∏ **NetApp** SnapCenter 4.6 Quick Reference Guide

Value Proposition

NetApp® SnapCenter® is a unified, scalable software and plug-in suite for application- and database-consistent data protection and clone management. Enterprise application and database administrators can easily self-manage their data protection and data clones while maintaining centralized control for IT infrastructure administrators through powerful policies and reporting capabilities.
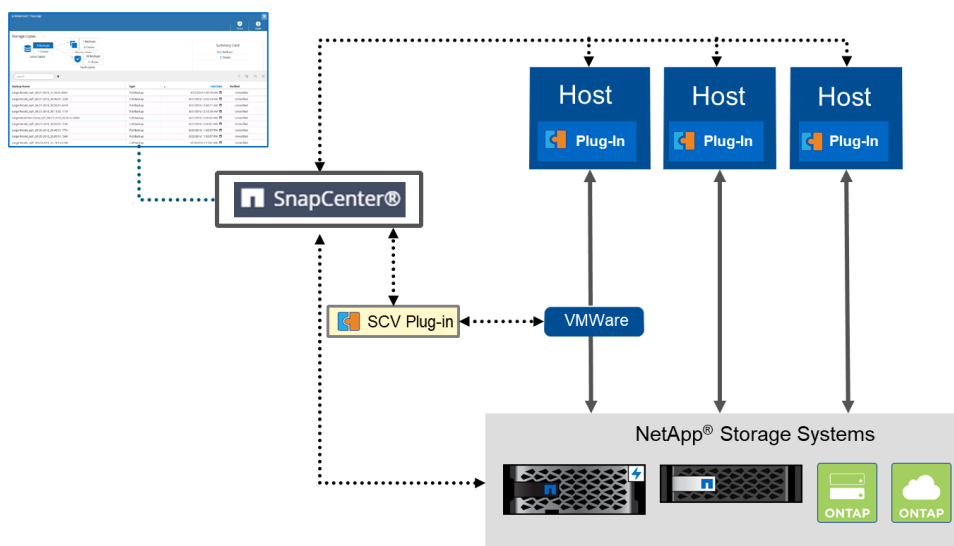
Key Messages

Benefits

• Simplifies backup, restore, and clone management equipped with centralized interface for all supported applications

• Reduces testing and development time with storage-based data management

• Offers role-based access control to empower application administrators to self-service while providing centralized oversight

• Extensive REST APIs available: 1) the ones support application-level disaster recovery (DR) management workflow integration, and 2) the ones for Oracle plug in to integrate automation and SnapCenter workflows into their operations management system.

• Eases VMware backup and recovery with Linux-based SnapCenter Plug-in for VMWare vSphere appliance with security and automation

• Adds vVOL integration for protection and recovery of VMs hosted on vVOLs.

• Provides archive log management that simplifies and enhances point in time recovery management of Oracle databases

• Realizes seamless protection of HANA Studio and Hana System Replication (HSR) enabled configuration with additional visibility to DR failover and fall back

• Adds Oracle plugin enhancements, for a smoother transition from SnapManager

Reference: Key enhancements to v4.6:

• VMware, MS-SQL and HANA plugins for additional security and automation, plus ONTAP ecosystem integration

• vVOL integration that equips customers to protect and recover VMs hosted on vVOLs

• Archive log management that simplifies and enhances point in time recovery management of Oracle databases

• REST APIs for Oracle plugin that enables enterprise customers to integrate automation and SnapCenter workflows into their operations management system.

• REST APIs for disaster recovery management that helps database administrators to integrate SnapCenter workflows into application-level DR solutions.

• With added visibility to disaster recovery (DR) failover and fallback orchestrated through SAP HANA Studio and HANA System Replication (HSR), SnapCenter realizes seamless protection of HSR enabled configuration.

SnapCenter

Qualifying Questions

- Do your application administrators manage backups?
- Do you need a single interface to manage backups of all your workloads?
- Do your operations require frequent copies of production data?
- Do you want to reduce your backup software cost?
- Do you want to reduce backup times while taking more frequent Snapshot™ copies of production data?

Follow-Up Questions

- Have you deployed Microsoft SQL Server, Oracle Database, SAP HANA, or Microsoft Exchange Server? Is it a physical or a virtual environment?
- Have you deployed VMware? Are you interested in backing up your virtual machines?
- Have you deployed NetApp ONTAP® software?
- Do you want to leverage the ONTAP data management capabilities by using simple, scalable, policy-based data protection management software?

Competitive Differentiators

- The NetApp SnapManager® suite is industry proven (10+ years). SnapCenter takes it to the next level. And NetApp will continually add more application support.
- You can sell the combined value of SnapCenter and ONTAP.
- A storage-integrated data protection product is only as good as the underlying storage system.
- NetApp ONTAP Snapshot technology cuts backup and restore times from hours to seconds.

What You Will Sell

Required Components

- SnapCenter Server 4.4
- SnapCenter Plug-Ins for Microsoft SQL Server, Oracle Database, SAP HANA, and Microsoft Exchange Server
- SnapCenter Plug-In for Microsoft Windows
- SnapCenter Plug-In for VMware vSphere
- Community-supported plug-ins are available

Where to Sell

- Any environment supported by NetApp ONTAP (version 9.0 and later)
- IT infrastructure, application, database, and virtual infrastructure (VI) administration teams
- Customers who use NetApp Snapshot copies and do not have a consistent, centralized tool for backup, restore, and cloning
- Microsoft SQL Server, Oracle Database, SAP HANA, and Microsoft Exchange Server environments
- Enterprise customers with many database instances who are looking for delegated data protection and clone management with NetApp
- Environments that have other applications or databases that can be protected by custom plug-ins with SnapCenter
- Customers with a significant ONTAP storage footprint who are willing to use NetApp only backup software to cut backup software costs and to more effectively leverage ONTAP data management capabilities

Where to Go for More Information

- Field Portal, SnapCenter collection
- Contact ng-SnapCenter-feedback@netapp.com

Competitive Positioning

NetApp SnapCenter
- Simple, ONTAP optimized solution
- Disk-based (no tape support) backup and recovery and clone lifecycle management for both physical and virtualized environments
- Most affordable solution included in the Premium Bundle of FAS, and All Flash FAS systems

Veeam
- Easy, "agentless" deployment model
- Comprehensive VMware solution with tape support
- Designed for midsize environments
- Heterogeneous
- Integrated with NetApp Snapshot and SnapMirror technologies

Commvault
- Most sophisticated data protection solution
- Broadest server OS, storage platform, and application ecosystem, with advanced tape support
- Heterogeneous
- Integrated with NetApp Snapshot and SnapMirror technologies

Supported Platforms

Supported Platforms	
Application and database support	- Microsoft Exchange Server - SAP HANA (physical/virtual) - Microsoft SQL Server (physical/virtual) - Oracle Database on Linux/AIX (physical/virtual) - SAP on SQL Server and Oracle Database (physical/virtual) - Microsoft Windows file system (physical/virtual) - User-defined custom plug-ins
NetApp® storage*	NetApp AFF, FAS, ONTAP® Select, Cloud Volume ONTAP
NetApp SnapCenter® Server OS support*	Microsoft Windows Server 2012, 2012 R2, 2016 and 2019 (physical/virtual)
Protocols	FC, FCoE, iSCSI, NFS, dNFS

* Consult the NetApp Interoperability Matrix Tool (IMT) for supported software versions.