NetApp and Microsoft

Teaming for your success

NetApp™
Go further, faster

A Message from Dan Warmenhoven

"As one of the industry's leading innovators, NetApp has been delivering breakthrough data management and storage solutions to the world's most demanding enterprises since 1992. With the help of our customers, we've enjoyed the success and growth that are a testament to our passion to simplify the complexity normally associated with enterprise data management. We measure our own success by the success of our customers and by the strength of our partnerships.

"We have worked closely with Microsoft to develop a comprehensive portfolio of storage and data management solutions that help you get the full value of your Microsoft® technology investments. With our solutions, you can effectively and efficiently store and manage your data for your Microsoft applications and databases. You can secure and protect your data assets, reduce costs, and simplify your IT environment. You can also help improve productivity across your organization through increased availability of your data assets, improved manageability of your storage systems, and more efficient, streamlined software testing capabilities.

"We are proud to be a Microsoft Gold Certified Partner and we are excited to use the strength of our partnership to deliver on our promise of helping you go further, faster."

Dan Warmenhoven
Chief Executive Officer

HELPING YOU GO FURTHER, FASTER

Achieve a competitive advantage

Helping you improve business processes, reduce operating costs, and achieve a competitive business advantage through the use of innovative solutions has been our focus since our inception. We work with you and our industry partners to bring to market significant advancements in storage and data management. With our applied innovation solutions, you can increase the efficiency and reliability of your enterprise storage systems and quickly adapt and respond to change.

Simplify data management

Your business faces challenges of daunting complexity and magnitude. Your organizational health depends on instant data availability, infallible data security, and the ability to quickly respond to changes in the business environment. While your priorities may change over time, one remains constant: your need to do more with less. We help you do this by making highly efficient storage and data management systems and by designing our software to significantly increase the productivity of the people using them.

Reduce cost and complexity

With our unified storage architecture, you get an extremely flexible and scalable storage platform that helps you decrease cost and complexity and makes it easier to deploy new capabilities. When you use platforms from other vendors, you often need different software and processes for different tiers and types of storage, but, with our unified storage platform, you need just one set of software and processes across all tiers of storage. When you unify storage and data management software and processes with NetApp, you significantly reduce the complexity of data ownership, lower the risks associated with user errors, and decrease the need for expensive training and integration services.

Meet diverse business needs

Each and every member of our team is dedicated to ensuring that we meet your business needs. To help you plan, implement, and support a storage and data management solution tailored to your specific needs, our team members include:

- Professional Services staff
- Global support teams
- Industry-leading partners

Together, our expertise and responsiveness create a superior team dedicated to delivering your success.

MAXIMIZE YOUR SUCCESS

Our strong partnership with Microsoft helps enable your success. We are a Microsoft Gold Certified Partner with ISV, Advanced Infrastructure, and Network Infrastructure Competencies. As a Microsoft Gold Certified Partner, we have the highest level of competence and expertise with Microsoft technologies and a close working relationship with Microsoft. We provide comprehensive storage and data management solutions that store, manage, protect, and retain data for your:

- Enterprise messaging system based on Microsoft Exchange Server
- Collaboration portals and content management systems based on Microsoft Office SharePoint® Server
- Data warehouses, business intelligence, and database systems supported on Microsoft SQL Server™
- Core infrastructure for your IT environment based on Windows® Server and Microsoft virtualization technologies

Microsoft®
GOLD CERTIFIED
Partner

2009 ADVANCED INFRASTRUCTURE SOLUTIONS
Storage Solutions
PARTNER OF THE YEAR
WINNER

Our storage and data management solutions for Microsoft environments are designed to help you secure and protect your data assets, increase availability, significantly reduce storage and data management costs, simplify your IT environment, improve manageability, and increase productivity.

We help your business go further, faster by enabling people across your enterprise to:

- Communicate whenever they need to with coworkers, partners, and customers.
- Quickly find, use, and share the information they need to do their jobs effectively.
- Make better-informed and more timely decisions.
- Contribute more effectively to the overall success of your business.

Achieve high availability for your Microsoft environment
When you deploy your Microsoft technologies on NetApp, you can rest assured that you're getting a highly available and reliable end-to-end solution. For example, as a Microsoft SQL Server "Always On" Technology Partner, we provide storage solutions that meet the stringent availability and scalability requirements defined by the program. We work closely with the Microsoft SQL Server team on many joint technical projects and initiatives including;

- Industry-leading TPC-C benchmarks
- Decision support scalability (DSS) performance papers
- Technical reports and white papers

Our storage solutions support thousands of SQL Server implementations for a variety of OLAP, DSS, and RDBMS applications.

We also work very closely with the Microsoft Exchange Server team. We are a Microsoft Exchange Server Partner in the categories of backup/archiving and storage and actively participate in the Microsoft Exchange Solutions Reviewed Program (ESRP). Through this program, NetApp provides a selection of Exchange solution configurations.

Our storage and data management solutions for Microsoft Exchange support the enterprise messaging environments of more than 4,500 enterprise customers around the world and over 10 million mailboxes.

SIMPLIFY OPERATIONS AND LOWER TCO

We can help you simplify the IT environment that supports your Microsoft software applications and databases by providing a storage and data management solution that delivers:

- A single platform for Microsoft applications storage consolidation

- Automated application storage management with NetApp® SnapManager® for Microsoft Exchange, SQL Server, and Microsoft Office SharePoint Server
- Faster, more frequent backups without noticeably impacting system performance
- Rapid restores of data to minimize downtime
- Significant time and cost savings for granular restores
- Accelerated test and development of software applications on Microsoft SQL Server through the ability to clone databases quickly and efficiently using NetApp FlexClone®

We can also help lower your TCO by:

- Increasing asset utilization
- Reducing IT management costs
- Improving application availability
- Providing superior data protection

INCREASE RETURNS ON YOUR INVESTMENT

You'll quickly realize increased returns on your NetApp storage investment due to increased storage utilization for Windows environments through NetApp FlexVol®, FlexClone, and Snapshot™ technologies. In addition, we continue to invest in our partnership and in technology integration to reduce the cost and complexity of deploying SAN storage in your Microsoft environments.

"Over the years, NetApp has delivered the rock-solid infrastructure needed to expand First American's IT infrastructure and to keep pace with the company's growing business and regulatory requirements. By minimizing the chance of any downtime, the NetApp systems have more than paid for themselves. When the SEC evaluated a recent merger, the NetApp Exchange solution enabled us to provide twice the information in half the time."

Henry Jenkins
Chief Technology Officer, First American Trust, FSB

ENVISION YOUR SOLUTION

You can work side by side with the technology experts at Microsoft Technology Centers to build and test a customized solution that helps you reduce risk and rapidly solve your technology and business problems. Each Microsoft Technology Center offers the facilities and resources to help you envision and then effectively architect and evaluate your Microsoft and NetApp solution prior to deployment in your IT environment. Microsoft Technology Centers are located in:

- Atlanta
- Austin
- Bangalore
- Beijing
- Boston
- Chicago
- Dallas
- Dubai
- Irvine
- London
- Munich
- New York
- Paris
- Reston
- Silicon Valley
- Taipei

Microsoft continues to open new Microsoft Technology Centers. We are committed to having our storage deployed wherever Microsoft Technology Centers are located.

TEAM WITH THE EXPERTS

You can implement our storage solutions for Microsoft environments with confidence knowing that we have many years of experience and expertise supporting Microsoft technologies.

For example, we've been a Microsoft Rapid Deployment Partner since the beginning of Microsoft Exchange Server's development and we actively participate in Microsoft Technology Adoption Partner (TAP) programs such as the Microsoft Exchange Server 2007 TAP program. Our NetApp SnapManager for Microsoft Exchange is a Windows-certified software solution and is a Microsoft Simple SAN designated Exchange backup and recovery application.

To help enable your long-term success, our global enterprise-class services and support experts are available when and where you need them. Thousands of companies use NetApp SnapManager for Microsoft Exchange, and our storage systems support millions of mailboxes. With deployments ranging from hundreds to hundreds of thousands of mailboxes, we have the expertise and experience required to help you effectively manage your Exchange environments. And to help you with your Exchange Server installations or migrations, our experienced Professional Services experts can provide you with advice and best practices. We also maintain a cooperative support agreement with Microsoft to further accelerate our support for you when you need it.

OUR COMMITMENT TO YOU

Our mutual commitment to your success is at the heart of our partnership with Microsoft. As partners, we help solve your business issues with our powerful applications and data management solutions. Together, we provide the value, expertise, and experience that will bring you success and help you go further, faster.

NetApp™

www.netapp.com

NetApp creates innovative storage and data management solutions that accelerate business breakthroughs and deliver outstanding cost efficiency. Discover our passion for helping companies around the world go further, faster at NetApp.com.