

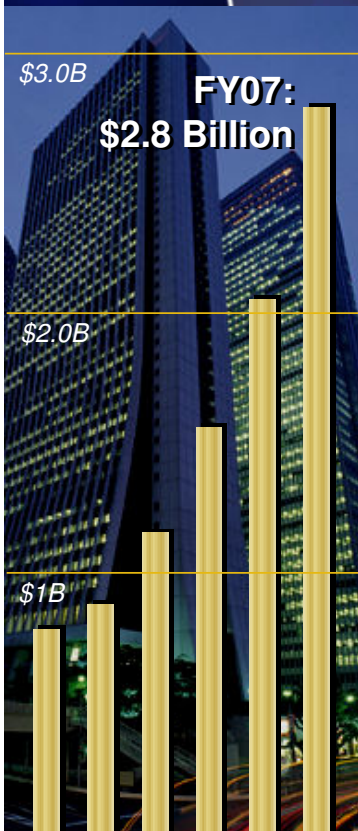


An Introduction to Network Appliance

Christian Rubitzko
Systems Engineer



Delivering Customer Success



- ▶ **Worldwide, enterprise customers**
- ▶ **Fastest growing storage company**
 - Outpacing the industry by 3x
- ▶ **Data Center proven solutions portfolio**
- ▶ **Industry-leading partners**
- ▶ **Comprehensive professional services**
- ▶ **Global support**

- 6500+ Employees
- Distributed in 138+ countries
- 94,000+ installed systems
- Fortune 1000
- S&P 500
- NASDAQ 100

Store



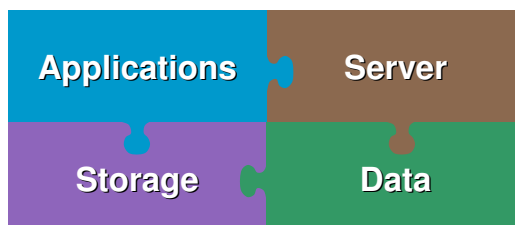
- ▶ **FAS Series Unified Storage**
 - Entry, mid-range and high-end
 - Compatible scalability
 - SAN, NAS, & iSCSI
- ▶ **Heterogeneous storage virtualization**
- ▶ **Data ONTAP® Operating System**
 - Unmatched administrative simplicity
 - Thin provisioning & volume cloning

Manage

- ▶ **High-productivity storage and data management tools**
- ▶ **Integrated with servers and business applications**



- ▶ **UNIX, Windows, Linux**



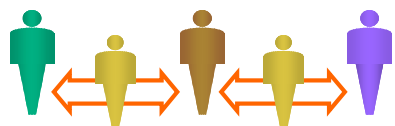
Competitors



Incompatible silos



Incompatible software; different processes



Lots of experts and integration services

Platforms

Software & Processes

Experts & Integration Services

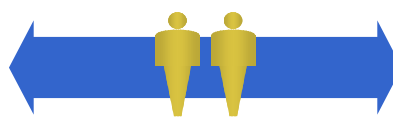
NetApp



Compatible family



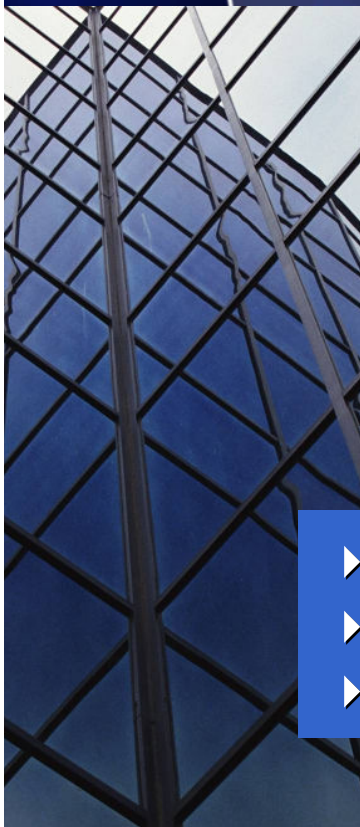
Unified software; Same processes



Reduced training & service requirements



- 2006** Scalable grid storage
- 2005** Thin provisioning and virtual cloning
- 2004** RAID-DP™ disk resiliency
- 2003** iSCSI storage system
- 2002** Unified SAN/NAS appliance
- 2001** Near-line storage appliance
- 1996** Multiprotocol appliance
- 1993** NAS appliance and Snapshots



Network Appliance brings
unmatched simplicity
to the complex world of
enterprise data management.

- ▶ Reduce cost & complexity
- ▶ Minimize risk
- ▶ Control change



Simplifying Data Management