

Cloud Analytics



Cloud Insights

Cloud Controls

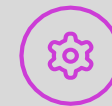


NetApp Kubernetes Service



Preview

Fabric Orchestrator



Cloud Manager



API's

Data Services



Cloud Sync



SaaS Backup



Preview

Cloud Backup Service



Cloud Tiering



Preview

Cloud Compliance

Cloud Storage



Azure NetApp Files



Cloud Volumes Service
for AWS



Cloud Volumes Service
for GCP



Cloud Volumes ONTAP

NetApp Cloud Data Services QRG / November 2019



Solution	Cloud Volumes ONTAP	Cloud Volumes Service for AWS	Cloud Volumes Service for GCP	Azure NetApp Files	Cloud Sync	Cloud Compliance	Cloud Tiering	SaaS Backup	Cloud Backup Service	NetApp Kubernetes Service	Fabric Orchestrator	Cloud Insight
Description	Software-only data management service with enterprise-class storage features	Cloud-native file-storage service (NFS/SMB) with high performance	Cloud-native file-storage service (NFS/SMB) with high performance	Cloud-native file-storage service (NFS/SMB) with high performance. A Microsoft Azure native service built on NetApp technology	Simple, secure and rapid file replication and synchronization service	AI driven, data privacy and compliance controls. Supports an organization's ability to address compliance with privacy regulations across all Cloud Volumes ONTAP implementations	Automatic tiering of infrequently-used data form AFF (or FAS with SSD Aggregate) to the cloud	Data Protection for Microsoft Office 365 and Salesforce	Fully managed backup and restore service. An integrated feature for Cloud Volumes ONTAP and coming soon to azure NetApp Files and Cloud Volumes Service for AWS.	Run and manage cloud infrastructure at scale with our universal Kubernetes control plane, regardless of where your cloud lives	An extensible cloud service that helps customers create and manage their data in a multi-cloud world	Monitoring, troubleshooting and optimization of all resources, including public and private cloud resources
Construct	Virtual Appliance	Service	Service	Service	NetApp SaaS Service	Service	NetApp SaaS Service	NetApp SaaS Service	Service	NetApp SaaS Service	Service	NetApp SaaS Service
Cloud Provider	AWS, Azure & GCP	AWS	GCP	Azure	-	-	-	-	AWS	-	-	-
Product Overview	Solution Video	Solution Video	Solution Video	Solution Video	Solution Video	-	Solution Video	Solution Video	Solution Video	Solution Video	Solution Video	Solution Video
Services and Purchase Models	Per Node As Service: Time based billing per Edition (Explore, Standard, Premium) via AWS or Azure Marketplace As Software Subscription: BYOL for 2, 6, 12, 24 and 36 month via NetApp Reseller	Per TB As Service: Time and capacity based billing per SLA (Standard/Premium/Extreme) As Software Subscription: Upfront 12m, 24m, or 36m bundles available on AWS marketplace	Per TB As Service: Time and capacity based billing per SLA (Standard/Premium/Extreme) As Software Subscription: -TBC-	Per TB As Service: Time and capacity based billing per SLA (Standard/Premium/ Ultra). As Software Subscription: -not available-	Per Relationship As a service: Temporary billing staggered by number of relationships/hrs via AWS Marketplace As a software subscription: BYOL per 20 relationships for 12, 24, and 36 months via NetApp partner	Coming soon!	Per GB/month As a service: Consumption based, only pay for what is being tiered. As a Software Subscription: BYOL is a termed and capacity-based license. Purchased for a specific number of TB's, for one year or more	Per User As a service: Billing based on number of users for 12 months via AWS Marketplace As a software subscription: BYOL based on per user for 12, 24 and 36 months via NetApp Partner	Per GB/month Per GB of data backed up or restored per month (calculated hourly). Integrated; Available automatically in OnCommand Cloud Manager for Cloud Volumes ONTAP and Cloud Volumes Service UI.	Per Node As a service: Billing on number of worker nodes /hour Subscription: monthly/yearly	Coming Soon!	Basic Edition: Free for NetApp Customers Standard & Premium Edition: Per MU (Managed Unit) As a service: Termed billing (1 yr or 3yr) on number of MU's per month and Edition
Price Indication	AWS/Azure/GCP Marketplace: Single Node between \$0,57 and \$3.19 / hour BYOL: Single Node Subscription for 12 month ~ 17.900 €	Standard - \$0,10/GB/month Premium - \$0,20/GB/month Extreme - \$0,30/GB/month Capacity bundles pricing available on AWS marketplace	Standard - \$0,10/GB/month Premium - \$0,20/GB/month Extreme - \$0,30/GB/month	Standard - ~\$0,15/GB/month Premium - ~\$0,29/GB/month Ultra - ~\$0,39/GB/month <small>Latest pricing here https://azure.microsoft.com/en-us/pricing/details/netapp/</small>	AWS Marketplace: Between \$0.085 and \$0.15 per hrs/relationships NetApp Sales Partner: 20 relationships Subscription for 12 months ~13.700 €	Coming soon!	Pay-as-You-Go \$0,05 / GB / month BYOL: no information yet Mix and match PAYGO and BYOL possible	AWS Marketplace: \$45 per user and 12 months NetApp Sales Partner: BYOL: From 42€ per user and 12 months	Cloud Volumes ONTAP backed up to Amazon S3: \$50 per TB per month for data backed up or restored (calculated hourly at \$0.07/TB)	PAYGO at \$0.10/hr per worker node	Coming Soon!	Basic Edition is free for all NetApp devices Standard \$6 per MU/Month Premium \$9 per MU/Month
Additional Requirements	1 Virtual Machine per Node and 1 VM for OnCommand Cloud Manager. Storage capacity form the cloud provider to deploy CVO.	Minimum 1 Virtual Machine to mount a Volume	Minimum 1 Virtual Machine to mount a Volume	Minimum 1 Virtual Machine to mount a Volume	Min. Virtual Machines and storage capacity from the cloud provider or CVO or CVS	Coming soon!	Tiering Target: AWS S3, Azure Blob, IBM Cloud Object and Storage Grid	Backup targets: Software Subscription incl. managed storage or existing AWS S3 Bucket Azure Blob, or StorageGrid (Salesforce version only to AWS S3)	-	Virtual machines and storage or a Kubernetes Service to deploy with NKS	Coming Soon!	Cloud and Private Cloud Environment to Analyse
Business Opportunity	License sale or referral of the service possibly in combination with the sale of a NetApp storage system Cloud Consulting, Prof. Services and Managed Services	Referral or sale of the service (partnership with cloud provider partner required) if necessary referral or sales further AWS services and resources Cloud Consulting, Prof. Services and Managed Services			Referral of the AWS service or license sale Consulting, Professional and Managed Services	Coming soon!	License sales Backup infrastructure if necessary Consulting, Professional and Managed Services	License sales Backup infrastructure if necessary Consulting, Professional and Managed Services	-	Cloud Consulting and Managed Services Software Rearchitecting OEM/Reselling of Service	Coming soon!	Cloud Consulting, Prof Services and Managed Services Reselling the Service