



For a
connected
data-driven
world

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More data than there are grains of sand

Data: your key element for building a sustainable future

Using integrated solutions to steer the constantly growing volume of data into the methodical channels of effective data management and simplify IT infrastructures that have grown over the years – these goals determine the way Fujitsu and NetApp think and act in their partnership.

In the face of profound upheavals, it is now necessary to simplify and structure IT processes: especially when the world is completely powered on the internet with Cloud and Cloud computing. Based on various requirements IT deployment models are going the next level. To achieve business continuity IT organizations need to follow different approaches and re-build their existing strategy. The reason is simple: the very dynamic growth of data volumes. Yet if there's one thing that is abundantly clear, it is that data volumes are increasing all the time and conventional structures are not geared to handling this demand. Data becomes more important than ever. It is not the new gold, because it is everywhere. But it can become the new gold for organizations who utilize it the right way – using strategy as a key element for a solid future.

In the light of all this, a tried-and-tested problem-solving strategy with more and additional components to existing IT systems is no longer effective. The mixture of inflexibility and complexity arising from the co-existence of different infrastructures, data and application silos presents an obstacle for company development. This makes it even more important to develop a solid strategy not just as a guarantor of uninterrupted support for business operations, but also as a driving force for digital transformation and a data-driven digital economy.

Conventional infrastructures are unable to withstand the enormous flood of data. It is important that companies want to take advantage of state-of-the-art IT infrastructures to gain greater flexibility, efficiency, advanced automation and dynamic scaling in the future.

The message is clear: we not only have arrived in the data age. We are in-between and data defines our future. It is up to us to decide how to use data efficiently.



175,000,000,000,000,000,000,000*

Estimated data growth by 2025:
175 zettabytes

* Source: IDC

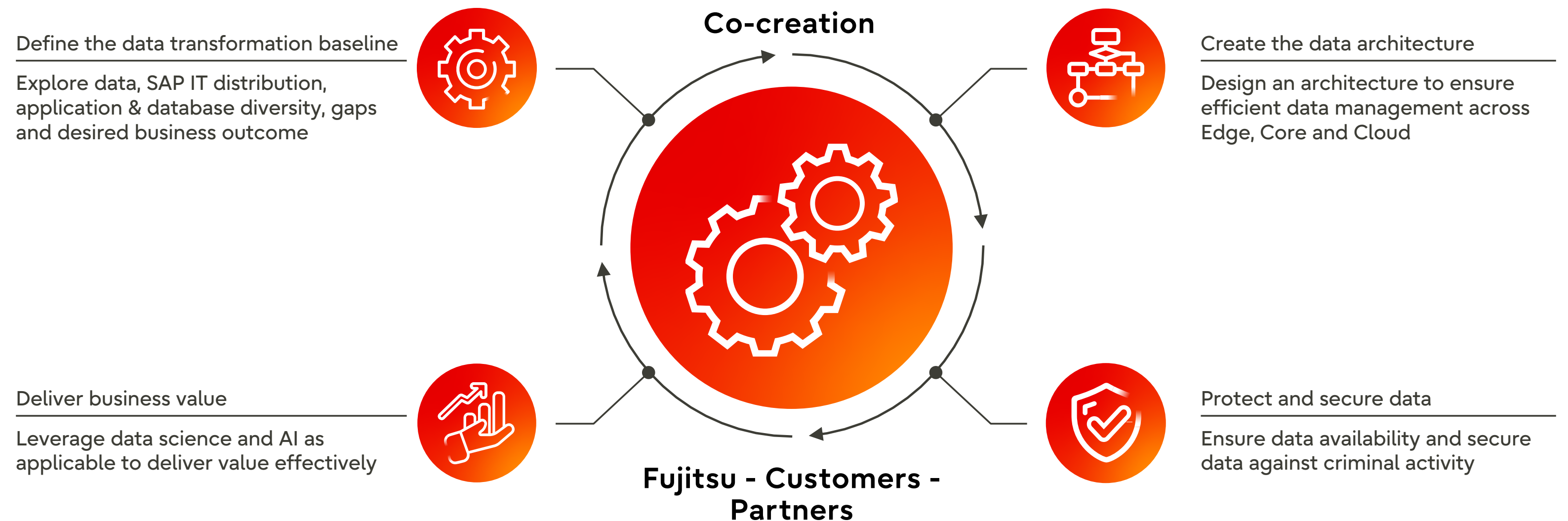
5.19 billion

are connected on the internet,
of which 4.88 billion people are
connected on social media. In 2023
this is nearly 60% of the world's
population.*

* Source: Statista 2023

More than Digitization: Driving Digital Transformation

While keeping these numbers with tremendous impact in mind and looking at ways to support customers managing the challenges they are facing, Fujitsu developed a methodology that enables organizations to unlock the value of data to drive disruptive business decisions – regardless of where it is located across multiple hybrid environments.



Fujitsu methodology provides the full picture by defining the data transformation baseline by understanding our customers IT, data and application landscape to identify any gaps using hardware agnostic Fujitsu IP tools to ensure unbiased assessment. Then, based on the company's short term and long-term vision, we design and build a data architecture foundation

capable of delivering maximized benefits. This is a very critical step in ensuring that the adoption of cutting-edge technologies such as AI and IoT results in the best outcome and are worth the investment, because the value delivered is highly dependent on the underlying data. We ensure efficient data management – from the network Edge to the Core to the Cloud.

Working in partnership with our customers, we implement a tailor-made solution to help overcome the challenges such as:

- Transforming complex data landscapes
- Data management with a lack of visibility into key data and inefficient data integration
- Fragmentation in the adoption and deployment of the latest technologies
- Outdated Core technology limiting application upgrades
- Cross-organizational application integration
- Cross-organizational challenges across Edge-Core-Cloud

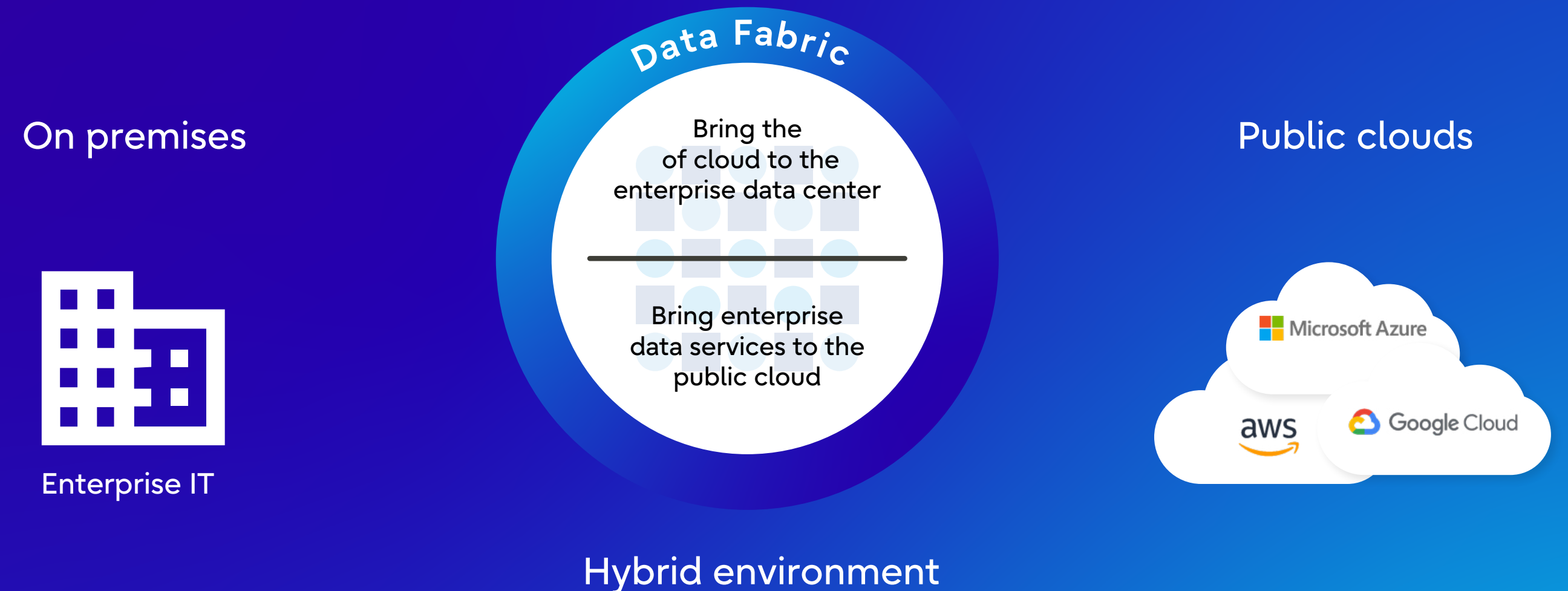
NetApp and Data Fabric

What is a Data Fabric?

Data Fabric is an architecture and set of data services that provide consistent capabilities across a choice of endpoints spanning on-premises and multiple cloud environments.

Data Fabric simplifies and integrates data management across cloud and on premises to accelerate digital transformation. It delivers consistent and integrated hybrid cloud data services for data visibility and insights, data access and cloud control, and data protection and security.

NetApp helps customers build their Data Fabric to accelerate digital transformation



What the Data Fabric can do for you

The NetApp Data Fabric ultimately helps organizations unleash the power of data to meet business demands and gain a competitive edge. It allows IT organizations to better harness the power of hybrid cloud, build a hybrid multi-cloud experience, and modernize storage through data management.

Data Fabric – a recipe for long-term success

The Data Fabric strategy provides a solution to today's data management challenges and effectively prepares organizations for a future with the hybrid cloud. With a cloud-ready data center infrastructure, data is protected wherever it resides.

IT excellence for future success

The outstanding achievements of the partnership between Fujitsu and NetApp include infrastructure solutions, servers, storage systems, network technologies and software with accompanying services bundled into a complete offering – from the Edge to the Core to the Cloud.

For every application scenario. For medium-sized businesses and for global corporations. For everyone: around the world.

The strategic partnership between Fujitsu and NetApp incorporates the best of both worlds: Fujitsu, one of the leading global IT infrastructure providers and NetApp, a high-ranking international provider of storage and data management solutions and cloud technologies. Fujitsu and NetApp ensure this harmony from a single source.



Fujitsu: 126,000-fold skills...

Fujitsu brings the expertise of some 126,000 bright minds working for the company in approximately 100 countries to its partnership with NetApp. More than 1,300 of them are NetApp-certified specialists, entirely dedicated to and certified in integrating storage solutions into shared infrastructure projects.

The services offered by this strategic alliance range from the joint development of products to the role of distributor and service provider for NetApp products and solutions, through to comprehensive consulting, implementation and maintenance services for the implementation of joint infrastructure projects. Leading NetApp technologies complement our Fujitsu data center products perfectly and completes our range of products and services for the creation and operation of dynamic infrastructures. This results in something that is a unique strength in the market: a complete, perfectly coordinated portfolio with dynamic server environments and enterprise-wide storage infrastructures, including all accompanying services.

NetApp: Straight onto the road to success

NetApp shipped its first storage system in 1993. It wowed as a simple solution that brought the previously uncontrolled growth of the launch customer's infrastructure into controlled channels. Since then, the principle of simplicity has not changed, but a lot has been achieved in the development of various NetApp data management solutions.

While this in itself is impressive, it is by no means all that NetApp has to offer in its partnership with Fujitsu. With its ONTAP operating system, NetApp provides technologies for data management that cover not only flash storage and hard drives, but also the cloud.

With software-defined storage – ONTAP Select – Fujitsu Server PRIMERGY can be transformed into flexible and efficient storage platforms. PRIMEFLEX for SAP solutions for distributed and virtualized infrastructures, as well as SAP Landscapes, use NetApp technologies, which harmonize with Fujitsu products to provide key benefits in creating highly efficient infrastructures.

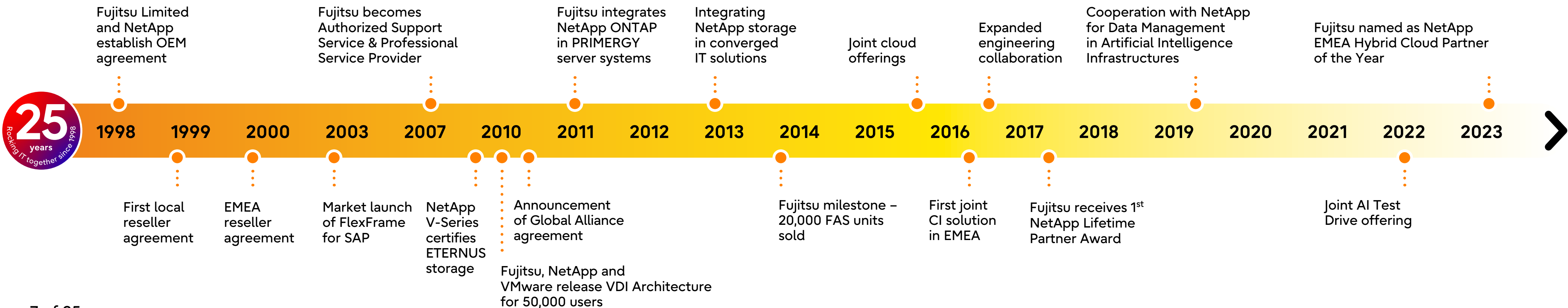
Partner network: Double the advantages

Being in the same project boat with Fujitsu and NetApp means getting there faster and more effectively with double the power of knowledge, resources and experience. And that's not all! Both companies also maintain a competence network with partners who contribute complementary technologies and specialized services to cover specific performance requirements in customer projects.

Reputable names such as VMware, Cisco, Symantec, Veritas, Citrix, Brocade, SUSE, Microsoft, Oracle and SAP exemplify the breadth of these strategic technology alliances – and our determination to bring on board the best and most dedicated minds from different technology worlds to meet every customer need in the best possible way.

History

- OEM (re-brand and resell) in Japan since 1998
- Reseller in EMEA since 2000
- Heritage in SAP Solutions since 2003
- Joint Cloud offerings since 2016
- Record-breaking HPC deployments
- EMEA Cloud partner of the year 2020

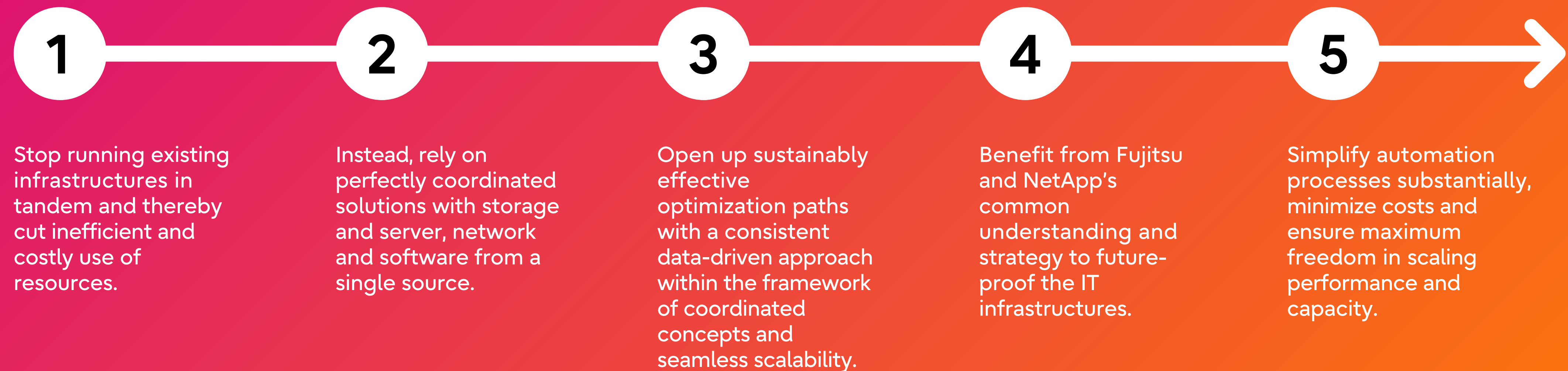


The partnership promised:

Reliable. Future-proof. Proficient.

Fujitsu and NetApp epitomize the reliability of a partnership built on the stable foundations of high innovation, technological excellence and financial stability. What do you gain from this? The security of long-term protection of your investments and skilled support in the continuous development of your infrastructure technologies.

How to build a data-driven IT infrastructure





Christian Leutner

VP, Head of Product Sales Europe
Fujitsu



"The partnership between Fujitsu & NetApp spans more than 20 great years and together we've helped customers around the world build hybrid clouds, optimize SAP infrastructures and maximize the value they get from their data. Simply put: with Fujitsu and NetApp you have two companies with complementary skillsets, both experts in data, and both striving to help businesses accelerate their individual digital transformation goals."



"The trust of our mutual customers is critical to our partnership. The two companies – Fujitsu and NetApp – have together grown so much over the years. Our partnership has existed for more than two decades. We keep renewing it and keep investing in new joint solutions. The teams at NetApp and Fujitsu ensure that we accelerate our customers' development cycles, improve performance, and maximize their ROI with the most cost-effective end-to-end solutions. That's what makes the partnership between Fujitsu and NetApp special."



Kristian Kerr

Vice President Partners EMEA
NetApp

Facing trends together

This is how data-driven transformation becomes your successful strategy

The data-driven transformation of a company is a long-term process involving many steps. Everyone wants to be properly positioned and directed. Teams of experienced Fujitsu and NetApp experts accompany customers along the path from strategy development to implementation of the appropriate digital architecture.

From data-static to data-driven

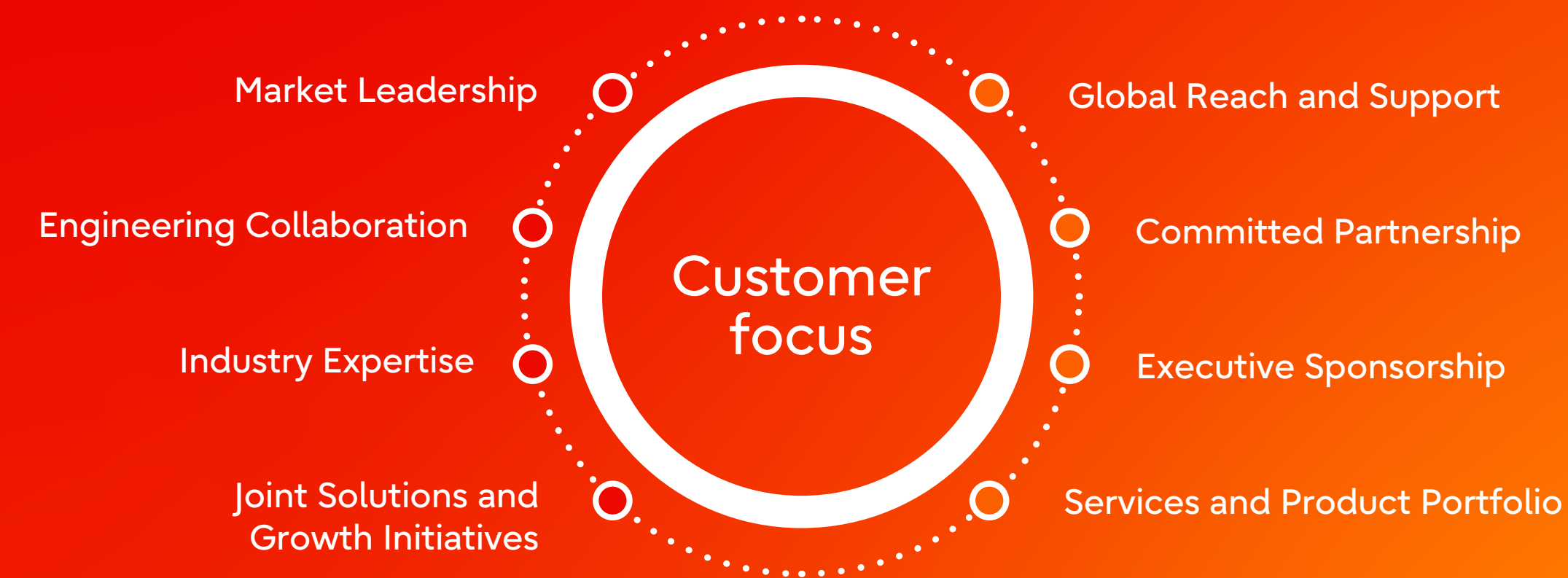
Fujitsu and NetApp drive joint forces for an intelligent data management. The huge mountains of data contain valuable potential for the optimization of business processes, the development of new business models and strategies, and proactive reactions to changes in demand. A Data-Driven

Management from Fujitsu and NetApp paves the way for refining this raw material and extracting useful, high-quality data from it.

Rely on the united experience of Fujitsu and NetApp

Fujitsu and NetApp have worked together in close partnership for nearly a quarter century. In today's digital age, both companies support customers on their data and digital transformation journey. New growth opportunities created by digital transformation (DX) are shown to customers in accordance with their needs. This is precisely why Fujitsu and NetApp deliver significant value to customers by leveraging the combined technologies, global presence, industry vertical solutions and services.

Better together: capitalize on all the capabilities of NetApp and Fujitsu



How we win together



Fujitsu data-driven DX with embedded NetApp technologies deliver customer value in key workloads



SAP

Accelerating end-to-end delivery of SAP projects



Cloud

Agnostic data services across Fujitsu Cloud ecosystems



AI

World-class platforms and data science services for an AI-ready future



HPC

Powering some of the worlds' fastest supercomputers

NetApp and Fujitsu technology for efficiency and cost reduction

Core IT and Managed Services

Infrastructure Solutions for SAP environments

Turn your business into an intelligent enterprise with SAP HANA and SAP S/4 HANA

How can SAP users maximize the availability of their applications and optimize operational efficiency while increasing their ability to adapt to new requirements?

Fujitsu, NetApp and SAP – three prominent names in the IT world. The first is a world market leader in enterprise software, the second is a top global IT infrastructure provider, and the third is a storage specialist recognized by Gartner as a leader in unified storage. All three have one thing in common: the high quality of their services, with which they help companies around the globe to stay on course for success in a world of dynamic change – and to make their IT lives easier.

Those who have been in the technological boat with SAP for the past four decades have gained more than a head start: in-depth understanding and detailed knowledge

SAP and Fujitsu have a long history together – counting more than four decades, to be exact! Groundbreaking

innovations have emerged from this strategic alliance. NetApp seamlessly supports the technological alliance between SAP and Fujitsu. High-performance “always-on” unified storage infrastructures form the storage backbone of the platforms for SAP operations developed jointly with Fujitsu. They prove themselves in practice as guarantors of intelligent data management, continuous business availability without data loss, and integrated data security. NetApp is also at the forefront of SAP HANA: scale-out storage with the trademark of the storage specialist forms the basis for the development of SAP HANA. The NetApp storage technologies used to run SAP HANA follow the “SAP Tailored Datacenter Integration” approach and thus cover individual storage requirements and strategies.

Fujitsu SAP partnership: Key facts and values



PRIMEFLEX for SAP HANA®

Pre-installed. Optimized. Certified.

Push open the door to the real-time company – PRIMEFLEX for SAP HANA delivers the key with pre-installed scale-up systems and virtualized platforms, individual scale-up and scale-out concepts, and customized disaster-tolerant setups. Leading and coordinated server and storage technologies from Fujitsu and NetApp lay the foundation for this strong performance. Complementary technologies from partners such as SUSE and VMware add the finishing touch.

Good reasons to choose PRIMEFLEX for SAP HANA:

- Increases business agility and faster time to market
- Improves competitive advantage through digital transformation
- Provides real-time business insights that drive growth
- Increases productivity and lower costs
- Offers flexible scalability thanks to NetApp storage building blocks for dynamic requirements
- Ensures uninterrupted operation even if one component fails
- Provides backup/restore and recovery in seconds

PRIMEFLEX for SAP Landscapes

Enhance your customer experience

Simplifying business operations in a data-driven world is crucial to ensuring customer experience remains central to your organization's business focus. Optimization and efficiency requirements across heterogeneous application environments are key to achieving on-time response and scalability to meet Service Level Agreements (SLAs). With Fujitsu Integrated System PRIMEFLEX for SAP Landscapes, we optimize your entire SAP environment across heterogeneous databases to deliver the flexibility and scalability you need for future business growth.




Fujitsu PRIMEFLEX for SAP Landscapes simplifies the management of complex SAP environments, drives business continuity, reduces costs and optimizes planning, operations and change management while increasing agility by up to 50%. It's an integrated system composed of a pre-defined, pre-integrated and pre-tested combination of servers, software, network connectivity and storage that's designed, delivered and supported as one product. It

enables the simplified and secure set up of infrastructures optimized for SAP application, across SAP and non-SAP databases.

PRIMEFLEX for SAP Landscapes combines all this in one product, in a unified system design and with high availability that is not just integrated but also automated, with N-1 redundancy. NetApp central storage is a key contributor to this exceptional infrastructure quality.

Fujitsu SAP Datacenter Solutions

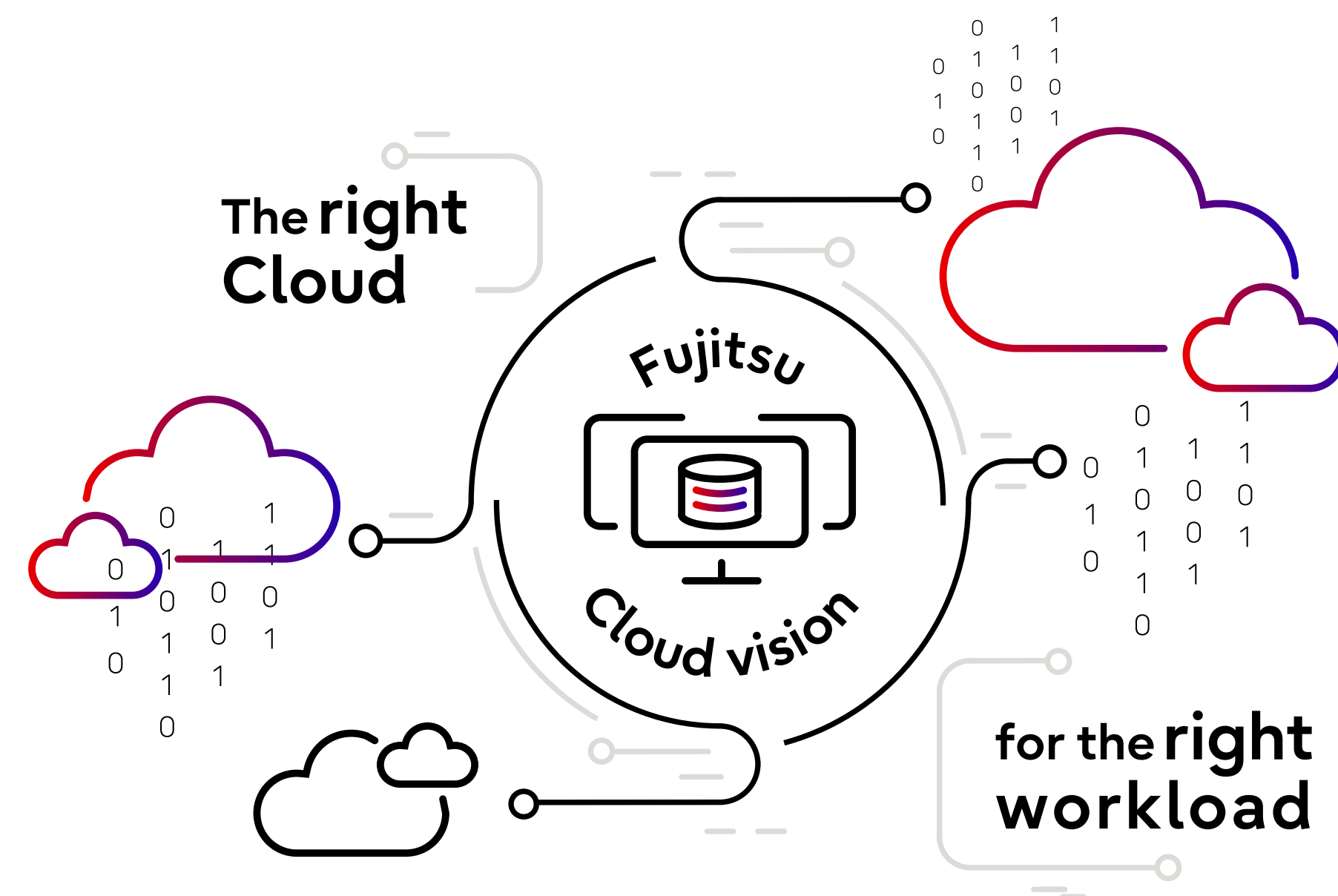
powered by NetApp

	Move to S/4 HANA	
Applications	SAP HANA	SAP HANA and other SAP apps
Fujitsu SAP Datacenter Solutions	PRIMEFLEX for SAP HANA	PRIMEFLEX for SAP Landscapes / FlexFrame Orchestrator
<p>powered by</p> 		
Architecture	Classical / Integrated	Integrated inc. SAP operation
Target DB Size	Small – Large	Small – Large
Services	Fujitsu Installation and Implementation Services combined with BestPlace and SystemInspection Suite Service for SAP	
Deployment Options	On-premises or Hosted / Cloud or Hybrid	

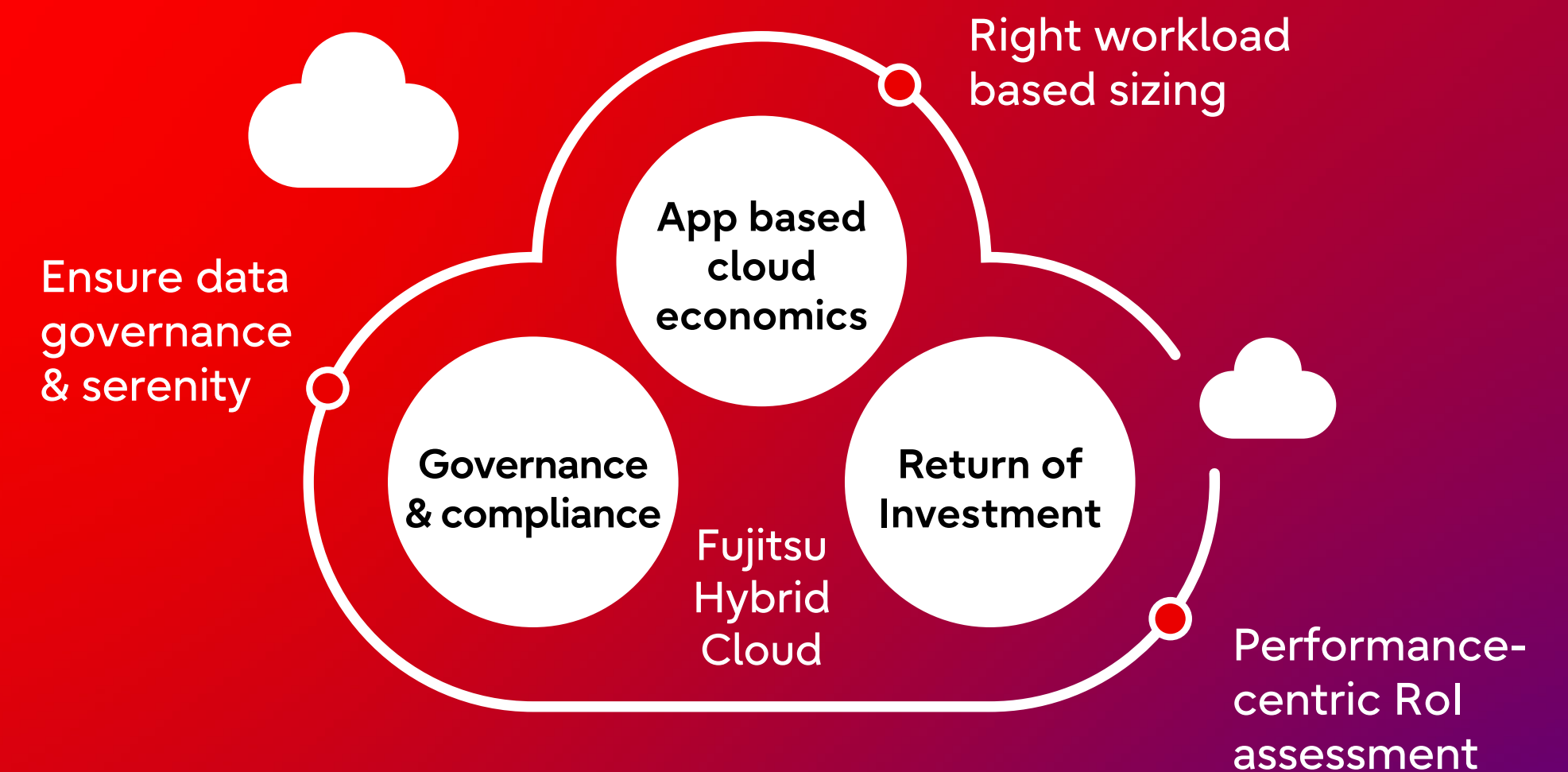
Fujitsu – your one-stop shop for hybrid cloud vision

The Cloud is a vital part of any organization's digital transformation strategy – and deciding which Cloud is best for which workload is the foundation for your business success.

With Fujitsu, you gain the best fit to achieve your hybrid Cloud vision. Every workload runs exactly where it needs to be, in a custom-crafted Hybrid Cloud solution that will give you greater agility to respond to changes, rapidly scale up (or down), and more availability than ever.



Fujitsu hybrid cloud strategy – the best fit for your vision



What Fujitsu can deliver for your Hybrid Cloud?

- Cloud optimization, portability, suitability and various assessment services
- Application modernization
- Enterprise workloads and file services
- Compliance & security
- Efficient data protection solutions including backup and Disaster Recovery in the cloud
- Flexible experience with consumption-based pricing models

NetApp's comprehensive hybrid Cloud portfolio

On premises, hybrid Clouds, or public Clouds: Better together

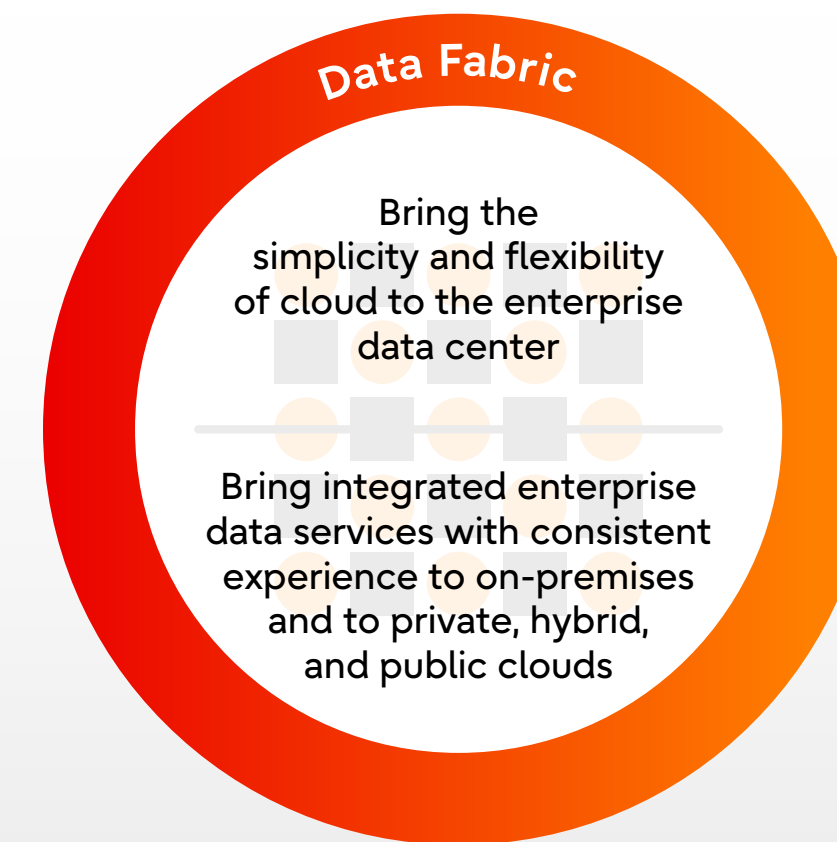
Fujitsu partners with NetApp to build and integrate Data Fabric within hybrid cloud.

We help customers maximize the potential of their data in a Hybrid Cloud environment through a well-crafted Data Fabric strategy and data management expertise. NetApp's Data Fabric maximizes operational efficiency, protects critical data, and accelerates business outcomes.

Offering

NetApp hybrid cloud offers a single user and management experience wherever the data resides:

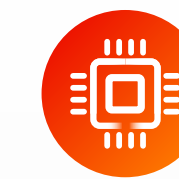
- Drives high performance and efficiency to the cloud while bringing simplicity to the enterprise
- Delivers a cloud-neutral data management and continuous optimization with ONTAP software
- Offers an open architecture to give customers choice and investment protection – no silos
- Has flexible consumption models
- Facilitates data protection, security, and compliance, no matter the location



Cloud data services



Cloud storage



Simplified Data Management



Cloud controls



Cloud services and analytics

Software and systems



Flash and hybrid storage



Object storage



Hybrid cloud infrastructure



Protection and security



Enterprise solutions

Benefits

Customers get more out of IT investments with hybrid Cloud

Business agility

- Use a mix of clouds for a business, activate when needed with seamless integration.
- Add workloads anytime, deploy and scale anywhere.

Financial control

- A flexible consumption model and automation reduce financial risk.
- An agile infrastructure allows choice of location to optimize costs.

Security and compliance

- Maintain compliance with multinational regulatory bodies.
- Maintain business continuity; mix cloud and on-premises options for data security.

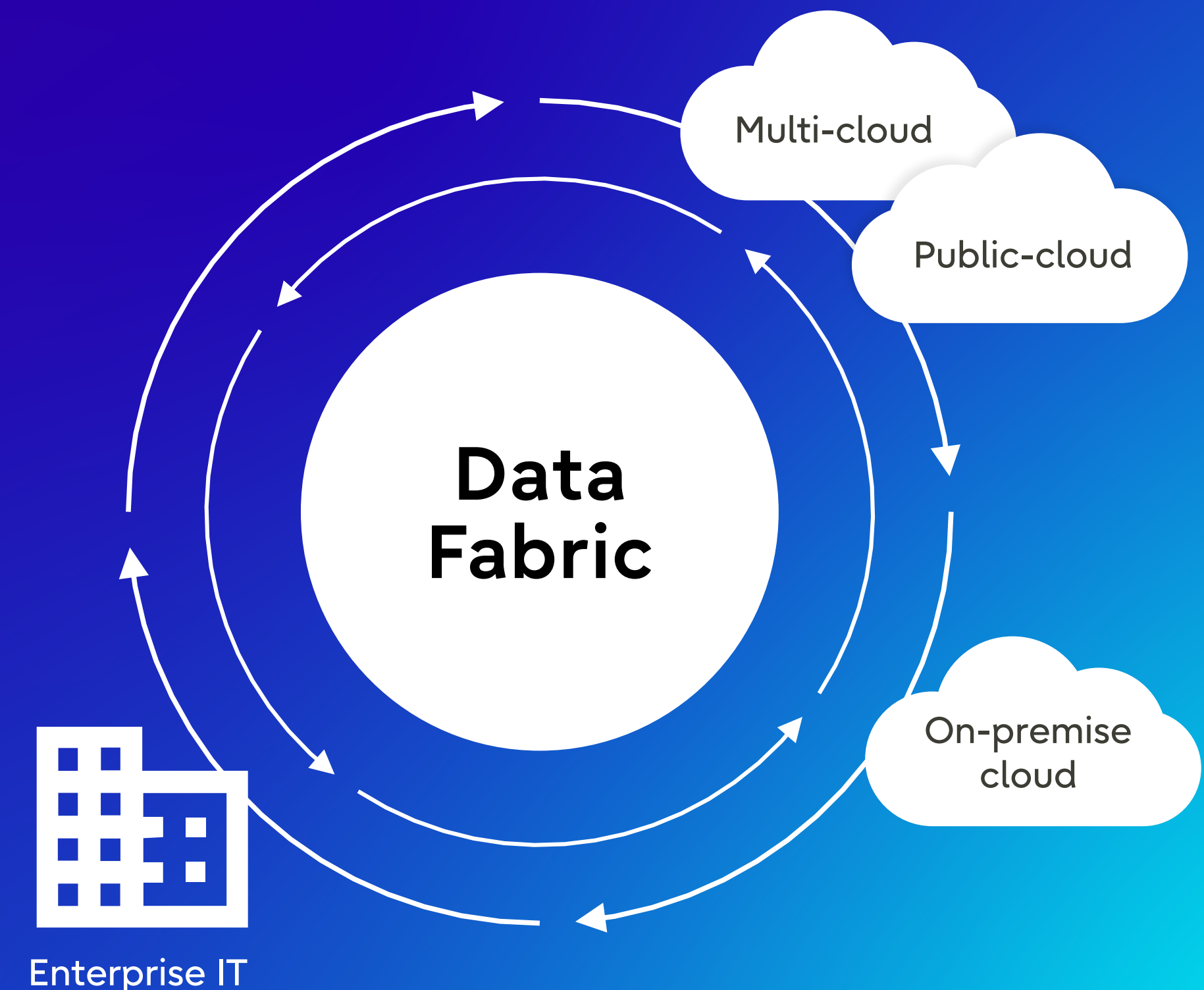
Winning combination for successful AI implementation

AI is data hungry - to derive insights, it collects and integrates information from multiple repositories, data lakes and legacy stores at the Edge, in the Core and in the Cloud.

In addition, AI is also power hungry – at the heart of AI is deep learning that demands massive compute power to run its multi-layered neural networks. It's also highly energy-intensive with an enormous carbon footprint, which is why deep learning was until recently in the supercomputing domain.

At Fujitsu, we've been developing AI solutions for decades using our wide-ranging experience within the field of AI and data-driven business transformation. High performance storage from NetApp lends itself well to a combined AI solution that assures success in an AI implementation. The co-created solution brings together NetApp's future-proof all flash storage, the data superhighway that it calls the "Data Fabric" and Fujitsu PRIMERGY servers for AI resulting in a flexible platform for AI innovation, enabling you to manage data and compute across Edge, Core and Cloud.

Data Fabric accelerates your journey to AI

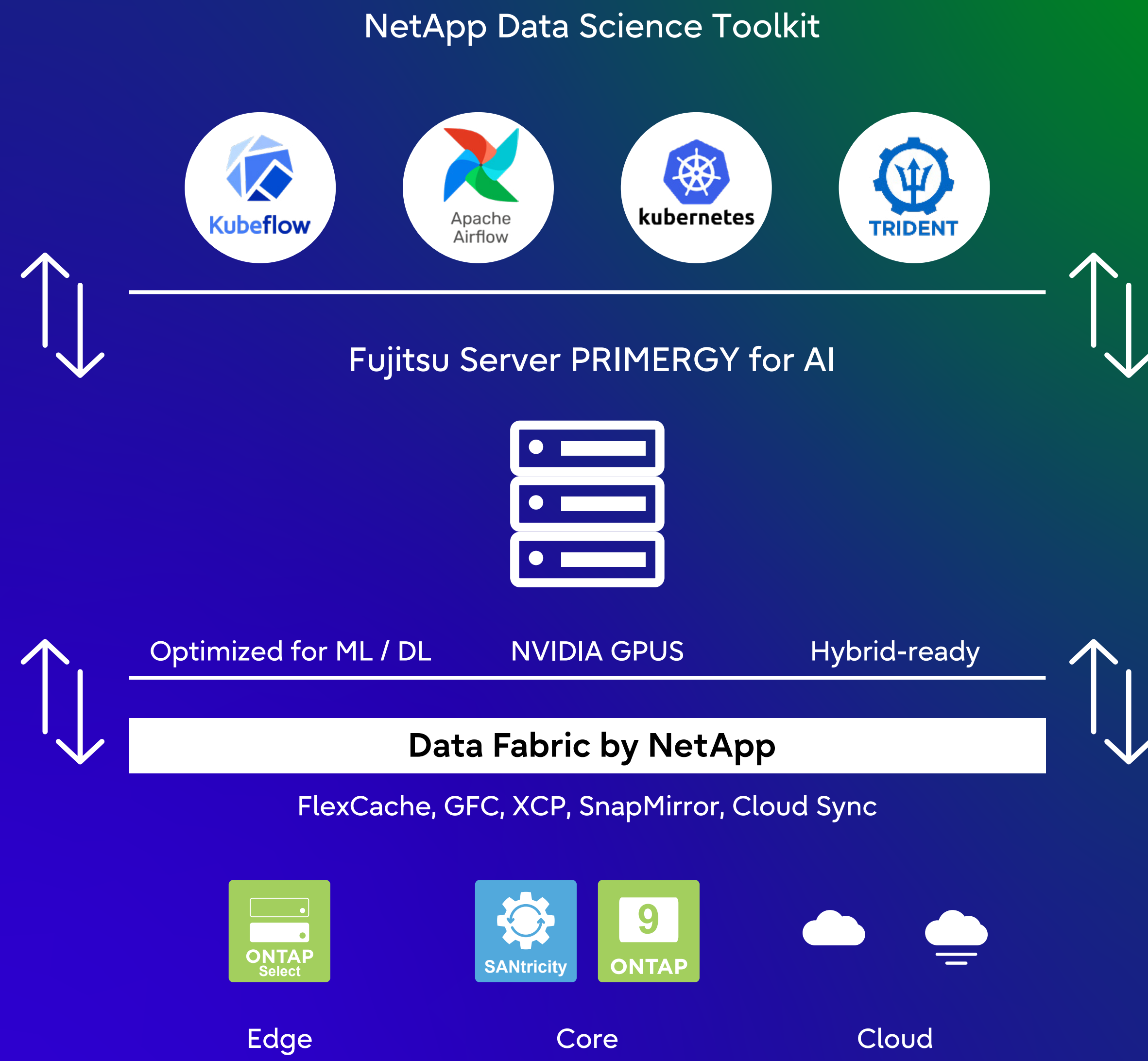




Machine learning and deep learning optimized architecture for Data Services

Data Fabric for unified data management across all phases of AI and in a distributed environment – Edge, Core & Cloud.

Better together



Fujitsu and NetApp:

Integration of NetApp solutions into integrated Fujitsu infrastructure solutions (1/2)*

Solution	Description	Application scenarios
Integrated System PRIMEFLEX for SAP Landscapes	All-in-one package with coordinated server, storage and network technologies, and software, as well as state-of-the-art orchestration and management functions for SAP application landscapes.	Simplified and secure deployment of infrastructures optimized for SAP applications and databases. Suitable for all IT deployment models – on-site, as a managed or hosting service, or over the Cloud.
Integrated System PRIMEFLEX for SAP HANA	Predefined and pre-tested infrastructure solution based on SAP-certified components and leading technologies from specialized partners.	Rapidly accessible platform for the use of SAP in-memory technology for analysis of huge amounts of data in real time – either on-site or in the Cloud.
Cloud Management Stack	The SAP Hybrid Connector based on Cloud Management Stack extends any on-premise data center running SAP services with Cloud capabilities. Prepared workflows automate the initial set-up of the Cloud environment and simplify daily operation by seamlessly integrating Cloud resources into the existing on-premises data center.	<p>The Cloud Management Stack enables the following application scenarios:</p> <ul style="list-style-type: none">• Usage of cloud to support SAP S/4HANA transformation and achieving higher agility, leading to faster deployment without upfront infrastructure invests.• Support of standard backup/restore scenarios extended to the cloud, which aids cost savings with backup and DR resources in the cloud.• Support multi-cloud e.g. Microsoft Azure, Amazon Web Services and Google Cloud Platforms.

* This is only an overview of solution offerings. If you need additional support or guidance around a specific solution, please get in touch with our specialists. You will find the contact details at the end of this brochure.



Integration of NetApp solutions into integrated Fujitsu infrastructure solutions (2/2)

Solution	Description	Application scenarios
ONTAP Select @ PRIMERGY	Orchestrated, tested infrastructures that can be implemented quickly using “plug-and-play” with Fujitsu Server PRIMERGY and NetApp storage systems: Software-defined ONTAP Select storage can transform PRIMERGY servers into flexible and efficient storage platforms. ONTAP Select is the virtual storage appliance with integrated software for backup and recovery to cover storage requirements at remote sites.	Your enterprise storage can be implemented cost-effectively across a wide range of application areas. This also applies to remote sites and mobile applications where storage space and IT support may be limited. This allows even remote sites to be fully integrated into the shared IT infrastructure without compromise.
Hybrid Cloud Assessment Service (HCAS)	Hybrid Cloud Assessment Service (HCAS) is a great service, which helps you to analyze, optimize and innovate your IT infrastructure.	The service is ideal for inventory and mapping, data and workload analysis, evaluation of security, compliance and governance requirements, anomalies identification and optimization of the complete Hybrid Cloud strategy.

Benefit from Fujitsu's pay-per-use services

Solution	Description	Application scenarios
Consumption based IT uSCALE	The Fujitsu uSCALE provides a pay-per-use consumption-based pricing model that supports your business transformation with scalable IT resources that are measurable, cost-transparent and aligned to business needs. It is totally your decision what volume of resources you commit to.	As organizations use the data at their disposal to derive business insights, and to identify and explore new opportunities, it is vital for IT infrastructures to be led by the business strategy – with flexible investments and budgeting. uSCALE makes it easier to become a data-driven enterprise. Organizations can book all offerings by Fujitsu including partner offerings e.g. NetApp, Microsoft, SAP according to the customer's needs and requests thanks to the pay-per-use service.



NetApp hybrid storage systems sold and supported by Fujitsu		
Solution	Description	Application scenarios
NetApp FAS Series FAS2750 / FAS2820	Entry-level hybrid storage systems for increased performance and agility, to support a wide range of SAN and NAS workloads on a unified architectural basis. Streamlined storage for the distributed enterprise that simplifies growth management.	Simplified and secure deployment of infrastructures optimized for SAP applications and databases. Suitable for all IT deployment models – on-site, as a managed or hosting service, or over the Cloud.
NetApp FAS Series FAS8300 / FAS8700	FAS8300 and FAS 8700 are high-end enterprise solutions specifically designed to stand up to the demands of a data-driven enterprise: in particular, with an integrated combination of high-performance hardware and customizable scalable storage software.	FAS8300 and FAS8700 with NetApp ONTAP data management software enable a unified SAN and NAS storage infrastructure. These hybrid storage systems can connect with NetApp All Flash FAS arrays and integrate with the Cloud to provide you with the best combination of flash performance, storage capacity and cost-efficiency. With proven agility and data management capabilities, FAS8300 and FAS8700 give you the flexibility to keep pace with changing business needs while meeting your essential IT requirements.
NetApp FAS Series FAS9000	Built on a horizontally scalable unified storage architecture that is unique in the industry, and offering high-performance, multi-core architecture with automated flash acceleration, FAS9000 Series systems deliver enterprise-class unified storage.	The FAS9000 series models are designed for business-critical workloads. With a platform designed for 40 GbE and 32 Gb FC, they offer high performance values across a wide range of SAN and NAS workloads. In addition, they are ideally prepared for connection to the Cloud.



NetApp All-Flash storage systems sold and supported by Fujitsu		
Solution	Description	Application scenarios
NetApp All Flash FAS systems AFF 150	Take advantage of better performance, and future proof your investment with increased scalability and expansion options.	This system delivers operational simplicity and industry-leading security. This small box packs a powerful punch!
NetApp All Flash FAS systems AFF A250	The NetApp AFF A250 is an entry-level all-flash array: the system fulfills enterprise storage requirements with high performance, first-class flexibility, and excellent entry-level data management.	AFF A250 offers entry and medium-sized companies in particular the full and proven strength of the NetApp Data Fabric, and enables them to manage data sets via flash, hard disk and Cloud resources.
NetApp All Flash FAS systems AFF A400	AFF A400 is the ideal mid-range system, offering scalable performance, data management and data protection from flash to hard disk to the Cloud.	AFF A400 is particularly suitable for use in all-flash midrange configurations and expands the NetApp all-flash portfolio in the midrange segment.
NetApp All Flash FAS systems AFF A800	The AFF A800 all-flash system is the industry's first complete NVMe unified all-flash system, ideal for workloads such as artificial intelligence across the entire data center.	With a combination of NVMe SSDs and NVMe/FC connectivity, the AFF A800 array delivers ultra-low latency of under 200 microseconds and a massive throughput of 300 GB/s – complemented by the most versatile Cloud integration options for your artificial intelligence workflow.



NetApp All-Flash storage systems sold and supported by Fujitsu		
Solution	Description	Application scenarios
NetApp All Flash FAS systems AFF A900	The AFF A900 all-flash system is ideal for performance-driven workloads and mission-critical applications requiring high resiliency.	The AFF A900 is a replacement for the AFF A700 systems, which delivers a tremendous update for our customers. The new AFF A900 provides 78% more processing cores, twice the memory up to 2TB, double NVRAM up to 128GB, and PCIe Gen4 architecture doubling the overall motherboard bandwidth. With low-latency support for NVMe/TCP and NVMe/FC, the A900 is perfectly positioned to handle enterprise databases like Oracle, SAP HANA, and MS SQL Server workloads, as well as virtualized applications, which require high performance.
NetApp All Flash FAS systems AFF C250 / AFF C400 / AFF C800	<p>AFF C-Series arrays are sustainable, scalable, and secure solutions suited for tier 1 and tier 2 applications. With capacity flash performance and easy affordability, now you can have it all with zero compromise.</p> <p>The C-Series is ideal for: Transitioning from hybrid/HDD to all-flash storage Business-critical VMware environments, database applications, and file workloads. A secondary storage target for disaster recovery, backup, and tiering</p>	<p>AFF C250: The perfect choice for mid-size business and enterprises that require simplicity and best value.</p> <p>AFF C400: Perfect for most enterprise applications that require best balance of performance and capacity.</p> <p>AFF C800: Ideal for more demanding workloads requiring moderately high performance and high capacity.</p>



Other NetApp solutions sold and supported by Fujitsu		
Solution	Description	Application scenarios
StorageGRID	NetApp StorageGRID provides object storage for automated, tamper-proof storage of your most important data.	As the focus on data analytics increases, organizations use StorageGRID to manage or preserve an unlimited amount of different media content (recorded calls, scanned contracts and email archives, etc.). This ensures that all customer data is secured in accordance with the respective local, federal or international compliance requirements.
NetApp ONTAP One	NetApp ONTAP One is a data management suite, it includes all available NetApp ONTAP software.	Netapp ONTAP One can help you solve your storage challenges, reduce TCO, help you to build your data protection strategy including ransomware protection as well as automation, hybrid cloud connectivity and data tiering.
NetApp Cloud Volumes ONTAP	Cloud Volumes ONTAP from NetApp is the perfect solution for data management. ONTAP allows you to move file services, analytics, databases and DevOps to one of the large Clouds of your choice. Cloud Volumes ONTAP allows you to benefit from new opportunities for innovation, unprecedented performance levels and advanced data management.	Cloud Volumes ONTAP is the preferred solution for provisioning, automation and scalability with REPS APIs, integrating your chosen Cloud add-on service and data lakes from various data sources, in addition to moving existing applications and deploying multi-protocol file services.
NetApp Cloud Volumes Services	NetApp Cloud Volumes Services is a service optimized for cloud-based data storage; it is fully integrated with Microsoft Azure, Amazon Web Services and Google Cloud platforms, taking even more of the administrative burden off your shoulders.	This all-in-one solution combines the best of several worlds: the range of NetApp's world-class data management offerings and the application development, analytics, and machine learning expertise of Microsoft, Amazon, and Google Cloud, added to agility, security, and flexibility for the most demanding Cloud requirements.

Quotes from customer references

Publiacqua S.p.A.:

“SAP HANA will allow us to bring in operating and management reporting, while cutting development times and associated infrastructure costs, thereby improving business reporting performance.”

Luciano Caroti, Head of IT Systems, Publiacqua S.p.A.

DWD:

“Standardizing on NetApp has saved us time and money. It’s a very efficient platform. We don’t need to have backup administrators at 21 sites.”

Alexander Harth, Head of the User Support Division, DWD

Globus Gruppe:

“The main advantage of PRIMEFLEX is that the architecture can pretty much grow with our demands. We started with just a few SAP systems and expanded the capacities gradually. We can now add new SAP systems quickly and flexibly whenever we like.”

Head of IT, Globus Gruppe

TU Delft:

“DelftBlue enables us, in a much easier way, to solve complex problems, including renewable energy, climate change, food production, and water conservation. All of this is now possible.”

Kees Vuik, Professor of Numerical Analysis, TU Delft, and Scientific Director, DHPC

EnBW:

“Fujitsu and NetApp take IT energy management systems to the next level.”

Frank-Michael Werner, Team Leader Server und Storage, EnBW Energie Baden-Württemberg AG

Hermes Logistik:

“Fujitsu is not only a first class, reliable hardware supplier, but also provides proactive support and delivers genuine added value. That’s our idea of a partnership.”

Christian Hoechst, Team Leader, IT Operations Hermes Logistik GmbH & Co KG

Key Contacts:



Fujitsu-NetApp Partnership :

Miguel Maciel

Head of NetApp Business

Product Sales Europe

Finn Zeh

Marketing Coordinator

SAP:

Rohan DeSouza

Head of SAP Solutions

Business Data & Consultative

Sales EMEA, Products

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