

# Advanced Solutions

EXECUTIVE SUMMIT

# NetApp Intelligence: Turn Disruption into Opportunity

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**AI Technical Solution Specialist - NetApp**



# The Artificial Intelligence opportunity

AI is not only transforming industries but also shaping the future of work, the economy, and society at large

50%



Enterprise AI initiatives will boost productivity and creative problem-solving by 50%.\*

## Automation and Efficiency Improvements

60%



60% of workers will use their own AI to perform their tasks.\*

## Data Analysis and Insights

3YRS



Due to AI, the global average customer experience will improve for the first time in three years.\*

## Innovation and New Product Development

\*Forrester 2024 predictions



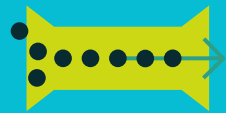
# Artificial Intelligence challenges demand... Intelligent Data Infrastructure



**DATA IS  
EVERYWHERE**



**INTELLIGENT & INTEGRATED**



**DATA CAN BE HELD BACK  
BY SILOS OR BOTTLENECKS**



**SCALABLE PERFORMANCE**



**DATA IS CONSTANTLY  
UNDER THREAT**



**TRUSTED & SECURE**

Gartner®

Choosing the wrong type of storage deployment or omitting critical GenAI storage capabilities can be a **very costly mistake**

Gartner® Top Storage Recommendations to Support Generative AI, Chandra Mukhyala, Julia Palmer, February 14, 2024. GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the U.S. and internationally and is used herein with permission. All rights reserved.

An end-to-end storage infrastructure platform that can support all applicable stages of the GenAI workflow: data ingestion, training and fine-tuning, inference and archiving.

Flexibility to manage data from multiple sources, including data center, edge and public cloud

# Deliver data on demand across clouds

Leverage intelligent data infrastructure to simplify hybrid workflows & deliver seamless AI/ML integrations

## Seamlessly mobilize all your data

### INTELLIGENT & INTEGRATED



### DEEP MLOps INTEGRATION

Get started fast via turnkey NetApp solutions and deep integrations with NVIDIA and the MLOps ecosystem



### MULTI-PROTOCOL w/ AUTOMATED WORKFLOWS

Enjoy seamless hybrid workflows with AIOps-driven automation and unified, multi-cloud control delivered by NetApp BlueXP



### HYBRID MULTI-CLOUD OPTIMIZED

Data & GPUs aren't always in the same place; instantly access, serve, manage, and move block, file, and object data natively across hybrid cloud

# NetApp and NVIDIA Portfolio

Deploy the industry's leading AI infrastructure, your way

## NetApp ONTAP AI



## DGX Cloud NetApp / Equinix



## NVIDIA DGX BasePOD with NetApp



## NVIDIA AI Enterprise with NetApp



### Reference Architecture

Certified for success with  
maximum flexibility

### Integrated Solution

Easy to procure and installed  
onsite with premium support

### Fully Managed

Subscription-based service  
for AI development  
infrastructure

### World-Class AI Infrastructure

Certified for success with  
HPC/NLP workloads

### AI for Any Organization

Mainstream AI for a wide  
variety of enterprise workloads

(Others: FlexPOD AI, E-Series AI, ONTAP  
with Lenovo, ONTAP with Fujitsu)

Premium development  
experience

Massive scale  
supercomputing

AI for enterprise operations

Turnkey solution for rapid deployment

Existing and greenfield  
deployments

Field-proven design formula



PARTNER SPHERE

# NetApp Partner Sphere

Program Overview





# Partner Sphere at-a-glance

Partner Program offers simplified, flexible, progressive tiering with clear criteria.




**APPROVED**

**New or developing** Partners with **NetApp related** offerings or opportunities

Active Partner

Partnering with NetApp training\*\*

Partner Agreement, Partner Risk Assessment and Due Diligence



**PREFERRED**

**Experienced, productive** Partners who are developing **cloud-focused solutions and/or services** that extend NetApp value **regionally or nationally**

2 unique Solution Competencies or 1 Services Certified

\$\$ financial contribution

Partnering with NetApp training

Partner Agreement, Partner Risk Assessment and Due Diligence



**PRESTIGE**

**Strategic** Partners with a proven commitment to **integrated, multivendor cloud solutions and services** that extend NetApp value **nationally or globally**

1 Cloud Solution Competency\*  
3 additional unique Solution Competencies

1 Services Certified

\$\$\$ financial contribution

Partnering with NetApp training






Partner Agreement, Partner Risk Assessment and Due Diligence

\*Eligible Cloud Solution Competencies: Cloud Data Modernization on Amazon Web Services (AWS) , Cloud Data Modernization on Azure, Cloud Data Modernization on Google Cloud, Cloud Optimization with Spot by NetApp, Cloud Application Optimization with SAP.

\*\*Required for new Partners only

# Partner Sphere incentives and investments benefits

Designed to be simple, transparent, and profitable.

Cloud & Services Incentives			
 Accelerate adoption of NetApp leading-edge storage capabilities	Prestige	Preferred	Approved
Value-Based Incentives			
 Provide predictable, cornerstone investments for the NetApp Partner Sphere community	Prestige	Preferred	Approved*
Compete Incentives			
 Focus on acquiring new logos and capturing hybrid cloud business for NetApp	Prestige	Preferred	Approved
Development Funds (proposal based)			
 Foster co-investment with eligible Partners while driving demand for NetApp products and services	Prestige	Preferred	
Strategic Investment (by invitation only)			
 Drives incremental growth with our most strategic global Partners	Prestige		

\*Applies to FlexPod on Flash Incentive only

# Call To Action

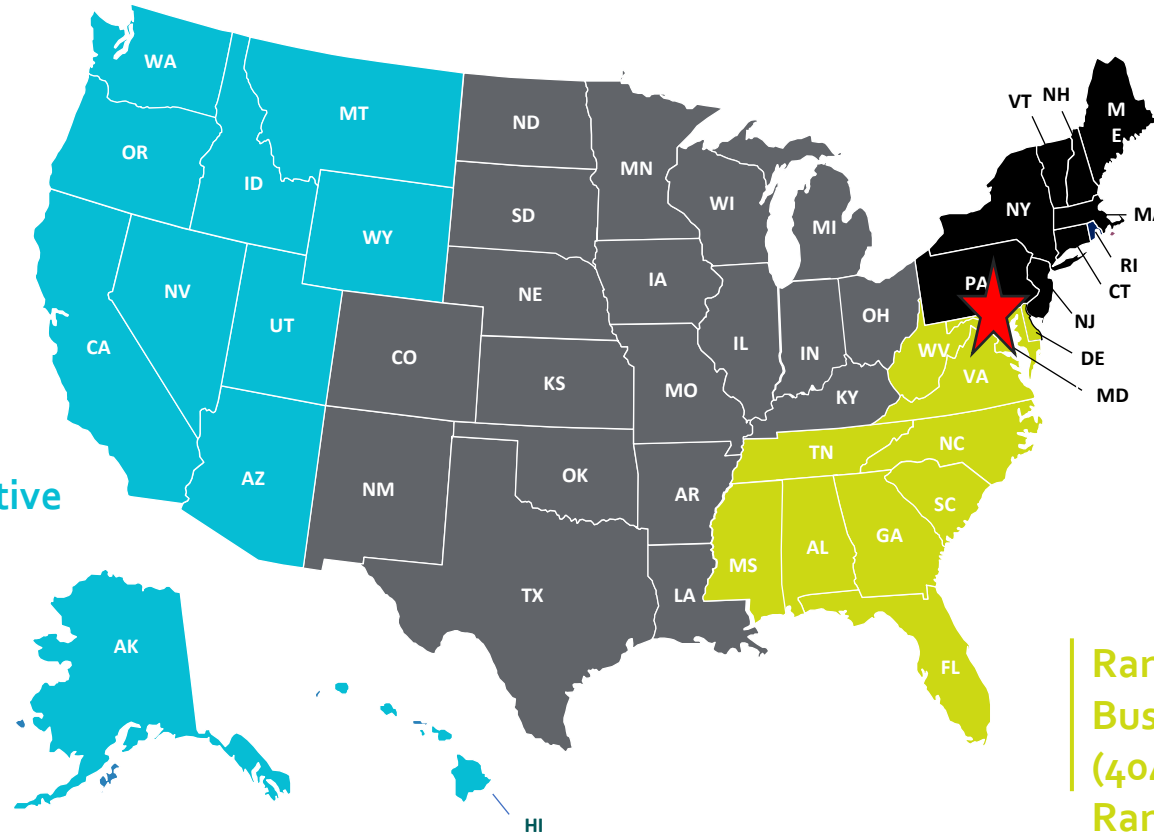
# CONNECT

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# TD SYNnex PROSERIES NetApp Technical Enablement



TD SYNnex

HOME ARCHIVED WEBINARS

**NetApp**  
**PROSERIES**  
Enablement Training

Expert training for TD SYNnex NetApp partners

ProSeries trainings feature in-depth monthly webinars with leading NetApp experts where you can learn about a variety of high-impact sales, marketing and technical topics. Gain the insight and knowledge you need to create more opportunities, move them through your pipeline and turn them into bottom-line revenue.

**NetApp News**

**New! NetApp AFF C-Series & A-Series are here.**

Unlock faster performance, better scalability, and lower costs with NetApp's next-gen flash storage solutions. Perfect for businesses of all sizes, these new models deliver

- Blazing-fast performance
- Built-in security
- Scalability to grow with you
- Lower TCO & greater ROI

Ready to take your data storage to the next level?

All webinar attendees will receive a \$10 Starbucks gift card

[TD SYNnex | NetApp – ProSeries Enablement Training](#)

[Schedule a Demo](#)

TD SYNnex

HOME ARCHIVED WEBINARS

1-on-1 NetApp Demos

Get all your questions answered about NetApp SPOT, Cloud Volumes ONTAP, NetApp Active IQ, or simply schedule some quality time with a TD SYNnex NetApp FSA

SCHEDULE

**New Topics**

**Cyber Resiliency Solutions + Ransomware Protection**

Tuesday, December 10  
10 AM (PAC) | 1 PM (EST)

REGISTER NOW

NetApp cyber resilience solutions lead the industry, designed to maximize data protection, security and increase data governance and compliance. NetApp is secure by design and in this session, we'll explore features that you can use today with NetApp ONTAP. Enabling features such as Autonomous Ransomware Protection, Tamper-Proof Snapshots, SnapLock and more will help your customer's secure their NetApp arrays against the prevailing threats of ransomware.

**New ONTAP 9.16 Features**

Wednesday, December 11  
9 AM (PAC) | Noon (EST)

REGISTER NOW

Join our panel of Cisco and NetApp experts discuss new features for ONTAP 9.16. Learn about the various updates that will help you close more deals and increase customer satisfaction, plus get all of your ONTAP questions answered!

**NetApp INSIGHT 2024 Recap Roundtable**

Recording now available

WATCH RECORDING