



## Success Story

# NetApp Drives Fundamental Change in Managing Its IT Infrastructure with Hybrid Cloud Strategy



### KEY HIGHLIGHTS

**Industry**  
Technology

#### The Challenge

As business requirements dictate, easily move enterprise applications between clouds while safeguarding business-critical data.

#### The Solution

Achieve seamless application mobility between cloud instances using NetApp® Private Storage.

#### Benefits

- Accelerates time to capability with 30x faster provisioning
- Improves capacity utilization by 30% due to more efficient use of resources
- Strengthens resilience with 99.9%+ availability
- Meets data compliance and sovereignty requirements
- Enhances availability for enterprise applications
- Is targeting to save \$1 million annually in capital expenditures

### Transforming Service Delivery

The proliferation of readily available cloud services has changed the way NetApp IT delivers services to the business. The team has adopted a hybrid cloud model using a variety of on-premises and off-premises IT solutions to support the global enterprise.

To make sure that all IT solutions adhere to data privacy, protection, and compliance policies, NetApp IT developed a cloud decision framework to guide application teams through a series of questions and choices based on business needs. As a result, many noncritical business applications have been moved to nCloud, a pay-as-you-go cloud-based offering that is a self-service alternative for business users.

Today NetApp IT is expanding its hybrid cloud model with strategic cloud vendors that offer predictable, repeatable solutions that can be readily delivered with the same performance and availability as on-premises alternatives.

### The Challenge

#### Maintaining flexibility and control in the cloud

As NetApp IT's cloud strategy evolves, the organization must be able to easily

switch between cloud instances to maximize opportunities while managing risk.

“NetApp requires the ability to seamlessly move between different clouds as our business requirements dictate,” explains Bob Lofton, vice president, IT Foundational Services at NetApp. “Cloud services won’t be the same tomorrow as they are today. We want the flexibility to take advantage of better pricing, new partnerships, and whatever else the future brings.”

As application lifecycle events allow, NetApp IT is moving business-critical applications into the cloud. Because these applications support critical business functions and store intellectual property and other sensitive data, NetApp IT wanted an alternative to using native storage from enterprise or hyperscale cloud service providers.

“For certain applications, we need to have complete control of the data, down to the bits on the disks,” says Lofton. “Data privacy laws are strict worldwide, and in many cases we can’t just turn over our data to someone else to manage.”

NetApp also wanted maximum application availability. By having the disaster recovery environment positioned as data-ready

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**Bob Lofton**

Vice President, IT Foundational Services, NetApp

using NetApp Private Storage next to a cloud service provider, and being able to spin up and connect cloud compute in very short periods of time, the team is able to decrease cost while improving recovery response capabilities.

## The Solution

### Hybrid cloud with private storage

When NetApp Private Storage (NPS) for Cloud became available, Lofton and his team recognized an opportunity to expand the nCloud services. By storing data on NetApp FAS storage systems hosted in Equinix data centers, and connecting to cloud service providers, NPS offers both flexibility and privacy without sacrificing performance.

“Equinix has built peer relationships with cloud providers and strategically positioned its data centers at the edge of multiple clouds,” says Lofton. “That allows us to easily pivot off our storage into whatever cloud we want to use—Amazon Web Services, Microsoft Azure, or others—without investing in additional network connectivity.”

Using NPS, NetApp can meet data compliance and sovereignty requirements for applications in the cloud because it knows where the data is located at all times. “NetApp Private Storage is the key to managing sensitive business data in the cloud,” says Lofton.

Another NetApp solution delivered by:



## Business Benefits

### The power of choice

With NPS as a central data hub, NetApp can connect to new clouds in minutes using the Equinix Cloud Exchange. This gives IT the flexibility to “turn on a dime” and provide options that the business wants.

“NetApp Private Storage gives us seamless application mobility across clouds, allowing us to drive the next level of efficiency,” says Lofton. “We can easily switch back and forth between cloud instances in response to business drivers and market conditions.”

### Better capacity utilization

As applications are moved into the cloud, NetApp IT is making more efficient use of resources. Infrastructure can be provisioned in the hybrid cloud in five minutes—more than 30 times faster than was delivered previously—helping to enable innovation and speed delivery times.

“We’ll be able to put new features and functionality into production faster and easily repurpose resources,” says Lofton. “The more applications we move into the cloud, the more we’ll benefit from the ability to consume compute resources only when we need them. With a pay-per-use model, we’re driving improvement in capacity utilization, and we have much better visibility into our actual consumption.”

## Annual savings expected

NetApp IT is facilitating a phased migration to the cloud without asking the business for money. NetApp IT also anticipates saving NetApp significant ongoing costs in hardware, software, and support.

“Based on our estimations, using NetApp Private Storage for business applications in the cloud can help save the business at least \$1 million a year by not having to own as much compute,” says Lofton. “It’s an essential component of our service delivery transformation.”

## SOLUTION COMPONENTS

### NetApp Products

NetApp Private Storage for Cloud  
NetApp clustered Data ONTAP®  
NetApp SnapMirror® replication  
NetApp OnCommand® Unified Manager

### Environment

IBX Data Center and Cloud Exchange  
Amazon Web Services EC2  
Microsoft® Azure Compute  
IBM SoftLayer Compute



Leading organizations worldwide count on NetApp for software, systems and services to manage and store their data. Customers value our teamwork, expertise and passion for helping them succeed now and into the future.

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