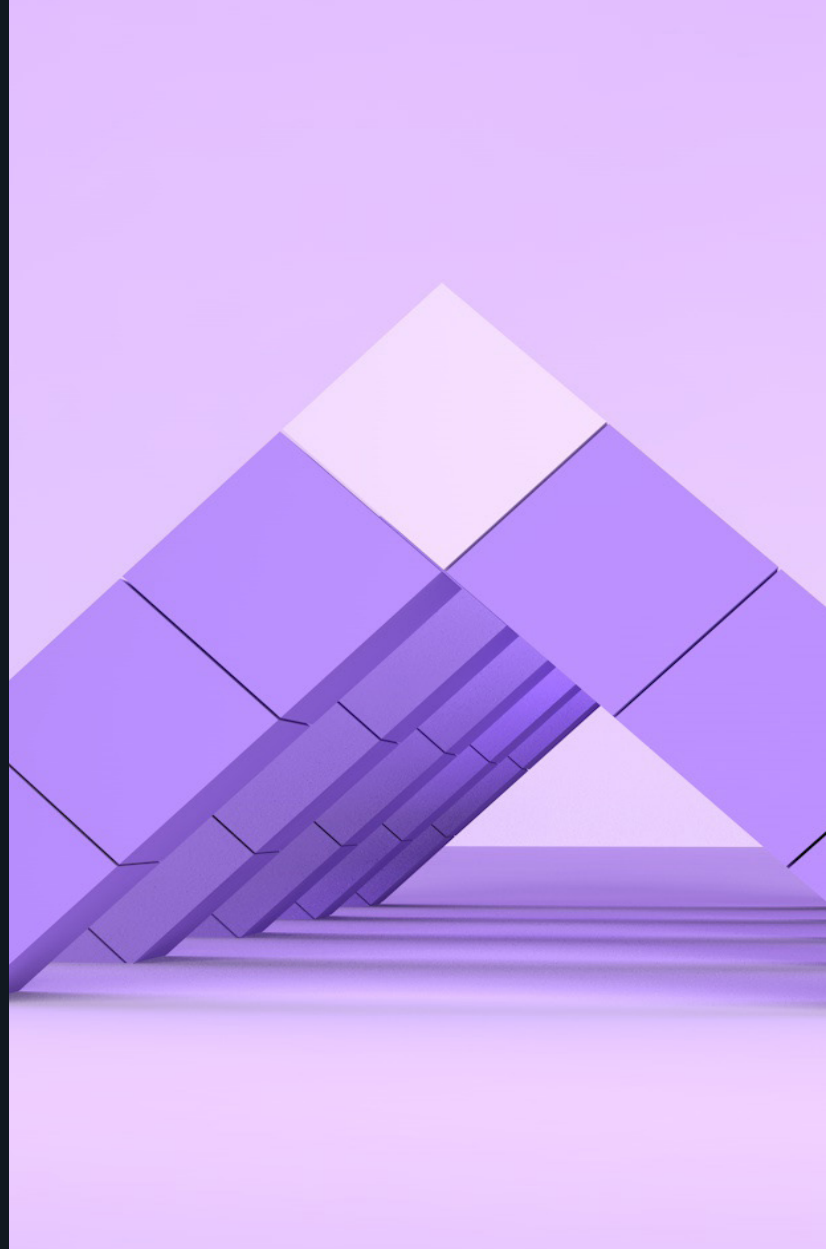# NetApp Keystone

Do data on your terms

There's only one storage-as-a-service (STaaS) offering like NetApp Keystone®. On premises, in the cloud, or anywhere in between, it's the fastest path to simplifying your hybrid cloud environment.

The Keystone portfolio is our pay-as-you-grow STaaS offering for hybrid cloud environments. It delivers greater agility, operational flexibility, and reduced financial risk to help you meet your business outcomes and save on upfront cash.

n NetApp

Flexible consumption for financial and operational advantages

Gartner predicts that by 2025, more than 40% of all on-premises IT storage administration and support costs will be replaced by managed STaaS. In other words, many companies realize the importance of moving storage budgets to flexible consumption models.

Why? Well, pay-as-you-go models align costs better with usage, deliver predictable budgeting, are inherently more flexible and scalable, and help avoid overbuying and overprovisioning.

By 2025, **more than 70% of corporate enterprise-grade storage capacity will be deployed as consumption-based service offerings,** up from less than 40% in 2021.

Keystone is our pay-as-you-grow, storage-as-a-service (STaaS) offering that delivers a seamless hybrid cloud experience for those preferring operational expenditure (opex) consumption models to upfront capital expenditure (capex) or leasing. By removing the IT burdens of managing storage infrastructures and going through the lengthy procurement cycle, you can better align storage costs to business needs, accelerate time to value, and focus on core business operations by managing outcomes.

With a unified management console and monthly bill for both on-premises and cloud data storage services, Keystone lets you provision, monitor, and even move storage spend across your hybrid cloud environment to give you the ultimate in financial and operational flexibility.

Key benefits

Keystone supports your business strategy through maximum operational and financial flexibility to give you on-premises storage with the versatility of cloud.

Simplify IT operations	Put more flex in flexibility	Bring the best of cloud on premises	Get predictable performance and protection
The cloudlike services of Keystone free up your team to rightsize costs with usage, so you can ditch the complexities of managing hardware lifecycles.	Get file/block/object, capacity, and performance tiers on demand while consuming, paying, and activating as you choose— on premises or in the cloud.	Easily scale across clouds with a single provisioning, orchestration, and management console. Use the cloud for running cloud-native and secondary workloads.	Choose how, where, and when to use cloud data services. Power up when you need. Access data whenever. Eliminate the anxieties of unprotected data.

Typical use cases

With Keystone, you get a flexible STaaS offering that consolidates on-premises storage and cloud data services under one subscription. As a bonus, it gives you the ability to reallocate storage spending across clouds.

Bridge to the cloud	STaaS provider	Large data	Modern data centers
Satisfy your need for short-term opex solutions before migrating workloads to the cloud or repatriating on premises.	Better align storage capacity costs to usage for chargebacks. Enjoy the benefits of multitenancy and role-based access control (RBAC).	Minimize IT operational tasks for large media repositories, long-term archives, and data lakes.	Accelerate tech refreshes and reduce time spent on storage infrastructure maintenance tasks.

Why customers love Keystone

- **54%** of NetApp customers surveyed prefer nontraditional payment models.
- **66%** see similar pricing, or a net cost advantage, for pay-for-use storage.
- **55%** use a pay-for-use model for more than half of their storage.

Keystone
Pay for only what you need when you need it.

Pay for performance
With the largest number of outcome-based service tiers for file and block, increase or decrease performance as your business needs change.

Pay as you grow
Get predictable billing for subscribed committed capacity, plus pay-for-use pricing for burst capacity (up to 20% available on demand at the same rate).

Bundle pricing
Bundle hardware, core OS, support, and Equinix colocation services for a single $/TiB/month price. Receive one invoice for all on-premises and cloud data services.

Flexible terms
Commit to as little as 1 year with 25TiB or more per site. Auto-renew for another 12 months or cancel your service.

Harness the cloud
Enjoy single orchestration, provisioning, and management, as well as native cloud integration for bursting, disaster recovery, and more.

Automated tiering
Save over 50% on storage costs by automatically tiering cold data to lower-cost storage on premises or in any public cloud.
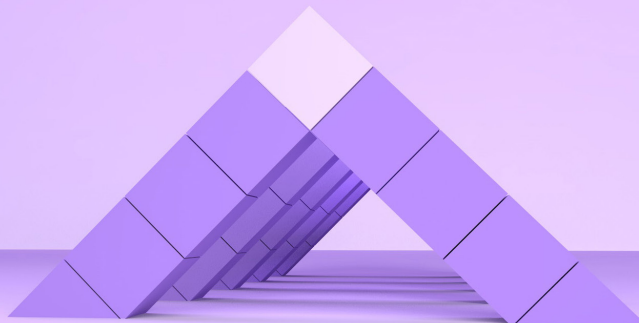
Go opex
Go with a 100% opex model to move IT assets off your balance sheet and eliminate technology debt.

Built-in data protection
Take advantage of NetApp® Snapshot™ copies, vaulting, replication, and 99.999% data availability that are built into the Keystone standard rate.
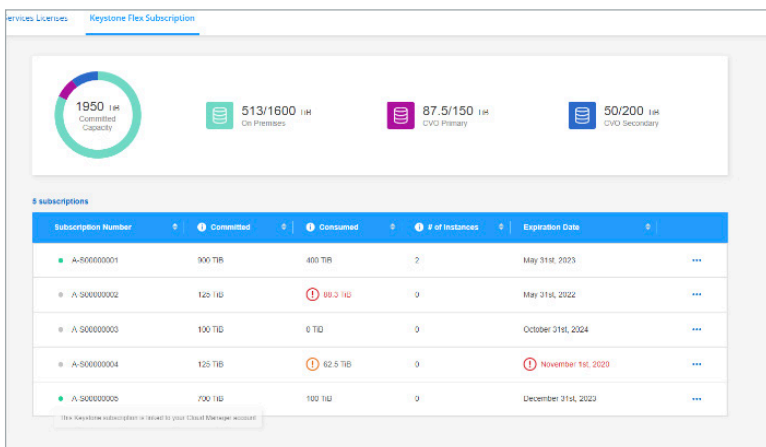
NetApp Keystone benefits

- Reduce upfront capital expenses
- Unify on-premises and cloud data storage services under a single monthly bill and reallocate storage spend across clouds
- Avoid overbuying and overprovisioning
- Align data storage costs with business activity

- Scale data storage services across your hybrid cloud environment easily
- Simplify purchasing
- Enable IT staff to focus on higher-value projects
- Support improved performance, data protection, security, and compliance

Roles and responsibilities across the service lifecycle
You decide who operates the solution–you, a certified partner, or NetApp

Service lifecycle	Customer operated		Partner operated	NetApp managed (additional monthly fee)
	NetApp	Customer	Partner	NetApp
Build, configure, and deploy	✓		✓	✓
Monitor and administer		✓	✓	✓
Operate and optimize		✓	✓	✓
Support	✓		✓	✓

A simple dashboard lets you monitor and manage your storage usage:

- Monitor committed capacity and usage
- Provision storage and set data protection policies
- Review daily burst capacity, usage, and billing
- Get alerts and notifications for capacity changes
- Gain visibility into monthly and historical billing
- Manage your subscription by requesting more capacity and additional storage services
- Integrate orchestration tools by using Keystone APIs

NetApp Cloud Manager integration for Keystone is a way for you to view STaaS details while examining information about any other NetApp infrastructure that you own. Cloud Manager provides a single dashboard that lets you view capacity usage, see trend data, and create detailed reports. This visibility spans both on-premises and public cloud infrastructure. You can also manage your Keystone subscription through Cloud Manager—for example, ordering new services for your subscription or updating the capacity for existing services.

Keystone lets you

- Unify your on-premises and public cloud data storage services under one subscription

- Operate like a cloud everywhere, on your terms

- Reallocate storage spending across your hybrid cloud

- Pay for what you need—when you need it

Get started

Operate, manage, and pay for your storage differently. Getting started is as simple as 1-2-3.

Plan

Getting started with Keystone starts by identifying those use cases that will benefit from a storage-as-a-service offering. Need help planning your roadmap? Explore our portfolio of NetApp Professional Services for Hybrid Multicloud, and one of our specialists will help guide your success.

Subscribe

With a solid plan in place, it's time to subscribe to Keystone. Select your performance service levels and committed capacities, add-ons like advanced data protection and data tiering services, contract terms, and who will operate the environment–you or a certified partner. NetApp offers a fully managed service for an additional monthly fee. Need help determining storage requirements for your various workloads? Request a Workload Analysis for Keystone workshop.

Deploy and go

Our team of NetApp specialists is here to provide design, build, installation, configuration, deployment, and onboarding services according to your contract terms. And we can migrate your data onto Keystone and put it on the same bill. We won't leave until you're happy.

Now it's time to get this STaaS party started. Create your first volume by using NetApp Cloud Manager or Keystone APIs. Actively engage with your NetApp Keystone success manager and support specialists to add new services and capacity or migrate additional workloads onto the Keystone service.

Find out what else NetApp Keystone can do for your business.

Visit the Keystone page.

NetApp

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