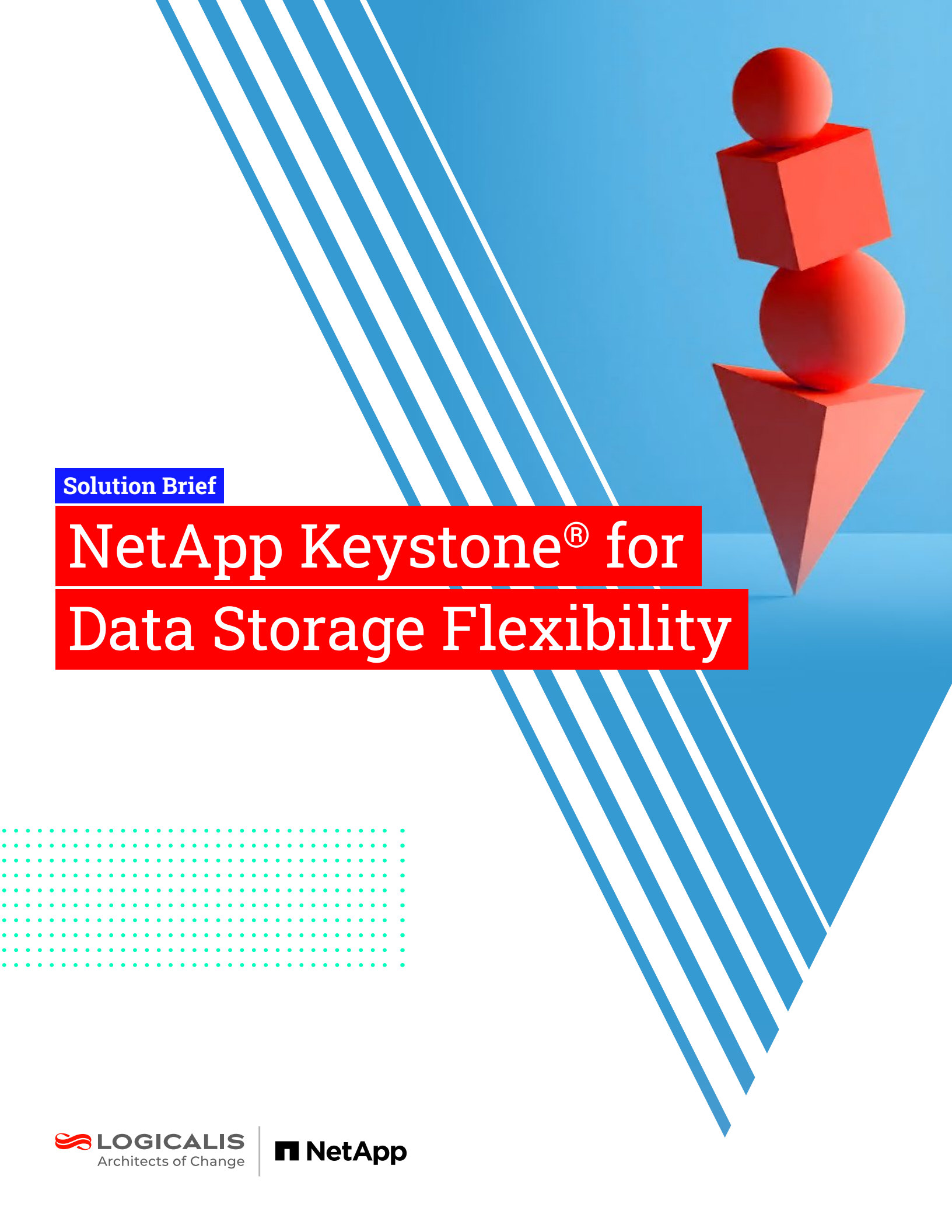




Solution Brief

NetApp Keystone® for Data Storage Flexibility

Get More Data Flexibility with NetApp + Logicalis

The road to revenue is paved with data. NetApp solutions by Logicalis help you integrate and use your data across hybrid and multi-cloud environments so you can stop administering and start innovating.



Increase Your Choices



Optimize Operations



Preserve Capital



Speed-up IT Rollouts

Connect the Pillars of Your Hybrid Multi-Cloud Strategy

Choose from a wide range of operational models and payment, subscription, or usage-based services.

Optimize storage infrastructure operations and boost flexibility by aligning costs with usage.

Preserve capital and reduce financial risk with pay-as-you-grow services.

Get rid of typical capex purchase cycles and stand up new storage infrastructures faster with less staff.

45%

of organizations find the flexibility to pay for storage as either opex or cape highly valuable.

91%

of IT leaders are interested in the value of NetApp solutions.

3.2x

more IT leaders believe NetApp solutions increase IT stability and predictability.

2.2x

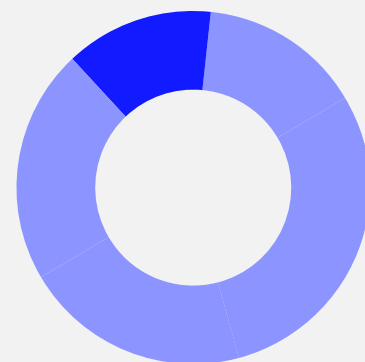
more IT leaders believe NetApp solutions increase IT service delivery speed.

Flexible Consumption for Financial and Operational Advantages

Pay-as-you-go storage models are quickly outpacing traditional capital expenditure for storage infrastructure.

Why the shift?

- Alignment of costs and usage
- Predictable budgeting
- No overbuying or overprovisioning
- Flexibility and scalability



CAGR growth, CY18-CY22¹

- 13.7% flexible consumption models
- 0.9% CAPEX

¹Extrapolation of data from IDC Q3 2020 Enterprise Storage Systems Tracker

A Complete Portfolio

Logicalis + NetApp help you operate, manage, and pay for your storage differently. Getting started is simple with flexible payment solutions and storage-as-a-service offerings that minimize your upfront cash investment.

Flex Pay

Payment options include creative financing, leasing, and fixed or variable solutions to fit your cash flow. Now includes FlexPod® Consumption Model.

Flex Subscription

Pay-as-you-grow subscriptions deliver a seamless hybrid cloud experience. Rapid service adoption with field-proven deployments enables us to bring the cloud to you in as little as two weeks.

Flex Utility

A true utility service that aligns costs with actual usage. One subscription for on-premises and cloud services ensures you can easily scale across any cloud. Data fabric in action!

Why Customers Love NetApp Keystone® Flex

Subscription Operated by Logicalis



Align Data Storage Costs with Business Activity

Pay for performance with storage service tiers based on IOPS and latency to meet your workload needs.

Pay for use with predictable billing for committed capacity and pay-per-use billing for burst capacity.



Simplify Purchasing

Get a bundle price including hardware, core OS, and support for one \$/TiB price. Get just one invoice for your file, block, object, and cloud storage services.

Choose a flexible term as short as 12 months, with 100TiB or more per site. Then, you can auto-renew for 12 months or go month-to-month.



Enable IT Staff To Do More

Choose who operates. You can operate your NetApp Keystone® Flex Subscription or let Logicalis do it for you.



Unlock Cloud Capabilities and Scalability

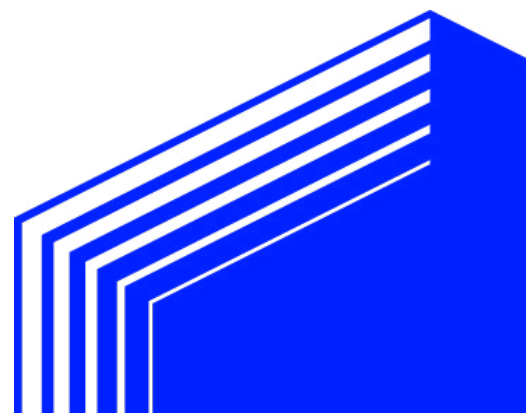
Leverage the cloud with single orchestration, provisioning, and management across clouds. Hybrid cloud integration offers bursting, migrations, backups, DR, and tiering to the cloud.

Tier on-premises or to the cloud. Automated tiering puts infrequently accessed data on lower-cost storage, either on your premises or to any public cloud.



Support Improved Compliance, Performance, and Security

Get advanced data protection with MetroCluster RPO zero capabilities for your mission-critical workloads.

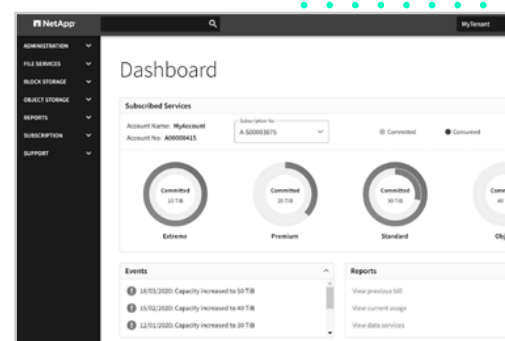




Easily Monitor and Manage Your Storage Usage

Active IQ integration provides a single dashboard for Flex Subscription and existing NetApp systems.

- 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 using NetApp Keystone® APIs



Modernize and Simplify Your Storage Environment to Solve Your Biggest Business Challenges

Logicalis + NetApp make getting started simple.

Plan

Identify use cases that will benefit from a storage-as-a-service offering.

Subscribe

Select your performance tiers and committed capacity. Select add-ons (data protection and hybrid cloud options). Select term (minimum one year and 100 TiB per site).

Deploy

Simplify IT demands with consumption-based cloud deployment.



Logicalis Managed Services Frees Your IT Team to Focus on Innovation

Logicalis is focused on maximizing the value our customers realize from the adoption of NetApp infrastructure and solutions. Logicalis enables data-driven digital transformation by making it easier to deploy new business services, whether they are on-site or in the cloud. The result is an open and flexible environment that enables digital transformation.

Take advantage of Logicalis Cloud assessment to right-size your cloud environment and deliver a Logicalis + NetApp cloud storage solution with payments to fit any business need.

Visit the Logicalis + NetApp content hub
to learn more or contact us now to take the next step.