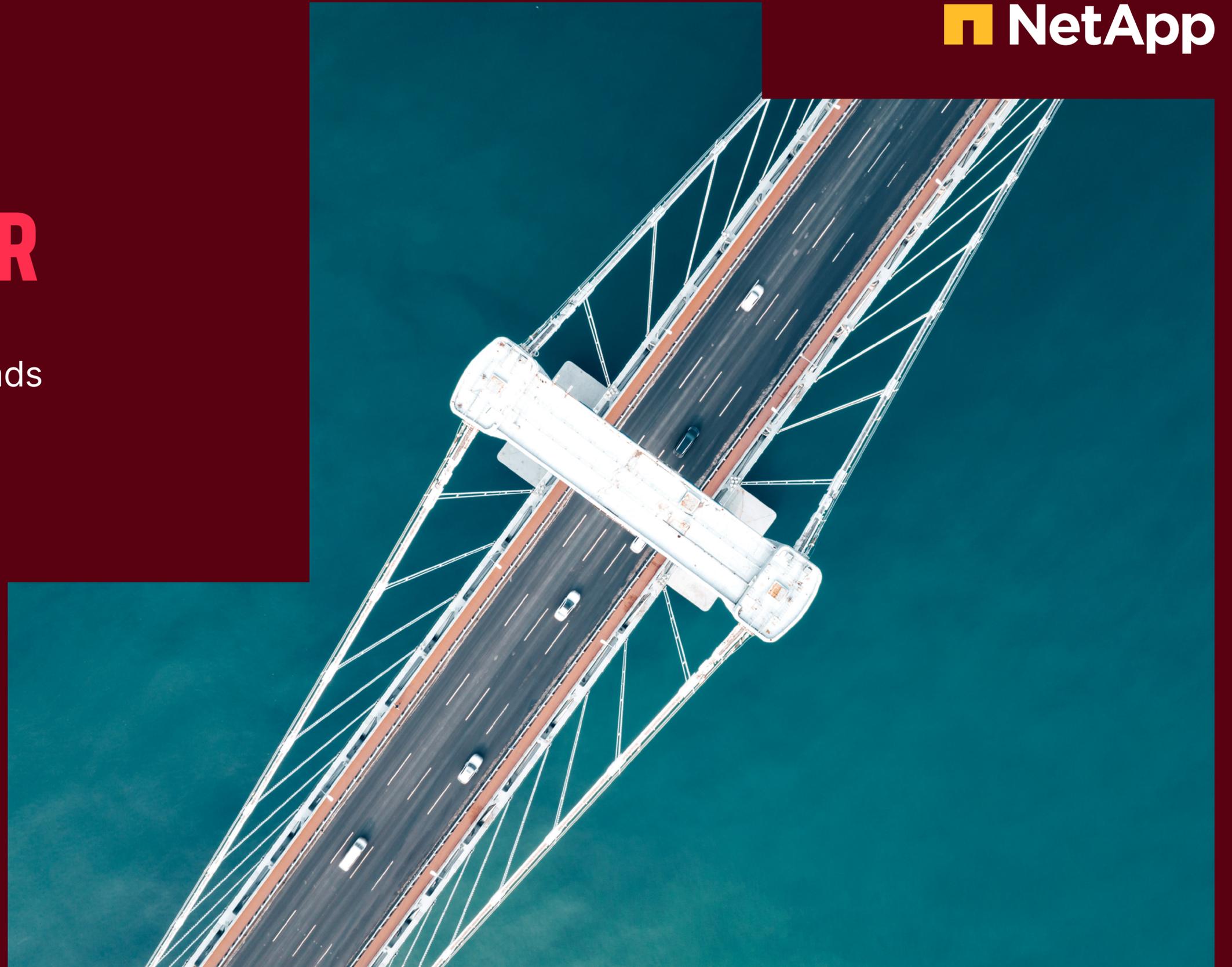**NetApp**

AWS
SOLUTION SELECTOR

Your guide to matching AWS workloads with the right NetApp solution.

HOW TO USE THIS GUIDE

You've got clients with all kinds of needs. NetApp and AWS have the solutions to match. This tool helps you quickly connect use cases to the right technologies, with client-ready language you can use on the fly.

Use it like this:

- **Solution overviews:** Dive deeper into key products: how they work, what they solve, and where they fit

- **Use case pages:** Quickly match customer needs to NetApp solutions like FSx for ONTAP, Cloud Volumes ONTAP, and NetApp Data Services

- **Industry snapshots:** See how customers in Financial Services, High Tech, Public Sector, and more are succeeding with NetApp and AWS

- **Conversation starters:** Each section is built to help you pitch value, answer objections, and move the deal forward

NetApp

SOLUTION SELECTOR MATRIX

INDUSTRIES

- High-Tech & EDA
- Financial Services
- Healthcare & Life Sciences
- Public Sector

	FSx for ONTAP	Cloud Volumes ONTAP for AWS	Data Infrastructure Insights	Workload Factory	NetApp Data Services	Instaclustr	Trident
Migration	✔	✔	✔	✔	✔	✔	✔
Backup & Data Protection	✔	✔	✔	—	✔	✔	✔
Security & Compliance	✔	✔	✔	—	✔	✔	—
File Services	✔	✔	✔	—	✔	—	✔
Containers/Kubernetes	✔	✔	✔	—	✔	✔	✔
Discovery & Classification	—	✔	✔	—	✔	—	—
Optimization	✔	✔	✔	✔	✔	✔	✔
Observability & Monitoring	✔	✔	✔	✔	✔	✔	✔
VMware Solutions	✔	✔	✔	✔	✔	✔	—
SAP Solutions - NetWeaver	✔	✔	—	✔	✔	✔	—
SAP File Shares/Backups	✔	✔	—	✔	✔	✔	—
Self-Managed Databases	✔	✔	—	✔	✔	✔	✔
Artificial Intelligence	✔	✔	✔	✔	—	✔	✔

NetApp

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SOLUTIONS

FSX FOR NETAPP ONTAP

Managed AWS storage with enterprise-grade data services purpose-built for high-performance workloads.

FSx for ONTAP pairs the scalability of AWS with the rich feature set of NetApp ONTAP in a fully managed service. Ideal for customers already familiar with ONTAP on-prem, FSx for ONTAP makes it easy to lift and shift enterprise workloads—VMware, file services, SQL Server, EDA, AI pipelines—and run them in the cloud with no compromise on performance, availability, or control.

What sets it apart

- **Fully integrated with AWS:** Deployed as a native AWS service with IAM, CloudWatch, AWS Backup, and multi-AZ support

- **Proven ONTAP capabilities:** Includes SnapMirror® replication, SnapLock® compliance, FlexClone® for test/dev, and automatic tiering

- **Multiprotocol access:** Supports NFS, SMB, and iSCSI on the same file system, ideal for mixed workloads

Why customers choose FSx for NetApp ONTAP

- **Accelerates migrations:** SnapMirror simplifies replication from on-prem to cloud with minimal downtime

- **Delivers submillisecond performance:** Up to 2.4 million IOPS with HA pairs ensures speed for compute-heavy tasks

- **Improves cost-efficiency:** Built-in storage efficiencies and automated tiering help reduce total cost of ownership

- **Enables hybrid flexibility:** Keep some workloads on-prem and extend others to AWS, all managed from NetApp Console

Great fit for

- Organizations modernizing VMware, SAP, or database workloads in AWS

- EDA teams needing scale-out performance and fast job completion times

- Regulated industries that require WORM compliance and strong data governance

■ NetApp

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CLOUD VOLUMES ONTAP FOR AWS

Flexible, software-defined storage that puts you in control of cost, performance, and portability.

Cloud Volumes ONTAP (CVO) gives customers the full ONTAP experience in AWS, delivered as a software instance on EC2. It's perfect for businesses with hybrid or multi-cloud strategies that need more control than a managed service can offer. Whether you're staging a migration, running dev/test, or deploying persistent storage for cloud apps, CVO gives you consistent data services with total architectural freedom.

What sets it apart

- **Deploys on your terms:** Choose performance, HA, and cost based on EC2 and EBS options
- **Runs anywhere:** Supports full SnapMirror replication between AWS, Azure, GCP, and on-prem
- **Maximizes efficiency:** Thin provisioning, dedupe, compression, and compaction reduce storage needs by up to 70%

Why customers choose CVO

- **Reduces cloud spend:** Move cold data to object storage automatically and shrink your active footprint
- **Supports phased migrations:** Maintain hybrid storage environments while moving at your own pace
- **Enhances agility:** FlexClone enables instant test/dev environments without duplicating data
- **Delivers consistent experience:** Use the same ONTAP tools, automation, and policies across all clouds

Great fit for

- Enterprises running hybrid VMware, SAP, or database deployments
- Customers needing portable, flexible cloud storage without vendor lock-in
- Teams prioritizing cost control and cloud-native automation

NetApp

DATA INFRASTRUCTURE INSIGHTS

Unified observability for NetApp and multicloud storage– because you can't optimize what you can't see.

Data Infrastructure Insights (DII) gives IT teams the full picture of storage, compute, and performance across hybrid and multicloud environments. From capacity forecasting to insider threat detection, it turns telemetry into actionable insights that help prevent outages, optimize costs, and maintain SLAs.

What sets it apart

- **Multicloud visibility:** Correlate data across on-prem, FSx for ONTAP, Cloud Volumes ONTAP, and other environments
- **Real-time alerts and analytics:** Identify bottlenecks, performance anomalies, and storage risks before they impact users
- **Security insights:** Detect unusual behavior that may indicate insider threats

Why customers choose DII

- **Increases uptime:** Proactive alerts and health checks prevent disruptions to critical services
- **Reduces cloud waste:** Spot underutilized resources and right-size infrastructure based on actual usage
- **Improves compliance posture:** Audit access patterns and data flows across regulated environments
- **Accelerates root cause analysis:** Visual dependency maps cut triage time across complex stacks

Great fit for

- IT teams managing large-scale hybrid cloud deployments
- Enterprises with strict uptime SLAs or cost optimization goals
- Organizations needing full-stack visibility across apps, storage, and users

■ NetApp

WORKLOAD FACTORY

Automated planning and deployment for complex workloads, delivering faster time to value and less manual risk.

Workload Factory streamlines how you assess, size, and deploy workloads like VMware, SAP, and AI pipelines on FSx for ONTAP. By codifying NetApp and AWS best practices, it removes guesswork from architecture decisions and enables repeatable, optimized deployments.

What sets it apart

- **End-to-end automation:** From workload discovery to FSx for ONTAP provisioning, it walks you through each step
- **Built-in intelligence:** Automatically right-sizes environments based on usage patterns and SLAs
- **Policy-driven templates:** Standardize deployments to reduce errors and improve time to value

Why customers choose Workload Factory

- **Reduces deployment time:** Get from assessment to production in hours, not weeks
- **Minimizes misconfigurations:** Embedded best practices reduce human error and performance risks
- **Supports a wide range of workloads:** VMware, AI/ML, SAP, databases, and more
- **Delivers predictable outcomes:** Consistent performance, resilience, and cost across environments

Great fit for

- Cloud architects planning large-scale workload migrations
- VMware, SAP, or AI teams looking to accelerate cloud adoption
- Partners delivering repeatable NetApp solutions at scale

NetApp

NETAPP DATA SERVICES

Extend ONTAP's core strengths to address data protection and governance challenges.

NetApp Data Services enable organizations to cost-effectively meet their critical IT challenges – from protecting critical workloads against cyber threats to transforming IT governance. Managed through the NetApp Console, these services simplify hybrid cloud operations and help ensure data is always secure, protected, governed, and optimized.

What sets it apart

- **Single control plane:** Use NetApp Console to manage all data services across on-prem, cloud, and hybrid environments
- **Integrated automation:** Define policies once and apply across workloads for backup, compliance, and cost optimization
- **Modular flexibility:** Adopt only the services you need—no lock-in or bundled complexity

Why customers choose NetApp Data Services

- **Simplifies complex operations:** Reduces manual effort and human error with built-in automation
- **Strengthens security and compliance:** WORM storage, audit trails, and classification help meet regulatory mandates
- **Improves cost control:** Preserve ONTAP efficiencies to reduce footprint without sacrificing performance
- **Accelerates cloud adoption:** Services are optimized for hybrid use cases, including lift-and-shift and ongoing sync
- **Comprehensive data protection:** Detect and respond to ransomware attacks in real time, implement 3-2-1 backup strategies, and recover workloads in minutes when disaster strikes

Great fit for

- Enterprises with complex hybrid data environments
- Regulated industries with strict compliance and retention requirements
- Teams looking to modernize data management without rewriting apps

NetApp

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INSTACLUSTR

Empowering organizations to confidently utilize open source technologies to deliver applications at scale.

NetApp Instaclustr provides fully managed services for open source databases and streaming platforms, including Apache Cassandra®, Apache Kafka®, PostgreSQL®, ClickHouse®, OpenSearch® and Cadence®. Built for high performance and high availability, these services let you focus on innovation and not infrastructure.

What sets it apart

- **Most experienced open source team:** Expertise in managing open source with over 500+ million node hours and 21+ petabytes of data under management, backed by 24×7 support and industry leading SLAs
- **Open source commitment:** Commitment to open source principles offering solutions without vendor lock-in
- **Multi-tech data platform:** Provides comprehensive open source solutions for deploying, managing, and scaling within a single platform
- **Flexible deployment options:** Offers flexible deployment options including on-premises and hybrid environments

Why customers choose Instaclustr

- **Speeds innovation:** Offloads infrastructure management so teams can build and scale faster
- **Reduces risk:** Updates, upgrades, and scaling handled by experts with years of platform-specific experience
- **Supports complex workloads:** Ideal for real-time analytics, streaming pipelines, and modern SaaS architectures
- **Complements NetApp storage:** Easily pairs with FSx for ONTAP, CVO, or ONTAP on-prem for full-stack modernization

Great fit for

- Organizations modernizing data platforms with open source technologies
- DevOps and platform teams who want to scale fast without internal overhead
- ISVs building cloud-native or real-time data services

■ NetApp

TRIDENT

Kubernetes-native storage orchestration–automated, scalable, and built for the real world.

NetApp Trident is an open-source storage orchestrator purpose-built for Kubernetes. It allows developers to provision persistent volumes dynamically, without needing to engage storage admins. Whether you're running containers on-prem, in AWS, or in a hybrid environment, Trident ensures consistent, enterprise-grade data services with zero friction.

What sets it apart

- **Native Kubernetes integration:** Works seamlessly with CSI drivers and standard K8s APIs
- **Multiprotocol support:** Supports NFS and iSCSI for a wide range of containerized workloads
- **Backed by ONTAP:** Leverages NetApp enterprise storage features like snapshots, replication, and cloning

Why customers choose Trident

- **Empowers developers:** Enables self-service storage provisioning aligned to DevOps workflows
- **Improves speed and agility:** Dynamic provisioning reduces delays in app deployment and scaling
- **Standardizes storage across environments:** Supports FSx for ONTAP, Cloud Volumes ONTAP, and on-prem ONTAP with a single tool
- **Enables CI/CD at scale:** Combine with FlexClone® for rapid test/dev iterations using near-zero-cost data copies

Great fit for

- Platform teams supporting Kubernetes-based applications
- Organizations adopting GitOps or DevOps workflows at scale
- Developers building microservices that require persistent, portable storage

NetApp

USE CASES

MIGRATION

Modernize VMware and enterprise workloads in AWS–without refactoring or performance trade-offs.

Migrating VMware environments to the cloud is a top priority for many organizations—but it's also a challenge. Rebuilding apps, restructuring storage, and risking downtime can stall progress. FSx for ONTAP solves this by delivering native ONTAP data services in AWS, making it easy to migrate VMware workloads while maintaining performance, control, and compliance. Combined with Cloud Volumes ONTAP and NetApp Data Services, customers get a secure, high-performance foundation that's ready for production—fast.

FSx for ONTAP

- **Purpose-built for VMware on AWS:** Supports NFS and iSCSI datastores, enabling seamless integration with vSphere and VMware Cloud on AWS

- **Submillisecond latency, high IOPS:** Delivers the performance VMware workloads need, including high-throughput VMs and storage-intensive apps

- **SnapMirror-powered migrations:** Sync on-prem ONTAP systems with FSx for NetApp ONTAP to minimize cutover windows and risk

- **Reduce TCO:** Decouples compute and storage so you can right-size infrastructure without sacrificing performance

Cloud Volumes ONTAP

- **Hybrid and multi-cloud flexibility:** Supports phased migrations and hybrid VMware environments across AWS, Azure, and on-prem

- **Data efficiency built in:** Reduce cloud storage footprint with deduplication, compression, and thin provisioning

- **Rapid dev/test environments:** FlexClone enables instant copies of VMs and volumes for development and staging

Additional solutions

- **Workload Factory:** Automates the assessment, sizing, and deployment of VMware environments on FSx for ONTAP—built-in best practices reduce manual errors and speed delivery

- **NetApp Backup and Recovery:** Provides policy-based backup and fast VM-level recovery through SnapCenter integration

- **NetApp Console:** Centralized view of workloads, storage, and policies with security-first access and real-time telemetry

► Customer story

AdvisorEngine moved VMware and SQL workloads to FSx for ONTAP. The results:

- 7× faster performance

- ~50% cost reduction

- More efficient staging and dev environments

■ NetApp

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BACKUP & DATA PROTECTION

Protect critical workloads with enterprise-grade backups, ransomware resilience, and rapid recovery built into the platform.

Organizations need fast, reliable backup and recovery to keep operations running and protect against data loss, outages, or attacks. FSx for ONTAP and Cloud Volumes ONTAP provide native ONTAP snapshots, replication, and compliance-grade immutability, without third-party tools or custom scripting. Combined with NetApp Backup and Recovery, you get centralized, policy-driven protection across hybrid and cloud environments.

FSx for ONTAP

- **Snapshot-based protection:** Near-instant point-in-time copies that use zero additional capacity until changed
- **SnapMirror replication:** Create secondary copies across AWS Availability Zones or Regions for disaster recovery
- **WORM compliance with SnapLock:** Ensure backup immutability for ransomware defense and regulatory requirements
- **Integrated with AWS Backup:** Manage policies and retention from a single console

Cloud Volumes ONTAP

- **Granular control over backup policies:** Ideal for staging, dev/test, and hybrid scenarios
- **Space-efficient protection:** Built-in deduplication and compression reduce storage costs
- **Supports long-term retention:** Tier backup copies to object storage without impacting performance

Additional solutions

- **NetApp Backup and Recovery:** Centralized management of backups for ONTAP volumes, VMs, databases, and Kubernetes workloads
- **NetApp Ransomware Resilience:** Detects anomalies, enables immutable backups, and supports recovery across hybrid environments
- **NetApp Console:** Provides full visibility and control over backup jobs, replication status, and compliance postures

► Customer story

eHealth NSW migrated mission-critical electronic health records to FSx for ONTAP and implemented cross-region backups. The result:

- 85% faster software upgrades
- 60% improvement in response times
- Stronger protection for healthcare data at scale

■ NetApp

SECURITY & COMPLIANCE

Protect sensitive data, meet regulatory requirements, and defend against ransomware from day one.

Security and compliance are non-negotiable, especially in regulated industries like financial services, healthcare, and the public sector. FSx for ONTAP and Cloud Volumes ONTAP offer a hardened, enterprise-ready foundation with built-in encryption, access controls, audit logging, and support for compliance mandates like HIPAA, PCI DSS, and FedRAMP. With NetApp Data Services, you can classify data, automate governance, and recover quickly from attacks.

FSx for ONTAP

- **Built-in encryption:** Data is encrypted at rest and in transit, integrated with AWS Key Management Service (KMS)
- **Access controls:** Enforce least-privilege access with IAM, RBAC, and multi-protocol security (NFS, SMB, iSCSI)
- **Compliance-ready architecture:** Supports FedRAMP High, SOC 2, DoD SRG IL2–IL5, HIPAA, and more
- **Immutable backups with SnapLock:** Protect against ransomware and confirm tamper-proof retention

Cloud Volumes ONTAP

- **Extend security across hybrid environments:** Apply ONTAP's consistent security policies across cloud and on-prem
- **Customizable key management:** Use customer-managed keys or AWS KMS for encryption
- **Detailed audit logging:** Track access and changes at the file and admin level

Additional solutions

- **NetApp Data Classification:** Identify and tag sensitive data (PII, PHI, financial records) across your storage estate
- **NetApp Ransomware Resilience:** Detect anomalies, isolate affected data, and enable rapid, non-impactful restores
- **NetApp Console:** Centralized control with policy enforcement, alerting, and real-time compliance visibility

▶ Customer story

S&P Global Market Intelligence adopted FSx for ONTAP to protect SQL Server workloads with enterprise-grade disaster recovery. The result:

- Improved data resilience
- Streamlined compliance reporting
- Greater infrastructure security for financial data

∏ NetApp

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FILE SERVICES

Deliver high-performance, scalable file storage for Windows, Linux, and hybrid workloads–all in the cloud.

From user collaboration to enterprise applications, file-based workloads still make up the majority of IT operations. FSx for ONTAP and Cloud Volumes ONTAP provide multiprotocol, feature-rich file services that support everything from SMB file shares to NFS-based analytics and DevOps pipelines. With NetApp built-in efficiencies, cloud tiering, and centralized visibility, customers can eliminate storage silos and reduce operational overhead.

FSx for ONTAP

- **Multiprotocol support (NFS, SMB, iSCSI):** One file system for mixed workloads, no replatforming required

- **High throughput and low latency:** Supports latency-sensitive apps and large datasets across industries

- **Seamless hybrid integration:** Extend on-prem file environments to AWS while preserving access controls and performance

- **Multi-AZ high availability:** Built-in resiliency to keep file shares online and protected

Cloud Volumes ONTAP

- **Flexible file storage for cloud-first apps:** Ideal for DevOps, analytics, or global collaboration

- **Cost-efficient architecture:** Use thin provisioning and data tiering to optimize footprint

- **Snapshots and replication:** Provide rapid recovery and high availability across zones or regions

Additional solutions

- **NetApp Ransomware Resilience:** Detect and respond to ransomware attacks in real time

- **NetApp Backup and Recovery:** Easily implement 3-2-1 data protection strategies and recover files in minutes

- **NetApp Console:** Manage shares, monitor performance, and apply security policies from one interface

► Customer story

Pearson migrated its mission-critical ERP file services to FSx for ONTAP.
The result:

- Increased agility across finance and HR systems

- Simplified file management at scale

- Improved performance with minimal operational overhead

■ NetApp

CONTAINERS & KUBERNETES

Simplify persistent storage for Kubernetes that's automated, secure, and built for scale.

As enterprises scale adoption of Kubernetes, many encounter challenges with persistent storage: performance, portability, and day-2 operations. FSx for ONTAP and Cloud Volumes ONTAP solve this by providing fast, reliable, multiprotocol storage for containerized apps. With NetApp Trident, developers get self-service provisioning and automation that aligns with DevOps workflows— without compromising security or control.

FSx for ONTAP

- **Supports dynamic persistent volumes:** Integrates with Kubernetes CSI to deliver NFS or iSCSI storage on demand
- **High-performance, stateful storage:** Ideal for databases, AI pipelines, or microservices at scale
- **Snapshots and clones for CI/CD:** Accelerate development cycles with instant, space-efficient copies
- **Seamless EKS integration:** Run Kubernetes apps on AWS with cloud-native storage behind the scenes

Cloud Volumes ONTAP

- **Hybrid consistency:** Use the same storage experience across AWS and on-prem clusters
- **Flexible performance options:** Tailor IOPS, throughput, and resilience to match workload demands
- **Automated tiering and cost control:** Dynamically scale storage while keeping cloud bills in check

Additional solutions

- **Trident:** Native Kubernetes integration for provisioning, cloning, and managing persistent volumes
- **Instaclustr:** Fully managed open-source databases like Kafka and PostgreSQL to power microservices
- **NetApp Console:** Unified view of container storage health, access policies, and usage trends

► Customer story
Ayesa used FSx for ONTAP to support HPC and containerized engineering workloads. The result:

- 50% reduction in storage costs
- 30% increase in productivity
- Faster access to distributed, performance-intensive datasets

■ NetApp

DISCOVERY & CLASSIFICATION

Gain visibility into your data estate–automate governance, reduce risk, and support compliance.

As data grows across hybrid environments, so does the complexity of managing it. Organizations need to know what data they have, where it lives, who's accessing it, and whether it's compliant. NetApp discovery and classification solutions make it possible to scan, tag, and manage sensitive data at scale so you can reduce exposure, enforce policies, and prepare for audits with confidence.

FSx for ONTAP

- **Deep visibility into file-level metadata:** Supports tagging, access auditing, and policy enforcement across shared file systems
- **WORM support with SnapLock:** Ensures compliance with long-term retention mandates for regulated data
- **Audit-ready architecture:** Track user access, changes, and system activity across workloads

Cloud Volumes ONTAP

- **Hybrid data classification:** Scan data across cloud and on-prem environments using NetApp Data Services
- **Policy-based automation:** Apply consistent tagging and retention rules from a central interface
- **Supports compliance frameworks:** Aligns with GDPR, HIPAA, CCPA, and other regulatory mandates

Additional solutions

- **NetApp Data Classification:** Uses AI/ML to detect and label PII, PHI, financial data, and more across your estate
- **Data Infrastructure Insights:** Adds context with performance and risk telemetry to support smarter governance decisions
- **NetApp Console:** Central dashboard for classification results, risk exposure, and policy actions

▶ Customer story

eHealth NSW used FSx for ONTAP with classification tools to secure and manage sensitive patient data. The result:

- Improved data governance
- HIPAA-compliant cross-region backups
- Centralized control over sensitive healthcare datasets

NetApp

OPTIMIZATION

Maximize storage efficiency and performance– automatically and at scale.

As workloads grow and cloud costs rise, IT teams need to confirm their infrastructure is working as hard as possible. FSx for ONTAP and Cloud Volumes ONTAP include built-in storage efficiencies and smart tiering that optimize performance without overprovisioning. With Data Infrastructure Insights, organizations can continuously monitor, fine-tune, and right-size their environments to reduce waste and boost ROI.

FSx for ONTAP

- **Storage efficiencies included:** Deduplication, compression, compaction, and thin provisioning with no extra licenses required
- **Automated data tiering:** Move cold data from SSDs to capacity pools or S3, reducing hot-tier storage costs
- **ONTAP analytics:** Real-time insights into performance, usage, and capacity trends for proactive tuning

Cloud Volumes ONTAP

- **Customized performance tiers:** Tailor throughput, IOPS, and resiliency to workload needs
- **Tiering to object storage:** Automatically archive infrequently used data while maintaining access
- **Rapid provisioning with FlexClone:** Spin up dev/test environments instantly without additional storage impact

Additional solutions

- **Data Infrastructure Insights:** Detect underutilized volumes, forecast capacity needs, and identify performance bottlenecks
- **NetApp Console:** Centralized dashboards to monitor resource usage and cost-saving opportunities
- **Workload Factory:** Optimize deployments from day one using built-in sizing logic and best practices

▶ Customer story

Ayesa consolidated EDA storage using FSx for ONTAP. The result:

- 50% reduction in storage costs
- Significantly improved utilization across design workflows
- Scalable performance for compute-intensive jobs

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OBSERVABILITY & MONITORING

Full visibility across hybrid storage and infrastructure–so you can act before problems hit.

Modern IT environments span multiple clouds, data centers, and workloads. Without centralized observability, it's hard to manage performance, facilitate uptime, or control costs. FSx for ONTAP and Cloud Volumes ONTAP deliver real-time telemetry and logging, while NetApp Data Infrastructure Insights adds end-to-end monitoring across apps, storage, and compute—so teams can proactively detect and resolve issues before they impact the business.

FSx for ONTAP

- **Integrated with Amazon CloudWatch:** Get real-time performance metrics and system health indicators
- **Built-in audit logging:** Monitor file access, configuration changes, and admin activity
- **DR readiness checks:** Monitor SnapMirror replication and backup job status from a single view

Cloud Volumes ONTAP

- **Unified monitoring across environments:** Track storage health across AWS, hybrid, and multi-cloud setups
- **Alerts and trend analysis:** Catch anomalies early and prevent performance bottlenecks
- **Policy-driven thresholds:** Get notified when usage or performance deviates from expectations

Additional solutions

- **Data Infrastructure Insights:** Offers prebuilt dashboards, customizable alerts, and dependency mapping across hybrid infrastructure
- **NetApp Console:** Provides centralized views of performance, storage status, and compliance risks
- **Workload Factory:** Tracks workload health and performance benchmarks against baseline expectations

▶ Customer story

S&P Global Market Intelligence integrated FSx for NetApp ONTAP with monitoring tools to support SQL Server. The result:

- Faster identification of latency issues
- Improved infrastructure health for mission-critical apps
- Enhanced performance visibility and uptime assurance

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INDUSTRIES

HIGH-TECH & EDA

Accelerate chip design and verification with scalable cloud storage and smarter data workflows.

In semiconductor and electronic design, time to market is everything. But traditional infrastructure often can't keep up with the data intensity of EDA workloads, slowing down simulation, increasing costs, and limiting innovation. NetApp and AWS help high-tech companies modernize EDA pipelines by delivering high-throughput file services, seamless cloud bursting, and intelligent data management that keeps teams moving fast.

How NetApp + AWS fit

- **FSx for ONTAP** supports cloud bursting of design simulations with up to 2.4 million IOPS and multi-protocol access for HPC and CI/CD workflows
- **Cloud Volumes ONTAP** supports hybrid EDA development with flexible, software-defined storage
- **NetApp Data Services** simplify data protection, tiering, and migration of petabyte-scale design repositories
- **Workload Factory** accelerates environment setup with EDA-specific deployment templates
- **Data Infrastructure Insights** helps optimize performance, detect anomalies, and monitor job pipelines

Relevant use cases

- Burst simulation jobs to AWS during peak demand
- Move on-prem workloads to the cloud without refactoring
- Use FlexClone and SnapMirror to accelerate build/test
- Automatically tier cold design data to reduce costs

Real-world value

Arm migrated design workloads to FSx for ONTAP, enabling:
- 10M+ jobs processed with cloud-scale file systems
- 50% reduction in job completion time
- Massive performance scale-out with predictable latency

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FINANCIAL SERVICES

Modernize data platforms while meeting the highest standards for security, compliance, and performance.

In financial services, digital transformation must move fast, but never break trust. From core banking systems to risk modeling, firms need reliable, secure, and compliant infrastructure that can adapt to growth and regulatory complexity. NetApp and AWS deliver resilient, high-performance storage and data services that help financial institutions move to the cloud without compromising on control.

How NetApp + AWS fit

- **FSx for ONTAP** supports transactional systems, VDI, and regulatory reporting with submillisecond latency and WORM compliance
- **Cloud Volumes ONTAP** enables hybrid architectures for data sovereignty and disaster recovery
- **NetApp Data Services** support immutable backups, PII classification, and automated governance
- **Data Infrastructure Insights** offers deep observability for compliance audits and SLA enforcement
- **NetApp Console** provides centralized, secure access to data operations and reporting

Relevant use cases

- Migrate core banking or trading platforms to AWS
- Maintain long-term, immutable backups for regulatory mandates
- Run financial analytics with scalable, cost-efficient storage
- Apply consistent data classification and encryption policies

Real-world value

AdvisorEngine moved VMware and SQL workloads to FSx for ONTAP achieving:

- 7× faster performance
- ~50% cost savings
- Improved development agility for financial product team

■ NetApp

HEALTHCARE & LIFE SCIENCES

Secure and scale critical healthcare data while improving access, collaboration, and compliance.

Healthcare and life sciences organizations are under pressure to innovate faster while maintaining data privacy and regulatory compliance. From electronic health records to genomic research, the volume and sensitivity of healthcare data demands infrastructure that is fast, secure, and reliable. NetApp and AWS provide the tools to modernize health IT environments, enable secure data sharing, and meet mandates like HIPAA and GDPR.

How NetApp + AWS fit

- **FSx for ONTAP** delivers high-performance file services for PACS imaging, EHR systems, and research pipelines with encryption and multi-AZ resiliency
- **Cloud Volumes ONTAP** supports hybrid workflows between cloud and hospital data centers
- **NetApp Data Services** provide classification, backup, and immutability for sensitive health data
- **NetApp Console** centralizes access control, backup visibility, and compliance status across environments
- **Trident** integrates with Kubernetes for modern apps in clinical research or digital health

Relevant use cases

- Protect patient data with encrypted, immutable backups
- Classify and govern PHI in hybrid environments
- Burst research workloads into AWS without infrastructure friction
- Enable collaboration across providers and regions

Real-world value

eHealth NSW used FSx for ONTAP to protect and manage critical health records. **Results:**

- 85% faster system upgrades
- 60% faster data response times
- Centralized backup and compliance management

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PUBLIC SECTOR

Modernize mission-critical workloads while meeting mandates for security, performance, and cost efficiency.

Public sector organizations, from federal agencies to educational institutions, need to balance modernization with strict compliance, limited budgets, and multi-environment complexity. NetApp and AWS provide secure, high-performance solutions that meet FedRAMP, DoD, and CJIS requirements while enabling cloud adoption for everything from GIS and VDI to research and records management.

How NetApp + AWS fit

- **FSx for ONTAP** is FedRAMP High authorized and DoD SRG IL5 capable—ideal for sensitive and classified workloads
- **Cloud Volumes ONTAP** supports hybrid architectures for public sector agencies with cloud data sovereignty requirements
- **NetApp Data Services** provide automated backup, data tiering, and immutable storage for audit-readiness.
- **NetApp Console** provides centralized control and policy enforcement across agencies or departments
- **Data Infrastructure Insights** supports SLA monitoring, performance optimization, and security alerting

Relevant use cases

- Migrate or extend mission systems to AWS GovCloud
- Backup critical records with WORM-compliant storage
- Enable remote work with secure, multi-protocol file access
- Automate data classification and lifecycle governance

Real-world value

University of Canberra implemented FSx for ONTAP to modernize its infrastructure. Results:

- Improved performance for research workloads
- Streamlined data access across campuses
- Reduced cost and complexity of IT operations

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WHY PARTNER WITH NETAPP?

NETAPP HELPS YOU WIN MORE DEALS
WHILE DELIVERING REAL CUSTOMER OUTCOMES

Whether your customer is moving VMware, building AI pipelines, or navigating compliance, NetApp gives you the tools to lead the conversation, accelerate time to value, and grow your revenue.

You meet your customers where they are
Hybrid? Multi-cloud? On-prem? NetApp connects it all. You can help customers modernize at their own pace.

You deliver enterprise outcomes, faster
NetApp automation tools (like Workload Factory), built-in data services, and pre-validated architectures reduce risk and accelerate results.

You sell the full stack
With NetApp, you're not just selling storage, you're driving value across backup, DR, migration, Kubernetes, compliance, and observability.

You grow revenue and stickiness
Each NetApp sale opens the door to more: data protection, optimization services, governance tools, and multi-cloud expansion.

You're backed by AWS and NetApp
This partnership is built for scale, with AWS-native services, deep integrations, and joint GTM support across industries.

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LEARN MORE

→ **Learn more at www.netapp.com/aws**

Did you know?
AWS customers who adopt FSx for ONTAP typically
reduce storage costs by up to 50% while accelerating time to deployment.
Let NetApp help you sell smarter—and make every deal bigger.

Schedule a session   **Discover partner benefits**

About NetApp

About NetApp
For more than three decades, NetApp has helped the world's leading organizations navigate change—from the rise of enterprise storage to the intelligent era defined by data and AI. Today, NetApp is the Intelligent Data Infrastructure company, helping customers turn data into a catalyst for innovation, resilience, and growth. At the heart of that infrastructure is the NetApp data platform—the unified, enterprise-grade, intelligent foundation that connects, protects, and activates data across every cloud, workload, and environment. Built on the proven power of NetApp ONTAP, our leading data management software and OS, and enhanced by automation through the AI Data Engine and AFX, it delivers observability, resilience, and intelligence at scale. Disaggregated by design, the NetApp data platform separates storage, services, and control so enterprises can modernize faster, scale efficiently, and innovate without lock-in. As the only enterprise storage platform natively embedded in the world's largest clouds, it gives organizations the freedom to run any workload anywhere with consistent performance, governance, and protection. With NetApp, data is always ready—ready to defend against threats, ready to power AI, and ready to drive the next breakthrough. That's why the world's most forward-thinking enterprises trust NetApp to turn intelligence into advantage. Learn more at www.netapp.com or follow us on X, LinkedIn, Facebook, and Instagram. NA-1061-0126

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