

**The Register**

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# Consolidation in the cloud

Not just saving cost

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**ans** *it's all about  
the cloud*  
group

 **NetApp**<sup>®</sup>



In a packed studio today

**Tim Phillips** The Register

**Tony Lock** Freeform Dynamics

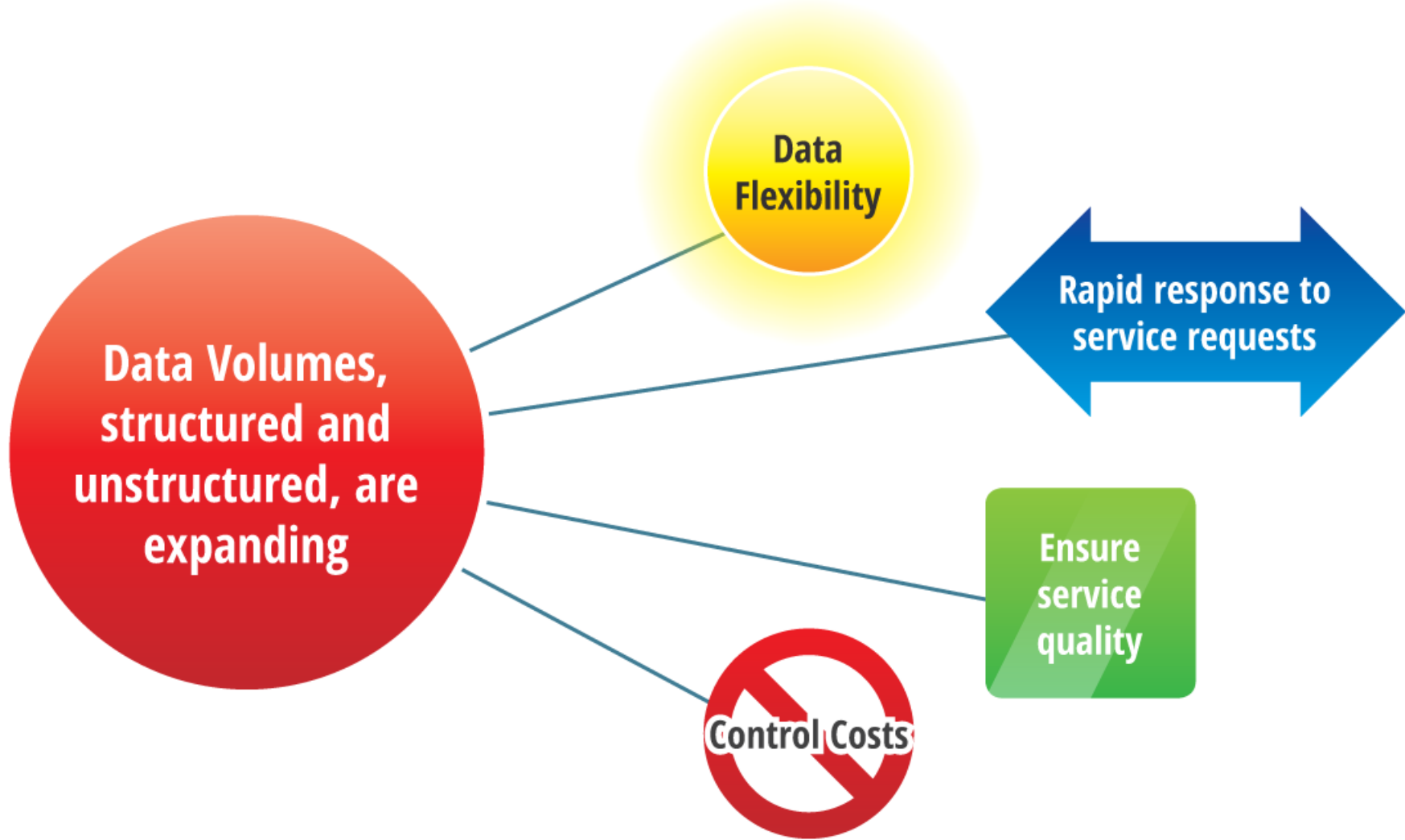
**Andy Barrow** ANS Group

**Laurence James** NetApp

# Why are we here

Is there a private cloud consolidation dividend that's not just about money?

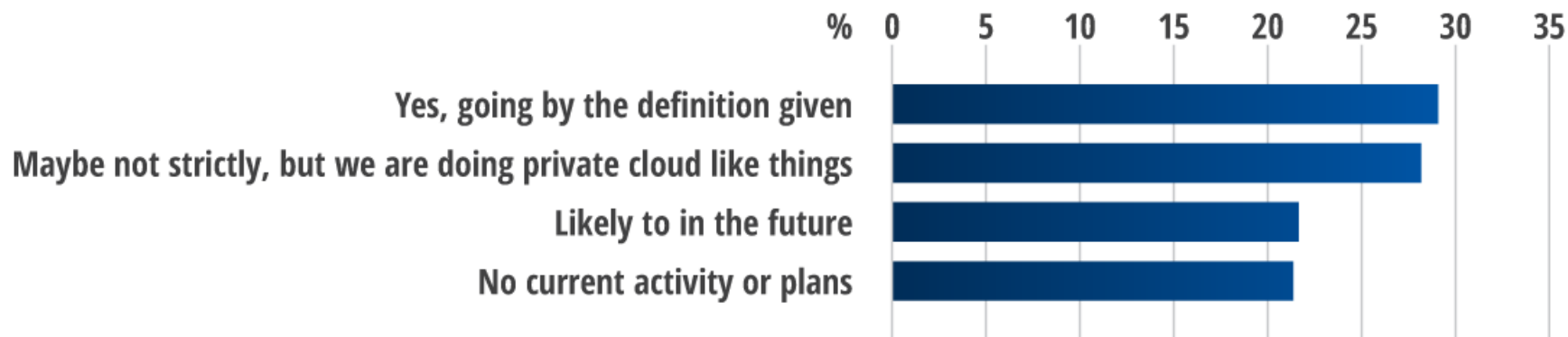
# Customer expectations of storage solutions



# How familiar are you with the concept of private cloud as we have defined it?



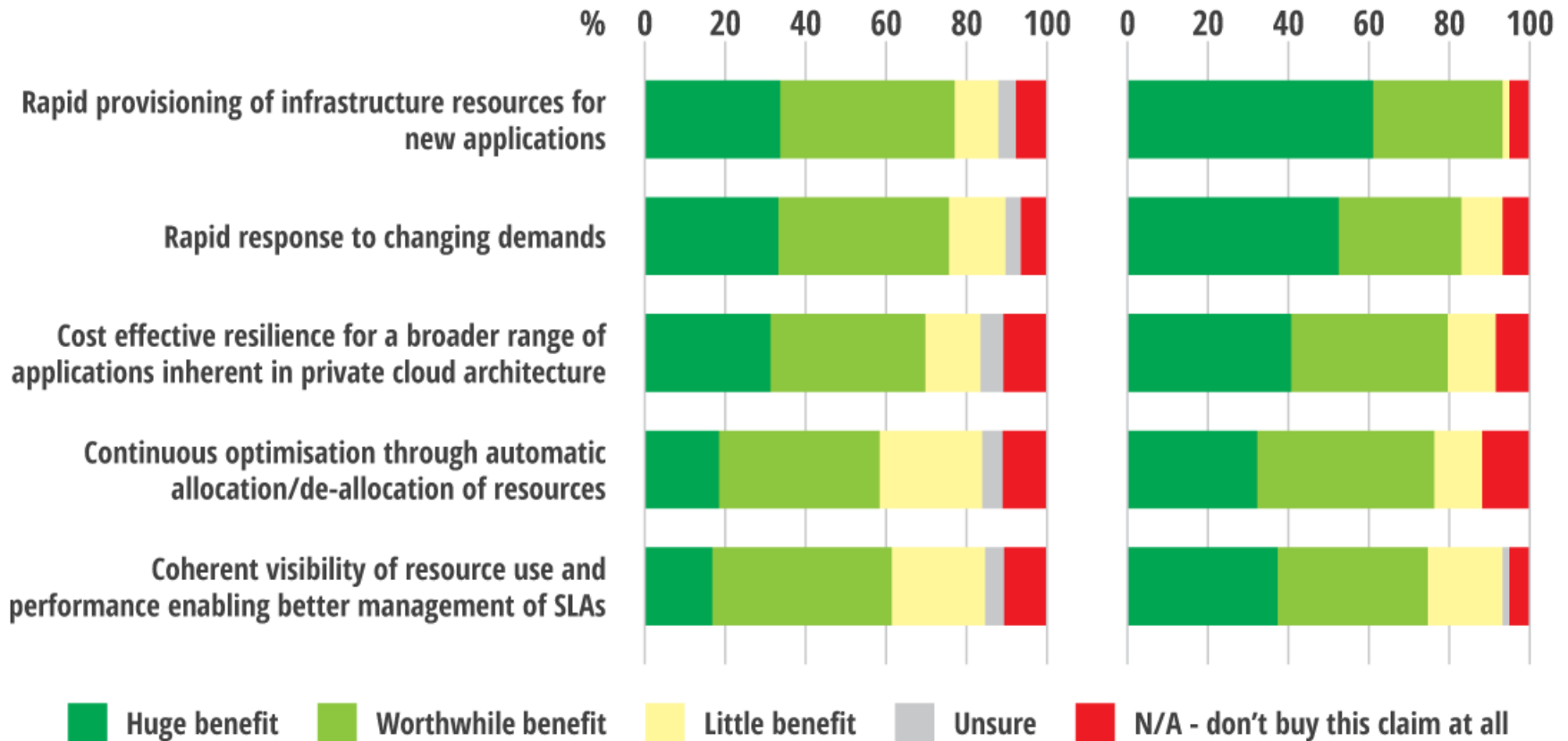
# Do you currently have one or more private clouds in place?



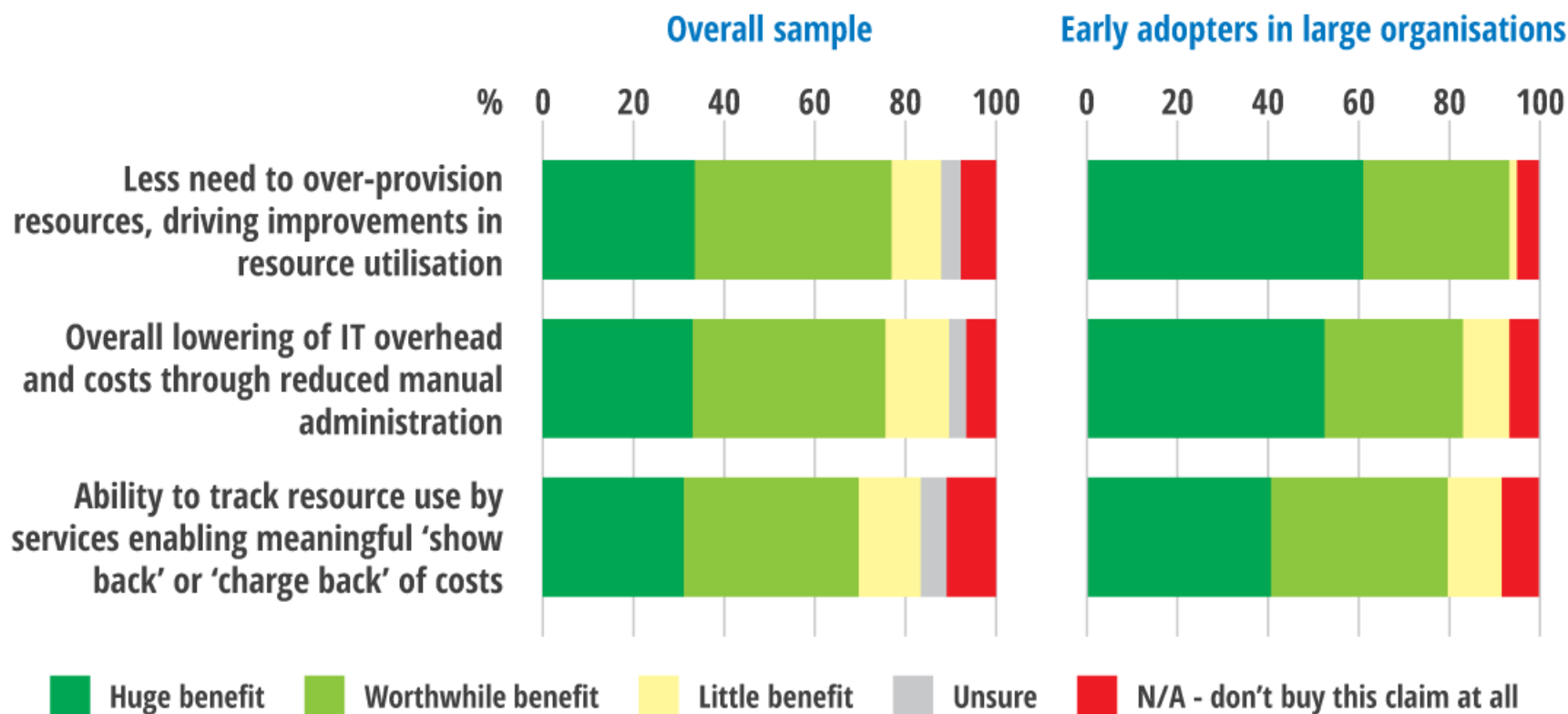
# How much of a benefit do you think the following frequently claimed technical capabilities of private cloud represent?

Overall sample

Early adopters in large organisations



# How much of a financial benefit do you think the following frequently claimed capabilities of private cloud represent?



# The future

Generations of structured and unstructured data will ramp up

Private Cloud will play important role

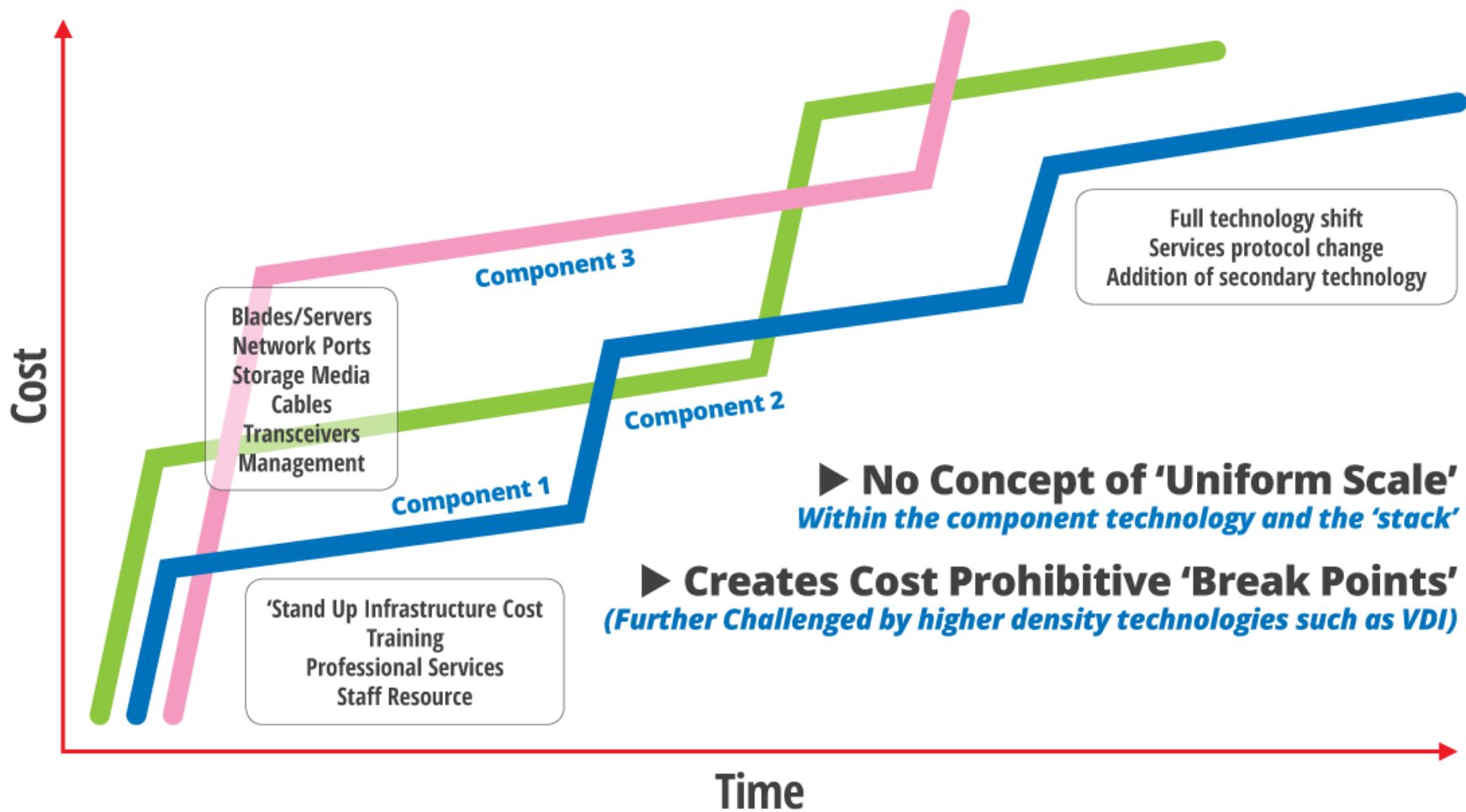
Managed Services

Service Quality reporting

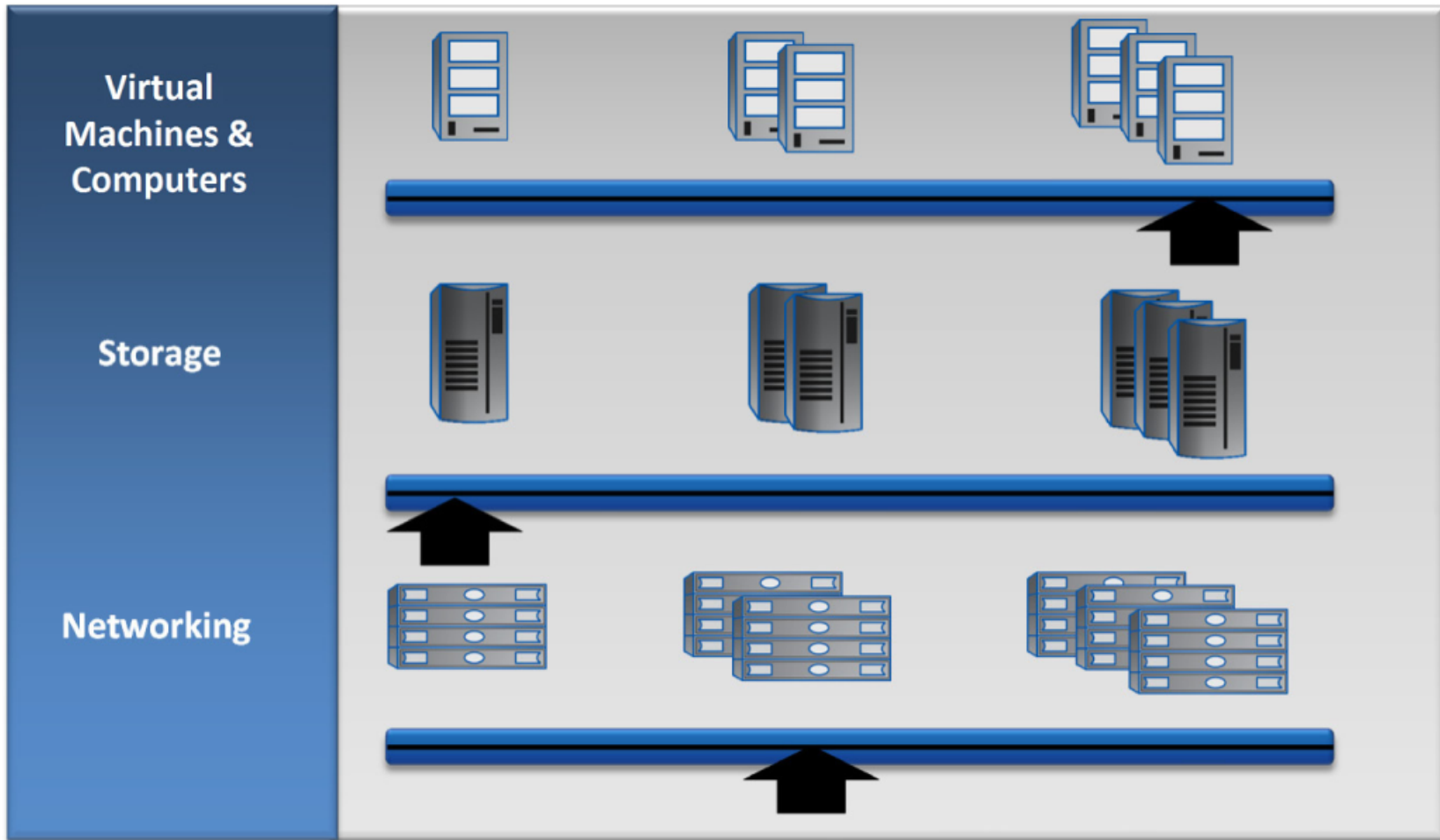
IT Service Delivery



# Uniform Scale Why it's a Key Driver for Cloud



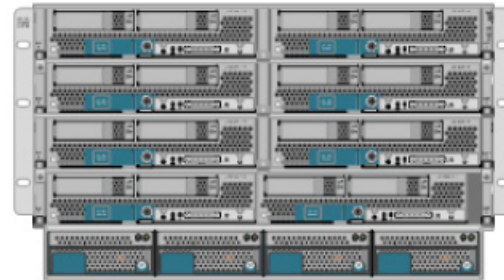
# A Single Design Scale At Multiple Layers



# FlexPod® Data Center Platform

Prevalidated, Flexible Unified Architecture

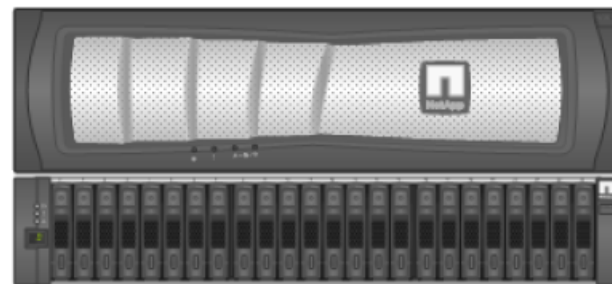
**Cisco® UCS B-Series Blade Servers and UCS Manager**



**Cisco Nexus® Family Switches**

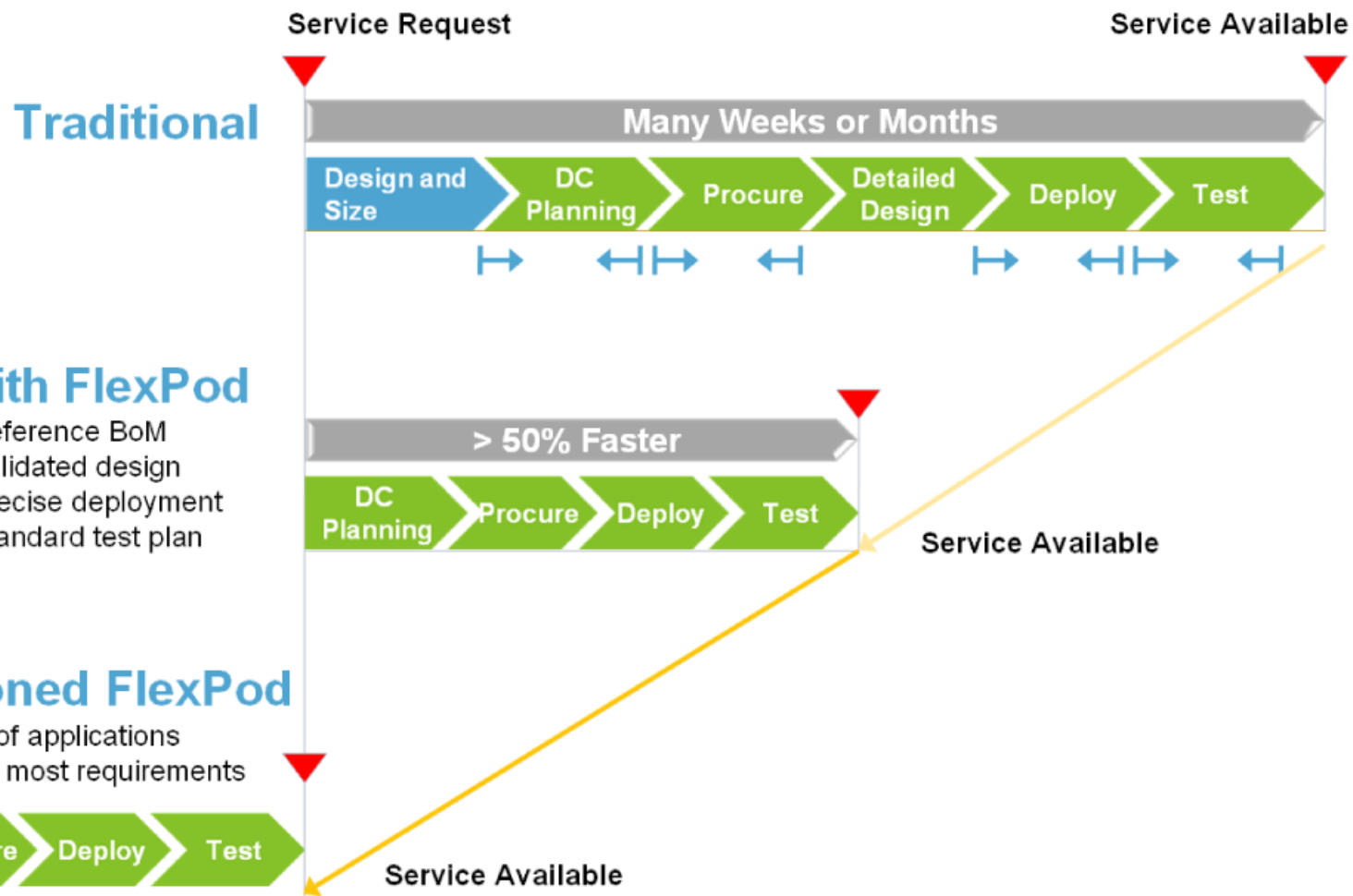


**NetApp® FAS  
OnCommand Software Suite  
10GE and FCoE**



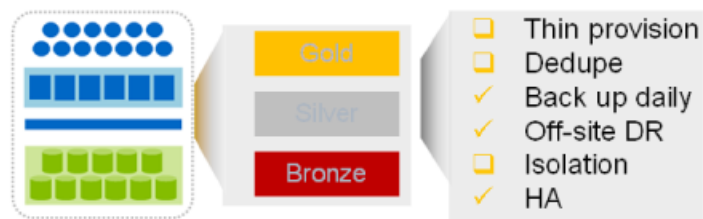
# Better Efficiencies with FlexPod®

Help IT Accelerate the Business



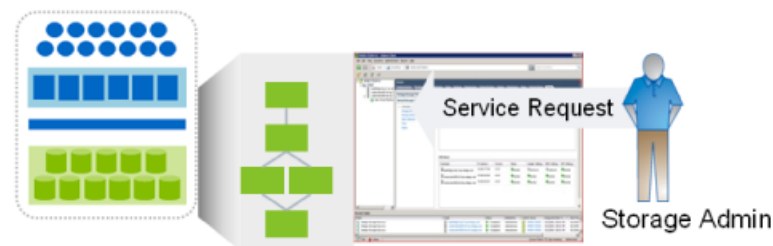
# Cloud Service Enablement with Oncommand

## Service Catalog



Only the OnCommand™ catalog automatically provisions services from a virtual storage pool for optimal efficiency

## Automation



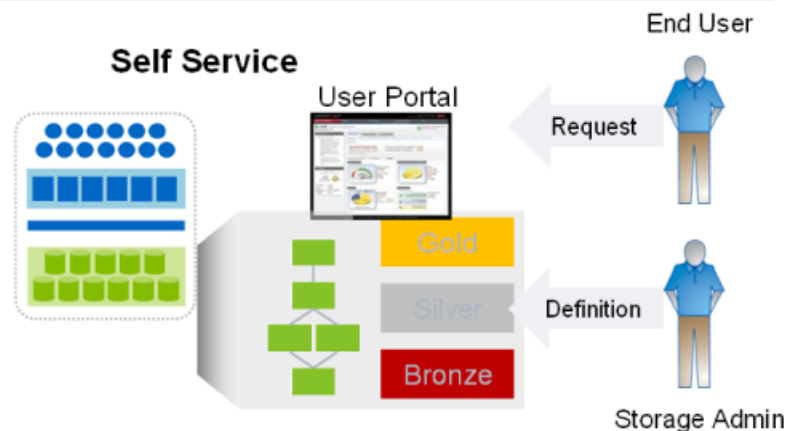
Only OnCommand™ allows you to move virtual machines or data within the cloud and automatically have the policy follow

## Service Analytics



Only OnCommand™ Insight provides visibility and actionable knowledge for optimizing your virtual IT infrastructure

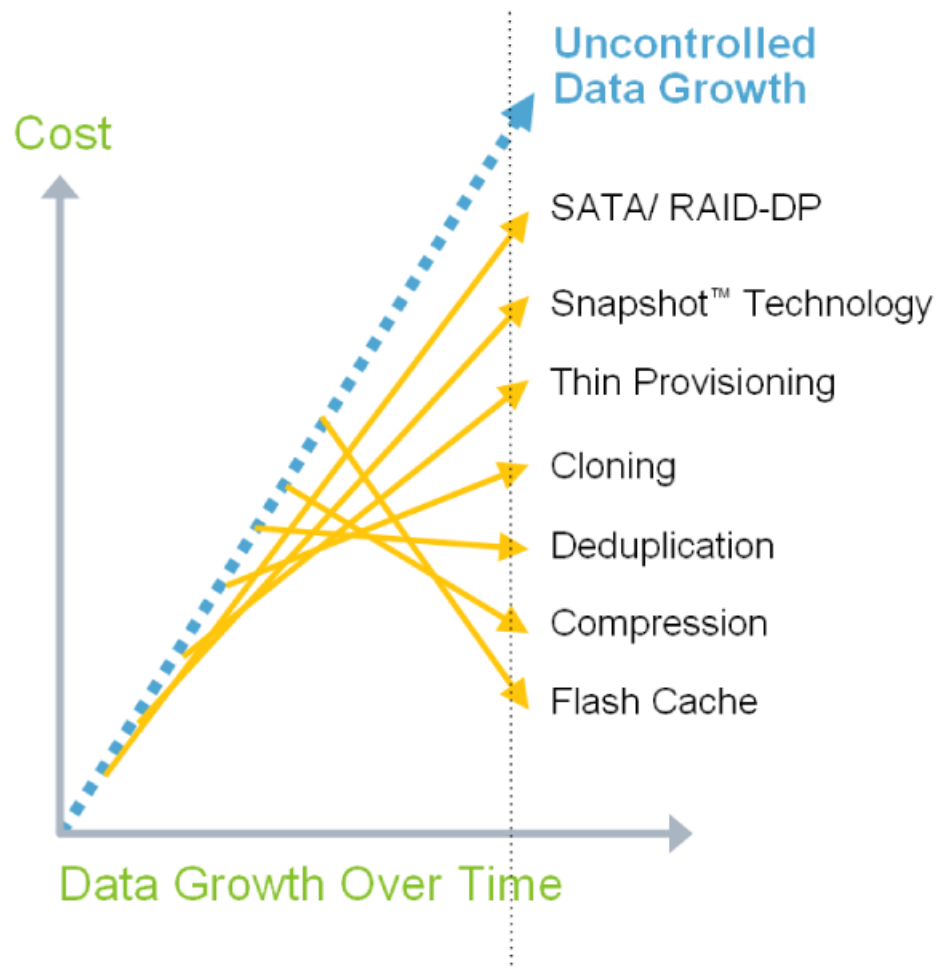
## Self Service



OnCommand™ enables simple and fast creation of self-service portals

# Efficiency & Flexibility for your Data Assets

Cost containment, Data Protection and Time to Market Benefits



# Further reading

## **Devere ANS case study**

<http://bit.ly/TRSmCw>

## **From virtualisation to private Cloud**

<http://bit.ly/V1lx4Z>

## **The links between public and private cloud**

<http://bit.ly/Wm5iXj>

## **Private cloud and IT Service delivery**

<http://bit.ly/12m184H>

## **Private cloud in context**

<http://bit.ly/RBr5ZC>

# Thanks for joining us



An archived version of today's events will be made available on The Register in the near future.

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