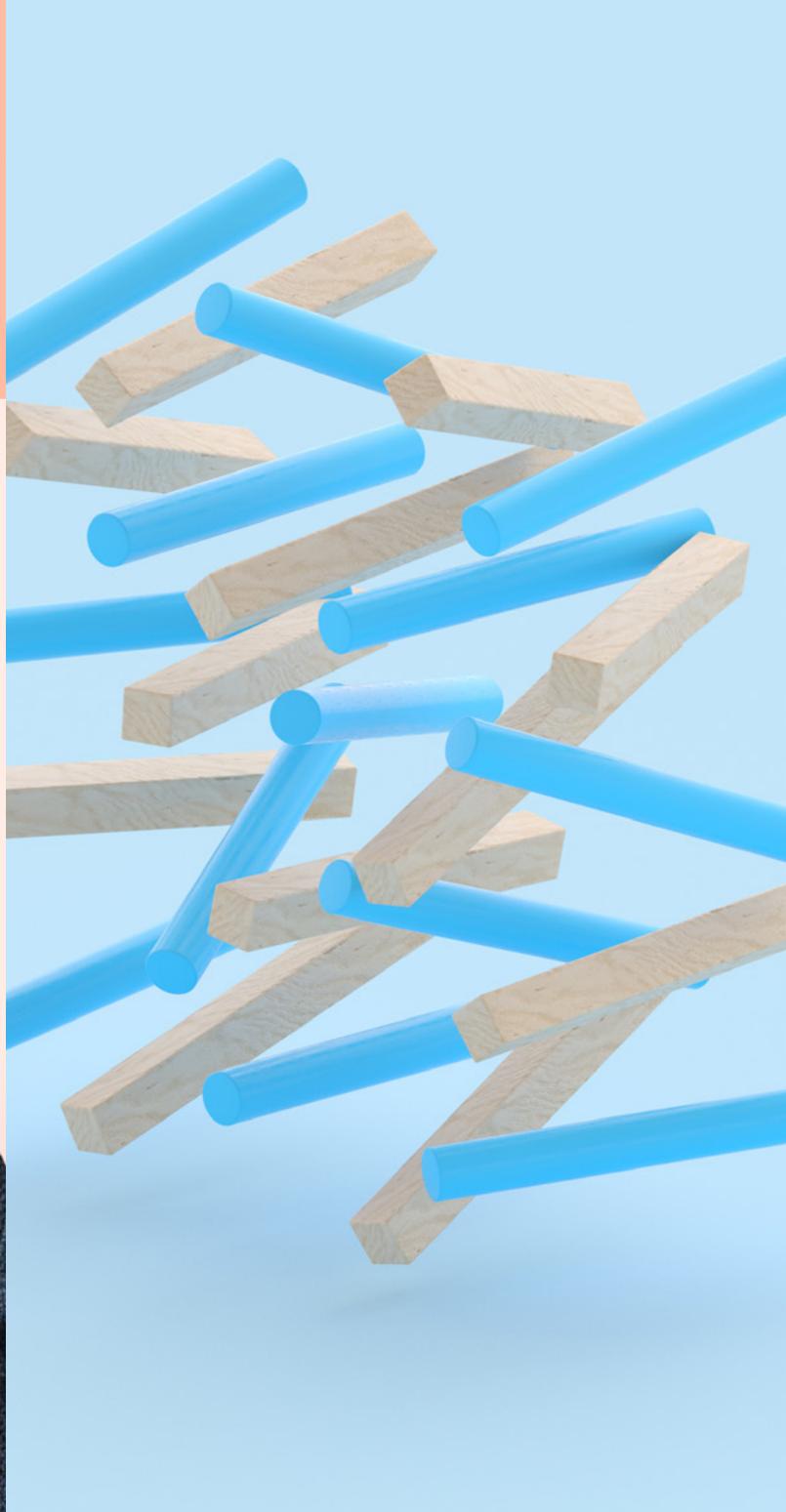


# Book of INSIGHT

NetApp INSIGHT 2020



<b>NetApp INSIGHT 2020 Introduction: Welcome!</b> .....	<b>3</b>
<b>Press Release – Software Solutions</b> .....	<b>4</b>
NetApp Brings Optimization and Enterprise Data Services to the Cloud .....	4
<b>Press Release – Cloud Solutions</b> .....	<b>5</b>
NetApp Brings the Simplicity and Flexibility of the Cloud to the Data Center with Updated Software Data Services .....	5
<b>Cloud-Enabled Data Center</b> .....	<b>6</b>
ONTAP 9.8 .....	6
AFF A250 .....	7
AFF A700 .....	7
AFF A800 All-SAN Array .....	8
FAS500f .....	8
EF300 .....	9
NetApp ONTAP AI with NVIDIA DGX A100 .....	9
<b>Industry-Leading Solutions</b> .....	<b>10</b>
FlexPod with Microsoft SQL Server 2019 .....	10
FlexPod running on Red Hat OpenShift .....	10
SAP HANA solution on Fibre Channel for FlexPod .....	10
FlexPod-verified SAP applications (non-HANA) on Oracle and SQL Server .....	11
FlexPod Monitoring with Cloud Insights .....	11
FlexPod with UCS C4200 Chassis, NetApp ONTAP 9.7 running VMware vSphere 7.0 .....	11
FlexPod for Medical Imaging .....	12
SAP Data Hub with Cisco® Container Platform (CCP) on FlexPod .....	12
SolidFire Enterprise SDS .....	12
<b>Optimization &amp; Enterprise Data Services in the Cloud</b> .....	<b>13</b>
Spot Storage .....	13
Spot Ocean for Microsoft Azure .....	13
Spot Cloud Analyzer and Cloud Manager Integration .....	14
NetApp Virtual Desktop Managed Service .....	14
Spot Cloud Analyzer for Microsoft Azure .....	14
Spot Eco for Microsoft Azure .....	15
NetApp Cloud Insights .....	15
Cloud Volumes ONTAP .....	16
<b>Easier Consumption</b> .....	<b>17</b>
NetApp Data Fabric Value Consulting .....	17
Active IQ Enhancements .....	17

## NetApp INSIGHT 2020 Introduction: Welcome!

Welcome to NetApp's first digital INSIGHT conference. I hope you're all well and staying healthy.

2020 has been a year of remarkable and unprecedented change. Last year, our CEO George Kurian opened our INSIGHT conference with this remark: "I have been reflecting on a year that has, in many ways, changed our industry forever." That statement is perhaps even more relevant today than it was then.

COVID-19 has dramatically disrupted and accelerated the pace of digital transformation everywhere. The projects that were taking years to complete before are now being completed in a matter of weeks or days, with organizations at a different stage of their journey having to overcome unique challenges and still deliver business outcomes.

NetApp's vision to help industry-leading organizations lead with data is what inspired me to join the company. Our team members are specialists whose mission is to leverage their expertise to power organizations' growth. We are (they are) committed to helping them turn the complexity of digital transformation into an opportunity to drive innovation by making it easier for them to get the most of out their data wherever they are—on premises, in the cloud and everywhere in between.

I couldn't be happier that you get to meet our specialists at INSIGHT and hear from the biggest names in cloud (and our partners) as we talk about transformation and innovation in today's fast-changing world.

Every day, I am inspired by our customers and I am energized to see how our cloud-led data-centric innovation is enabling organizations across all industries to build their data fabric and unlock the best of cloud—whether they are developing applications in the cloud, moving applications to the cloud or creating a cloud-like experience on premises.

I look forward to seeing you at NetApp INSIGHT 2020!

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 – Software Solutions

### NetApp Brings Optimization and Enterprise Data Services to the Cloud

Among the newly introduced capabilities, Spot by NetApp’s Kubernetes optimization enables organizations to save up to 90% on compute and storage

**SUNNYVALE, Calif. – October 26, 2020** – Global, cloud-led, data-centric software company NetApp® (NASDAQ: NTAP) today unveiled a groundbreaking serverless and storageless solution for containers from Spot by NetApp, new autonomous hybrid cloud volume platform, and cloud-based virtual desktop solutions. NetApp’s new capabilities help simplify and optimize multicloud management for the highest performance at a low cost, offering true portability for data-rich cloud applications and delivering comprehensive workplace solutions across hybrid cloud environments.

“To thrive in the new normal, digital transformation has become a business imperative. To succeed, businesses need to optimize their hybrid multicloud IT architectures,” said NetApp CEO George Kurian. “No matter where customers are on their transformation journey, NetApp can help them build a data fabric to maximize the value of their data, ensure applications are running optimally, and unlock the best of cloud.”

The new features and capabilities that NetApp introduced today include:

- A groundbreaking serverless and storageless solution for containers, **Spot Storage by NetApp** combined with **Spot Ocean by NetApp** makes it easy for organizations to cost-effectively build, deploy, and run microservice-based applications on Kubernetes without having to administer storage and data services.
- A new autonomous cloud volume platform, providing a single experience to manage NetApp hybrid, multi cloud storage and data services. **NetApp Cloud Manager** offers full visibility and control across on premises, Azure, AWS and GCP storage and delivers an easy, native cloud experience for advanced data services: data sync, data backup, data tiering, file caching and compliance.
- New fully managed, cloud-based **NetApp Virtual Desktop Management Service (VDMS)** and a new validated hybrid cloud virtual desktop infrastructure (VDI) design. These solutions help organizations scale their infrastructure resources to meet the growing needs of their remote workforce. Resources can be continuously optimized without increasing complexity and while reducing costs by up to 50%.

More information about these solutions can be found [here](#).

#### About NetApp

NetApp is a global cloud-led, data-centric software company that empowers organizations to lead with data in the age of accelerated digital transformation. The company provides systems, software and cloud services that enable them to run their applications optimally from data center to cloud, whether they are developing in the cloud, moving to the cloud, or creating their own cloudlike experiences on premises. With solutions that perform across diverse environments, NetApp helps organizations build their own data fabric and securely deliver the right data, services and applications to the right people—anytime, anywhere. Learn more at [www.netapp.com](http://www.netapp.com) or follow us on [Twitter](#), [LinkedIn](#), [Facebook](#), and [Instagram](#).



## Press Release – Cloud Solutions

### NetApp Brings the Simplicity and Flexibility of the Cloud to the Data Center with Updated Software Data Services

Updates enable enterprises to accelerate their digital transformation by easily building and optimizing applications across cloud and on-premises environments

**SUNNYVALE, Calif. – October 20, 2020** – Global, cloud-led, data-centric software company NetApp (NASDAQ: NTAP) today announced enhancements to industry-leading cloud-connected NetApp® ONTAP® data management software. The company also announced a more flexible NetApp Keystone™ Flex Subscription service and a new NetApp SolidFire® Enterprise SDS solution. With these updates, NetApp helps organizations everywhere unlock the best of cloud. Organizations can now optimize performance and security, reduce costs, easily extend data management from on premises to any cloud, and consume hybrid cloud infrastructure as a service.

“Digital transformation has accelerated to the point where projects that used to take years to accomplish now need to be completed in months or even weeks,” said NetApp President César Cernuda. “With its rich data-centric software innovation, NetApp is uniquely positioned to help organizations quickly adapt and sustainably transform in today’s hybrid cloud world. Now, we make it easier for them to develop applications in the cloud, move applications to the cloud, or create cloudlike experiences on premises.”

The new features and capabilities that NetApp introduced today include:

- Enhanced **NetApp ONTAP software** capabilities that offer greater consolidation, deeper cloud integration, and continuous data availability for improved simplicity, efficiency, and protection of business-critical enterprise applications.
- Updates to **NetApp Keystone Flex Subscription**, providing a fast, flexible path to a cloud-enabled data center with “pay-as-you-grow” subscriptions for a cloudlike experience on premises. The Keystone Flex Subscription also offers public cloud integration available through the NetApp partner ecosystem.
- The new **NetApp SolidFire Enterprise SDS** solution, providing a simple and automated foundation for private cloud with NetApp Element® software as standalone software-defined storage that can be deployed on industry standard hardware.

More information about these products and solutions can be found [here](#).

#### About NetApp

NetApp is a global cloud-led, data-centric software company that empowers organizations to lead with data in the age of accelerated digital transformation. The company provides systems, software and cloud services that enable them to run their applications optimally from data center to cloud, whether they are developing in the cloud, moving to the cloud, or creating their own cloudlike experiences on-premises. With solutions that perform across diverse environments, NetApp helps organizations build their own data fabric and securely deliver the right data, services and applications to the right people—anytime, anywhere. Learn more at [www.netapp.com](http://www.netapp.com) or follow us on [Twitter](#), [LinkedIn](#), [Facebook](#), and [Instagram](#).

# Cloud-Enabled Data Center

## ONTAP 9.8

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 ONTAP 9.8 that deliver unique value across NAS, SAN, and unified hybrid-cloud environments include:

- NetApp is the only vendor that provides integrated caching across a hybrid cloud environment. In ONTAP 9.8, FlexCache® is expanded to include support for SMB, opening up even more workloads across media rendering, electronic design automation (EDA), and software distribution to gain the advantages of collaborating with FlexCache. Hot data is available to all the teams that need it, no matter where those teams are physically located or whether the data is on-premises or in the public cloud in a Cloud Volumes ONTAP® (CVO) environment.
- For workloads that need to be continuously available, NetApp is introducing a new feature called SnapMirror® Business Continuity (SMBC). It enables flexible, cost-effective, instant failover for the most important business applications such as SAP, Oracle, and more. Organizations have the flexibility to consolidate many different types of workloads onto their ONTAP based systems and then granularly decide which critical SAN workloads to support with the continuous availability of SMBC. It expands the choices of applications across the spectrum of NetApp solutions and partnerships that can be used deliver business continuity, disaster recovery, backup and recovery, and snapshots.
- NetApp continues to deliver innovations for unified environments. ONTAP 9.8 adds support for object storage by delivering S3 protocol access. By adding support for object storage, organizations can create a unified, simplified environment for all their workloads across file, block, and object storage.

**Availability:** Available to order November 2020

### Supporting Materials

- [ONTAP datasheet](#)
- [ONTAP innovations, baseball and Abbott and Costello](#)

### INSIGHT Sessions

- [BRK-1440-1: Do More with the Latest Releases of NetApp ONTAP](#)

## AFF A250

AFF A250 is a brand-new, entry-level end-to-end NVMe system with embedded NVMe SSDs on the backend and NVMe/FC host connectivity on the front-end. The AFF A250 is simpler, faster, and more efficient than its predecessor, the AFF A220.

Delivering 45% more performance and 33% more storage efficiency, the AFF A250 enables our organizations to accelerate more demanding applications, as well as consolidating more workloads in a shared environment, while reducing the cost of their data center. It is built on the latest ONTAP release, ONTAP 9.8, which provides further enhancements and expansion to best-in-class cloud integration, further simplifying data management across the hybrid cloud.

The AFF A250 is available at a similar price point as the previous model of AFF A220.

**Availability:** Available for quoting October 26 and ready to ship early December 2020

### Supporting Materials

- [AFF A-Series datasheet](#)
- [The new NVMe entry system, AFF A250: Everything for everyone](#)

### INSIGHT Sessions

- [BRK-1061-2: Latest ONTAP Hardware and Features to Modernize your Data Center](#)
- [DEM-1534-1: AFF A250 Virtual Tour and Demo](#)

## AFF A700

The refreshed AFF A700 now supports the NVMe SSDs on the backend. This new capability combined with the existing NVMe/FC front-end host connectivity makes the AFF A700 a truly end-to-end NVMe system. This simplifies the journey for existing organizations to adopt the newest NVMe SSD technology as well as providing the latest technology to our new organizations. It also includes two new high speed IOs added for host connections: 100GbE and 25GbE.

The A700 offers a highly sought-after combination of high performance, resiliency, and flexibility to accelerate the most critical workloads. More importantly, it future-proofs the datacenter with its non-disruptive in-chassis upgrade capability so our organizations can get the newest technology with an easy upgrade in a cost-effective way in the future.

**Availability:** Available for quoting October 26 and ready to ship early December 2020

### Supporting Materials

- [AFF A-Series datasheet](#)
- [Modernize your IT with the latest AFF A700 NVMe All-Flash Storage](#)

### INSIGHT Sessions

- [BRK-1061-2: Latest ONTAP Hardware and Features to Modernize your Data Center](#)

## AFF A800 All-SAN Array

The new AFF A800 All-SAN Array is designed for enterprise organizations that require dedicated storage for SAN workloads, based on their internal objectives and data management preferences.

NetApp's AFF A800 All-SAN Array delivers a simplified and dedicated SAN experience that provides continuous data availability for enterprise, mission-critical databases and other SAN workloads via FCP or iSCSI protocols. Like all NetApp AFF systems, it offers market-leading performance, with inline storage efficiency, encryption, and active data protection. It features a symmetric active-active controller architecture to ensure continuous access to data during planned and unplanned outages, including upgrades and maintenance.

The new AFF A800 All-SAN Array takes advantage of ONTAP's cloud storage integration capabilities, enabling organizations to realize their on-premise and public cloud objectives.

This announcement completes the NetApp AFF All-SAN Array family with A800, A700, A400, A250 and A220 models.

**Availability:** Available to order October 26, 2020

### Supporting Materials

- [NetApp All SAN Array AFF solution profile](#)

### INSIGHT Sessions

- [BRK-1061-2: Latest ONTAP Hardware and Features to Modernize your Data Center](#)

## FAS500f

The FAS500f is NetApp's newest addition to the FAS storage array family that provides organizations with an optimal balance of capacity and performance.

Ideal for diverse workloads, organizations with a high volume of unstructured data such as animation, EDA, analytics and medical imaging deployments can take advantage of the FAS500f's new rack dense 2U form factor that supports dual controllers and up to 367TB of base flash capacity. Organizations can realize significant power, cooling, and real-estate efficiencies, as compared to traditional systems, utilizing spinning storage media.

The FAS500f can be effectively be used as a disaster recovery target and backup consolidation from AFF sources.

With latency time in the two to four millisecond range and 24-node scalability up to 19PB, the FAS500f is ideal for tier 2 enterprise applications, databases, and virtualized environments.

**Availability:** Available to order October 26 and ready to ship early December 2020

### Supporting Materials

- [NetApp FAS storage arrays datasheet](#)

### INSIGHT Sessions

- [BRK-1061-2: Latest ONTAP Hardware and Features to Modernize your Data Center](#)
- [DEM-1084-1: Mapping Applications to the New ONTAP Dense-Flash Storage System](#)

## EF300

This new entry-level EF-Series end-to-end NVMe storage system delivers affordable, high-performance storage. The EF300 allows entry- and midrange-enterprises relying on the EF-Series for focused block storage implementations such as video analytics, AI, and HPC to turbocharge access to their data and gain more value from it.

**Availability:** Available to order November 2020

### Supporting Materials

- [NetApp EF-Series All Flash Arrays EF600, EF300, EF570, and EF280 datasheet](#)

### INSIGHT Sessions

- [DEM-1457-1: EF-Series Synopsis: The New, the Cool and Where It Excels](#)

## NetApp ONTAP AI with NVIDIA DGX A100

The proven architecture of NetApp ONTAP AI combined with the recently released NVIDIA DGX A100 system helps organizations overcome enterprise AI challenges with an end-to-end architecture that enables their teams to combine analytics and AI workloads. NetApp ONTAP AI and the NetApp AI Control Plane frees data scientists and developers to focus on productive experimentation and prototyping instead of software engineering, systems integration, and troubleshooting. Updates also include:

- Tested and validated with NVIDIA DGX A100 systems in 1, 2, 4, and 8-node configurations.
- NetApp AI Control Plane enhancements include new integrations and validations with Apache Airflow and NetApp Cloud Sync.
- Two new AI ecosystem partners validated: Labelbox and run:ai.

**Availability:** Available to order now

### Supporting Materials

- [NetApp ONTAP AI solution brief](#)
- [NetApp ONTAP AI with NVIDIA DGX A100 Systems design guide](#)
- [NetApp AI Control Plane solution brief](#)
- [NetApp AI Control Plane technical report](#)
- [Labelbox solution brief](#)
- [Run.AI solution brief](#)

### INSIGHT Sessions

- [BRK-1123-2: NetApp ONTAP AI with DGX A100](#)
- [BRK-1131-3: Data Pipeline and Performance Considerations for NetApp AI](#)
- [DEM-1486-1: NetApp and NVIDIA: Democratizing AI](#)
- [BRK-1094-2: NetApp AI Control Plane: AI Data Management Across a Hybrid Cloud](#)
- [DEM-1334-2: Provision a Data-Science Workspace with NetApp AI Control Plane](#)
- [DEM-1342-3: Automated AI Dataset, Model Versioning, and Traceability](#)

# Industry-Leading Solutions

*New validated solutions with FlexPod® from NetApp and Cisco*

## FlexPod with Microsoft SQL Server 2019

Organizations running SQL Server can now update FlexPod to every version of SQL Server, including SQL Server 2019 for greater innovation, performance, and security.

**Availability:** Available to order now

### Supporting Materials

- [FlexPod Datacenter for Microsoft SQL Server 2019 and VMware vSphere 6.7](#)

### Insight Sessions

- [SPD-1154-2: Why is it vital to move to SQL Server 2019 on FlexPod?](#)

## FlexPod running on Red Hat OpenShift

For private and hybrid cloud environments, FlexPod running on Red Hat OpenShift delivers an enterprise-ready Kubernetes container platform with full-stack automated operations to manage private, hybrid cloud and multi-cloud deployments. FlexPod running Red Hat OpenShift is optimized to improve developer productivity and promote innovation. Red Hat OpenShift and vSphere 6.7 running on FlexPod with NetApp Trident software enables the latest digital transformation and application modernization practices.

**Availability:** Available to order now

### Supporting Materials

- [FlexPod Datacenter for OpenShift Container Platform 4](#)

### Insight Sessions

- [DEM-1481-1: FlexPod for OpenShift in 10 minutes](#)

## SAP HANA solution on Fibre Channel for FlexPod

FlexPod is tested in new areas with SAP HANA on Fibre Channel running on the most current FlexPod hardware and software that accelerates data-driven, real-time decision-making, and supports all workloads with the broadest advanced analytics.

**Availability:** Available to order now

### Supporting Materials

- [FlexPod Datacenter for SAP Solution with Cisco UCS Manager 4.0 and NetApp AFF A-Series Design Guide](#)

### Insight Sessions

- [SPD-1150-2: Digital Transformation with SAP HANA and DATAHUB on FlexPod](#)

## FlexPod-verified SAP applications (non-HANA) on Oracle and SQL Server

FlexPod verified SAP applications (non-HANA) on Oracle and SQL Server. FlexPod enables you to develop, provision, and manage your mission-critical applications across a heterogeneous software environment of both Oracle and SQL Server combined with the SAP application server.

**Availability:** Available to order now

### Supporting Materials

- [Deploy SAP Application Servers on FlexPod with Oracle Database and Cisco UCS and NetApp AFF](#)

### Insight Sessions

- [SPD-1471-2: Migrate to Oracle RAC 19c on FlexPod, while you still have time!](#)

## FlexPod Monitoring with Cloud Insights

FlexPod Monitoring with Cloud Insights offers organizations the ability to monitor, troubleshoot and optimize ONTAP resources on-premises and in the cloud.

**Availability:** Available to order November 2020

### Supporting Materials

- [NetApp Cloud Insights](#)

### Insight Sessions

- [SPD-1327-3: Monitor Everything! DIY Agents in Cloud Insights](#)

## FlexPod with UCS C4200 Chassis, NetApp ONTAP 9.7 running VMware vSphere 7.0

An update of the FlexPod Datacenter running VMware vSphere 7.0 further enhancing FlexPod as the go-to standard for private and hybrid cloud implementations where vSphere virtualization is needed. FlexPod increases customer choices with the FlexPod Datacenter with ONTAP 9.7 and vSphere 7.0 running on AMD processors and the UCS C4200 chassis.

**Availability:** Available to order now

### Supporting Materials

- [FlexPod Datacenter with VMware vSphere 7.0 Design Guide](#)

### Insight Sessions

- [SPD-1470-1: FlexPod solutions for Private and Hybrid Multi-cloud use cases](#)
- [SPD-1152-1: Learn Why FlexPod is Perfect for Private, Hybrid and Multi-cloud](#)

## FlexPod for Medical Imaging

For healthcare organizations running an imaging application environment on the FlexPod architectural foundation, organizations can take advantage of this industry-leading platform for innovation that offers improvements in staff productivity, decreases capital and operating expenses.

**Availability:** Available to order now

### Supporting Materials

- [FlexPod for Medical Imaging](#)

### Insight Sessions

- [SPD-1149-1: Enable Healthcare Digital Transformation with FlexPod](#)
- [DEM-1479-1: FlexPod for Medical Imaging in 10 Minutes](#)

## SAP Data Hub with Cisco® Container Platform (CCP) on FlexPod

FlexPod running the SAP Data Hub with Cisco® Container Platform (CCP) increases the time-to-value of the deployment and operations for containerized workloads while maintaining data locality cost-effectively.

**Availability:** Available to order now

### Supporting Materials

- [Deploy SAP Data Hub on FlexPod with Cisco Container Platform \(White Paper\)](#)

### Insight Sessions

- [SPD-1150-2: Digital Transformation with SAP HANA and Data Hub on FlexPod](#)

## SolidFire Enterprise SDS

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. Organizations now have the option to deploy SolidFire with turnkey, full tuned appliance or on industry standard hardware.

**Available:** Available to order now

### Supporting Materials

- [SolidFire datasheet](#)
- [Be your own cloud. Introducing SolidFire Enterprise SDS](#)

### INSIGHT Sessions:

- [BRK-1160-2: Scale-Out NetApp SolidFire with SDS for Private Clouds](#)
- [BRK-1177-2: NetApp Element Software: New Features \(MFA,FIPS\) and eSDS](#)

# Optimization & Enterprise Data Services in the Cloud

## Spot Storage

Spot Storage simplifies infrastructure management for cloud applications to be serverless and “storageless” with integrated storage and compute optimization, providing an “easy button” for cloud-native storage within Spot Ocean and Elastigroup.

Spot Storage uses NetApp’s advanced storage technologies to continuously optimize storage based on application needs, whether moving storage between tiers dynamically to meet performance demands or dynamically sizing and shaping volumes based on application needs. Customers define their storage needs and Spot Storage takes care of the rest—provisioning, growing, and shaping storage as the application runs.

**Availability:** Availability expected in Q3 FY21

### Supporting Materials

- [Spot by NetApp](#)
- [Spot Storage](#)
- [Introducing Spot Storage blog](#)

### INSIGHT Sessions

- [SPD-1510-2: Cloud Cost Visibility and Optimization with Spot](#)
- [BRK-1508-2: Cloud Infrastructure Automation & Optimization via Spot by NetApp](#)

## Spot Ocean for Microsoft Azure

This release brings Ocean to the Microsoft Azure cloud platform, including support for Azure Kubernetes Service (AKS) as the preferred managed Kubernetes solution for Azure customers.

Ocean for Azure brings the full capabilities of Spot Ocean to Azure customers, offering a proven Kubernetes infrastructure automation and optimization solution. With Ocean, customers can focus on deploying and managing their cloud-native applications, knowing the Ocean is continuously optimizing scaling, costs, container right-sizing, and more to ensure that cloud-native applications have the performance and availability they require at the lowest possible cost.

**Availability:** Availability expected Spring 2021

### Supporting Materials

- [Spot for Microsoft Azure](#)
- [Spot by NetApp – Ocean](#)

### INSIGHT Sessions

- [MEGA-1679-2: Contain your cabin fever with Kubernetes](#)
- [SPD-1509-2: Hands-Free Infra for Containers/Kubernetes via Spot Ocean](#)

## Spot Cloud Analyzer and Cloud Manager Integration

Integration between Cloud Manager and Spot Cloud Analyzer gives organizations a simple way to bring together data management and compute optimization in the cloud.

Cloud Manager provides a centralized control plane to manage, monitor, and automate data. Cloud Analyzer provides a centralized solution offering insights and guidance for optimizing cloud compute resources. This integration allows users to easily step into the Spot platform directly from Cloud Manager. In a single click, users can view compute utilization and efficiency and take the action to move to Spot products and start optimizing compute.

The same happens vice versa. Organizations using Spot Cloud Analyzer can now get access to storage optimization opportunities with CVO. In a single click, these organizations can access the storage optimization tab to review EBS and EFS savings potential by migrating to CVO. Moreover, it will give Spot organizations an easy way to onboard to Cloud Manager and CVO to start their storage optimization journey.

**Availability:** Integration between Cloud Manager and Cloud Analyzer is available immediately

### Supporting Materials

- [Spot by NetApp – Cloud Analyzer](#)
- [Cloud Manager](#)

### INSIGHT Sessions

- [BRK-1195-1: NetApp Cloud Manager: Your Console to the Cloud](#)
- [SPD-1510-2: Cloud Cost Visibility and Optimization with Spot](#)
- [MEGA-1676-2: More cloud. Less cost.](#)

## NetApp Virtual Desktop Managed Service

Announcing NetApp Virtual Desktop Managed Service (VDMS), a turnkey, managed solution for your end-to-end VDI needs. Powered by NetApp's Virtual Desktop Service (VDS), our VDI global control plane for virtual desktop management functions as an extension of the cloud. Now businesses have an option to reduce the complexity of VDI provisioning, orchestration, and management by outsourcing these functions to NetApp. VDMS does not require additional IT staff nor incremental cloud investment to operate. All it takes to get world-class, cloud-driven modern workplace solutions is to subscribe to VDMS.

**Availability:** NetApp VDMS is available immediately

### Supporting Materials

- [Cloud Central – Virtual Desktop Service](#)

### INSIGHT Sessions

- [BRK-1407-1: Introducing Virtual Desktop Managed Service](#)

## Spot Cloud Analyzer for Microsoft Azure

Spot Cloud Analyzer for Microsoft Azure provides comprehensive operational insights with cost and usage analysis into all their Azure cloud deployments. Cloud Analyzer combines insights into cloud compute utilization and efficiency with guidance on how to reduce costs and the ability to start optimizing costs using the Spot by NetApp portfolio of products in just a few clicks.

**Availability:** Availability expected in Q3 FY21

#### **Supporting Materials**

- [Spot by NetApp – Cloud Analyzer](#)
- [Cloud management for continuous optimization](#)

#### **INSIGHT Sessions**

- [SPD-1510-2: Cloud Cost Visibility and Optimization with Spot](#)
- [BRK-1229-1: Monitor It All: Spot Cloud Analyzer and Cloud Insights](#)

## **Spot Eco for Microsoft Azure**

Spot Eco for Microsoft Azure offers full lifecycle management for Azure reservations. Eco builds a customized strategy, based on actual usage and needs, for both the short and the long term, which allows for enough flexibility to adapt to any change in workload utilization. This portfolio management is achieved by purchasing, changing, and even canceling Azure Reservations with one goal—minimizing waste and saving money. Using Eco for Azure, organizations can enjoy continuous commitment management and achieve synergy between FinOps & DevOps teams with zero engineering effort and up to 75% cost savings.

**Availability:** Availability expected in Q3 FY21

#### **Supporting Materials**

- [Spot by NetApp – Eco](#)
- [Continuous cloud commitment management](#)

#### **INSIGHT Sessions**

- [SPD-1510-2: Cloud Cost Visibility and Optimization with Spot](#)

## **NetApp Cloud Insights**

NetApp Cloud Insights will now offer new capabilities including Kubernetes Monitoring and Cloud Secure including Ransomware Detection and User Data Access Auditing.

#### **Kubernetes Monitoring**

NetApp Cloud Insights new Kubernetes Monitoring functionality allows users to quickly visualize performance and utilization of their entire Kubernetes clusters. The new Kubernetes Monitoring function offers the ability to:

- Seamlessly navigate and filter cluster views
- It shows the full-stack relationship, correlating workloads to storage usage
- Targeted and conditional alerts offer less noise and more relevance
- Identify unused or abandoned resources and save money

#### **Cloud Secure**

Cloud Secure for NetApp Cloud Insights detects malicious activity on any files on ONTAP. Early detection and actionable intelligence on ransomware and other malware incursions protect data. Cloud Secure uses machine learning to identify abnormal user activity in minutes and now allows users to take actions on that information, from notification of the user and their management, to automatically initiating snapshots to reduce the recovery point to the minimum.

The system also flags any abnormal user activity, whether someone is accessing files they would not normally be associated with or maliciously destroying files. Additional capabilities include:

- Detect ransomware attacks before it is too late.
- Minimize the impact of an attack with automatic data backup.
- Gain visibility into malicious user activity and identify potential policy risks.
- Easily satisfy audit reporting requirements saving time and money.
- Simple SaaS solution, quick time to value, no upgrades, scalable from single departments to global enterprises.

**Availability:** NetApp Cloud Insights is available now

#### **Supporting Materials**

- [NetApp Cloud Insights](#)
- [Demos & eBooks](#)
- [Cloud Insights datasheet](#)
- Video: [Cloud Secure](#)

#### **INSIGHT Sessions**

- [DEM-1517-2: Ransomware Detection in NetApp Cloud Insights](#)
- [BRK-1320-3: Find and Fix Your Kubernetes Infrastructure Issues, Fast!](#)

## **Cloud Volumes ONTAP**

NetApp Cloud Volumes ONTAP (CVO) High Availability (HA) is now available on Google Cloud Platform (GCP). Now, organizations can deploy CVO as an HA-pair across availability zones, allowing companies to easily migrate their production workloads to Google Cloud with automatic failover and failback, a Recovery Point Objective (RPO) of zero, and a Recovery Time Objective (RTO) of less than 60 seconds.

CVO delivers all of the ONTAP enterprise data management and protection capabilities on Google Cloud with uptime of more than 99.99 percent.

**Availability:** Availability expected in Q3 FY21

#### **Supporting Materials**

- [NetApp Cloud Volumes ONTAP](#)

#### **INSIGHT Sessions**

- [MEGA- 1675-2: The Most Amazingest Data Storage Ever](#)

# Easier Consumption

## NetApp Data Fabric Value Consulting

NetApp Data Fabric Value Consulting is a professional service for determining the right hybrid cloud solution for the business to accelerate IT transformation success.

This service helps organizations evaluate NetApp hybrid multicloud technology options based on the business value they can deliver to an organization.

- Facilitates a cross-functional team decision-making process.
- Identifies and compares specific hybrid multicloud/data fabric technology options based on business value.
- Delivers comprehensive business-value recommendations, based on key insights derived from proprietary evaluation tools, that provide company leadership with the right business drivers and technology options for accelerating the move to a hybrid multicloud model and implementing a data fabric solution.
- Provides third party validation of business technology and strategy choices.

**Availability:** Available to order now

### Supporting Materials

- [NetApp Services](#)

### INSIGHT Sessions

- [SPD-1466-1: Accelerate Your Digital Transformation Journey](#)

## Active IQ Enhancements

NetApp Active IQ® simplifies the proactive care and optimization of NetApp storage. It provides constant visibility into system health, alerts when attention is required, and gives clear guidance for any actions. This “actionable intelligence” simplifies storage administration and leads to higher availability, improved security, and higher performing storage.

Now, SupportEdge Advisor and SupportEdge Expert organizations will have access to three new features:

- **Health Check:** provides a wellness score to reflect how well systems align with known performance indicators. The assessment also includes recommendations for improving system health.
- **Wellness Review:** sends an email summary of wellness status and pending actions needed to improve system health. It also sends reminders for expiring support contracts.
- **ConfigDrift:** helps proactively address configuration gaps and anomalies by identifying systems that have deviated from defined templates.

**Keystone Visibility:** Organizations using the Keystone™ Flex Subscription will be able to see their capacity usage details, as well as lean on Active IQ to uncover opportunities to improve the overall health of their storage environment and provide the guidance and actions to make it happen.

**Cloud Manager integration:** Active IQ provides visibility into on-premises systems, making it easier to add undiscovered clusters to Cloud Manager. Users can also initiate automated firmware updates for on-premises systems, and identify unused Cloud Volumes ONTAP licenses and initiation volume creation.

**Availability:** Available to order October and November 2020

**Supporting Materials**

- [NetApp Active IQ](#)
- [NetApp Active IQ datasheet](#)
- [Release notes and documentation](#)

**INSIGHT Sessions**

- [BRK-1324-1: What Is Active IQ Digital Advisor?](#)
- [BRK-1372-2: Uncover and Remediate Risks with Active IQ Digital Advisor](#)
- [DEM-1456-3: Automating Maintenance Tasks with Ansible and NetApp Active IQ](#)
- [BRK-1536-2: Building a Better Big Data Platform](#)
- [SPD-1292-1: Improve Your System Uptime by Proactively Preventing Issues](#)

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