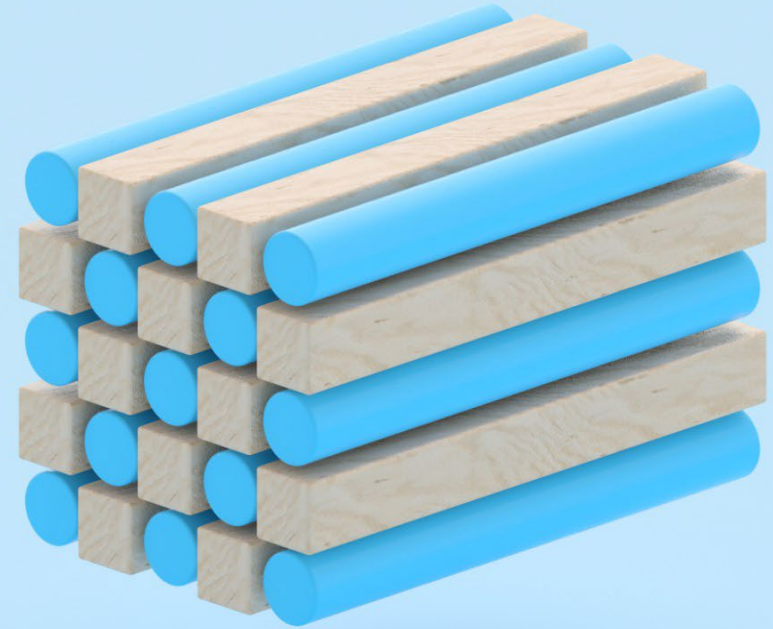


# Partner Webinar

NetApp IT

Rajesh Shriyan  
Sr. Director, Enterprise Architecture  
10/29/2022



# Rajesh Shriyan



- **NetApp** Sr. Director, Enterprise Architecture, 10+ years
- Over 20 years of experience in IT
- Team charter:
  - Manage Enterprise Data for NetApp
  - Provide platform for Analytics and Business Intelligence
  - Ensure the enterprise technology portfolio achieves business objectives for NetApp
- Holds a Bachelor of Engineering from Mumbai University
- Resides in the Raleigh, North Carolina area with his family

# Session objectives

- Contextualize NetApp IT Cloud Strategy
- Share the NetApp IT Cloud Strategy Journey focused on business transformation
- How we leverage NetApp<sup>®</sup> technologies in our Cloud-Driven environment today and in the future

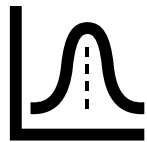
# Why Transform and Why Cloud?

Real business value of cloud transformation



## Business Drivers:

- Digital transformation
- Faster go to market for new capabilities
- Minimize customization & drive business with OOB capabilities



## Advanced Capabilities:

- Advanced analytics
- Cloud DevOps
- AI/ML



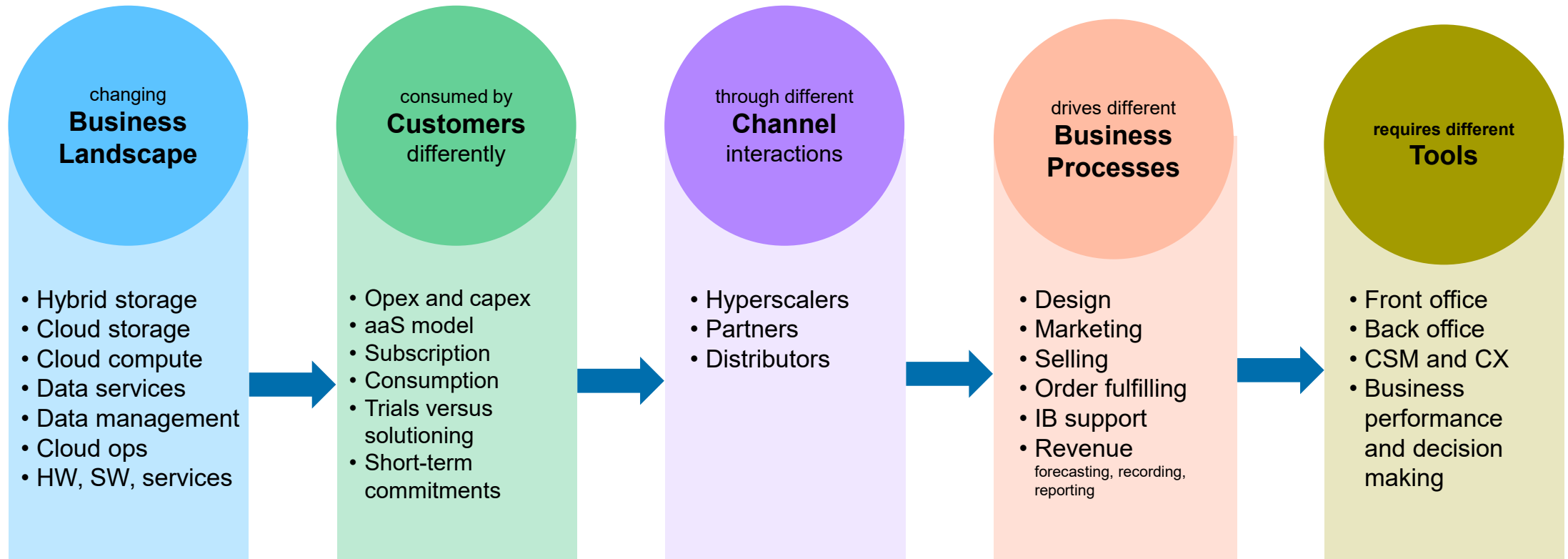
**Cloud** is the platform and **data** is the currency for digital



## Efficiencies

- IT Operations efficiencies
- Consumption driven spending / flexibility
- Tackle elastic demand easily
- Omni present cloud across all geos

# Why transform?



# Cloud Transformation Considerations

evolving  
**Business  
Expectations**

- Rapid turnaround
- Latest capabilities
- Simple solutions
- Easy data access
- Intelligence and analytics

maintain  
**Control &  
Compliance**

- Data access governance
- Security controls
- Ever changing compliance requirements

**Cost  
Neutral**  
target state

- Subscription moves capex to opex
- Cloud is not naturally less expensive
- Cloud vendor lock in can impact long term costs

drives  
**IT  
Organization  
Shifts**

- New skills required
  - Cloud dev
  - Vendor mgmt.
  - Dev Ops
- Support model changes

# NetApp IT Cloud Journey Overview

We are accelerating our IT cloud strategy to

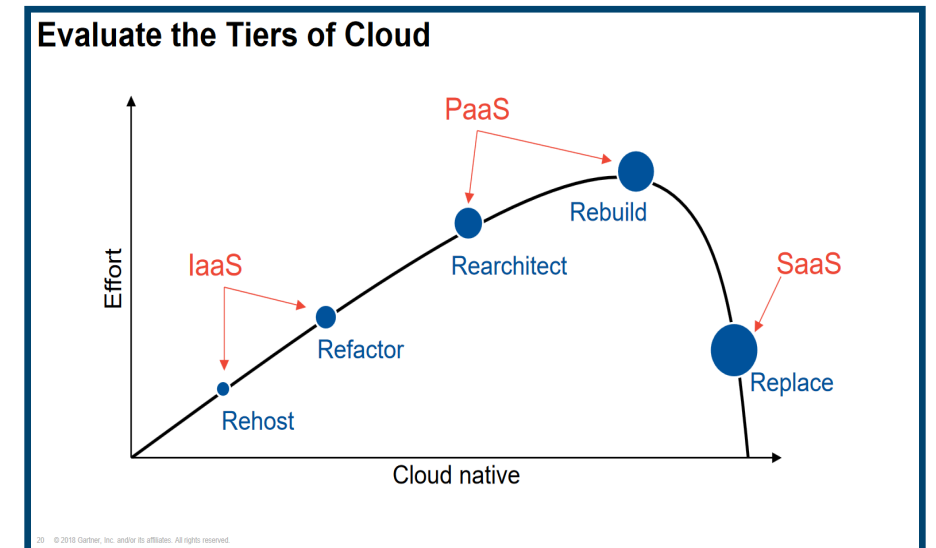
- Use new capabilities provided by SaaS solutions
- Redesign custom applications to be cloud aware for agility
- Optimize our operations and expenses

This will deliver the following outcomes

- Deliver new business capabilities faster and without customization
- Improve our security posture
- Provide better business continuity solutions
- Consolidate our global Data Center footprint

# Where to start? Application rationalization

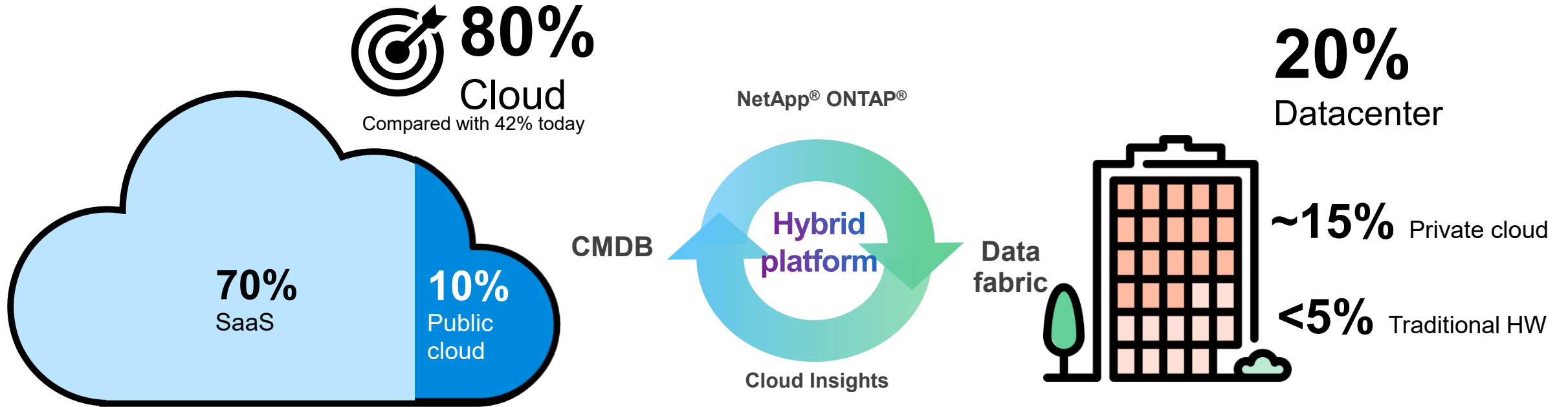
Operational and Technical Risk	Low	<b>Tolerate</b> 27% <i>No incremental investment required</i>	<b>Invest-strategic</b> 36% <i>Investment required to deploy new capabilities and/or enhance current functionality</i>
	High	<b>Eliminate</b> 5% <i>Investment required to sunset the application and free up resources</i>	<b>Migrate</b> 32% <i>Investment required to migrate functionality to a different application</i>
		Low	High
		Business fit and value	





# Application vision and strategy

End-state targets

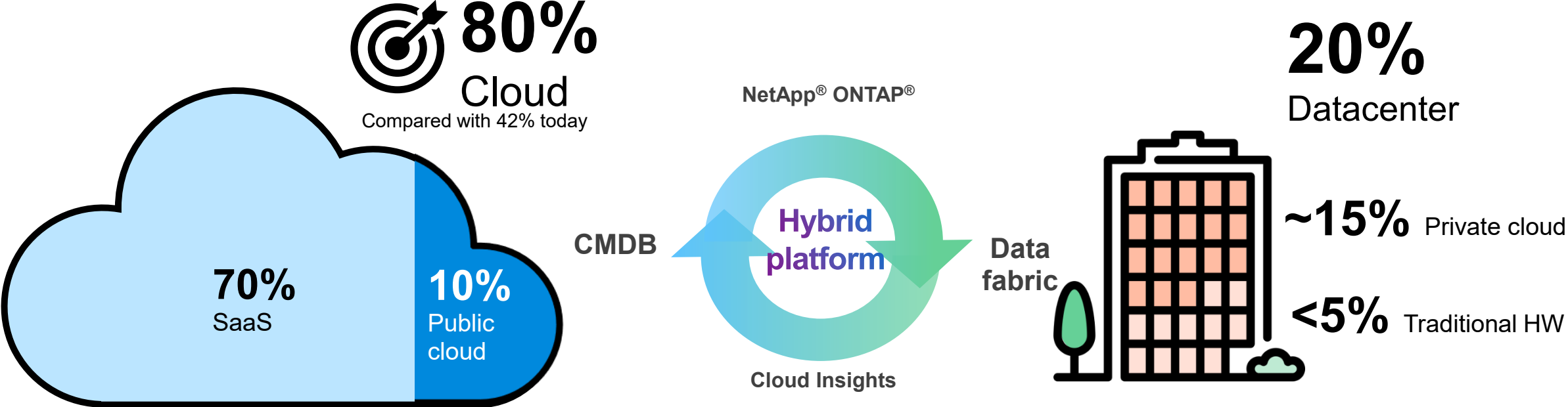


**Public + private cloud**

(IaaS + PaaS)

consumed via automated hybrid deployment platform

# How do we decide? Mapping applications to the right category



**Commodity services**

**SaaS**

- Systems of record
- Industry-standard platforms
- Configurable processes

**Apps that transform / Differentiate the business**

Hybrid platform–public cloud	Hybrid platform–private cloud
<ul style="list-style-type: none"> <li>• Systems of innovation / differentiation</li> <li>• Rapid ideation</li> <li>• Customized processes</li> </ul>	<ul style="list-style-type: none"> <li>• Systems of innovation / differentiation</li> <li>• Sticky/chatty applications</li> <li>• Customized processes with compliance asks</li> </ul>

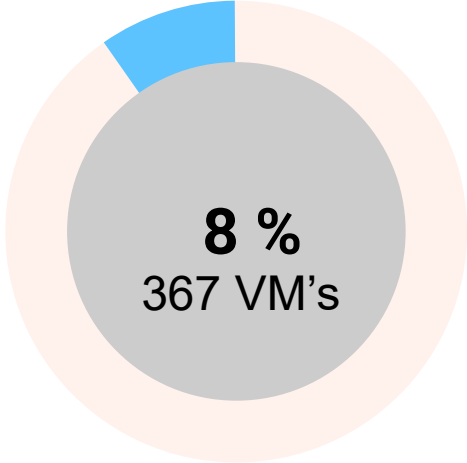
**“Tolerated” apps**

**Datacenter**

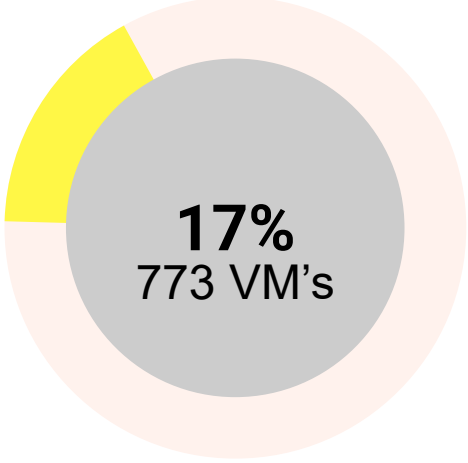
- Legacy applications
- Specialized software

# On-premises Workload Characteristics

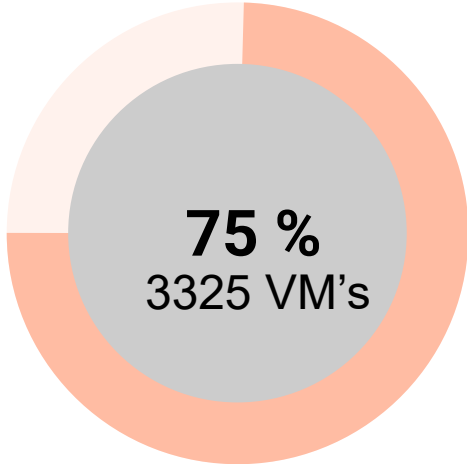
Measure progress based on virtual machines to normalize effort and time



**198 Small Apps**  
<5 VMs & <1TB



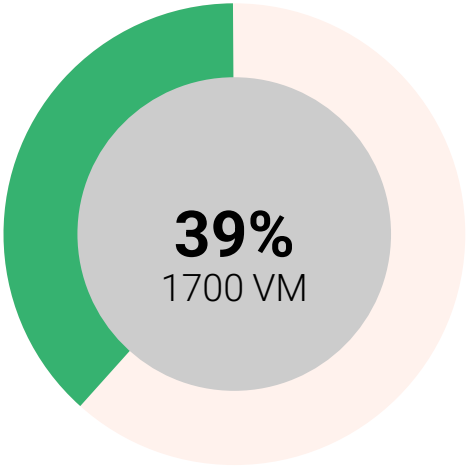
**102 Medium Apps**  
5-15 VMs & <10TB



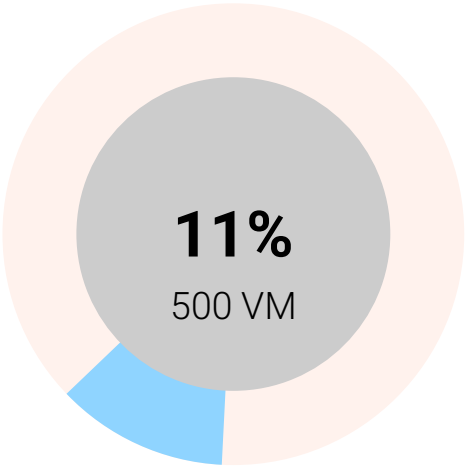
**91 Large Apps**  
>15 VMs & >10TB

# Portfolio Target State View

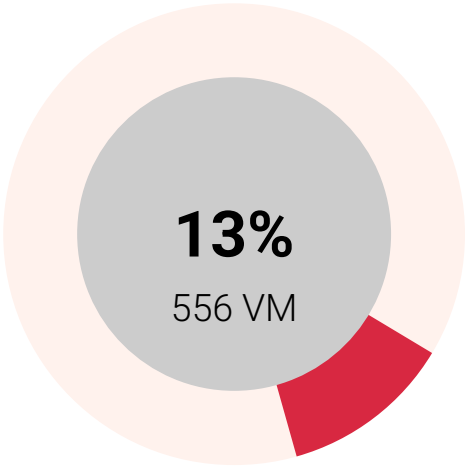
3 Year Forecast



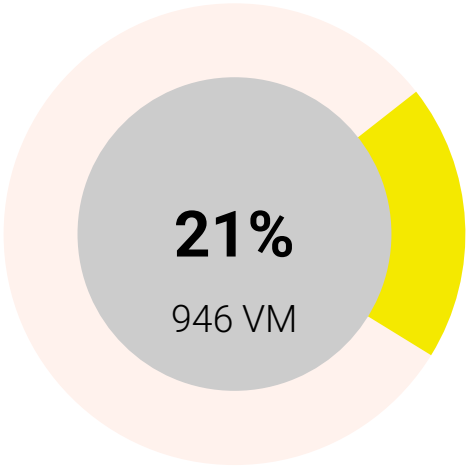
**AWS/FSxN  
+ Azure/ANF**



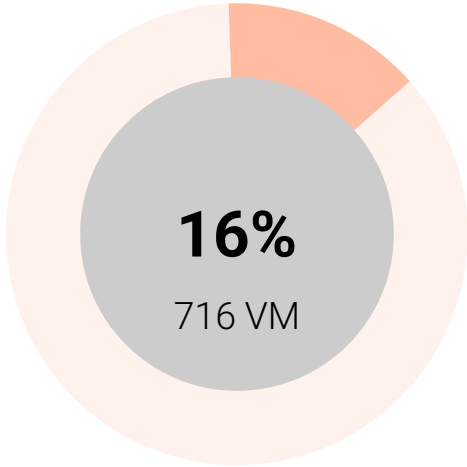
**Other Cloud Offering**



**Decom**



**On-Prem (RTP)**

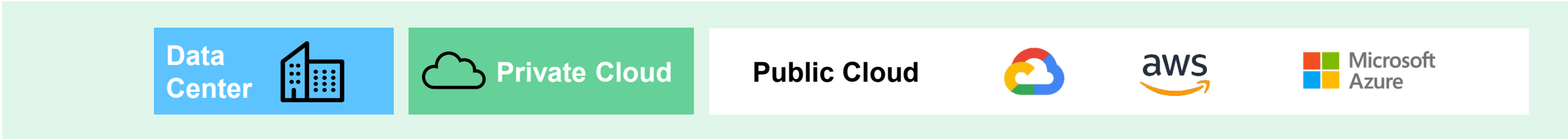
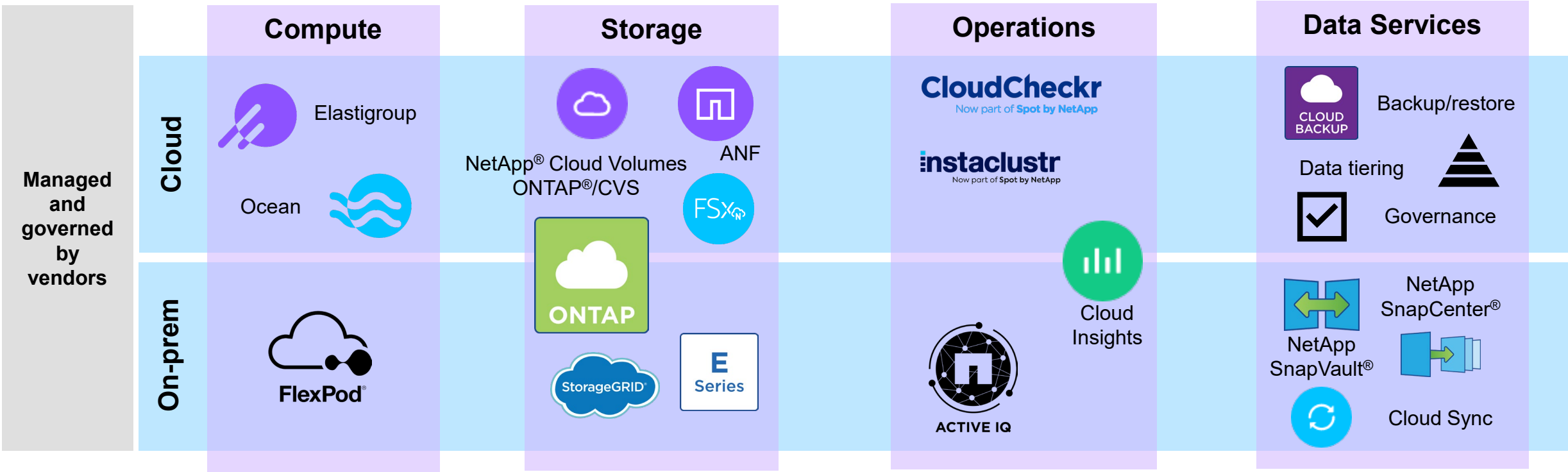


**SaaS**

# NetApp technologies in our cloud transformation journey

SaaS

Custom Applications



# Closing

- NetApp is transforming to be a cloud-led company: **Our next 15 years will be dramatically different than our first 30**
- To meet the moment, NetApp IT is:
  - Modernizing core business platforms
  - Embracing cloud in all forms
  - Right-sizing our datacenters
  - Leveraging our seamless hybrid cloud relying heavily on NetApp technology

**We will become more efficient, more effective, and propel NetApp into being a world-class cloud company**



**NetApp unlocks  
the best of cloud**

