deliver ONTAP Software Innovation in the Clouds

NetApp is expanding our opportunity by being inside the biggest hyperscalers

CAGR



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

Source: Worldwide and U.S. Enterprise Storage Systems Forecast, 2017–2021, IDC; Worldwide Enterprise Storage for Public and Private Cloud 2015-19; Segment Forecasts by IDC; NTAP Market Intelligence



\$400-\$600M

Software business model
Recurring revenue exiting FY21

Industry-leading portfolio unified by the NetApp Data Fabric



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