ESG asked study participants to identify what, if any, benefits a program like Keystone would offer their organizations.

Incredibly Positive Response for NetApp Keystone

NetApp Keystone includes:

- **Optimize With Ease**
- **Flexible Consumption Models**
- **Grow Your Cloud**
- **Ensure How You Wear**
- **Regulate with Pride**
- **Incredibly Positive Response**
- **Simplify Your Experience**

**The Challenges**

- **Rigid Outlay Models**
- **Mounting Levels of Risk**
- **High Rate of Innovation**
- **Large Purchases**
- **Technology Deployment**
- **Risk Meltdown**
- **Operational and Capital Costs**
- **Performance-Centric Guarantees**
- **Ownership Experience**

**The Resolution**

**NetApp Keystone**

NetApp Keystone offers a combination of cloud and on-premises capabilities designed to simplify the buying experience and reduce the cost of storage. The program offers its customers an improved ownership experience with service level guarantees and streamlined benefits.

**Buy with Confidence**

**NetApp Keystone Includes**:

- **Increase Your Cloud**: Utilizing the first 10TB of public cloud storage infrastructure service capacity and unlimited cloud tiering with StorageGRID. It offers a regular health-check of its storage solutions covering multiple infrastructure details, such as usage trends, data reduction ratios, utilization, and data availability percentages to automatically validate whether the solution meets expectations.
- **Smarter FlexiBle Credits**: NetApp offers Cloud Activated: smarter, flexible upgrades. It also offers cloud consumption in your data center on your terms with a Cloud Activated: a guarantee to reduce the cost of storage and also further ease the integration of public cloud resources.
- **Data Trust**: NetApp's cloud volumes service allows you to add next-generation storage systems, making your clusters faster and larger as you build out your private cloud from the start, and it will not increase.
- **50% Reduction in Risk**: NetApp is also offering cloud consumption in your data center on your terms with a Cloud Activated: a guarantee to reduce the cost of storage and also further ease the integration of public cloud resources.
- **Performance-Centric Guarantees**: NetApp offers its customers an improved ownership experience with service level guarantees and streamlined benefits.

**Optimize With Ease**

Need to simplify your hybrid multicloud experience? NetApp Keystone delivers. It is simplifying and clarifying the buying experience. ESG estimates that 88% of organizations have less time and budget for tactical tasks than just the technology, focus on IT. It would free up time to focus on other priorities. It would reduce the risk of IT transformation, and IT transformation requires IT vendors need to do more to guarantee their solution is properly sized for availability.

**Grow Your Cloud**

ESG estimates that 88% of organizations have less time and budget for tactical tasks than just the technology, focus on IT. It would free up time to focus on other priorities. It would reduce the risk of IT transformation, and IT transformation requires IT vendors need to do more to guarantee their solution is properly sized for availability.

**Flexible Consumption Models**

Selling cloud storage as a service, NetApp grows the customer experience with performance-centric guarantees. It guarantees 100% data availability guarantee: a performance guarantee: a guarantee that the solution meets expectations.

**Incredibly Positive Response for NetApp Keystone**

69% of organizations have less time and budget for tactical tasks than just the infrastructure and the interface. It would free up time to focus on other priorities. It would reduce the risk of IT transformation, and IT transformation requires IT vendors need to do more to guarantee their solution is properly sized for availability.


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