



CityNext Experience, Powered by NetApp

Anh Tuan Nguyen

Vietnam Pre-sales, Ingram-Micro



2012 PARTNER OF THE YEAR

Private Cloud Partner of the Year

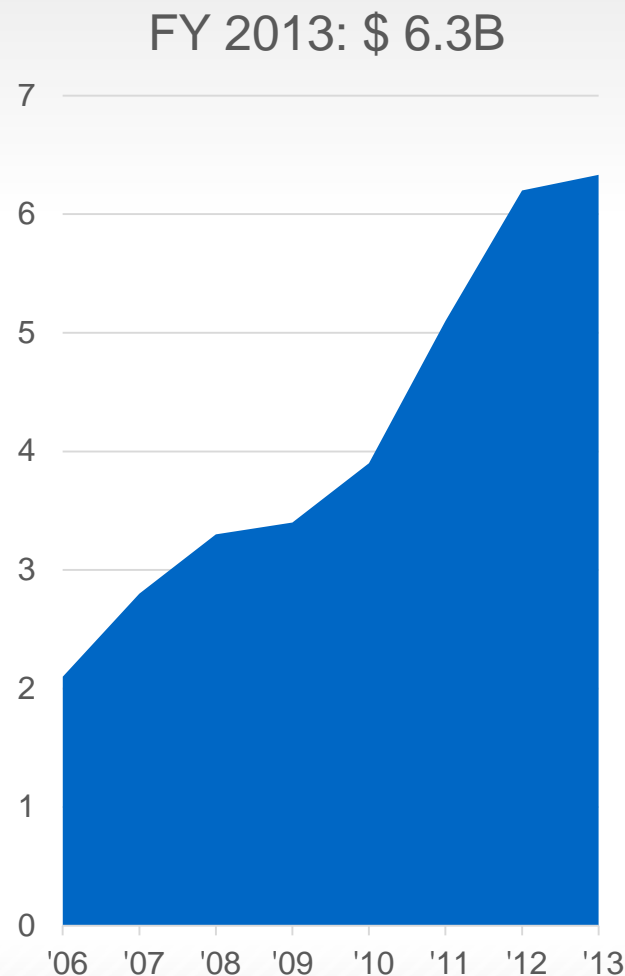
Winner

Microsoft Partner

- Gold Data Platform
- Gold Application Development
- Gold Collaboration and Content
- Silver Server Platform
- Silver Hosting
- Silver Management and Virtualization

Customer and Partner Success Fuels Our Growth

- Recognized as a FORTUNE 500® Company, 2013¹
- #3 World's Best Multinational Workplaces 2012⁵
- 12 consecutive years ranked on FORTUNE "100 Best Companies to Work For®" ¹
- #1 Storage Provider to the US Government³
- #1 Storage Provider for public cloud infrastructure⁴
- Creator of Data ONTAP, the industry's #1 branded storage operating system²



1. From FORTUNE® Magazine, May 20, 2013, and February 3, 2014 © Time Inc. FORTUNE, FORTUNE 100 Best Companies to Work For, and FORTUNE 500 are registered trademarks of Time Inc. and are used under License. FORTUNE and Time Inc. are not affiliated with, and do not endorse products or services of, NetApp.

2. IDC Names NetApp Data ONTAP as the #1 Branded Storage Operating System www.netapp.com/storage-os-ranked-1/.

3. Federal agencies must report all contracts valued at \$3,000 or more. Based on FPDS-NG reports FY2009-2011, NetApp is the top storage provider.

4. IDC Storage Users Demand Study 2013 – Spring Edition, IDC #244209, November 2013. *Includes content depots.

5. Copyright © 2013 GREAT PLACE TO WORK® INSTITUTE, INC.

Seven Consecutive Years of Microsoft Partner of the Year Recognition



■ 2013 Server Platform Partner of the Year Winner

Microsoft Partner

2013 Partner of the Year **Winner**
Server Platform

■ 2012 Private Cloud Partner of the Year Winner



2012 PARTNER OF THE YEAR
Private Cloud Partner of the Year
Winner

■ 2009 Storage Solutions Partner of the Year Winner



2009 ADVANCED INFRASTRUCTURE SOLUTIONS
Storage Solutions
PARTNER OF THE YEAR
WINNER

■ Microsoft Partner of the Year Finalists

- 2014 Management and Virtualization Partner of the Year Finalist
- 2014 Public Sector, Public Safety and National Security Partner of the Year Finalist
- 2013 Public Sector, Government Partner of the Year Finalist
- 2013 Pre-Sales Specialist Partner of the Year Finalist
- 2012 Management and Virtualization Partner of the Year Finalist
- 2011 Private Cloud Partner of the Year Finalist
- 2010 Global ISV Partner of the Year Finalist
- 2010 Virtualization Partner of the Year Finalist
- 2010 Server Platform Partner of the Year Finalist
- 2008 Storage Solutions Partner of the Year Finalist

NetApp for Microsoft

Private Cloud and Applications for CityNext

Microsoft Partner
2013 Partner of the Year *Winner*
Server Platform

Microsoft
Applications



Microsoft
Infrastructure



NetApp

Rapid Provisioning



System Center integration



NetApp integration into Windows PowerShell™ Toolkit



Disaster Recovery

Backup and Recovery



NetApp, the Storage Foundation for CityNext

NetApp® cloud storage

- Scale up and scale out
- Storage efficiency
- Intelligent caching
- Unified architecture and shared virtualized storage
- Integrated data protection
- Nondisruptive operations
- Storage encryption, anti-virus and SMT
- Service automation and analytics

Cloud storage needs

- Service elasticity
- Low service cost
- Performance
- Pooled capacity
- Recoverability
- Availability
- Security
- Service efficiency



Shared storage optimized for virtualization to cloud

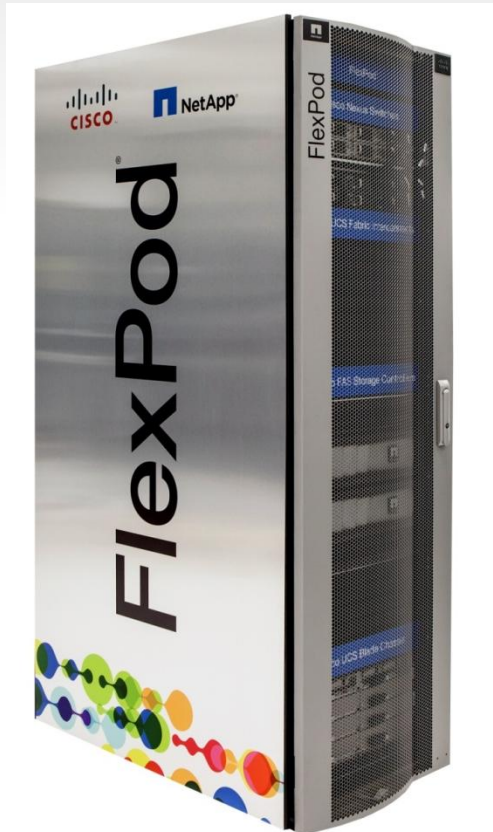
FlexPod® Data Center Platform

Prevalidated, Flexible Unified Architecture

Cisco® UCS Servers

Cisco Nexus®
Family Switches

NetApp® FAS



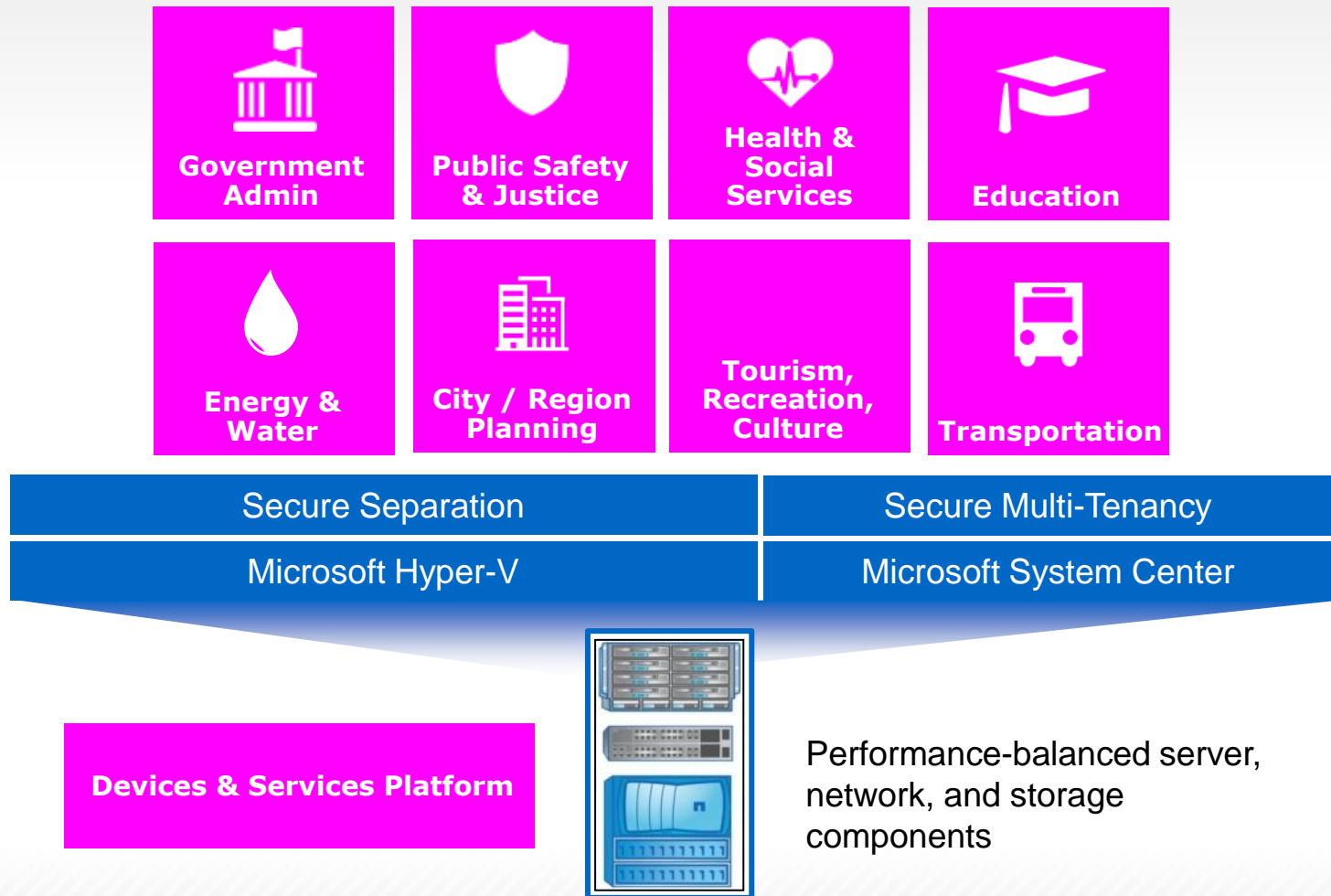
Features

- Standard, prevalidated, best-in-class converged platform
 - Virtualized and non-virtualized environments
- Flexible: One platform scales up or out to fit many mixed workloads
 - Add applications and workload

Benefits

- Flexibility
- Built-in data center efficiencies
- Reduced risk

CityNext Experience on FlexPod



Leading Singapore Healthcare provider offers Cloud-based Email platform with NetApp

Industry: Healthcare

Manages IT across healthcare institutions in Singapore and supports over 650 IT healthcare professionals.



The Microsoft Private Cloud



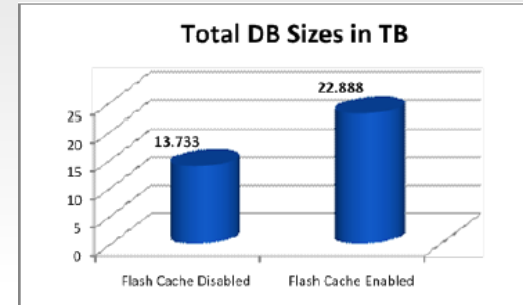
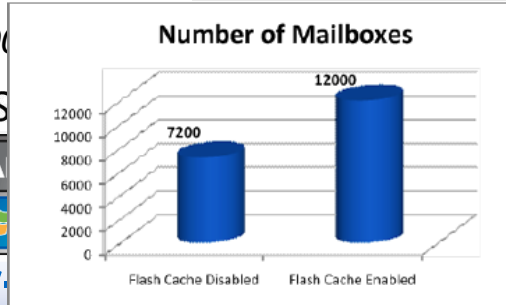
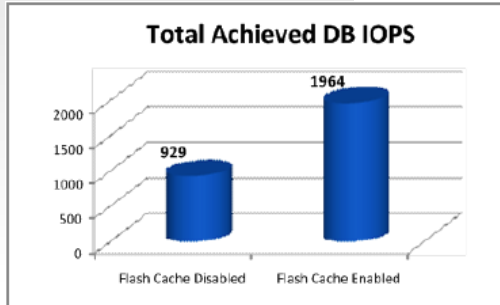
Business challenges

- Decentralized IT management and disparate email systems at various healthcare institutes
- High costs involved to replace existing storage and email systems

Benefits

- Private cloud e-mail platform based on NetApp storage, Low CAPEX investment and utility ONTAP model
- Reliably provide email services 24 x7 to healthcare professionals
- Projected savings of USD 7million over 5 years, in IT operation costs.

FlexPod™ Data Center Platform for Cloud-based Email



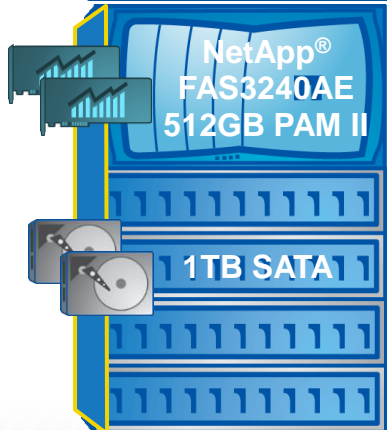
Cisco® UCS B-Series
Blade Servers and
UCS Manager



Cisco Nexus®
Family Switches



NetApp® FAS
OnCommand
Software Suite
10GE and FCoE



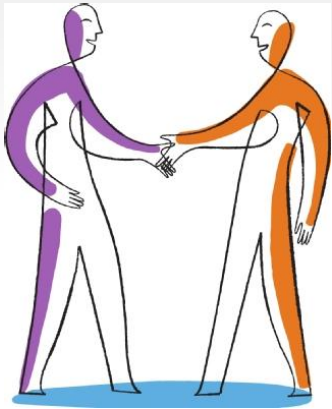
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Benefits

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The NetApp Advantage



Microsoft Partner
2013 Partner of the Year **Winner**
Server Platform

Microsoft Partner
Gold Management and Virtualization
Gold Data Platform
Gold Application Development
Silver Server Platform
Silver Messaging
Silver Collaboration and Content

Unmatched value and efficiency

- Significantly greater value than DAS at a competitive TCO
- Provide a highly flexible solution for physical, virtualized, or cloud environments

Strong Microsoft partnership

- Multiple Microsoft partner of the year recognitions
- Microsoft Global ISV and Gold Certified Partner

Increased data availability and user productivity

- Safeguard your business-critical applications in the event of a disaster
- Simplify Microsoft® Hyper-V® and application data management

Resources

Roles	Contact
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Microsoft Sales Director	Ngo Minh Tuan (ngotuan@microsoft.com)
Ingram-Micro Pre-Sales	Anh Tuan Nguyen (anhtuan.nguyen@ingrammicro-asia.com)

Contact the folks above for further details!



NetApp®

Thank you