



Go further, faster

**Take your business
further!**

HROUG 2008

Rovinj





NetApp @ HROUG 2008

- Demo ground at **BCCservices** booth
- Information and meeting touch down at **BCCservices** booth
- Panel discussion



■ 16:30 PM

- How to increase business efficiency



- Lectures

- Wednesday October 15th

- 12:00 PM

- 5 Virtual Machines with 10GB disk space consume 9GB only? NetApp Deduplication technology for Oracle in virtual environments

- 14:30 PM

- Backup and Restore for Oracle databases in minutes

- Thursday October 16th



- 17:30 PM

- NetApp. Take your business further!



- Friday October 17th

- 10:00 AM

- Uncompromised business agility with NetApp and Oracle



- 12:00 AM

- Data protection for Oracle





What Would You Do If You Could ...

... cut future IT spending 47%?

... avoid building a new data center?

... turn your IT cost into a competitive advantage?

... easily build Disaster Recovery centers?

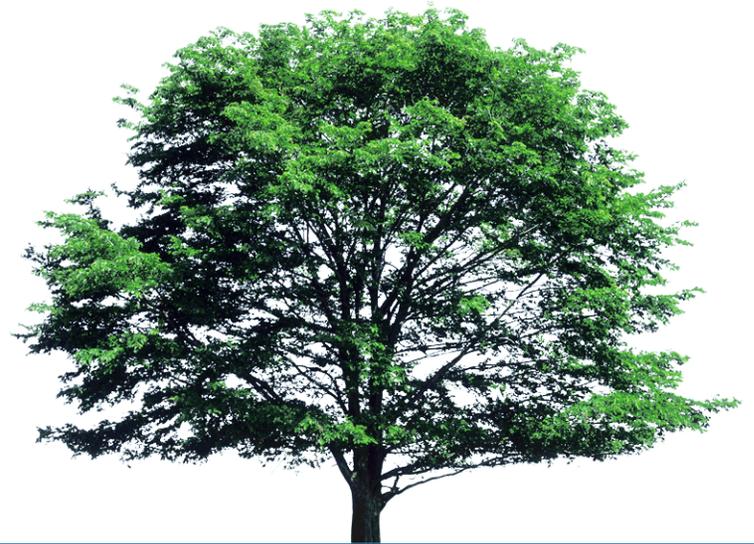
... take your applications further?

... get to market months faster?



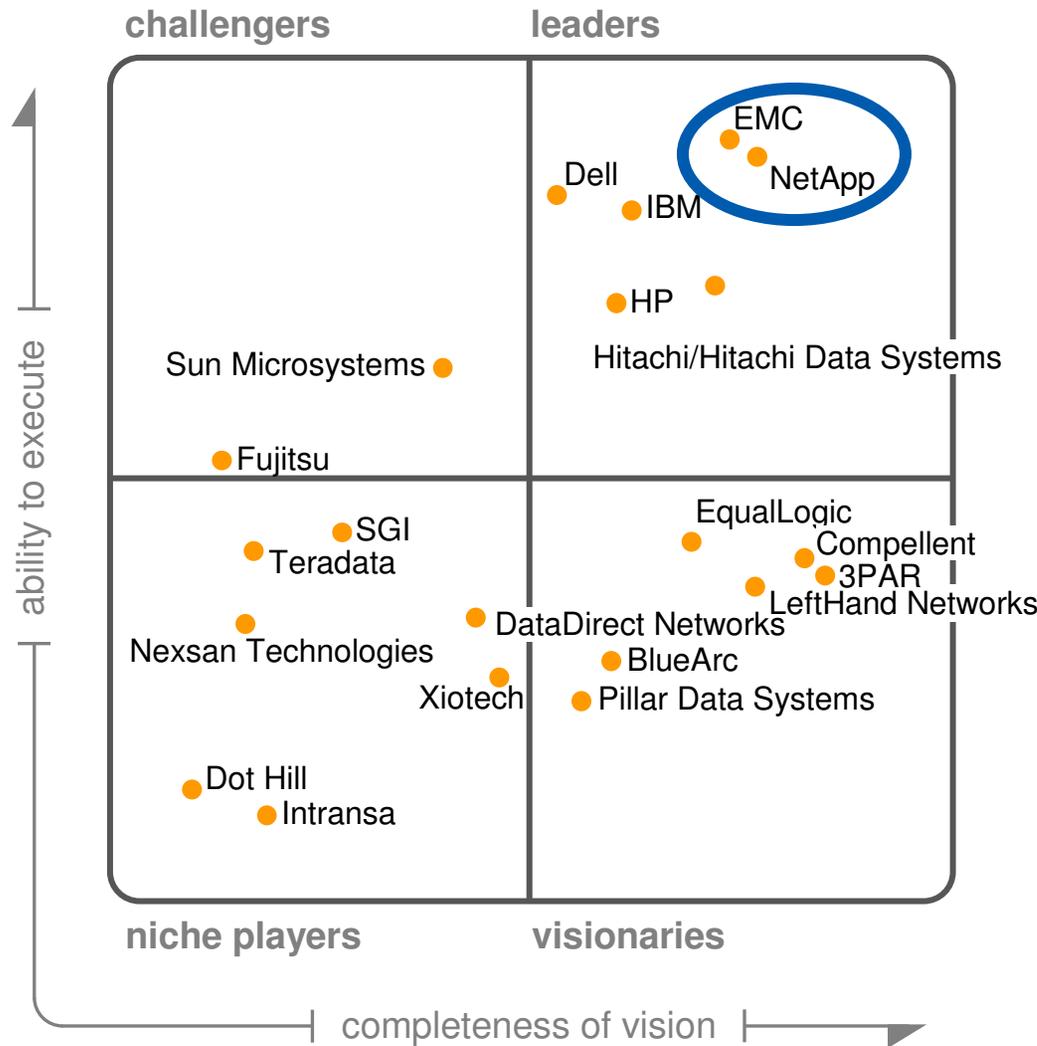


Acknowledged Leadership





Gartner Magic Quadrant Midrange Enterprise Disk Arrays, 2H07



Source: Gartner, Inc. Jan 2008
Stanley Zaffos, Roger W. Cox,
Pushan Rinnen

*Magic Quadrant for Midrange
Enterprise Disk Arrays, 2H07*

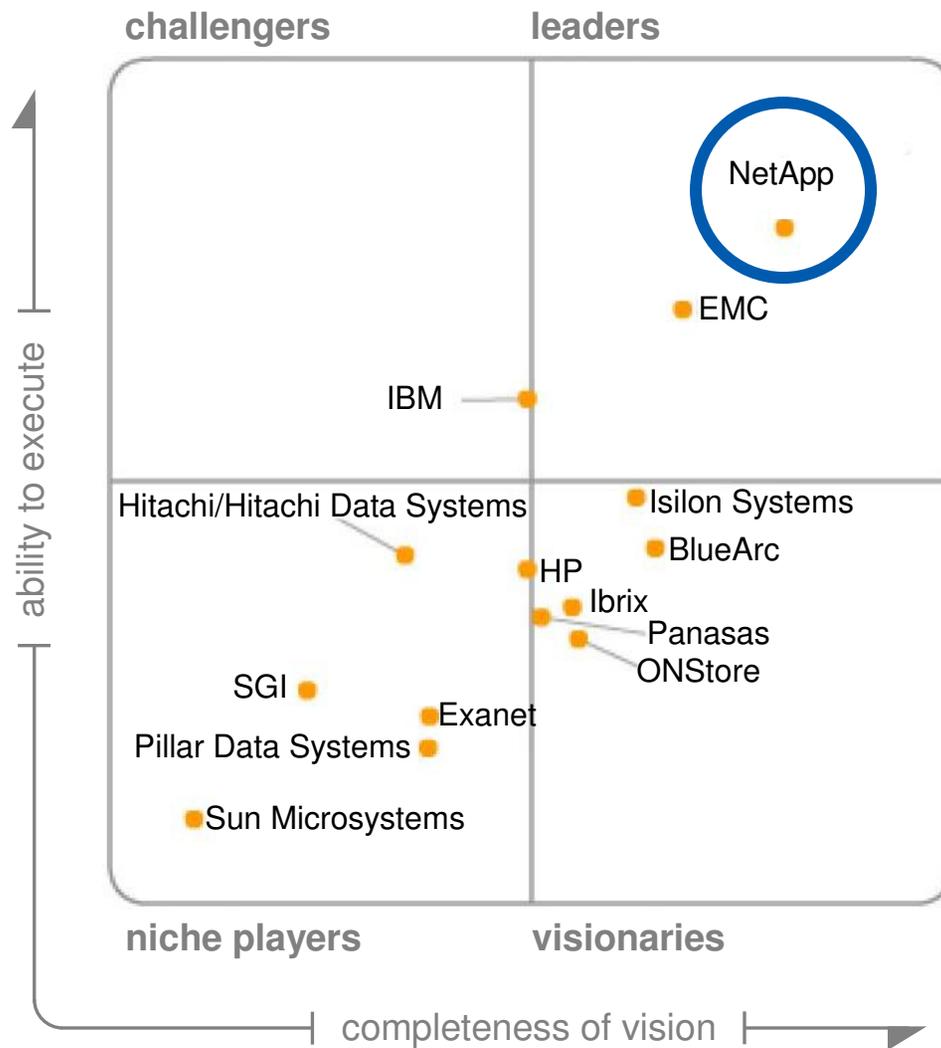
*This Magic Quadrant was published
as part of a larger research note and
should be evaluated in the context of
the entire report. The report is
available upon request from NetApp.*

The Magic Quadrant is copyrighted Jan 12, 2008 by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner's analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

As of January 2008



Gartner Magic Quadrant Midrange and High-End NAS, 1H08



Source: Gartner, Inc. March 2008
Pushan Rinnen, Robert E. Passmore,
Roger W. Cox,

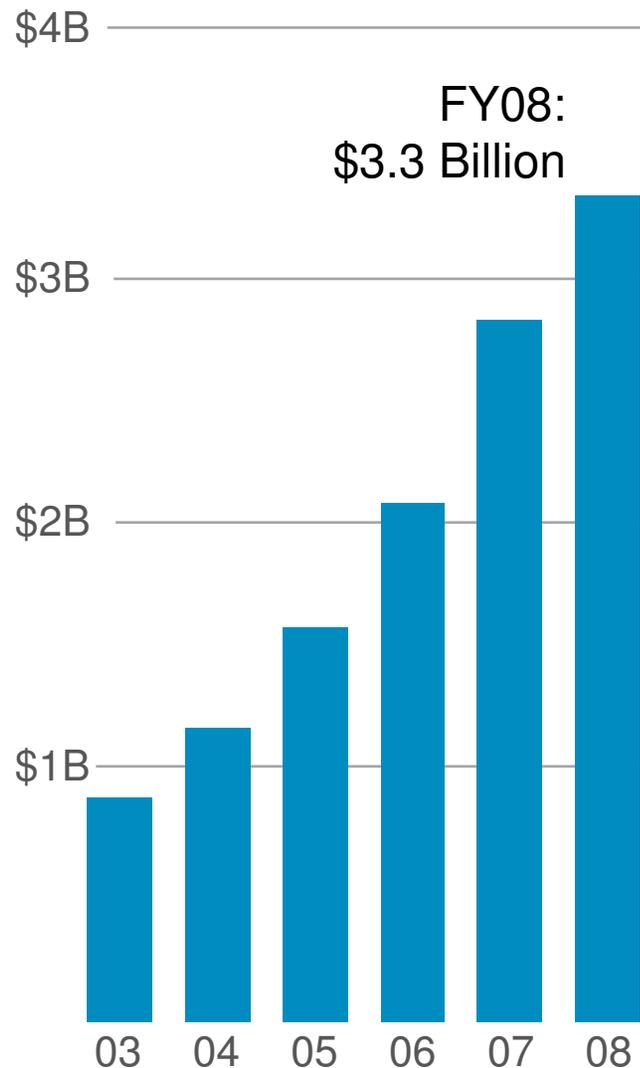
Magic Quadrant for Midrange and High-End NAS Solutions, 1H08
This Magic Quadrant was published as part of a larger research note and should be evaluated in the context of the entire report. The report is available upon request from NetApp.

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As of March 2008



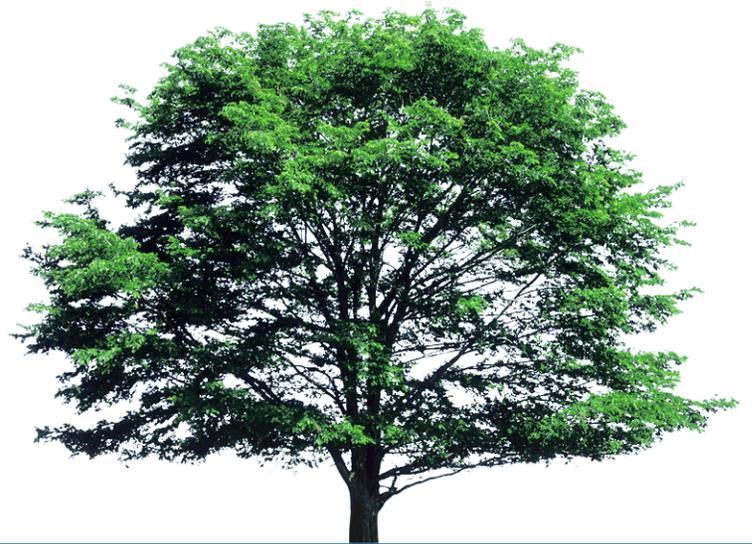
Customer Success Fuels our Growth



- 130+ offices around the world
- Broad solutions portfolio
- Comprehensive professional services
- Global support
- Industry-leading partners
- 7999+ employees
- Fortune 1000, S&P 500, NASDAQ 100



Acknowledged Technology





Products, Services & Partnerships to Accelerate Your Business

Scalable Family of Networked Storage Systems



Infrastructure Solutions for Virtualized Environments

VMware ♦ Microsoft Hyper V ♦ Citrix Xen

Integrated Data Management Solutions

Database ♦ Messaging & Collaboration ♦ Technical Applications

Data Protection & Retention Solutions

Backup ♦ Security ♦ DR ♦ Compliance ♦ Archive



A Foundation for Flexibility



Unified architecture

- Broadest unified storage platform
- High-performance SAN and NAS
- Single, scalable architecture
- Support for multivendor storage

Now you can

- Choose the optimal storage for your apps
- “Future proof” your environment
- Put new innovation to work quickly and broadly



Industry-Leading Efficiency



Application Environments

- 39% lower TCO for Oracle
- 55% lower TCO for SAP
- 30% lower TCO for Exchange
- 44% lower TCO for file services
- 35% lower TCO for archive
- 38% lower TCO for VMware

Operational Efficiency

- 50% less rack space
- 52% less power
- 51% lower heat

Source: Mercer and Oliver Wyman TCO studies



Do More, Faster



Data management excellence

- Provision applications faster
- Shrink your backup windows
 - Reduce from hours to minutes
- Give your applications owners self-service storage
- Help your storage experts tame growth



Store More, Buy Less



Space-efficiency innovations

- Eliminate duplicate data
 - 20:1 reductions with deduplication
- Stop duplicating unchanged data
 - Our copies use a fraction of the space
- Make your storage work harder for you
 - Thin provisioning yields higher utilization
- Protect your business without data bloat



Creating Customer Success



... cut future IT spending 47%



Spab d.o.o. is a Microsoft Gold Certified partner and leading system integrator and hosting service provider in Croatia.

“We decided to utilize NetApp SnapMirror[®] for replication and Deduplication, and these became a driving factor in our solution [achieving 80% storage savings on VMware[®] backup data with Deduplication].”

Damir Pavusin SPAN

- Developed new hosting services for customers
- Leveraging existing 4GB SAN infrastructure with an ability to leverage Cisco IP network for iSCSI and NAS
- Virtualization support
 - Leverage storage virtualization to separate internal and hosting environment
 - Full VMware support and advanced backup and recovery features
- Deduplication
 - 80% savings achieved on virtualized server operating system
 - 30% - 50% storage savings on user data
- “On the fly” availability for
 - New customers
 - Storage space adjustments
 - Server provisioning



... avoid building a new data center!



BT is one of the world's leading providers of communications solutions and services operating in 170 countries.

- Large-scale server consolidation to lower costs and cycle time
- Key results across 5 data centers:
 - 2133 VMs on 100 physical servers
 - Power savings of \$2.4M/year
 - Space savings of ~660 racks
- Backup window reduced from 96 hours to 15 - 31 minutes
- Activation times down to minutes
- 8-month ROI



... turn IT cost into a competitive advantage



Nelt is the the leading distribution company in Serbia, Macedonia, Bosnia and Montenegro, distributing brands such as Braun, Milka, Duracell and many more

“Data recovery before NetApp took hours, and sometimes days; now with NetApp it’s near instantaneous.”

Bojan Matic, Nelt IT Manager

- Rapidly growing international environment
- Multiple compliance needs
- Hourly backup capability for multiple vendor data
- Restore times cut from 2 hours to 1 minute
- Database update and duplication times cut to 15 minutes
- Central storage of video surveillance
- Eliminated data loss by leveraging RAID DP technology



... easily build DR centers!



REPUBLIC OF BULGARIA
MINISTRY OF
EMERGENCY SITUATIONS

MES undertakes the activities of civil protection and protection of population in the event of disasters. It carries out a policy of prevention, gaining control of and overcoming the consequences of disasters and accidents.

“We can simulate every new solution we plan to introduce without interrupting the production, while predicting all the consequences and the risks to the system”

Ministry of Emergency Situations Bulgaria

- Central application to host and manage emergency scenarios
- Full redundancy and integrity of data using RAID DP and SnapMirror
- Physically separated data centers for disaster recovery
- 24/7/365 availability
- Maximum performance thru cluster technology
- Backup / Restore / Cloning capability in minutes



... take your applications further!



EPAM is providing Offshore and Nearshore Software Development centers located in Russia, Hungary, Belarus, and Ukraine; Client support and delivery teams in US, Germany, and UK. Successfully deployed projects in over 30 countries and 13 languages

- Need to share development data across departments, operating systems and countries
- Ability to quickly share development released across countries and departments
- Store and manage data independent from operating system
- Rapid provisioning of systems with virtualization technologies for development playgrounds
- Quickly provision on storage needs across countries
- Deduplication to maximize storage investment



... get to market months faster!



Activision, Inc. is a leading international publisher of interactive entertainment software products. 2007 sales topped \$1.5B.

- Adopted a new development process for aggressive time to market
- Slashed cloning time from days to hours
- Cut database recovery time by 80%
- Increased margins by 7%
- Shrank storage requirements 50%
- Added robust DR
- Added complete regulatory compliance
- Protecting remote studio data with new backup solution



NetApp Storage in Virtualized Environments



RTS is the national Television and Radio broadcasting agency in Serbia. RTS is hosting multiple database and applications that are to be highly performing and available any time.

“The RTS IT department evaluated a number of solutions relating to the factors reliability, disaster recovery, VDI support and cost effectiveness. Due to the wish to deploy the solution in a larger infrastructure after the event, the ability to scale the solution in accordance with growing needs was another important factor. NetApp was the only storage provider to meet all these criteria sufficiently.”

Srboljub Nikitovic, Executive Director RTS

- Create a robust and disaster proof environment for Eurovision
- Enable future usage with existing install base
- Created fully redundant and disaster proof VDI infrastructure in less then a week
- Ability to migrate existing data quick and safe to new platform
- Leverage deduplication and virtualization technology to rapidly provision new systems and storage
- Minimize administrative task
- Backup and restore as well as cloning in minutes



NetApp Accelerate, 2009



- Global User Conference
- Week of February 23rd, 2009
- San Francisco – Moscone West



Thank You!