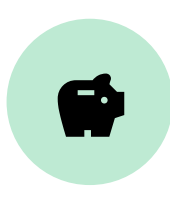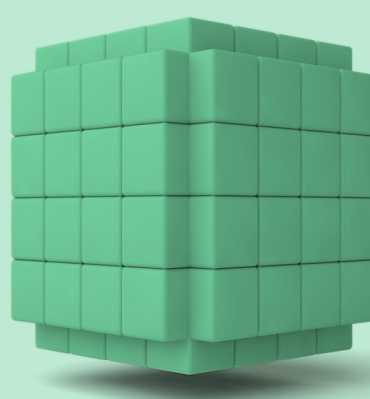**NetApp** | ■ Microsoft Azure

vmware

TACTICAL BUYERS' GUIDE
VMware in Azure is exactly what your enterprise needs

01

Keep your TCO on the down low
Slash your costs by decoupling storage from compute. Gaining independent scalability means you can now downsize virtual machines and introduce a more dynamic policy for volume sizing and shaping as demands change.

02

Fully managed Azure service
Azure NetApp Files is a Microsoft Azure first-party enterprise storage service. That means you get a consistent Azure experience from support to billing. Find Azure NetApp Files in the Azure portal (not the marketplace).

03

Purpose-built for enterprise workloads
Get the right performance at the right cost. With Azure NetApp Files, you can choose from three service levels (Standard, Premium, and Ultra). Want to dynamically resize storage capacity (and performance) and non-disruptively change volume service levels? Go for it.

04

Throw your overhead overboard
Because Azure NetApp Files is built with ONTAP data management technology, you get all the data management goodies that you know and love from Azure (snapshots, clones, and replication).

05

Easily scale storage capacity
For your storage-intensive workloads running on Azure VMware Solution, the integration with Azure NetApp Files helps to scale storage capacity easily.

The problem
Sometimes scaling back is the key to getting ahead. Case in pain point: native Azure VMware Solution implementations. Yes, vSAN fits like a glove for your smaller shared storage needs. But what about storage-heavy applications with varying growth requirements for compute and storage? You "node" the answer. Only problem is that adding more Azure VMware Solution nodes adds up to more waste, cost, and compute. And because vSAN is integral to Azure VMware Solution, there's no easy way to scale back the cost.

The solution
Say "no!" to adding more Azure VMware Solution nodes for storage by using Azure NetApp Files datastores instead. Using Azure VMware Solution with Azure NetApp Files datastores gives you exactly what your enterprise applications need. That's zero-management, scalable, enterprise-grade performance with cross-region replication. Simply present Azure NetApp Files as datastore-connected storage to Azure VMware Solution nodes and say "sayonara!" to your vSAN challenges. Storage-intensive workloads that seemed un-migratable—heavy-duty Oracle databases, sprawling SAP file shares—now get the performance, availability, and compliance that you need (without paying more for what you don't).

Where Azure NetApp Files adds value

Use case	NetApp approach
Modernizing VMware estate	• Lift and shift enterprise workloads • Rapidly migrate from on premises to Azure VMware Solution using VMware HCX • No refactoring required • Expand Azure VMware Solution datastore capacity independently of compute • 99.99% SLA-supported uptime guarantee
Backup, DR, and compliance	• Easily build DR from on premises to Azure VMware Solution using JetStream DR • Volumes encrypted using the FIPS 140-2 standard • TLS 1.2 AES-256 GCM encryption for cross-region replication • Simple steps to create backup and DR in Azure • No requirements to procure, deploy, maintain, and manage physical DR and backup infrastructure
App Test/Dev	• Test, deliver, and deploy code more rapidly and reliably • Conquer your own storage-efficient, scalable code and binary repositories • Control code and infrastructure quality throughout the DevOps pipeline • Employ infrastructure as code to help streamline software development
VDI, analytics, and warehousing	• Streamline IT operations with custom application integration • Keep cloud costs in check with policy-based automation • Enable users to share infrastructure without compromising security • Get a secure, customized solution up and running fast
Benefit summary	Azure VMware Solution with Azure NetApp Files datastores: Where 20+ years of VMware experience meet 20+ years of partnership with Microsoft—all powered by NetApp® technologies.

Only Azure NetApp Files offers

✓ **The most complete Azure cloud portfolio**
NetApp's Azure cloud portfolio brings all the enterprise-grade performance, reliability, and data protection that you expect on premises to the Azure cloud.

✓ **Maturity breeds functionality**
NetApp's 20+ year partnership with Microsoft and experience with over 19,000 VMware on-premises customers means that you're getting the best of all enterprise-grade worlds.

✓ **Elastic storage scaling for Azure VMware Solution**
Azure NetApp Files tackles the biggest line on your cloud bill: storage. The ability to dynamically resize storage capacity delivers what we promise: more cloud, less cost.

✓ **Secure data protection**
Replicating Azure NetApp Files volumes from one Azure region to another means your data is protected from downtime that's beyond your control.

"Azure NetApp Files helps deliver the performance, flexibility, scalability, and cost optimization customers need to migrate any VMware workload, including 'un-migratable,' storage-intensive VMware applications, to the Azure cloud and to securely back up on-premises VMware applications to Azure."

Ronen Schwartz, Senior Vice President and General Manager, NetApp Cloud Volumes

Additional resources

VMware TCO Estimator	NetApp Azure NetApp Files	Azure VMware Solution Datastores
Azure NetApp Files pricing	Connect with an Azure NetApp specialist	

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