

Accelerating business into JWCC



NetApp solutions for cloud service providers

JWCC, or the Joint Warfighter Cloud Capability, is the enterprise multicloud contract of the U.S. Department of Defense (DoD). It's a \$9 billion, 5-year base plus option-year contract where AWS, Azure, Google, and Oracle will be provided sole source task orders. To take advantage of the opportunity presented by JWCC, cloud service providers must offer their own unique warfighter cloud services that can lower risk for the DoD.

NetApp delivers differentiated capabilities that help cloud service providers capture more share in the DoD marketplace. As a leading provider of cloud data services, we can help you enable fast and simple migrations, reduce TCO, provide a single experience across any cloud, and protect and secure data with integrated Zero Trust.

By partnering with us, you can increase the breadth of differentiated services you offer, which will increase the competitiveness of your bid and help you win.

Enable fast, simple migrations

The first step in accelerating JWCC business is to move DoD applications and workloads to the cloud faster, more easily, and with less cost than traditional lift-and-shift operations.

NetApp's extensive footprint within the DoD benefits you as a cloud service provider, because moving data from existing NetApp on-premises environments into JWCC is easy. No migration. No lifting and shifting. No rehydration, reencryption, or refactoring. It's literally a "snap." The NetApp® SnapMirror® feature removes the expense of costly intervening appliances and enables you to move data as quickly as the network allows.

No other vendor has the data footprint across the DoD landscape that we have. We provide over 1,000PB to the DoD, and much of that footprint currently supports enterprise file services. NetApp ONTAP® data management software is a big part of how the following projects are run:

- U.S. Navy Next Generation Enterprise Network (NGEN)
- U.S. Navy Afloat
- U.S. Marine Corps Network Operations and Security Command (MCNOSC) projects
- The U.S. Army Network Enterprise Technology Command (NETCOM) global enterprise fabric
- Army Tactical
- U.S. Special Operations Command (SOCOM)
- The Air Operations Centers
- U.S. Transportation Command (USTRANSCOM)
- U.S. Strategic Command (STRATCOM)
- DoDNet
- The Fourth Estate

The same ONTAP software that these organizations are now running on premises will run in your cloud with NetApp Cloud Volumes ONTAP software. This consistency provides the continuity of operations that our customers—and yours—insist upon.

Reduce TCO

Our products' industry-leading data efficiencies, including deduplication, compression, and compaction, can reduce TCO by up to 50%. See for yourself by using our TCO calculator for [AWS](#), [Azure](#), or [Google Cloud](#). You'll find that many DoD customers run their systems on ONTAP and expect this kind of data reduction from their data storage.

JWCC requirements specify that cloud service providers be able to move data out of their clouds into other clouds. With Cloud Volumes ONTAP added to your compute and storage, we can help you cut cloud egress fees by up to 66% while lowering risk and increasing flexibility.

Enable the same experience from any cloud

In a multicloud environment, warfighters don't need a series of cloud silos that require numerous management tools. A common fabric layer enabled by NetApp technology can help customers eliminate these cloud silos.

A common fabric layer provides bidirectional movement of data among clouds, allowing DoD end users to move data from edge to core to cloud seamlessly. It also allows users to move data to different clouds without rehydration, reencryption, and reengineering.

NetApp creates a common fabric layer by using ONTAP to abstract the hardware from the software layer. A common fabric layer means that in most government data centers, ONTAP works the same on premises as it does in AWS, Azure, and Google Cloud. This consistency encompasses tiering from a high-performance expensive tier to a slower secondary tier, storage efficiency, data protection, and other services.

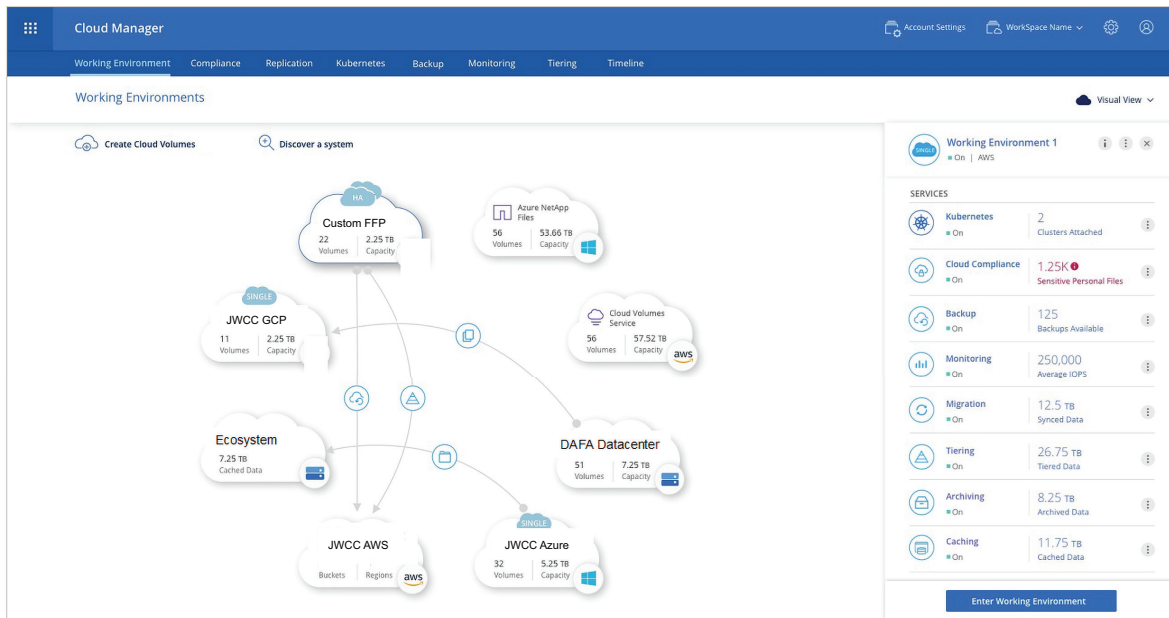


Figure 1) A common control plane in NetApp Cloud Manager (included at no cost with cloud data services) enables you to easily move data and applications to the optimal location.

Our industry innovation lets you migrate existing applications, develop new applications with existing datasets, and place applications in the optimal applicable spot based on cost, performance, and security considerations.

What makes your data fabric seamless—one experience in any cloud—is NetApp Cloud Manager. With Cloud Manager, customers can drag volumes where they want within the DoD biosphere of clouds (Figure 1).

Enable Zero Trust at the data level

ONTAP is on the Defense Information Systems Agency Approved Products List (DISA APL). It's built from the ground up to be part of a Zero Trust cybersecurity environment—at no additional cost. On premises and in the cloud, the ONTAP software architecture uses built-in capabilities to mitigate attacks, such as ransomware.

These capabilities include the following:

- The NetApp FPolicy feature set lets third parties assess real-time file access. By applying artificial intelligence and machine learning (AI/ML) technologies, a system can identify an attack in real time.
- A system can mitigate ransomware attacks immediately by creating a NetApp Snapshot™ copy of the file system under attack. This approach enables customers to roll back to a point in time just before the attack.
- NetApp Cloud Secure performs policy detection in the cloud. Cloud Secure, part of the NetApp cloud management suite, analyzes data according to advanced AI algorithms.

Learn more about [NetApp solutions for ransomware mitigation](#).

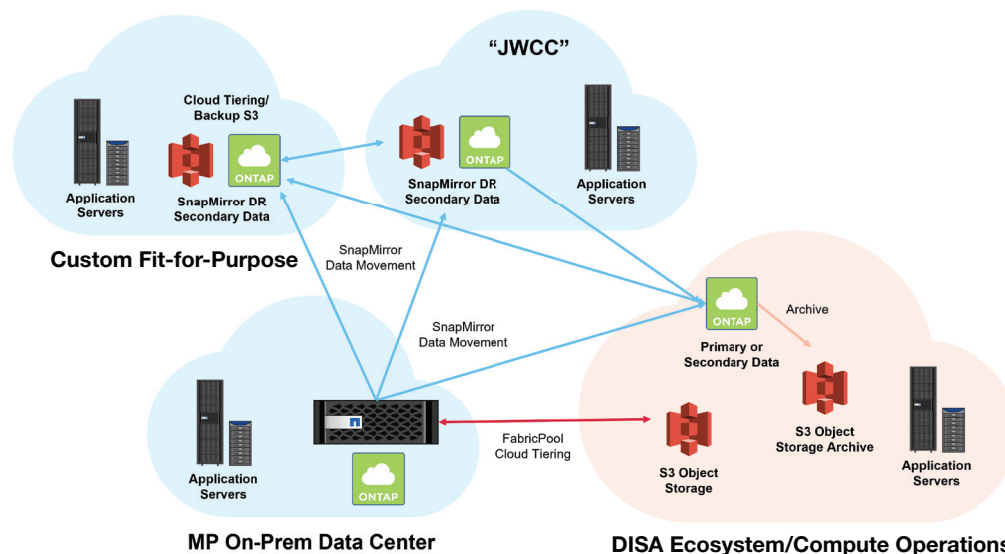


Figure 2) SnapMirror data replication technology copies data and easily migrates applications and IL-certified cloud data services between environments.

NetApp cloud data services

- NetApp Cloud Volumes ONTAP infrastructure as a service (IaaS) block and file software
- Native cloud services such as Amazon FSx for NetApp ONTAP, Azure NetApp Files, and NetApp Cloud Volumes Service for Google Cloud
- NetApp Cloud Insights (expected to be certified for Impact Level 5, or IL5) to discover, manage, and report on all aspects of a user's environments, whether on premises or on any cloud
- NetApp Cloud Data Sense (expected to be IL5 certified) for compliance with security requirements
- NetApp Cloud Backup service (expected to be IL5 certified) to link on-premises capacities to the cloud for backup

About NetApp

In a world full of generalists, NetApp is a specialist. We're focused on one thing, helping your business get the most out of your data. NetApp brings the enterprise-grade data services you rely on into the cloud, and the simple flexibility of cloud into the data center. Our industry-leading solutions work across diverse customer environments and the world's biggest public clouds.

As a cloud-led, data-centric software company, only NetApp can help build your unique data fabric, simplify and connect your cloud, and securely deliver the right data, services and applications to the right people—anytime, anywhere. www.netapp.com