noris network wins customers with one-stop IT services

n NetApp

noris network

NetApp storage and services are pillars of comprehensive data services.

noris network operates high-security data centers in Southern Germany that provide colocation, managed and cloud services, and outsourcing. Over 1,200 clients, from start-ups to banking veterans, entrust noris with their data and businesses.

noris has been a NetApp customer and partner for more than 20 years. NetApp® solutions support their security promise with a data fabric, and they enable numerous services. Today, as a NetApp Keystone™ partner, noris can offer clients new data storage services powered by NetApp.

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Focus on business not IT

"In uncertain business climates, scalability and security help you to survive. We offer our clients both. Our high-security data centers and NetApp based data fabric protect businesses, while anything as a service delivers agility and simplifies change."

Ingo Kraupa
CEO, noris network

noris network clients know that their data is safe. The provider plans, builds, and operates its own high-security data centers. The result of investing hundreds of millions of euros in state-of-the-art facilities, noris data centers meet the highest demands of highly demanding sectors such as the financial industry and other closely regulated sectors.

noris offers a full range of IT outsourcing services to fit the needs of its clients. Customer-owned hardware, hosted systems, managed services, dedicated or shared infrastructures, and cloud scenarios—noris finds the right solution for workloads and applications. For data storage, management, and information security, NetApp solutions are their standard.

"NetApp is a true storage specialist," said Ingo Kraupa, CEO of noris network. "In Germany, noris was one of the first NetApp customers. The robustness of the storage and the technology inspire us still today and strengthen our security promise."

Comprehensive cover in a data fabric
Many noris customers want to be more efficient, reliable, and faster but don't want to invest constantly in their own IT know-how and infrastructure. Managed storage and backup are often the first steps toward service-oriented IT.

"Buying your own hardware is no longer the point. But it's paramount to protect your data. Safe data copies or cold standbys are essential today. With our high-security data centers and a data fabric from NetApp, we ensure our customers' business survival," said Kraupa.

NetApp all-flash storage arrays and file servers are the backbone of the noris data center.

noris clients can choose from service classes that are scaled by performance and capacity with guaranteed IOPS and flexible billing models. For clients with specific availability demands, noris offers storage clusters or synchronous storage across several sites. NetApp provides mirrored data synchronized between data centers. Both services keep clients up and running 24/7. noris protects data with NetApp Snapshot™ copies and can bring back deleted files in seconds. Because the copies are immutable images, they shield backup data effectively from ransomware.

Outsourcing made simple and reliable
By teaming its data centers and networks with data storage from NetApp, noris can store, serve, protect, and move data nondisruptively between cloud and on-premises environments. NetApp ONTAP® features, including array-based clustering, synchronous data mirroring, replication, and Snapshot technology, are built into various noris offerings and outsourcing services like SAP Basis operations, SAP infrastructure, and Oracle-based environments.

SAP-certified NetApp storage as well as VMware for SAP HANA and SAP R/3 are pillars of noris' SAP cloud. Clients can fully concentrate on their applications because noris takes care of all the basics and uses ONTAP features to run, develop, and maintain systems efficiently.

"Data fabric services from NetApp help standardize our SAP cloud and give customers all the scalability, availability, and data recovery their applications need," said Kraupa.

SAP or Oracle, on premises, hybrid or full cloud, regardless of the applications used or the databases behind them, ONTAP provides consistency of management, performance, and processes.

Cloud services made in Germany
noris leverages NetApp functionality to create its range of cloud services. Infrastructure as a service (IaaS), software as a service (SaaS), and platform as a service (PaaS) are highly standardized and scalable solutions for customers with e-commerce and banking platforms, CRM and collaboration environments, and ERP systems.

Mission-critical enterprise applications built on SAP and Oracle must be available and perform, but these workloads no longer depend on an on-premises installation. And, in the majority of cases, on-premises installations are not cost-effective or even more secure. noris network can count many clients that have survived because they had a safe repository for critical data and cold standby data.

Customers also want desktops, containers, and more as a service. Therefore, noris is working on offerings for "anything as a service" from a single source to enable horizontal scalability across entire organizations on demand. NetApp storage and storage management are behind these services, too.

According to Kraupa, "Anything as a service is the future of IT and it's available today at noris network. We provide customers with resources that they can buy, use, and change fast. NetApp helps us securely manage data and provide security in multitenant environments."

A strong team
noris and NetApp have a long history that's built on shared innovation and collaboration. For example, noris has participated in early-access programs to develop new technologies and infrastructure market

development. A recent example is noris network's participation in the NetApp Keystone program.

Keystone includes ready-to-use storage-as-a-service offerings and pay-per-use models for on- and off-premises settings. A data fabric from NetApp enables the technical integration of the data infrastructure, and Keystone complements flexible usage models on the commercial level. Instead of investing in their own hardware, Keystone partners simply call up storage resources whenever they need them.

Through Keystone, noris can combine standardized storage services from NetApp with top operational quality. Customers with demanding requirements gain all-around carefree packages. noris can improve its cash flow and react flexibly to trends and client needs. Because NetApp keeps developing Keystone, the service level is always state of the art.

"In uncertain business climates, scalability and security help you to survive. We offer our clients both. Our high-security data centers and NetApp based data fabric protect businesses, while anything as a service delivers agility and simplifies change," Kraupa said.

Why NetApp for cloud and hosting providers? Learn more here.

NetApp products

AFF storage	SnapMirror®
FAS storage	SnapVault®
Keystone	Snapshot
ONTAP	

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