PARTNER GUIDE

NetApp

UNLOCK NEW REVENUE & DEEPEN CUSTOMER RELATIONSHIPS WITH DATA INFRASTRUCTURE INSIGHTS

Drive recurring revenue

As a NetApp partner, you can sell Data Infrastructure Insights as an annual recurring revenue (ARR) solution, opening new streams of predictable income. With growing demand for infrastructure visibility and optimization, Data Infrastructure Insights is a high-value, low-friction addition to your portfolio.

- **Simple to sell:** Cloud-based, scalable, and easy to deploy.
- **Sticky solution:** Customers rely on Data Infrastructure Insights for continuous insights, ensuring long-term engagement.
- **Attractive margins:** Earn competitive partner incentives and rebates.

Know more. Sell smarter

Data Infrastructure Insights gives you deep visibility into your customers' hybrid and multi-cloud environments, helping you become a more strategic advisor.

- Understand usage patterns, performance bottlenecks, and risks.
- Identify upsell and cross-sell opportunities based on real-time infrastructure data.
- Build trust by proactively solving problems before they impact operations.

Interested?

Reach out to the NetApp Partner Team to learn more.

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About NetApp

NetApp is the intelligent data infrastructure company, combining unified data storage, integrated data services, and CloudOps solutions to turn a world of disruption into opportunity for every customer. NetApp creates silo-free infrastructure, harnessing observability and AI to enable the industry's best data management. As the only enterprise-grade storage service natively embedded in the world's biggest clouds, our data storage delivers seamless flexibility. In addition, our data services create a data advantage through superior cyber resilience, governance, and application agility. Our CloudOps solutions provide continuous optimization of performance and efficiency through observability and AI. No matter the data type, workload, or environment, with NetApp you can transform your data infrastructure to realize your business possibilities.
www.netapp.com

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