

NetApp Financial Analyst Day 2017



Safe Harbor

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The non-GAAP to GAAP reconciliation of the financial information presented is available on our website at www.netapp.com.

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Leading the Next Era of IT

Joel Reich

Executive Vice President of Products & Operations



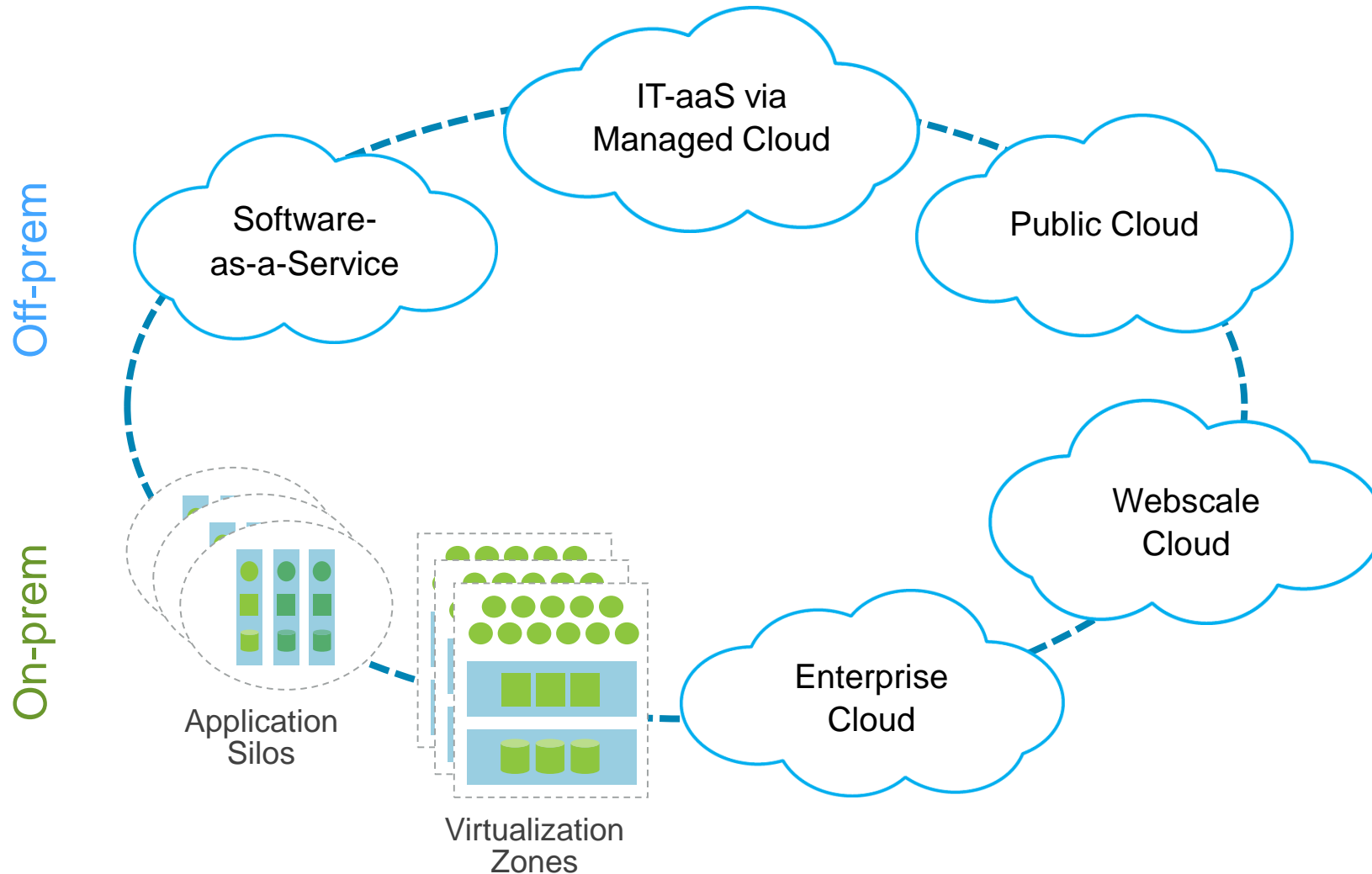
IT Imperatives Driving NetApp Product Development

Modernize
storage and data
management

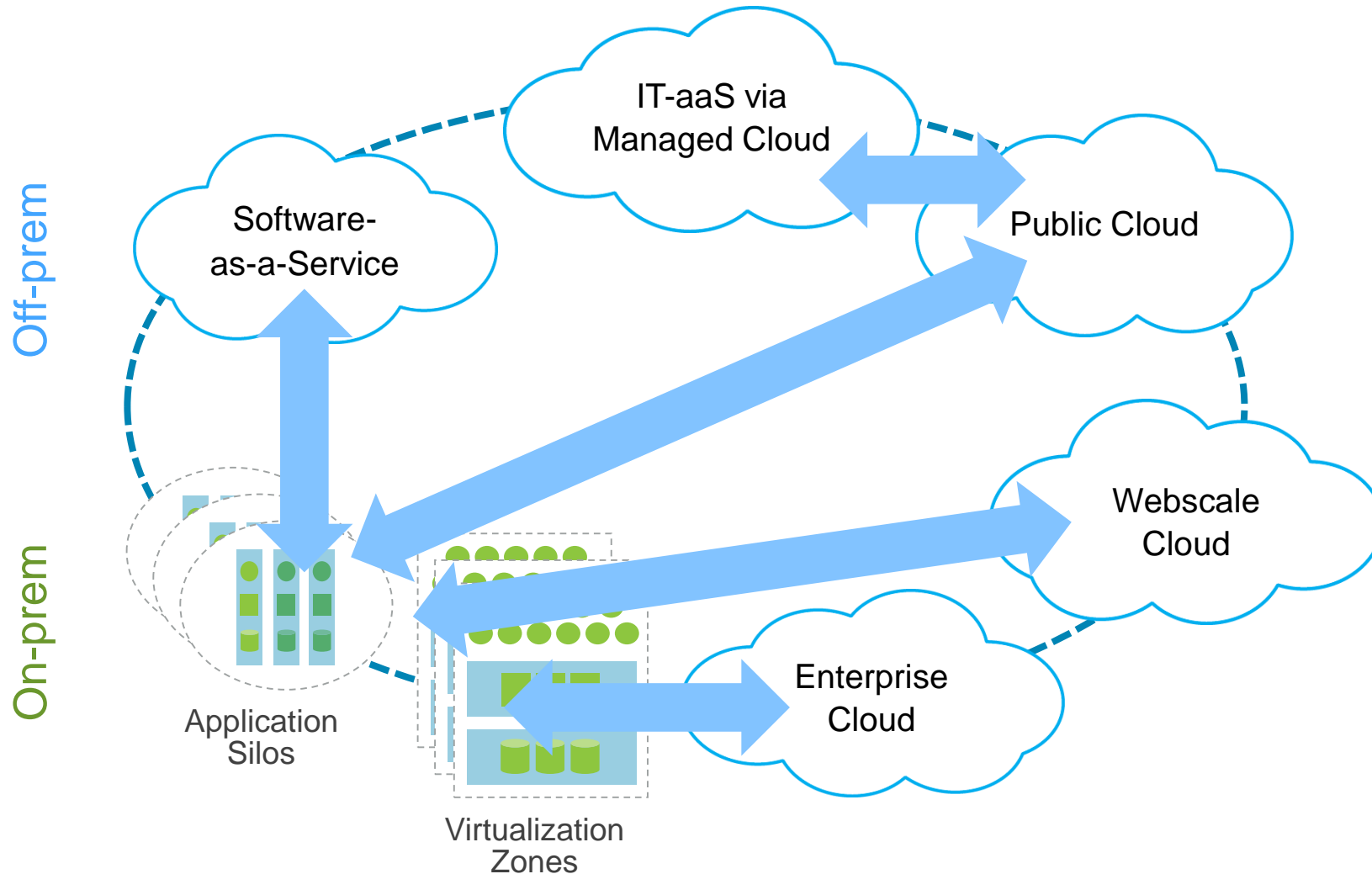
Build a next-
generation
data center

Harness the
power of
hybrid cloud

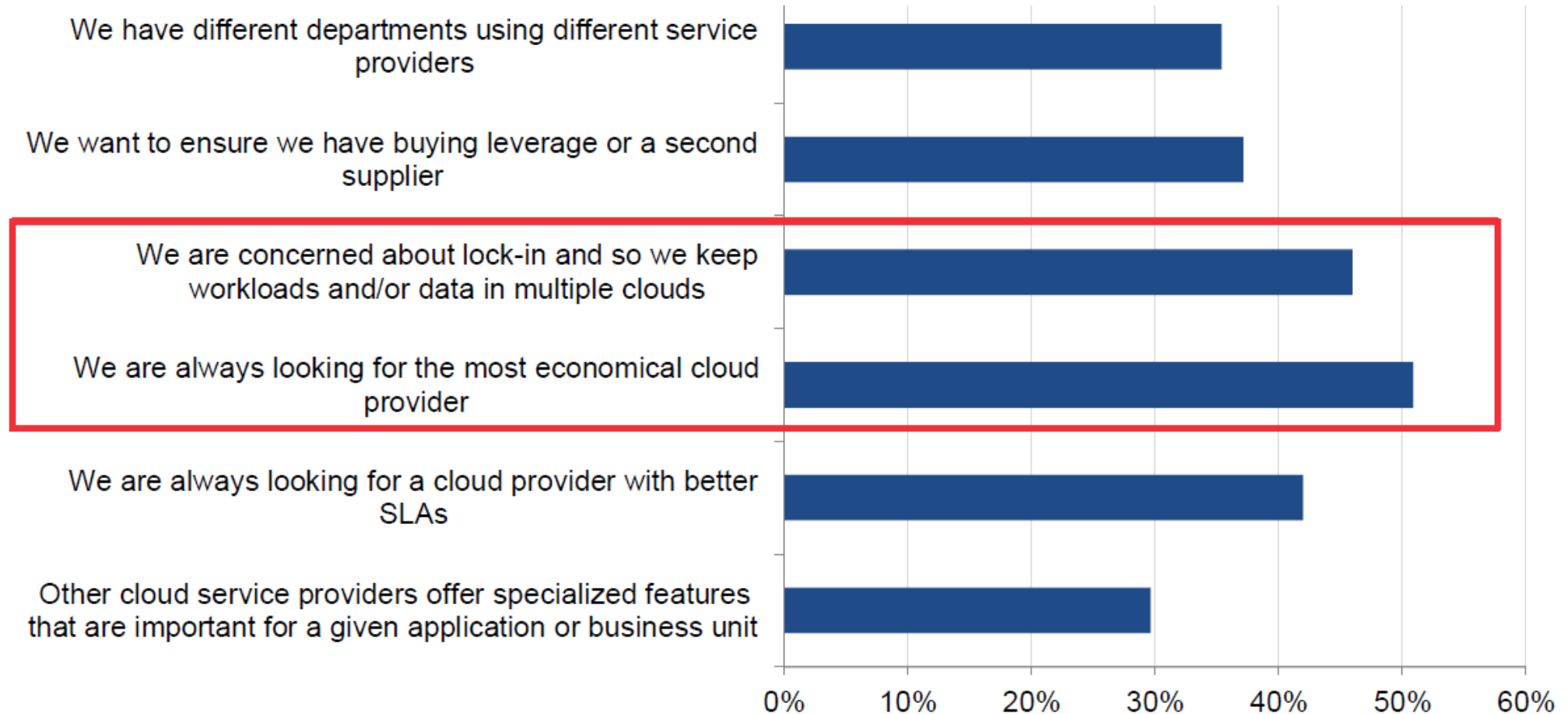
Customers Today Have More Options than Ever...



Data Lives and Moves Among Multiple Clouds and Locations



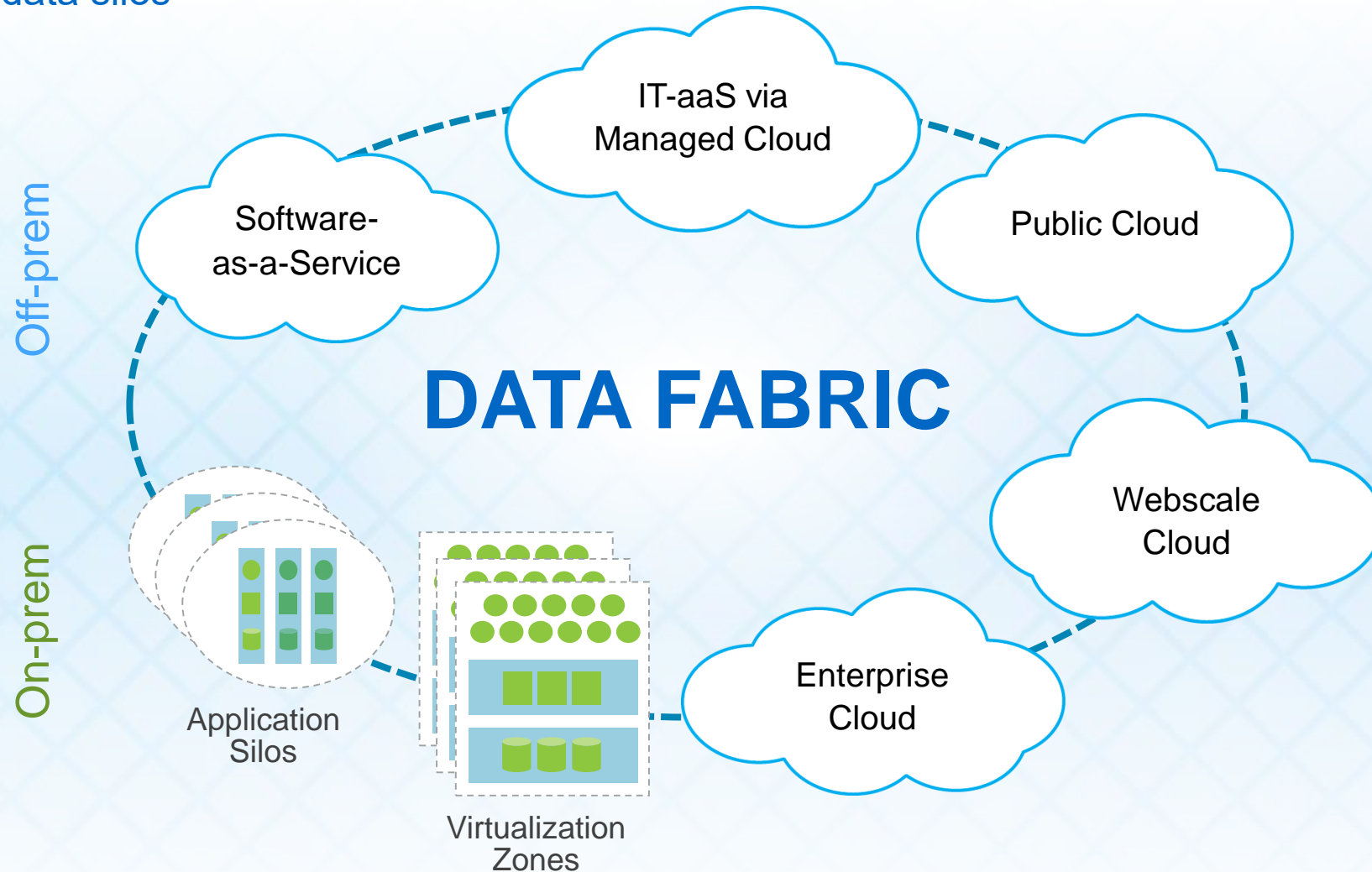
Clouds with Benefits... and Risks



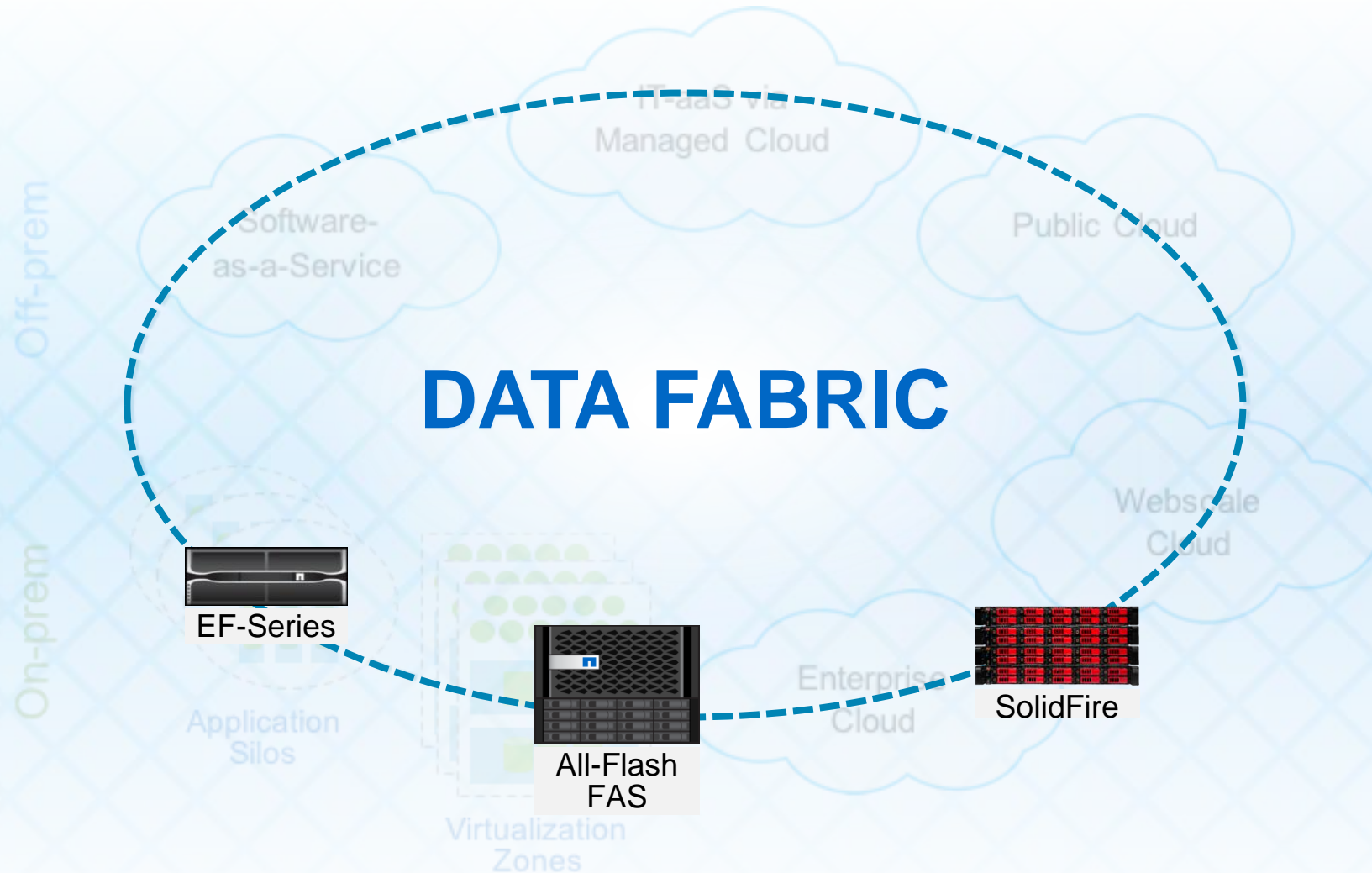
Source: IDC's Amazon Web Services (AWS) Infrastructure-as-a-Service (IaaS) User Survey

Data Fabric Unleashes Full Potential of Data...

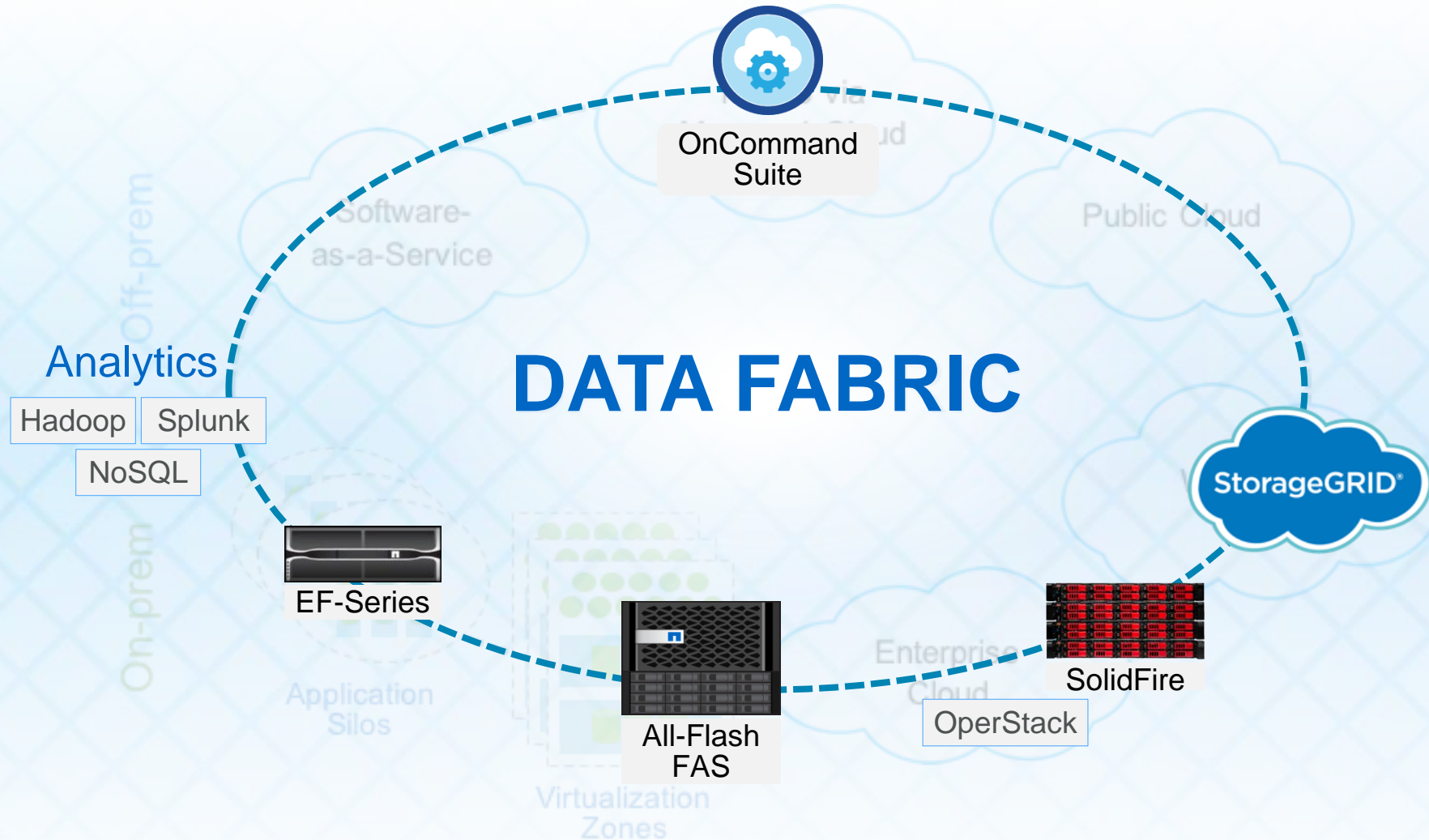
... and eliminates data silos



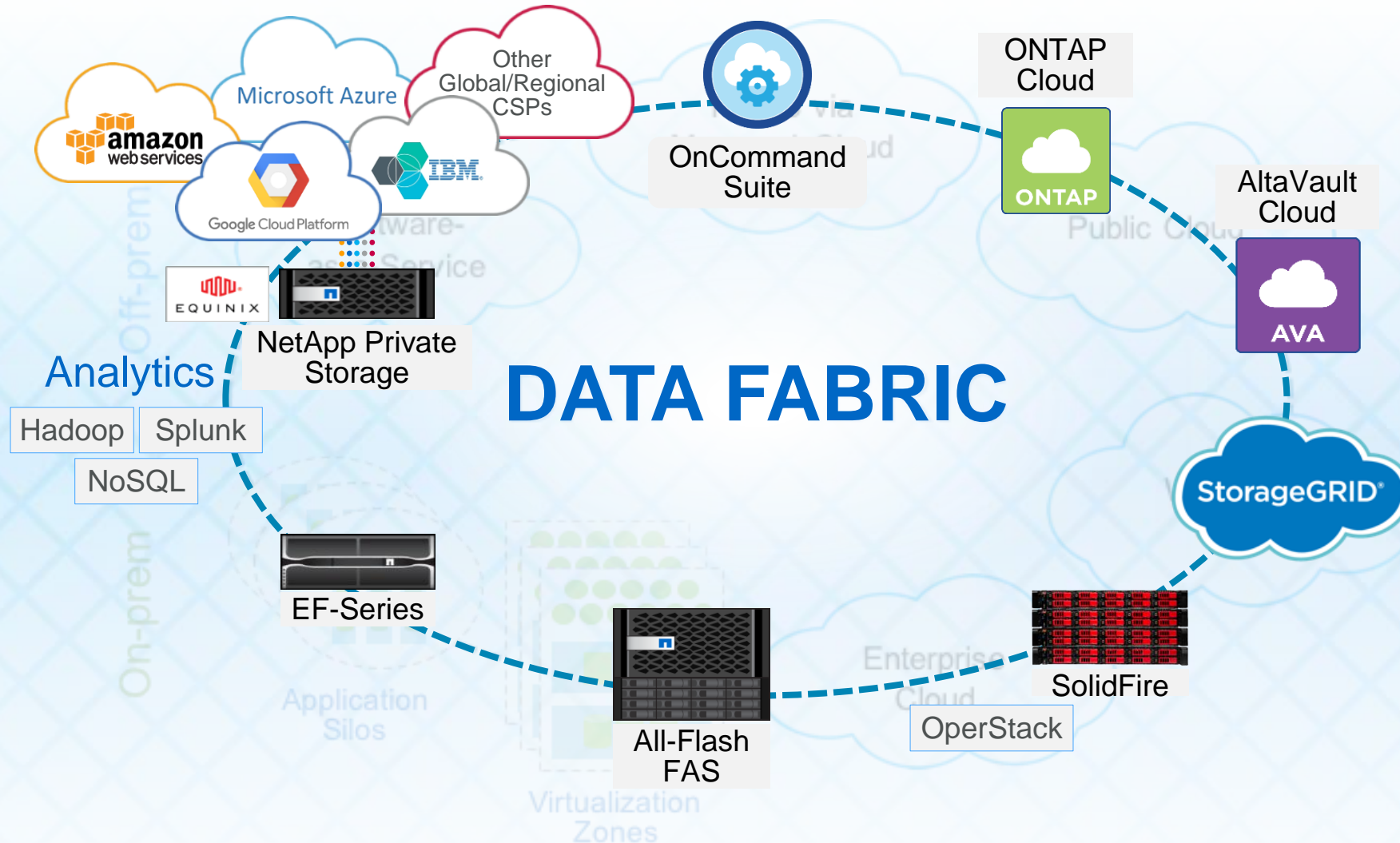
Modernizing Storage and Data Management with Flash



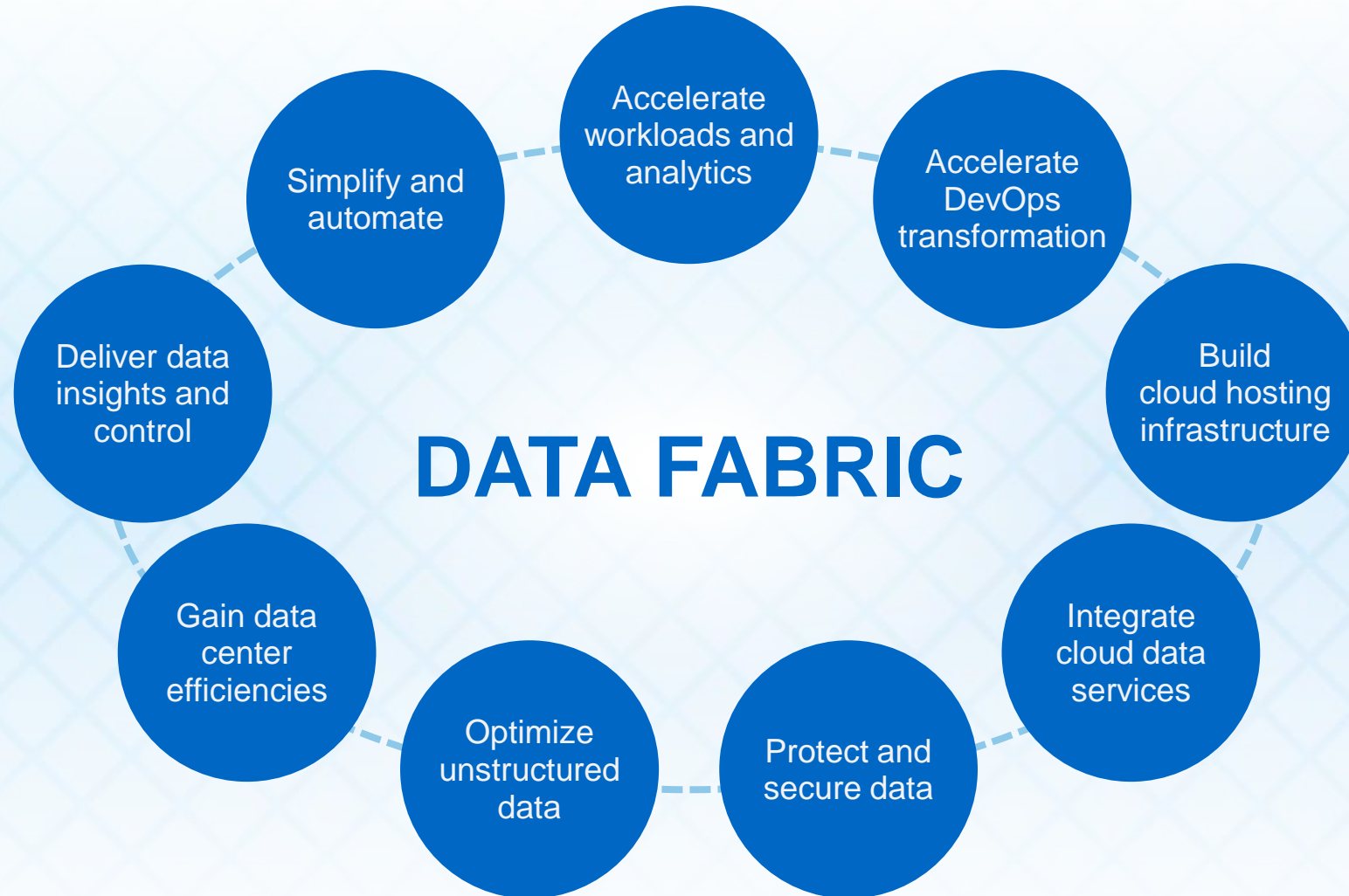
Helping Customers Build a Next-Generation Data Center



Cloud Solutions and Services to Harness the Power of Hybrid Cloud



Across Environments and Use Cases



Why Customers Are Choosing NetApp



Protected
Simplified
Future-ready
Open

Delivered the Way Customers Prefer

As-a-service

Hyper-
converged

Converged

Best-of-breed
appliance

Software on
commodity
hardware

Data Fabric Integrated

Process Efficiency and Cost Savings

Challenge

Improve time to market and continue development innovation while reducing overall cost of operating in the cloud

Why they chose NetApp

- Delivered everything Wirestorm needs for DevOps without having to buy a single array
- Holistic, single ecosystem
- Quick starter tools and faster automation

Spin up ONTAP Cloud systems **on demand**, no need to own or maintain on-prem infrastructure

Reduce time to **copy** data and create new environments from 20+ hours to less than a minute

Dramatically **reduce overall spend** in the cloud



Wirestorm is a boutique service provider that builds and implements business intelligence, big data, enterprise mobility applications, cloud computing, application development, and technical staffing solutions for clients.

“ONTAP Cloud drastically lowered our cloud cost and server spend. My team was able to lower the number of development systems by 10 times and drop our total deployment time to mere minutes.”

— Abdul Masri
Founder and CEO
Wirestorm

Improved Operations for a SaaS Business

Challenge

Improve reliability and profitability for popular SaaS offering based in AWS

Why they chose NetApp

- Custom-built solution combining two NetApp technologies
- AltaVault data protection capabilities
- Flexibility in archive storage and object storage

85% reduction
in production data
over three years

High-performance
enterprise cloud
with 99.999%
reliability

Seven-figure
savings thanks to
NetApp
investment

TechnologyOne is Australia's largest enterprise software company with offices across six countries: 1000+ customers, 30 years of software innovation, 99% customer retention.

“Using NetApp data management technology has led to an 85% reduction in production data over three years. That’s savings of seven figures.”

— Iain Rouse
R&D Group Director, Cloud
TechnologyOne

Reinventing our innovation engine for the next era of IT

