

Migrate your VMware workloads to any cloud



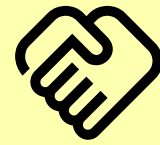
Migrate, extend, and protect storage-heavy, data-intensive VMware workloads to the public cloud

The challenge

Most enterprises haven't yet moved their data-intensive, storage-demanding VMware workloads to the cloud. It's been expensive, time-consuming, and complex. There hasn't been a feasible path to the cloud—until now.

**20 years
of partnership**

**+20,000
joint customers**



An innovative, unified solution

With this first-of-its-kind solution, you can now migrate storage-heavy VMware workloads to your choice of cloud. NetApp is the first cloud storage service provider to be certified and supported as an external, supplemental datastore for multicloud VMware Cloud environments.

Why did VMware choose to partner with NetApp for this revolutionary solution?

- **Experience.** Only NetApp has the mature multicloud storage services that meet the performance needs of VMware workloads while reducing costs.
- **History.** NetApp has been building integrated solutions with VMware for 20 years, and we have over 20,000 joint customers.
- **Integration.** As a VMware Design Partner, NetApp has deep integration with VMware services and offerings. Our partnership is built on a common goal of enabling our customers with flexible choices for future change.
- **Services.** Both existing and new NetApp customers can reap the benefits of [NetApp® ONTAP® data management software](#). These benefits include reduced costs, accelerated critical workloads, and protected, secured data across your hybrid cloud, without disrupting operations.

Together, NetApp and VMware have removed the last barrier that prevents the migration of VMware workloads to the cloud. Finally, enterprises can take advantage of cloud agility and efficiency for storage-heavy workloads. With NetApp and VMware, you can put your migration plans into action today.

Key benefits

Lower TCO: Scale workload storage independently of compute, and optimize storage for VMware workloads

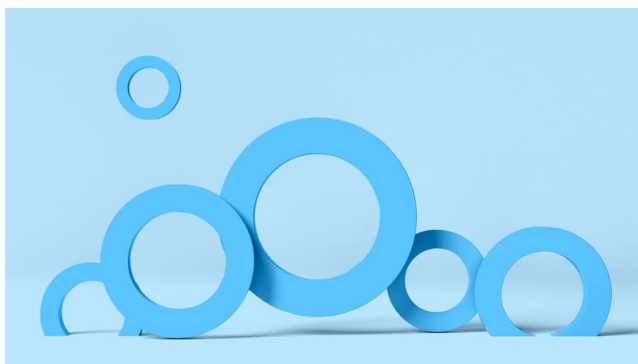
- At last, you can migrate your VMware workloads to the cloud with NetApp's mature multicloud storage services.
- Regain control of your TCO with reduced on premises infrastructure costs. Run VMware workloads up to 50% less in the cloud by decoupling storage from expensive compute nodes.
- Get rightsized storage solutions without additional unnecessary compute costs.

Simplify life in the cloud with unified hybrid and multicloud data management

- Get a unified, cost-efficient path to AWS, Azure, and Google Cloud.
- Migrate and scale while maintaining resiliency and flexibility: any workload, any cloud, one unified approach.
- Experience consistent data management on premises and in the cloud.

Up to 50%

We're the first third-party solution that enables you to scale storage without scaling expensive compute nodes, resulting in cost savings of up to 50% when you run VMware in the cloud.



Lower TCO

The bottom line is always top of mind for any successful business. VMware cloud storage infrastructure has traditionally required customers to purchase and scale cloud compute and storage as a single package. This meant customers with storage-heavy, data-intensive workloads may have had to over-purchase cloud compute just to meet capacity needs.

NetApp's mature cloud services simplify migrating your workloads into your cloud of choice, whether that's VMware Cloud on AWS with Amazon FSx for NetApp ONTAP, Azure VMware Solution powered by Azure NetApp Files, or Google Cloud VMware Engine and NetApp Cloud Volumes Service. Our services allow you to take advantage of the flexibility and scalability of running storage-heavy workloads in the cloud without sacrificing performance and latency—and at a lower cost than on premises data centers could ever offer.

By decoupling cloud storage from cloud compute, VMware customers can now decrease the total cost of running VMware Cloud services by up to 50%.

Migrate and modernize on your terms while benefiting from the cost controls and optimization that are only available in the cloud with NetApp and VMware.

Consistent operational experience

Your team will do best when using familiar tools, so give them a consistent operating experience whether they're on premises or in the cloud. NetApp and VMware integrate with the world's leading cloud providers, meaning when you use NetApp as a supplemental datastore for VMware vSAN, you get one consistent environment, unified data services, and centralized management. Visibility both on premises and in the cloud? Check.

While your enterprise is benefiting from minimal rearchitecting, accelerated migrations, and the ability to extend and manage consistent IT operations wherever you have workloads, your team will rejoice knowing there's less reskilling to learn new systems or cloud platforms. ONTAP handles data management, visibility, monitoring, and proactive support of your hybrid infrastructure, which should give you some well-deserved peace of mind.

Whether you've come to love ONTAP over the years or are using it for the first time, you can enjoy a seamless, cost-efficient path to hybrid cloud across AWS, Azure, and Google Cloud. Rest easy knowing that you have cost-efficient, reliable, and resilient data protection and security with disaster recovery options in the cloud—and yes, those come built in.

No matter where you find yourself on your journey to the cloud, only NetApp and VMware provide the complete, integrated, and future-ready platform to address your key IT initiatives. You'll always be at least one step ahead of the competition.



Learn more here

www.netapp.com/hybrid-cloud/VMware



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.