At-A-Glance
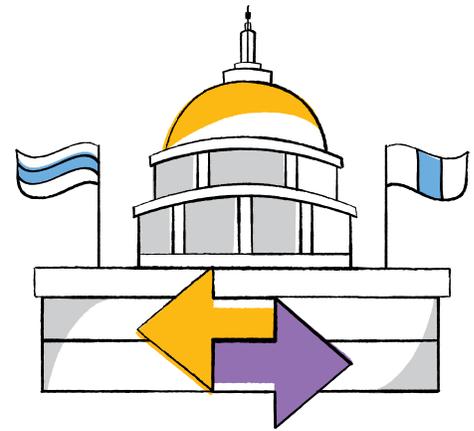
NetApp Solutions for State and Local Governments

Create a more efficient government with cost-effective storage and data management solutions that let you do more with less

Every year, increased and improved services are demanded from state and local governments, while budgets remain tight. Organizations like yours are finding it increasingly challenging to manage growing datastores and meet aggressive service-level agreements. If your agency is like most, you simply don't have the budget to hire more IT staff or purchase new storage systems. On the other hand, trying to make do with your existing resources can lead to endless problems—even disaster.

Many organizations spend 40% to 50% of their technology budget on storage. That's actually good news. With the right data storage system, you can consolidate technology, improve system performance, and free up precious resources. In fact, data storage is one of the most effective ways to centralize and manage your technology needs—and save money.

NetApp can be your partner in helping you achieve these goals. We are committed to delivering efficient, secure, cost-effective storage and data management solutions to meet the needs of state and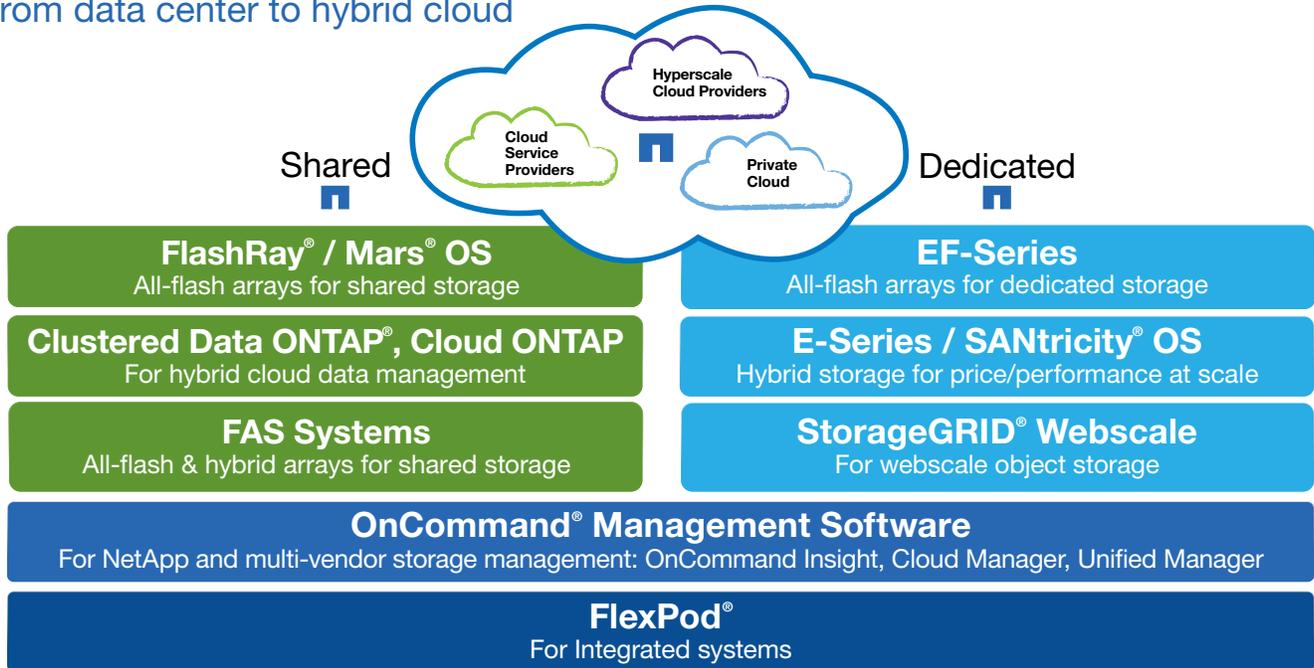 local government organizations. Our teams will work in partnership with you to solve your IT challenges so you can get the most benefit from your technology investments. We will help establish an infrastructure that you can deploy in minutes instead of weeks—without sacrificing performance or availability—allowing you to devote resources to more critical tasks.

We are the #1 storage provider to the federal government, and we provide solutions to every U.S. state, including California, New York, Illinois, and Texas. NetApp is the trusted technology partner for all of the top 25 city and local governments, including New York City, Los Angeles, Chicago, and Dallas. NetApp® Data ONTAP® is the world's #1 branded storage operating system. With NetApp as your technology partner, you get unified storage solutions that can help you:

- Reduce storage requirements by up to 50%, guaranteed.
- Cut the number of systems in your data center by 50% to 75%.
- Provide simplified storage solutions for mobile users and consolidate infrastructures

Market Leading Portfolio of Innovation
From data center to hybrid cloud

Hyperscale Cloud Providers

Cloud Service Providers

Private Cloud

Shared

Dedicated

FlashRay® / Mars® OS All-flash arrays for shared storage	**EF-Series** All-flash arrays for dedicated storage
Clustered Data ONTAP®, Cloud ONTAP For hybrid cloud data management	**E-Series / SANtricity® OS** Hybrid storage for price/performance at scale
FAS Systems All-flash & hybrid arrays for shared storage	**StorageGRID® Webscale** For webscale object storage

OnCommand® Management Software
For NetApp and multi-vendor storage management: OnCommand Insight, Cloud Manager, Unified Manager

FlexPod®
For Integrated systems

Create a More Efficient Government

Your Cloud, Your Data

Imagine if all the data management elements in the different clouds on which customers place their data were well integrated, cohesive, and coherent like a seamlessly woven fabric. We call this vision and architecture the NetApp Data Fabric for the hybrid cloud. The NetApp Data Fabric allows customers to control, integrate, move, and consistently manage their data across the hybrid cloud. This enables customers to take advantage of the economics and elasticity of the cloud while maintaining control of their data across a hybrid cloud environment.

Today, many state and local government agencies are discovering that the cloud is the answer to many of their technology challenges. By moving some of your operations to the cloud, you can conserve server and floor space, reduce HVAC use and energy costs, and keep renovation costs down when you need to upgrade your data center. Your staff can offload the management of noncritical processes and keep their focus on your agency's key objectives. Cloud computing enables a service delivery model that lets you automate processes, meter usage, and create showback and chargeback models.

NetApp can be a valued partner in taking advantage of the cloud. We offer the infrastructure for whichever type of cloud best fits your needs. We can also help you seamlessly manage data across private, public, and hybrid cloud resources—including hyperscale cloud providers. With NetApp, agencies like yours can:

- Easily store, move, and secure data across all cloud environments.
- Get enterprise-grade data management plus the economy of the public cloud.
- Reduce data storage requirements by up to 50%, guaranteed.
- Deduplicate existing data and pare it down by at least 35%.
- Choose from 175+ NetApp cloud service provider partners.

Share services and collaborate

Currently, many organizations like yours are struggling with tight budgetary constraints. However, some state and local governments split operational costs and save money by sharing IT resources with other municipalities or government entities. They are also discovering the benefits of technological solutions that make it easier to share information, allowing them to be more proactive about analyzing data and using information to solve constituent problems. Senior officials begin to view data as an asset to inform decisions across agencies and improve outcomes. Our solutions can help you share services, particularly in the cloud, and can enhance collaboration among different agencies.

Addressing Infrastructure Challenges

Constituents are constantly demanding expanded and improved e-services. However, it isn't always easy to provide the infrastructure to support such growing demand. NetApp can help. Our thin provisioning lets you grow and shrink existing storage volumes to meet the exact needs of every department and application—without disrupting operations.

Our storage solutions can also help you reduce storage requirements by 50% and defer the need to expand your data center for years. When you do need to purchase more disks, you can buy two to three times fewer disks. Of course, less storage also means reduced power, cooling, and space costs, so you can meet green initiatives while saving money.

Secure Mobility—Even in a BYOD Environment

If your municipality is like many, government-issued devices are being replaced by personally owned devices (known as bring your own device, or BYOD). You need ways to develop access and storage systems to manage multiple devices and support increased mobility. It's also a struggle to balance the need for employees to use their own devices on the job with concerns about system security and data restrictions.

Our Mobile Information Management solutions offer secure and reliable data access, file sharing, and collaboration. With NetApp as a partner, you can secure sensitive data on personal devices with built-in encryption, authentication, access control, and logging capabilities, helping to prepare your agency for a demanding mobile environment.

Protect Sensitive Data and Promote Cybersecurity

As you're well aware, a security breach could bring your operations to a halt. To help keep your critical data assets secure, our systems offer robust encryption, authentication, access controls, and logging capabilities—all built into the clustered Data ONTAP operating system.

We understand that you're balancing the need to access data with the need to protect that data from attacks. We take a comprehensive approach to cybersecurity by providing technologies and solutions that enable data to be protected and trusted, while still remaining accessible.

Law Enforcement

Video is an important tool for law enforcement at all levels, but it creates a massive quantity of data to manage and process. NetApp provides high-density and high-performance storage solutions to support video surveillance and in-car and on-body camera environments. Our solutions transform the processing of data and high-definition imagery to provide you with actionable information.

Healthcare

NetApp healthcare solutions can help you reduce storage management and complexity, improve clinical workflows, and lower the TCO of your data storage environment. NetApp delivers innovative healthcare data solutions that let you securely manage vast amounts of patient data, use and share data enterprise-wide, and gain efficiencies of scale through cloud solutions and virtualization. More than 3,000 healthcare organizations worldwide use innovative NetApp clinical data and IT storage solutions to share patient information and more effectively use data across the continuum of care.

Medicaid

Medicaid expansion extends benefits to millions of Americans, increasing the system processing and data storage needs of many states. NetApp provides solutions to help state agencies improve performance despite increased demand.

Child Welfare and Child Support

Federal mandates have resulted in statewide certified systems to support child welfare and child support case management and benefits delivery. However, many of these systems are outdated, and dozens of states must upgrade their systems to use the latest technology, including mobile solutions. NetApp supports these mobile solutions and helps states lower TCO over time.

Transportation

State and local transportation organizations—including airports, rail systems, and toll roads—have specific and complex data storage and processing needs that are constantly evolving. NetApp provides efficient, scalable data management solutions that simplify processes and increase productivity, thereby lowering TCO for the data management environment.

Comply with legal and government mandates

NetApp solutions make it easy to comply with local and state retention regulations. Our data classification features let you automatically tag and move data to the infrastructure that delivers the appropriate compliance requirements. From data permanence, to data security, to auditability, we offer solid, cost-effective compliance solutions.

Enable Service Continuity

Today's government relies on critical systems to function. We recognize that any amount of downtime is unacceptable. In field-measured uptime, our storage systems achieve greater than 99.999% availability. But simply making data available is of little value if the data isn't protected. With clustered Data ONTAP, you can back up data in minutes and recover in seconds. High-availability, disaster recovery, backup, and compliance services are all built into a single storage platform and are available on demand. You can quickly roll out new services or adjust the level of coverage needed as recovery and compliance objectives change.

Easily scale to support unpredictable growth

Your data is growing at unpredictable rates. Our infrastructure offers seamless scalability to meet the changing needs of every department and application—without disrupting operations. Your days of overprovisioning and wasted storage space are over.

Partner with an Industry Leader

When you work with NetApp, you gain a true partner—including access to our extensive enterprise data management expertise, innovative technologies, and best practices. Our teams will work in partnership with you so you can accelerate the return on your infrastructure investments and get the most benefit from them. Our alliances with organizations like NASCIO, e.Republic, and TechAmerica prove that you will be working with an industry leader.

State of California Sets New Standards for Secure Cloud Services in Government

35% **Cost Reduction** Across 29 Agencies

300% **Increase** Storage Space

30% **Decrease** Storage Footprint

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Customer Story: State of California

California's natural resources are key drivers of the state's $2 trillion economy. Real-time data access is critical to make informed decisions about those resources and respond quickly to natural disasters.

In 2008, budget shortfalls combined with 30% annual data growth forced the California Natural Resources Agency (CNRA) to transform its approach to IT. CNRA united its 29 departments and their data centers with a massive internal private cloud solution based on NetApp storage.

Today, the CNRA is a model for government cloud computing, providing critical support to manage and protect everything from forests, natural parks, fish, wildlife, energy, and our most precious resource: water.

The State of California leveraged NetApp storage to:

- Provision resources and storage as departments and demands grow or shrink
- Improved system availability by 200%
- Speed service delivery by 70%
- Free funding by reducing IT capex by 42% and opex by 35%
- Achieved return on investment in 18 months

About NetApp

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.

www.netapp.com

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