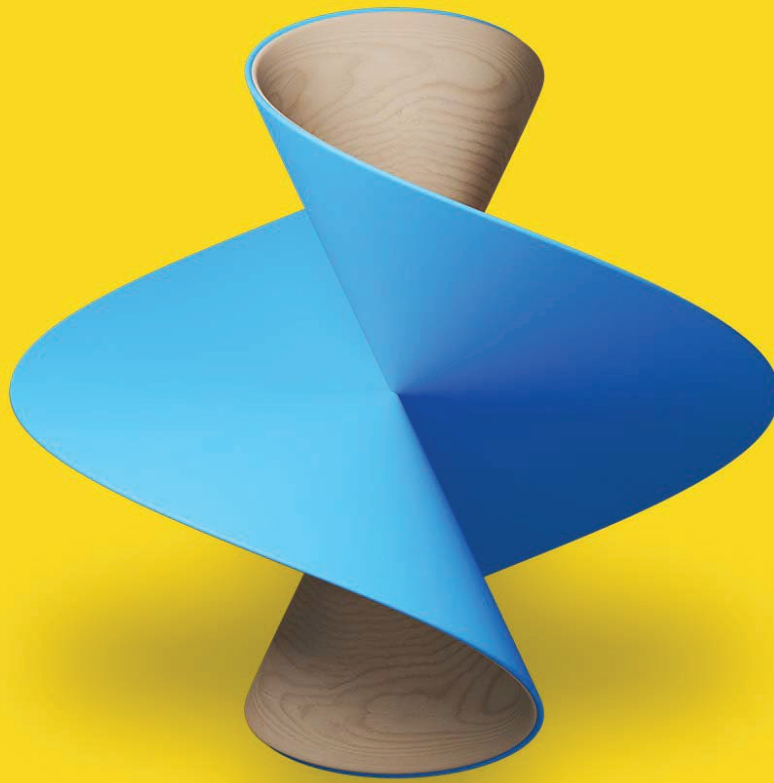


# Book of INSIGHT



 **NetApp**  
INSIGHT 2021 | DIGITAL

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# Welcome to NetApp INSIGHT 2021 Digital!

NetApp INSIGHT Digital is back, and better than ever!

Get ready for an absolute must-see event that you won't find anywhere else. INSIGHT 2021 Digital is an immersive, virtual experience hosted by world-renowned specialists. You'll get to participate in visionary conversations, solution deep dives, and technical sessions on all things hybrid cloud. And that's just the tip of the iceberg.

NetApp INSIGHT is legendary for being the very best technical conference of the year. And to become a legend yourself, you've got to learn from a legend. This year's Meet the Specialists sessions are jam-packed with knowledge that will help you enhance your technical skills and grow your expertise. We'll also share news around exciting updates to our hybrid cloud portfolio, as well as recent momentum around our partnerships with the world's leading cloud providers. Our Legends of Hybrid Cloud will convene to give you the inside track on the future of data and our industry, with an exclusive look at what's to come.

At INSIGHT 2021 Digital, you're our VIP. I encourage you to use this opportunity to book a dedicated 1:1 Session with a NetApp specialist. You'll be treated to an open, interactive, productive discussion that's tailored to your specific projects, questions, or feedback. Just pick a topic and a time, and our specialists will make themselves available to you.

I'm thrilled and honored that you've chosen to join us on this legendary journey. At NetApp, we know we have the very best customers in the world, and we strive to earn your business every day. I'm so excited to meet you and hear your stories. I'm looking forward to our future together.

See you at INSIGHT 2021 Digital!

A handwritten signature in black ink, appearing to read 'César Cernuda', with a long horizontal stroke extending to the right.

*César Cernuda*  
*President, NetApp*



## **Press Release – Hybrid Cloud Solutions**

[NetApp Expands Hybrid Cloud Solutions Portfolio to Unlock Best of Cloud](#)

## **Press Release – Public Cloud Momentum**

[NetApp Simplifies and Speeds Digital Transformation for Customers Through Deep, Industry-Leading Public Cloud Relationships](#)

# Hybrid Cloud Foundations

## ONTAP November 2021 release

NetApp's flagship ONTAP® data management software can help organizations build a better hybrid cloud today. ONTAP is the heart of NetApp's approach to hybrid cloud, making it easy to seamlessly move, manage, and protect data while also adapting to future requirements such as evolving cloud strategies and growing amounts of data. New capabilities within the latest ONTAP release include autonomous ransomware protection, even higher performance through NVMe/TCP, expanded object storage support and simplified management.

### ***What's new:***

- **Addressing today's key business concern: Ransomware**
  - Autonomous ransomware protection against cyber attacks, based on machine learning
  - Industry-leading, preemptive detection and accelerated recovery
- **High performance for enterprise SAN and modern workloads**
  - Use your existing ethernet network to increase performance and reduce TCO with NVMe/TCP
- **Enhanced object storage capabilities**
  - Expanded data protection for ONTAP S3 workloads, using ONTAP SnapMirror for native hybrid cloud backup to object storage on-premises and in the public cloud
- **Simplified storage management**
  - Automatic firmware updates for disks, shelves, service processors, and more

**Availability:** November 2021

### ***INSIGHT Sessions:***

- [BRK-1050-1: Do More with the Latest Release of NetApp ONTAP](#)
- [BRK-1074-2: Fight Ransomware: The NetApp ONTAP Solution in 2021](#)

## NetApp Astra Data Store

### ***What's new:***

A new Kubernetes-native, shared file, scale-out SDS with built-in enterprise-class data management.

- Kubernetes-native shared file that provides a unified data store for containers and VMs with Cloud-like simplicity through a native Kubernetes experience
- Cloud-like scalability with Kubernetes-native multiple parallel file systems on the same cluster resource pool to get dynamic storage that matches the flexibility of Kubernetes
- High resiliency with industry-leading use of replication and erasure coding technologies for Kubernetes-native workloads Empower developers with automatic support for a broad set of apps with minimal re-writes, minimal toil

### ***Availability:***

- Preview available in November 2021
- Targeted GA in 1H CY22

### **Supporting Resources:**

- [Astra Data Store](#)

### **Insight Sessions**

- [BRK-1339-2 Data Services for Cloud-native Apps](#)

## **SolidFire Enterprise SDS 12.3.1 release**

SolidFire® Enterprise SDS is an enterprise software defined storage solution that delivers all the features organizations demand from tier one storage—enterprise-grade reliability, predictable performance, secure multi-tenancy, and more—with the flexibility of independent hardware procurement for business and operational optimization. SolidFire Enterprise SDS delivers guaranteed performance and efficiency in a containerized version of Element OS for the ultimate flexibility, agility, and scale organizations need as the foundation of their software defined datacenters.

### **What's new:**

- New hardware support for HPE DL380 that provides a 66% increase in per node capacity, maximizing the amount of storage customers can manage in a single cluster.
- Expanded the range of CPU support for validated eSDS servers — increasing from 2 supported CPUs to 24 — to allow customers to design for different performance and cost points.

**Availability:** Downloadable from the NetApp Support site today

### **Insight Sessions:**

- [BRK-1096-1 Building YOUR Cloud with NetApp SolidFire](#)

## **FlexPod**

Built on groundbreaking technology from NetApp and Cisco and trusted by thousands of customers across the globe, FlexPod is designed to increase IT responsiveness to organizational needs. It gives you intelligent insights to optimize costs and performance, support your deployment decisions with cloud-like consumption models, and maintain existing configurations across your FlexPod infrastructure. FlexPod reference architectures contain the component, implementation, and configuration detail you need to deploy genuine FlexPod solutions with confidence.

### **What's new:**

- Near-zero RPO with FlexPod MetroCluster IP with VXLAN Multi-Site Fabric
- Microsoft SQL Server 2019 with VMware 7.0
- Oracle 19c on FlexPod with End-to-End NVMe

**Availability:** Today

### **Supporting Resources:**

- Validated Designs: [VXLAN](#), [SQL Server](#), [Oracle 19c](#),

### **Insight Sessions:**

- [BRK-1363-3 Next-generation FlexPod demo with Cisco Intersight](#)
- [BRK-1374-1 Learn how FlexPod NG Expands Your Datacenter to the Cloud](#)
- [BRK-1413-2 Transform your AI, Hybrid Cloud and HealthCare with FlexPod](#)
- [BRK-1464-2 Modernize IT with Cisco Hybrid Cloud Infrastructure and Operations](#)

## Cloud partnership and services momentum

NetApp partners with the leading cloud service providers to help them deliver enterprise storage and data management services to their customers. These partnerships are rapidly growing our joint business and introducing important new capabilities. NetApp is the only storage vendor with storage services integrations with all the major public cloud providers to allow customer to maximize their hybrid cloud investments from edge, to core, to clouds.

### **What's new:**

- **Amazon Web Services (AWS)** – AWS introduced Amazon FSx for NetApp ONTAP as a native AWS service delivering enterprise class block and file storage and data services for the most demanding applications.
- **Google Cloud** – NetApp Cloud Volumes Service is now integrated as a part of the Google Cloud VMware Engine (GCVE) managed service.
- **Microsoft Azure** – Microsoft just introduced new NetApp powered backup capabilities to enable block level, incremental forever backup/restore capabilities for ANF volumes; new cross regional replication significantly expands use-cases and workload capabilities to more regions and areas; Lastly, new SnapCenter capabilities for SAP Hana instances on ANF.

### **Supporting Resources:**

- NetApp services for AWS <https://www.netapp.com/cloud-services/aws/>
- NetApp Services for Google Cloud <https://www.netapp.com/cloud-services/google-cloud/>
- NetApp services for Microsoft Azure <https://www.netapp.com/cloud-services/microsoft-azure-partnership/>

## Key Updates for AWS

- **Introduction of FSx for NetApp ONTAP**
  - Native AWS service delivering enterprise-grade block and file for demanding cloud applications
  - Deployed via AWS console, integrated with NetApp Cloud Manager
  - Integrates Snapshot technology for block level, incremental-forever backup of FSx for NetApp ONTAP data
  - Leverages the complete NetApp Cloud Volumes platform of offerings
- Expanded flexible consumption
  - Cloud Volumes ONTAP (CVO) is now available in AWS with a new Free Tier, allowing up to 500GB capacities to leverage fully-featured ONTAP instances at no charge – key for new workloads such as K8 applications

## Key Updates for Cloud Volumes Service

- **Revenue growing > 100% Y/Y**
- **New GCVE with NetApp CVS**
  - GCVE now offers NetApp CVS for enterprise grade datastore with DR

- Delivered as Google managed service
- Google Feats of Engineering award
- **NetApp updates for CVS**
  - Integrated Backup Service
  - Cross Region Replication support
  - CVS-SW for GCP X-zone HA, SW defined
  - CVS with CMEK (customer-managed encryption keys) (NDA)

#### Key Updates for Azure NetApp Files

- **New for ANF**
  - Azure Backup service
  - Cross region replication
  - Protocol and security enhancements
- **Continued monthly business growth**
  - Over 35 regions now
  - MSFT Global Customer Experience Partner of the Year
  - MSFT US SAP Partner of the Year

## Simplified Hybrid Cloud Management

### Cloud Manager

Cloud Manager provides IT experts and cloud architects with a centralized control plane to manage, monitor and automate data management in hybrid cloud environments, providing an integrated experience of NetApp's Cloud Volumes platform.

#### **What's new:**

- **Digital Wallet.** *Centralized and flexible cloud license activation and management*
  - License mobility to match workload mobility. Split licenses across clouds
  - View usage of NetApp cloud service licenses in a single pane.
  - Pre-pay licenses (like credits) in Cloud Manager to easily add cloud services without purchasing and approval hassles.
- **Application templates for Cloud Volumes ONTAP.** Pre-configured templates for cloud volumes.
  - Automate provisioning: build your automation flow in Cloud Manager. With a simple user interface, you can set all required actions (resources and services).
  - Monitor configuration drift with policies and notifications to identify non-compliant configurations.
  - Tag resource usage to simplify chargebacks with tagging both ONTAP and Cloud resources
- **Full Active IQ Experience.** The entire Active IQ experience fully integrated into Cloud Manager
  - A single UI to manage, monitor, and support hybrid cloud data services
  - Brings Active IQ recommendations to where the users can take the next best action



- Help on-premises customers understand and access cloud services

**Availability:**

- Digital Wallet GA in Oct 2021 for support of Cloud Backup, Cloud Tiering and Cloud Data Sense

**Supporting Materials:**

- [Cloud Manager](#) web page

**Insight Sessions:**

- [BRK-1362-1 NetApp Cloud Manager — Your Console to Hybrid Multi-Cloud](#)

## NetApp Cloud Backup

Accessible through Cloud Manager, Cloud Backup delivers seamless and cost-effective backup and restore capabilities ideal for protecting and archiving ONTAP data across the cloud and on-premises.

**What's new:**

- Dark site support: Leverage a cloud-like user experience to install, configure and manage ONTAP backups directly to StorageGRID fully offline, without an Internet connection, ever.
- Kubernetes Backup and Restore: Add Kubernetes clusters to backup policies inside Cloud Backup using a single interface in Cloud Manager.
- Indexed Catalogs: quickly locate and restore entire volumes or single files with a searchable index, across volumes.

**Availability:**

- Dark site support: GA Oct. 2021
- Kubernetes Backup and Restore. GA in Nov 2021
- Indexed Catalogs. GA in Jan 2022

**Supporting Materials:**

- [Cloud Backup](#) web page

**Insight Sessions:**

- [BRK-1230-2 We Got Your Back: Rocking a Hybrid 3-2-1 Play with DR and Backup](#)

## NetApp Cloud Data Sense

NetApp Data Sense will now offer new capabilities including dark site support and Google Cloud support. Cloud Data Sense continues to support a variety of platforms and user scenarios to help ensure our customers have a cohesive and expansive cloud portfolio.

**What's new:**

- Dark Site support for governance and compliance needs for customers that cannot access the internet for security purposes. Dark site customers can now gain access to cloud-like tools that help them understand their storage footprint and optimize their data protection plan.
- Cloud Data Sense will support GCP with an optimized UX. Prospects can purchase Cloud Data Sense via NetApp's Cloud Manager listing within the Google Cloud Marketplace. Prospects have the option to buy Cloud Data Sense via the Google Cloud Marketplace for a streamlined transaction and deployment.

**Availability:**

- Dark site support goes live at the end of October 2021.
- Cloud Data Sense Google Cloud Marketplace listing within the Cloud Manager listing goes live at the end of October 2021.

**Supporting Materials**

- [NetApp Cloud Data Sense](#) web page

**INSIGHT Sessions:**

- [BRK-1185-2 Make Sense of Your Data: with NetApp Cloud Data Sense](#)

## NetApp Cloud Insights

NetApp Cloud Insights gives you complete visibility into your infrastructure and applications. With Cloud Insights, you can monitor, troubleshoot and optimize all your resources and applications across your entire technology stack, whether it's on-prem or in the cloud.

**What's new:**

- Kubernetes enhancements that enable application chargeback when managing Kubernetes as a service by converting resource usage to policy-based currency charges, as well as mapping of physical infrastructure to namespace with advanced reporting
- Kubernetes Cluster explorer: discovery and creation of integrated metadata model for K8s to see how pods are performing, see how clusters/containers are mapped to pods, identify bottlenecks and set up alerts
- Tighter ONTAP integration including ONTAP event monitoring (*ONTAP EMS alerts*) and native Cloud Insights connector (*included in ONTAP 9.10*) for immediate monitoring without requiring acquisition unit

**Supporting Resources:**

- [Cloud Insights](#) web page

**INSIGHT Sessions:**

- [BRK-1246-3: Monitor Kubernetes Like a Boss](#)
- [BRK-1199-2: Infrastructure Observability in the Hybrid Cloud Era](#)

## Flexible Consumption

### NetApp Keystone Momentum

Keystone Flex Subscription is NetApp's storage-as-a-service offering that delivers a cloud-like experience on premises with public cloud connectivity. Just one year ago, General Availability was announced and in that time the service has grown to include:

- Multiple petabytes of storage under management
- Customer deployed in four (4) continents
- Adoption by leading organizations:
  - Global auto manufacturer
  - Large casino operator in Asia
  - Leading European engineering consultancy
  - Major U.S. consumer financial services company

### **INSIGHT Sessions:**

- [BRK-1212-2 What's New with NetApp Keystone STaaS](#)
- [BRK-1491-1 Storage as a Service – Keystone](#)
- [CSS-1428-2 Hybrid Cloud Banking: A Suncorp and NetApp Journey](#)

## **Cloud Volumes ONTAP (CVO)**

NetApp® Cloud Volumes ONTAP® is a software-defined storage offering available in all the leading cloud providers that delivers advanced data management for file and block workloads. With Cloud Volumes ONTAP, you can optimize your cloud storage costs and increase application performance while enhancing data protection, security, and compliance. New features include simplified consumption models and a new freemium license tier.

### **What's new:**

- **Capacity based pricing for CVO**
  - Lower cost entry point for younger, smaller workloads
  - Predictable costs as service and usage scales
  - Monthly and annual subscriptions
  - Consumption visibility and flexibility through Digital Wallet
- **CVO Freemium tier**
  - Free usage up to 500GB
  - No time expiration
  - Includes full ONTAP features and capabilities
  - Automatically converts to subscription tiers as capacity scales beyond 500GB

### **Availability:**

- Capacity based pricing - Available in all the leading cloud marketplaces by January 2022
- CVO Freemium tier – available today

## **Data Fabric Expertise**

### **SupportEdge Advisor for cloud**

A new Support offering that extends the NetApp enterprise Support experience to the cloud that is ideal for business-critical environments moving to the cloud. Get expert help from NetApp to keep your cloud services at peak performance using the globally-trusted NetApp SupportEdge technical support capabilities.

### **What's new:**

- NetApp SupportEdge premium level Support is now available for Cloud Volumes ONTAP and Cloud Insights.
- SupportEdge options for both traditional and government customers
  - SupportEdge Advisor for cloud
  - SupportEdge Protect for government customers
- New SupportEdge for cloud services include:

- Full SupportEdge priority entitlements
- Direct routing to cloud specialists with 30 min response time
- Multivendor cooperative support with cloud vendors and hyperscalers
- Prescriptive health checks, risk analysis, and best practices for Cloud Volumes ONTAP through enhancements to Active IQ

**Availability:** November 2021

**Supporting Resources:**

- [Data sheet](#)

**INSIGHT session:**

- [BRK-1318-1 New Support and Professional Services for the cloud](#)

## Flexible Professional Services (FlexPS)

A new flexible NetApp Professional Services subscription model simplifies engagement and consumption of NetApp cloud expertise. Providing an on-demand experience, FlexPS enables customers on an extended transition to the cloud to quickly access NetApp cloud experts and avoid complex services procurement processes.

**What's new:**

- Tiered offers to enable choice of services you need now and the flexibility to scale selections up or down as business and technical demands change
- Consistent resource delivery with ongoing access to the expert services you need, when you need them
- Greater budget predictability and consistent resource engagement at a fixed rate
- Fast and easy access through the FlexPS portal to keep your cloud transition on track
- Built in accountability of ongoing engagement
- Also available through NetApp certified partners
- Additional offerings within FlexPS:
  - Cloud Expert on-demand – premium access to a professional services cloud consultant at an hourly rate
  - Cloud Stewardship – catalog-based managed services that provides 24/7 real-time monitoring and proactive management of your cloud environment (add-on to subscription)

**Availability:** GA Nov 2021

**Supporting Resources:**

- [Blog](#) – Ensure Ongoing Success in the Cloud with FlexPS
- [eBook](#)

**INSIGHT sessions:**

- [BRK-1318-1 New Support and Professional Services for the cloud](#)

## Enterprise hybrid cloud solution architectures

Quickly and confidently modernize infrastructure for enterprise applications with a portfolio of prescriptive and validated hybrid cloud solution designs and best practices.

### **What's new:**

The new solution architecture enables:

- A hybrid cloud design for cloud-based disaster recovery in the cloud of your choice
- Confidence with solutions built from architectures deployed and validated at multiple customer sites.
- Ensures a consistent operations experience across a hybrid cloud deployment
- Better support for critical applications with agility, cloud consumption economics and rapid scale
- The solutions will scale to support new architectures
  - VMware hybrid cloud
  - Cloud native applications

**Availability:** Today

### **INSIGHT Session:**

- [BRK-1181-2 Optimize Your Hybrid Cloud VMware in a Post-Pandemic "Cloud Rush"](#)

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