

AWS sellers solution selector tool



Contents

| | | |
|--------------------------------------|-----|---|
| Solution selector | iii | ➔ |
| The selector tool | iv | |
| Amazon FSx for NetApp ONTAP | 1 | ➔ |
| Uses in healthcare | 1.2 | |
| Uses in public sector | 1.3 | |
| Uses in financial services | 1.4 | |
| Uses in electronic design automation | 1.5 | |
| Cloud Volumes ONTAP for AWS | 2 | ➔ |
| NetApp BlueXP | 3 | ➔ |
| NetApp Cloud Insights | 4 | ➔ |
| NetApp Astra | 5 | ➔ |
| NetApp | 6 | ➔ |
| Why partner with NetApp? | 6 | |
| About NetApp | 6 | |



Solution selector – what it is and how to use it

We get it—you have a lot of clients (with a lot of needs), and NetApp has a lot of solutions. So, matching solutions to needs to clients can be a heavy lift.

We designed this tool to make that task more efficient and effective. Use the table on the next page to quickly navigate your way through this guide, where you can find resources like:

- Solution overviews/key benefits
- Use cases
- Industry-specific uses
- Case studies
- Complementary AWS Competencies

Then go forth and sell like crazy.

Solution selector (by use case)

More knowledge. More sales. Learn about NetApp solutions that align with common use cases so you can better meet client needs.

|  | Amazon FSx for NetApp ONTAP | Cloud Volumes ONTAP | BlueXP (Sync, Tiering, Backup & Classification) | Cloud Insights | Astra |
|-------------------------------------------------------------------------------------|-----------------------------|---------------------|----------------------------------------------------|----------------|-------|
| File Services | ➔ | ➔ | ➔ | — | — |
| Migration | ➔ | ➔ | ➔ | ➔ | ➔ |
| Backup & Data Protection | ➔ | ➔ | ➔ | — | ➔ |
| Security & Compliance | ➔ | ➔ | ➔ | ➔* | — |
| VMware Solutions | ➔ | — | — | — | — |
| SAP Solutions | ➔ | — | — | — | — |
| Self-Managed Databases: Oracle, SQL | ➔ | ➔ | — | — | — |
| Containers/Kubernetes | ➔ | — | — | — | ➔ |
| Discovery and Classification | — | — | ➔ | — | — |
| Optimization | ➔ | ➔ | ➔ | ➔ | — |
| Observability & Monitoring | — | — | — | ➔ | — |

*With Storage Workload Security



→ SECTION 1

Amazon FSx for NetApp ONTAP



Amazon FSx for NetApp ONTAP

Amazon FSx for NetApp ONTAP pairs the convenience of Amazon FSx with the proven data management features of NetApp® ONTAP® software. Performance, data protection, and efficiency come together in an AWS managed service that delivers a single, consistent user experience. An ideal solution for clients who currently operate in an ONTAP environment, it will help them launch, run, and scale apps with ease.

Benefits

- **Get the best of both worlds:** Delivered on AWS services and powered by ONTAP, it's now a cinch to extend or lift and shift Linux and Windows workloads into the hybrid or AWS Cloud.
- **Bring your own preferred capabilities:** Set up, manage, and monitor your data with the only cloud service that supports both AWS and NetApp APIs.
- **Seize AWS submillisecond response times:** Migrate mission-critical apps to AWS with submillisecond response times, multiple GBps of throughput, and 160,000+ IOPS per instance.
- **Optimize price and performance:** Enjoy the cost-saving storage efficiencies of ONTAP (data deduplication, compression, compaction, and thin provisioning) and automatically tier data from SSD storage to capacity pool storage based on access patterns.
- **Get data protection that doesn't quit:** Instantly restore data with zero-impact Snapshot™ copies, protect against file system unavailability with NetApp SnapMirror® replication, and get immutable file storage with SnapLock® Compliance. Built-in automation enables replication across AWS Availability Zones and delivers control with cost-effective, incremental-forever, block-based backups.

Use cases

- **Migration:** Migrate applications, databases, storage, physical or virtual servers, and even data centers faster and more easily.
- **Data protection:** Say hello to broadly accessible data that's protected and secure, compliant and governed, analyzed and monitored.
- **VMware:** Your storage-heavy vSphere workloads and your apps can run efficiently at cloud scale because VMware and AWS decouples compute and storage, enabling flexible capacity without performance trade-offs.
- **SAP:** Get proven enterprise-grade management capabilities, submillisecond latency performance, and native data protection capabilities.

AWS competencies

- ISV Accelerate Cash Incentive
- SaaS Revenue Recognition
- AWS ISV Workload Migration
- Storage ISV Competency
- Migration and Modernization ISV Competency
- Advanced Tier Services

Amazon FSx for NetApp ONTAP: Uses in healthcare

Most healthcare organizations have a cloud strategy so they can reduce data center costs and accelerate their cloud migration, but moving mission-critical electronic health records (EHRs) and supporting applications can be challenging. FSx for ONTAP helps to mitigate these challenges, making the solution an ideal fit for this industry.

Use cases

- **Streamlined quarterly updates:** Rapidly deploy software releases and rightsize infrastructure without lengthy planning and budgeting processes. Cloud-based EHR allows for 85% faster upgrades and 60% quicker response times.
- **Reduced TCO:** FSx for ONTAP eliminates the need for 12- to 18-month project planning for hardware refreshes that occur every three to five years.
- **Improved performance, uptime, and data protection for EHRs:** FSx for ONTAP removes the challenges of managing data centers so facilities can focus on patient care. Its broad accessibility and high performance ensure EHRs are heavily protected in AWS.

Additional products to use alongside FSx for ONTAP

- NetApp SnapMirror
- SnapLock Compliance and SnapLock Enterprise
- NetApp BlueXP™ classification
- NetApp Cloud Insights



Case study: eHealth NSW uses FSx for ONTAP for seamless migration →

Amazon FSx for NetApp ONTAP: Uses in public sector

Public sector organizations want to meet the federally mandated “Cloud Smart” strategy without incurring more risk and financial burden. FSx for ONTAP helps this endeavor by facilitating budget-friendly migrations and helping federal agencies and defense contractors meet security standards.

Use cases

- **Better security for sensitive data:** This solution has:
 - FedRAMP Moderate authorization in US Regions and FedRAMP High authorization in AWS GovCloud (US) Regions
 - Authorization for Department of Defense Cloud Computing Security Requirements Guide Impact Level 2 in US Regions and Impact Levels 2, 4, and 5 in AWS GovCloud (US) Regions
- **Reduced costs:** Meet budgetary imperatives with Spot by NetApp to save up to 90% on Amazon Elastic Compute Cloud (Amazon EC2) costs.
- **Simplified data management:**
 - Extend on-premises ONTAP data into the AWS Cloud
 - Get multiprotocol support for Linux, Windows, and iSCSI instances

- Pinpoint apps that are set to migrate to AWS
- Migrate third-party NAS systems with BlueXP copy and sync service
- **Easy migration to AWS while keeping on-premises standards:** Get capabilities for data-led migrations, performance workloads, petabyte-scale datasets, and data protection. It can be used for network file shares, cloud-based backup and disaster recovery, primary applications, born-in-the-cloud applications, and speeding up DevTest cycles.

Additional products to use alongside FSx for ONTAP

- NetApp SnapMirror
- SnapLock Compliance
- NetApp BlueXP classification
- NetApp Cloud Insights
- Government ISV Competency
- AWS Public Sector Partner

 **Video case study:** Amazon FSx for NetApp ONTAP improves agility of mission-critical ERP application and increases financial and HR job performance for Pearson. →

Amazon FSx for NetApp ONTAP: Uses in financial services

The financial services industry can unlock new opportunities when it embraces innovation to combat fraud, builds resilient infrastructure, and responds to client needs with agile applications. FSx for ONTAP can facilitate these undertakings in several key ways.

Use cases

- **Compliance:** Security and compliance are made easier with a managed service since businesses are responsible for fewer controls to deploy a compliant and secure file system.
- **Data protection:** With FSx for ONTAP, businesses receive:
 - Encryption at rest
 - Encryption in transit
 - Antivirus protection with NetApp virus scanning feature, Vscan
- **Compute environments:** A file system is the primary resource for FSx for ONTAP deployed within an Amazon Virtual Private Cloud (VPC) and subnets, with each system having a management endpoint and a VM-enforced isolation boundary that doesn't share resources with another file system.
- **Automated audits with APIs:** Consider the three audit trails for this solution:
 - Administration FSx service API calls
 - Administration ONTAP CLI commands
 - End user file share access

- **Access and security:** Manage and access security in the following ways:
 - FSx Service
 - AWS Console (IAM)
 - Amazon FSx Service API (IAM)
 - FSx for ONTAP File System
 - Management endpoint (SSH)
 - Inter-cluster endpoint (pre-shared password)
 - FSx for ONTAP SVM
 - Management endpoint (SSH)
 - NFS endpoint (NFS none/SMB Kerberos)
 - iSCSI endpoint (none)

Additional products to use alongside FSx for ONTAP

- NetApp SnapMirror
- NetApp FlexClone
- VMware Cloud on AWS
- SnapLock Compliance and SnapLock Enterprise
- NetApp BlueXP classification
- NetApp Cloud Insights
- Financial Services Technology Competency



Case study: S&P Global Market Intelligence improves data resilience and reduces cost with FSx for ONTAP. →

Amazon FSx for NetApp ONTAP: Uses in electronic design automation (EDA)

EDA workloads are high-performance computing (HPC) workloads. As such, companies who want to stay relevant by designing smaller, faster, cheaper devices must prioritize faster time to market at lower design cost. FSx for ONTAP helps businesses achieve the best performance at scale for EDA storage.

Use cases

- **Data management:** FSx for ONTAP makes data management easier by allowing you to make Snapshot copies, clone, and replicate your files with a single button click. It also automatically tiers data so you don't have to provision or manage capacity.
- **Storage:** Get better storage capabilities with fully managed backups and support for cross-region disaster recovery.
- **Data security:** This solution supports popular data security and antivirus applications.
- **Operational performance:** Get SSD levels of performance for your demanding workloads while paying for SSD storage for a fraction of your data.

Additional products to use alongside FSx ONTAP

- NetApp FlexCache®



Case study: Ayesa, a global technology and engineering services provider, reduces storage costs by 50% and increases productivity by 30% with FSx for ONTAP. →



→ SECTION 2

Cloud Volumes ONTAP for AWS



Cloud Volumes ONTAP for AWS

NetApp Cloud Volumes ONTAP optimizes AWS for enterprise companies so they can do more in the cloud. Help clients get consistent performance, high availability, and capacity efficiencies from a unified block and file storage service.

Benefits

- **Tailor cloud storage to meet your workload needs:**
 - Define your storage availability level with single-node, single-zone high availability (HA), or multi-zone HA deployments.
 - Set your storage performance and costs by selecting the underlying cloud infrastructure resources.
 - Enforce your data security requirements with additional cyber-resilience tools.
- **Receive the same experience in any cloud:** Manage data storage the same way anywhere, with full interoperability between environments.
- **Build better resilience and security:** Get:
 - Enterprise-grade Snapshot copies, replication, and backups that meet even the strictest organizational policies
 - High availability across zones to ensure data access and business continuity
 - Multilayered cyber threat protection
- **Lower costs:** Reduce your data footprint and optimize storage usage without sacrificing performance.

Use cases

- **Migration:** Bring more enterprise-scale workloads and mission-critical applications to AWS while optimizing cost, time, and latency.
- **File services:** Build, run, and scale Linux and Windows shared file storage for business apps and address storage-heavy workloads with multiprotocol support.
- **DevOps:** Enjoy up to 90% cost savings by optimizing your cloud storage costs and enhancing data protection.
- **Cyber resilience:** Reduce risks with a data-centric approach to security and protections that offers reliable, cost-effective, and flexible backup and disaster recovery capabilities.

AWS competencies

- ISV Accelerate Cash Incentive
- SaaS Revenue Recognition
- AWS ISV Workload Migration
- AWS Marketplace Seller
- Advanced Tier Services Partner
- Storage ISV Competency
- Migration and Modernization ISV Competency
- Government ISV Competency
- Financial Services Technology Competency
- AWS Outposts Ready Product
- AWS PrivateLink Ready Product



→ SECTION 3

BlueXP



BlueXP

With a single control plane for simplified management of the entire cloud or on-premises data estate—services, resources, workloads, infrastructure, policies, protection, classification—businesses can say goodbye to enterprise complexity.

BlueXP copy and sync

NetApp BlueXP copy and sync service, which extends and enhances NetApp Cloud Sync technology, allows you to move data from any source to any target.

BlueXP tiering

BlueXP tiering lets you manage data growth and maintain your primary storage footprint with more object storage destinations.

BlueXP backup and recovery

This solution delivers efficient, secure, and cost-effective data protection capabilities for ONTAP data, applications, databases, Kubernetes persistent volumes, and virtual machines on premises and in the cloud.

BlueXP classification

This solution makes it possible to scan and classify data across the hybrid cloud via an AI-driven toolkit for enhanced governance and privacy.

Benefits

- **Optimize data storage:** Discover, deploy, and manage storage in the cloud or on premises.
- **Improve data mobility:** Easily move data wherever it's needed by syncing, copying, tiering, and caching.
- **Enhance data protection:** Enjoy automated data protection mechanisms that help prevent data loss, unplanned outages, ransomware, and other cyber threats.
- **Improve data analysis and control:** Get the tools to monitor, map, and optimize your data storage and infrastructure.

Use cases

- **AIOps:** Deliver operational simplicity while improving storage system health and savings with powerful AIOps-driven automation.
- **Data management:** Manage storage services and policies across disparate environments.
- **Consumption management:** Be smart about resource consumption with real-time expenditure monitoring and investment protection.
- **Data protection:** Secure and protect data with seamless backup and restore capabilities.

AWS competencies

- Cloud Operations Software Competency
- AWS Marketplace Seller



SECTION 4

Cloud Insights

Cloud Insights

NetApp Cloud Insights delivers health and observability for hybrid cloud infrastructures. Gain actionable data points to determine ideal workloads to migrate from on premises to AWS. Secure your resources, detect ransomware, and optimize cloud budgets within NetApp ONTAP, FSx for ONTAP, and Cloud Volumes ONTAP environments.

Benefits

- **Monitor:** Gain full-stack visibility into your infrastructure and applications across your hybrid cloud with pre-configured dashboards.
- **Optimize:** Prevent performance bottlenecks with effective resource management and boost intelligence with the integrated business intelligence reporting studio.
- **Secure:** Prevent ransomware with early detection and automated threat responses and maintain compliance by auditing access and usage patterns.

Use cases

- **Migration:** Accelerate migration with visibility and insight across data center and cloud environments.
- **Data management:** Facilitate application modernization, secure continuity of operations, and deliver greater success in the cloud.
- **Visibility:** Get a unified operational view over your entire data infrastructure.
- **Ransomware Protection:** Detect and protect against threats before they happen with machine learning. Automatically spot anomalous behavior, instantly stop ransomware, and safely protect your data.

AWS competencies

- Storage ISV Competency
- Migration and Modernization ISV Competency
- Cloud Operations Software Competency
- Advanced Tier Services Partner
- AWS Marketplace Seller



→ SECTION 5

Astra

Astra

NetApp Astra was built from Kubernetes for Kubernetes. It provides a unified platform to protect, move, and store Kubernetes workloads across hybrid cloud environments so teams can focus on delivering cloud-native apps with more confidence and ease. Get enhanced data mobility and protection with container-based data management capabilities.

- **Simplify:** Data management, storage, and protection are easier than ever with:
 - Storage and application-aware data protection and mobility services
 - Orchestration and data connectivity for Kubernetes applications with Astra Trident™
 - Persistent storage for data-rich Kubernetes workloads
- **Protect:** Prevent application downtime and data loss, reduce time-consuming operations, and scale to meet enterprise needs.
- **Accelerate:** Advance developer agility, drive productivity, and enhance operational efficiencies with Astra Control.

Use cases

- **Container-based applications:** NetApp Astra enables stateful applications to store and manage data persistently on Kubernetes. It ensures data availability and durability, allowing applications to scale and recover seamlessly.
- **Data protection:** Take application-aware Snapshot copies for local data protection, and if data is accidentally deleted or corrupted, you can revert your applications and associated data to a previously recorded Snapshot copy within the same Kubernetes cluster.
- **Disaster recovery:** Take a full application-aware backup of your application and state and use it to restore your application with its data to a different Kubernetes cluster in the same or a different region to support addressing your DR use cases.

- **Application mobility:** Move an entire application (along with its data) from one Kubernetes cluster to another, no matter where the clusters live.

AWS competencies

- Containers ISV Competency
- Migration and Modernization ISV Competency
- AWS Marketplace Seller

Why partner with NetApp?

When you join NetApp’s partner program, you get:

- Useful information and resources for understanding and selling NetApp solutions
- Expert guidance, communication, and account mapping with NetApp specialists
- A sales team that aligns with yours
- An easy way to expand your offerings and enhance customer relationships

To receive the best of every benefit, please make sure to register for all communications, including a 1:1 strategy session with a NetApp expert to map accounts and get answers to any remaining questions you might have.

[Schedule session](#)

[Learn more about partner benefits](#)



About NetApp
In a world full of generalists, NetApp is a specialist. We’re focused on one thing, helping your business get the most out of your data. NetApp brings the enterprise-grade data services you rely on into the cloud, and the simple flexibility of cloud into the data center. Our industry-leading solutions work across diverse customer environments and the world’s biggest public clouds.

As a cloud-led, data-centric software company, only NetApp can help build your unique data fabric, simplify and connect your cloud, and securely deliver the right data, services, and applications to the right people—anytime, anywhere.



+1 877 263 8277