NetApp™ | **Computacenter**

RIGHT DATA
RIGHT PLACE
RIGHT TIME

CHANGING THE CONVERSATION
ABOUT DATA AND CLOUD

Version 1.1

LET'S GO

COMPUTACENTER AND NETAPP

WHY THIS? WHY NOW?

WE BELIEVE...

If recent world events have taught us anything, now more than ever is the time to take a less tactical, more strategic approach to data. Driving value from data as a **business enabler to deliver greater efficiencies, improved productivity, enhanced user experiences and new levels of innovation to keep businesses competitive and relevant.**

INTRODUCING THE
ONLY DATA STORAGE PLATFORM COMPATIBLE ACROSS EVERY CLOUD

"We focus on working with and alongside our customers with the aim of removing the complexity out of leveraging cloud technology, while ensuring the business drivers for change are met."

"This starts with identifying the right transformation path for existing workloads through to exploiting cloud native technologies for tomorrow's applications. We bring our knowledge of the Enterprise market and expertise in AWS, Azure, Google Cloud and data center technologies to deliver efficient, secure and consistent operational capability, integrated seamlessly into your IT functions."

Paul Casey
CTO, Platform & Hybrid IT, Computacenter

"In a world full of generalists, NetApp is a specialist. We are relentlessly focused on one thing – helping our customers get more out of cloud than they ever thought possible."

"Whether it's more certainty, resilience, speed, agility, compliance or simplicity, on-premises, in the cloud or anywhere in between. No one else can integrate and connect technologies like we can to help you be prepared for anything. And we couldn't do it without a little help from our friends, otherwise known as the world's biggest public clouds. Together, we make cloud storage work harder for our customers."

Matt Watts
Chief Technology Evangelist, NetApp

IN THIS BROCHURE

EVERYTHING YOU NEED TO BUILD YOUR UNIQUE DATA FABRIC

HOW TO USE THIS DOCUMENT

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WHAT'S BEEN ON YOUR MIND ABOUT DATA AND CLOUD?

WE'VE REMOVED THE REASONS WHY NOT

We regularly talk to our customers to find out how we can best support them by removing some of the barriers they face relating to data and cloud adoption. Here are the most frequent.

COSTS	GOVERNANCE	MIGRATION	PERFORMANCE	CONTINUITY
"How am I able to convince my organisation that a 'Cloud First' model isn't going to be too expensive and that there is a beneficial total cost of ownership?"	"I've heard lots of stories about problems with security in the cloud"	"Not only does it sound complex, it sounds time consuming and we don't have the skills"	"Moving data from one place to another is fine, but how will I know performance has improved?"	"Let's imagine it's a 'yes'. Is this going to mean any down time for the business?"
WE SAY...	**WE SAY...**	**WE SAY...**	**WE SAY...**	**WE SAY...**
The evidence will be in the lower costs associated with Public Cloud and the additional savings you'll make in management time.	NetApp's built-in protection services feature continuous data availability, disaster recovery, back-up, data archiving and compliance – and more.	Moving to the cloud doesn't have to be complex. Both Computacenter and NetApp have the experience, resources and frameworks in place to help you migrate workloads in a simple and efficient manner.	NetApp offers industry-leading performance and efficiency with seamless cloud connectivity – your data is always available.	Together we'll ensure that there will be no interruption to your business. By utilising Computacenter's migration framework, there will be a streamlined process to migrate workloads to the Cloud.

TOWARDS A MODERN CLOUD STRATEGY

WHEREVER YOU ARE ON YOUR CLOUD JOURNEY

Now more than ever is the time to embrace a more modern strategy. We're best placed to help you unlock the advantages of adopting cloud.

OPTIMISE

Optimise the data center, reduce costs and improve performance.

OPTIMISING FOR THE FUTURE STORY

INTEGRATE

Integrate disparate platforms with the ONLY storage solution compatible across EVERY platform.

DEMAND MORE FROM YOUR CLOUD STORY

CONNECT

Connect and extend the data center by integrating cloud capabilities with your on-premise architectures.

EMBRACE THE BEST OF BOTH WORLDS STORY

ADAPT

Accelerate your performance and instantly flex your requirements so you're ready for anything – AI, Microsoft 365, Virtual Desktop Infrastructure.

ACCELERATE YOUR DIGITAL BUSINESS STORY

PROTECT

Protect what you own and value. Analyse stored data to maximise security, support compliance and keep the business running.

PROTECT WHAT YOU OWN AND VALUE STORY

YOU'LL LOVE OUR SOLUTIONS AND SERVICES

IT'S WHAT MAKES OUR DATA AND CLOUD STORY DIFFERENT

NetApp™

FILE AND BLOCK SERVICES IN PUBLIC CLOUD

MICROSOFT AZURE, GOOGLE CLOUD, AWS

- Native cloud services integrated into the world's biggest clouds.
- Simple cloud management controls to view, connect, protect, monitor and analyse data and infrastructure.

ENTERPRISE DATABASE

SAP, ORACLE, MS, SQL

- Enterprise-grade capabilities and certifications to run critical databases and apps anywhere with the performance and availability required.
- Rapid replication, data sync, backup and restore.

INFRASTRUCTURE FOUNDATIONS

VDI/EUC, VIRTUALISATION, PRIVATE CLOUD, CONTAINERS/K8S

- Industry-leading performance and efficiency with seamless cloud connectivity.
- Flexible cloud-like consumption options; pay for data and storage services as you wish, anywhere your workload runs.

AI

AI AND DEEP LEARNING WORKLOADS, SPLUNK

- Smooth, secure data flow across edge, core and cloud to accelerate AI and deep learning pipelines.
- AI solutions powered by NVIDIA, the leader in AI compute.

YOU'LL LOVE OUR SOLUTIONS AND SERVICES

IT'S WHAT MAKES OUR DATA AND CLOUD STORY DIFFERENT

Computacenter

It's time to talk about Computacenter's Professional Services, Managed Services and Technology Sourcing capabilities.

VIEW OUR DIGITAL POWER DIAGRAM +

CONSULTANCY

We'll work with you to build a compelling business case for cloud adoption and efficient data utilisation. We can advise on the right solution for your organisation and provide reliable market updates when required.

PROCUREMENT

Due to Computacenter's investment in our partnerships, we hold top tier partner status and can get you the most competitive prices in the market. We can also help you find the best payment solution to suit your needs.

SETTING UP

Computacenter can work with you to plan your implementation strategy, ensuring that you can 'go live' in a seamless fashion.

TRAINING

We'll make certain that those with operational responsibility will have the required training and confidence to manage the required solution.

SUPPORT

Technical advice and back-up are only a phone call away.

RENEWALS

We'll make certain license renewals are seamless with no interruption to service.

CHANGING THE CONVERSATION ABOUT DATA AND CLOUD

WHEREVER YOU ARE ON YOUR CLOUD JOURNEY

"We've removed the inhibitors of putting your data in the cloud – including having the ONLY storage solution compatible across EVERY cloud!"

Matt Watts, Chief Technology Evangelist, NetApp

The conversation has moved on from storage. Our relationship is now more focused on helping our customers optimise and automate their data center for positive business outcomes – by simplifying management, maximising scalability, integrating new data with legacy and much more.

We do this by first understanding your current needs and future ambitions for data and cloud, then consulting to propose and implement the right technology and services to meet those objectives.

NetApp	Computacenter	JOINT BUSINESS ACHIEVED IN 2019	£145M
Computacenter	NETAPP CERTIFIED CONSULTANTS		17 including Solutions Architects, Infrastructure, Pre-sales and Integration Consultants
Computacenter	PARTNER STATUS		STAR
Computacenter	AWARDS		NetApp EMEA Converged Partner of the Year 2020 NetApp EMEA Converged Partner of the Year 2019 NetApp EMEA Partner of the Year 2018 FlexPod Partner of the Year 2017

LET'S TALK

To find out more about how we can guide you towards a modern data and cloud strategy, please contact your Computacenter Account Manager, email **enquiries@computacenter.com** or call **01707 631600**

ABOUT COMPUTACENTER

Computacenter is a leading independent technology partner, trusted by large corporate and public sector organisations. We help our customers to source, transform and manage their IT infrastructure to deliver digital transformation, enabling users and their business. Computacenter is a public company quoted on the London FTSE 250 (CCC.L) and employs over 16,000 people worldwide.

www.computacenter.com

TOWARDS A MODERN CLOUD STRATEGY

WHEREVER YOU ARE ON YOUR CLOUD JOURNEY

OPTIMISE FOR THE FUTURE
BUILD FROM YOUR CORE

Challenges and opportunities

IT is under pressure to quickly extract value from data, no matter where it is produced or where it resides. To be successful, organisations must keep pace with system refreshes and application upgrades, while continuously protecting their data and ensuring business continuity without introducing extra cost, risk, or time.

What we deliver

NetApp and Computacenter can help organisations design and build their Data Fabric to accelerate your projects and simplify operations. Tap into the power of NetApp, Computacenter and the world's biggest clouds to modernise and unleash the full potential of your Enterprise applications.

- Enable business centric decision making with Computacenter's Discovery, Application Migration Assessment.

- Design and deliver modern cloud platforms through NetApp's Hyperconverged and Flash technology.

- Integrate into NetApp's built-in automation – means that we can help you accelerate your business timelines.

- Fast system provisioning delivers rapid prototyping in minutes rather than days.

- Access to real-time analytics accelerates reporting and decision making.

TOWARDS A MODERN CLOUD STRATEGY

WHEREVER YOU ARE ON YOUR CLOUD JOURNEY

OPTIMISE	INTEGRATE	CONNECT	ADAPT	PROTECT

DEMAND MORE FROM YOUR CLOUD
STAY AHEAD OF THE COMPETITION

Challenges and opportunities

In a data-driven world, speed is the new scale. You need the right resources, in the right place, at the right time. IT teams are looking towards automation and beyond data center walls, while developers want to be free to focus on innovation rather than infrastructure.

What we deliver

Spend more time innovating and less time administrating is our mantra. We'll help you find and implement the best cloud solutions for your business and build data fabrics to manage your data holistically - no matter where it lives.

- We enable Microsoft Azure, Google Cloud Platform and AWS customers to maximise the value of the data and cloud services they already have.

- We enable cloud architects, data engineers, application, VM and storage admins to connect the data to the people who need it, run and manage critical applications in the cloud, and guard their data like their business depends on it - which of course it does.

TOWARDS A MODERN CLOUD STRATEGY

WHEREVER YOU ARE ON YOUR CLOUD JOURNEY
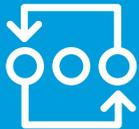
OPTIMISE **INTEGRATE** **CONNECT** **ADAPT** **PROTECT**

EMBRACE THE BEST OF BOTH WORLDS
FOCUS ON YOUR DESIRED EXPERIENCE

Challenges and opportunities

The fast-moving pace of IT means organisations are having to embrace the benefits of the multi-cloud experience. Public Cloud with its minimal upfront costs, easy start-up and apps which can be rapidly scaled up or down on demand, and data centers perhaps offering some organisations with more reassurance on security.

What we deliver

We believe the secret lies in how to get the best from both worlds – by leveraging common practices and standards.

We deliver this through consulting services and cross provider toolsets:

- Multi-Cloud Readiness Assessments, FinOps, Devops and ITOPS Services portfolio.

- Consistent platforms, tools and process across cloud providers and in the data center.

- Skills augmented across AWS, Microsoft Azure and Google Cloud Platform as well as the NetApp tools and platforms.

Our goal is to enable our customers to decide on the right platforms for their business without compromise, but also to add flexibility for change should that be dictated by the changing business landscape or to comply with industry regulation.

TOWARDS A MODERN CLOUD STRATEGY

WHEREVER YOU ARE ON YOUR CLOUD JOURNEY

OPTIMISE | INTEGRATE | CONNECT | ADAPT | PROTECT

ACCELERATE YOUR DIGITAL BUSINESS
EVOLVE AND INNOVATE TO THRIVE

Challenges and opportunities

Gartner states: "By 2022, 90% of corporate strategies will explicitly mention information as a critical enterprise asset and analytics as an essential competency." Data-driven companies accelerate digital transformation, and as a result drive greater profit, increase new customer acquisition and improve operational efficiency.

What we deliver

We enable organisations to constantly adapt and react in line with changes in the market and the expectations of the business - without compromising standards, costs and efficiency.

- Always staying on the right side of best practice with regular 'well architected reviews' of AWS, Google Cloud Platform and Microsoft Azure.

- Leveraging common NetApp Disk Filesystem tools to identify the optimal platform for your workload needs.

- Leveraging our joint expertise and tools to 'right-size' and 'cost-optimise' workloads running on public clouds.

We help you to take advantage of a partnership that is focused on simplifying the complex and helping you gain competitive advantage from multi-cloud, minus the additional costs, complexity and risk.

TOWARDS A MODERN CLOUD STRATEGY

WHEREVER YOU ARE ON YOUR CLOUD JOURNEY

| OPTIMISE | INTEGRATE | CONNECT | ADAPT | PROTECT |

PROTECT WHAT YOU OWN AND VALUE
FROM THE DATA CENTER TO THE EDGE

Challenges and opportunities

It's been said that data is the 'new gold'. Your organisation's success depends on your ability to run applications and keep data available within compliance regulations and unhindered by malicious cyber-attacks. The complexity and number of tools required to manage security has become a major operational and cost-control challenge.

What we deliver

By leveraging NetApp's unified storage platform with in-built data protection services, you can reduce complexity and operational management whilst ensuring maximum data availability and protection.

Together, we'll provide:

- Continuous data availability
- Disaster recovery
- Backup and recovery management and services with third party integration
- Data archiving and compliance
- Simplified management and recoverability

YOU'LL LOVE OUR SOLUTIONS AND SERVICES

IT'S WHAT MAKES OUR DATA AND CLOUD STORY DIFFERENT

Computacenter has decades of experience driving innovation within the data center to accelerate digital business. Our Integration Centers give us the ability to configure and ship infrastructure at any scale, every day, while our global network of Service Centers enable us to support, maintain and manage technology for our customers.

Designed to meet transformation challenges head on, our Digital Power portfolio supports our customers in sourcing, transforming and managing their cloud and data centers.

DIGITAL **Power.**
Cloud accelerating business

DIGITAL POWER

PLAN, APPLY AND SCALE ENTERPRISE PUBLIC CLOUD ADOPTION

EVOLVE AND INNOVATE TO DIGITALISE

OPTIMISE, PROTECT AND MANAGE MULTI-CLOUD

ACCELERATE DIGITAL BUSINESS

ADOPT PUBLIC CLOUD

ENABLE MULTI-CLOUD

MODERNISE THE DATA CENTER

ENHANCED AND NEXT GENERATION DATA CENTERS FOR MODERN IT OPERATIONS