

# InterVision's NetApp/AWS Solutions: The Power of Partnerships

delivering flexible and adaptable solutions



**STEVE BOS**  
Architecture Lead

## Architected >\$500M+ customers' solutions

- 28+ years storage architecture with InterVision
- 24+ years working with NetApp
- 8 NetApp certifications
- AWS Solution Architect Associate certification





WE ARE INTERVISION

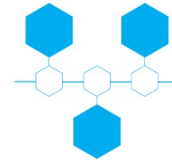
# Technology Uninhibited

INTERVISION: CRITICAL MASS AND GROWING

PLUG AND PLAY ACROSS THE INNOVATION JOURNEY

OUR DIFFERENCE = OUR TRANSFORMATIVE APPROACH

Focused on *knowing you better*. Driving C4L, P4L, E4L



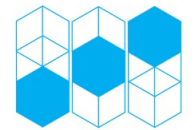
**RIGHT CHANNEL**

Cloud  
On-Premises  
Hosted



**RIGHT SOLUTION**

Security  
Infrastructure  
Resiliency  
Communications



**RIGHT MODEL**

Professional Services  
Managed Services  
Self-Service

Accelerate Your Strategy. Maximize Your Potential. Deliver Great Experiences.

Insight to realize *your* strategic vision.



# NetApp Partnership Highlights

Driving success for over 25 years!

- +1,000 deployments
- Multiple awards – Accelerator Award for Americas
- West Innovation Partner of the Year
- Cloud Services Specialization

 NetApp

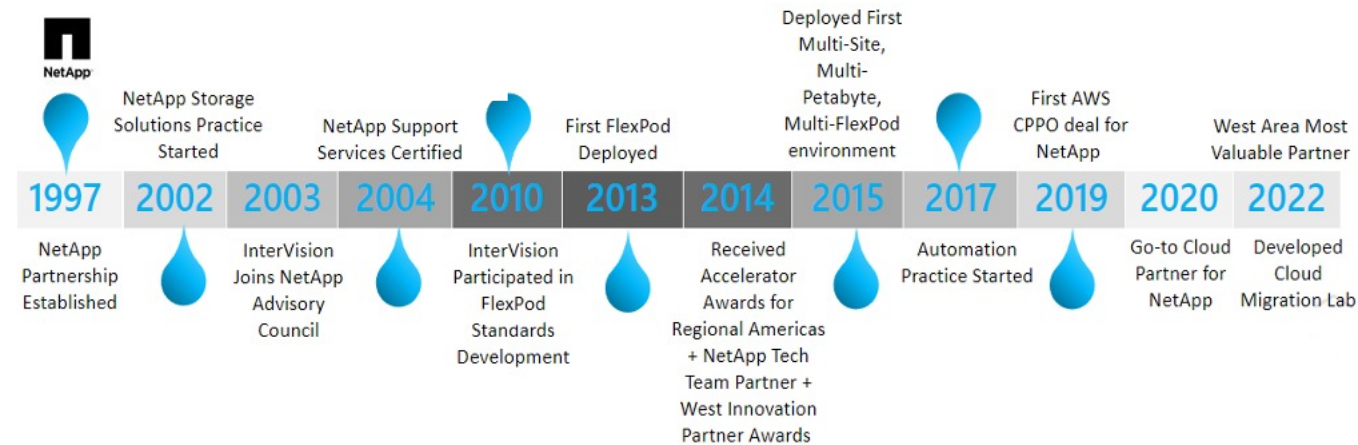
Cloud Preferred



Cloud  
ONTAP SAN  
ONTAP  
ONTAP Data Protection



NetApp Keystone  
Operations Services  
Certified



# InterVision AWS Premier Tier Services Overview

## InterVision's AWS/NetApp Solutions

**NetApp Cloud Architecture/Deployment**

**File Migration Lab**

**EDA/High Performance Compute**

**DRaaS & BaaS to AWS**

**Ransomware Protection as a Service™**

**Transformational Services  
(AppDev and Data Science)**

**Marketplace offers**

Cloud Cost Optimization / FinOps

Marketplace Private Offers

Managed Cloud Services

## 7 AWS Competencies

Storage

Migration

DevOps

Digital Workplace

Education Services

Government Services

Amazon Connect Service Delivery

## 7 AWS Partner Programs

Authorized Government Reseller

Authorized Commercial Reseller

AWS Public Sector Partner

AWS Solution Provider Program

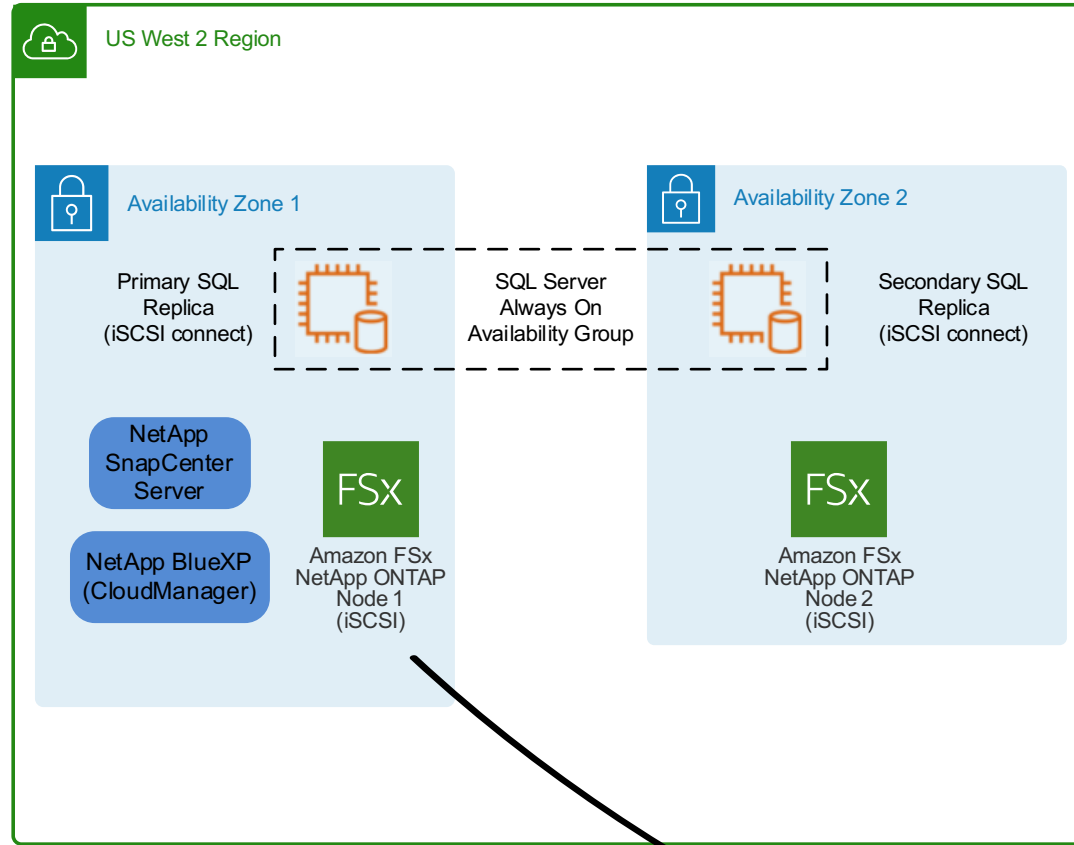
Immersion Day Partner

AWS Well Architected Partner

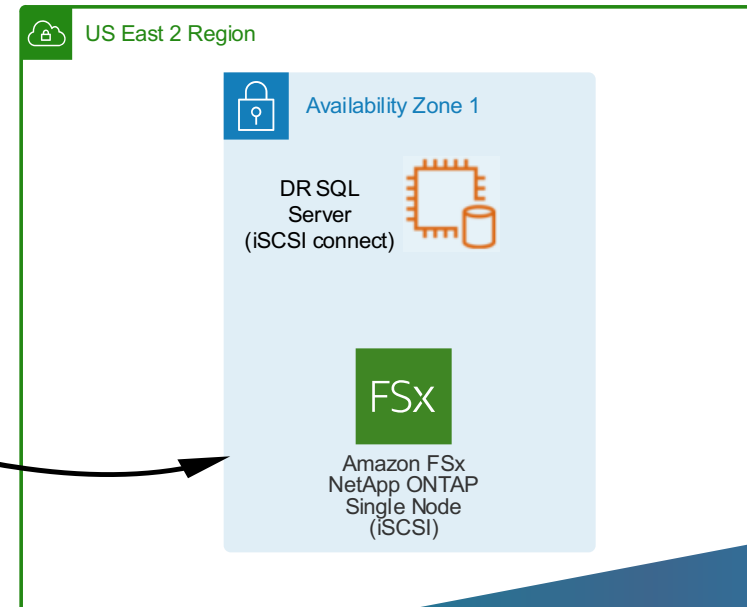
Public Sector Solution Provider Program



# NetApp/AWS Architecture – Delivered by InterVision



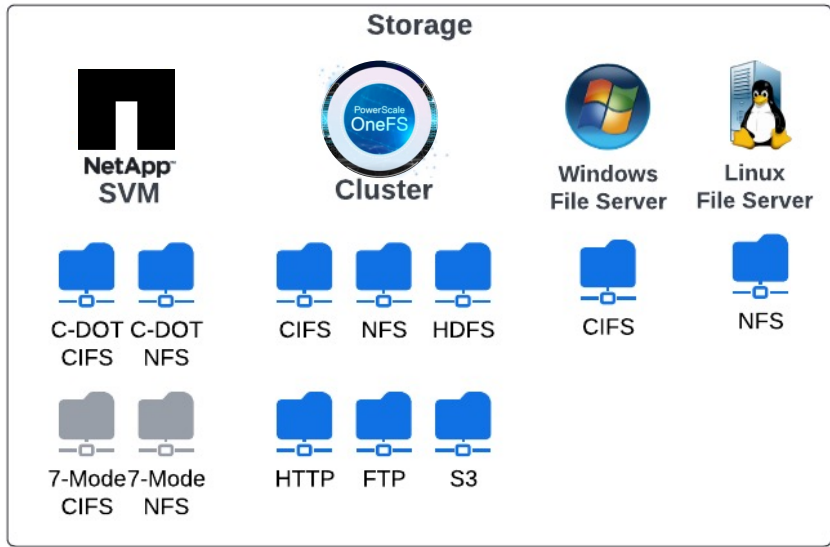
- Provides **SQL HA across availability zones**
- **SQL consistent Snapshots** of SQL DB using NetApp SnapCenter SQL Plugin
- DR/BC provided via replication to another region using **NetApp SnapMirror** technology
- Management and Administration using **NetApp BlueXP** (formally CloudManager)



# InterVision's Large File Migration Lab

Ensuring successful large scale file migrations to NetApp technology in AWS

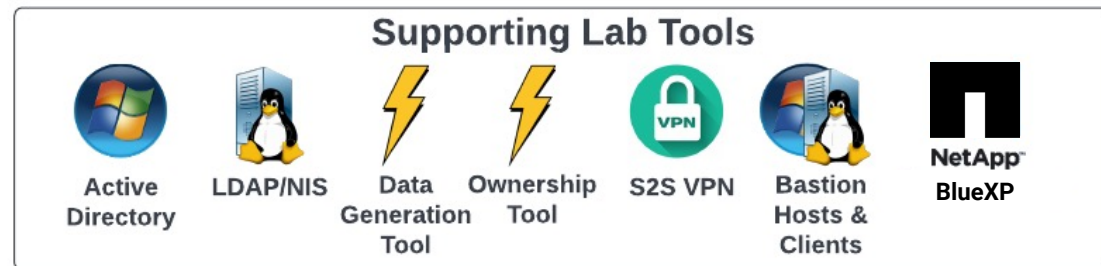
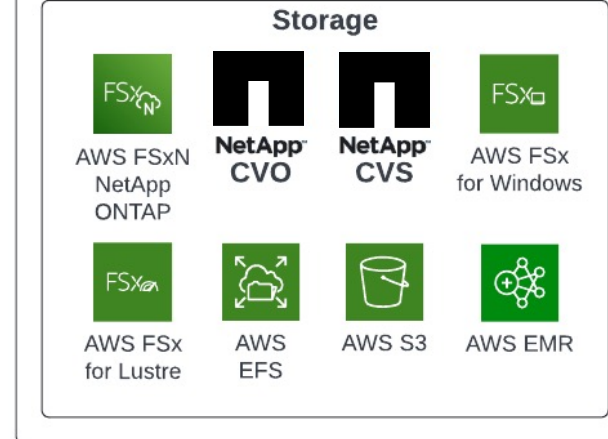
## Source Lab vCloud Director



## Migration Tools



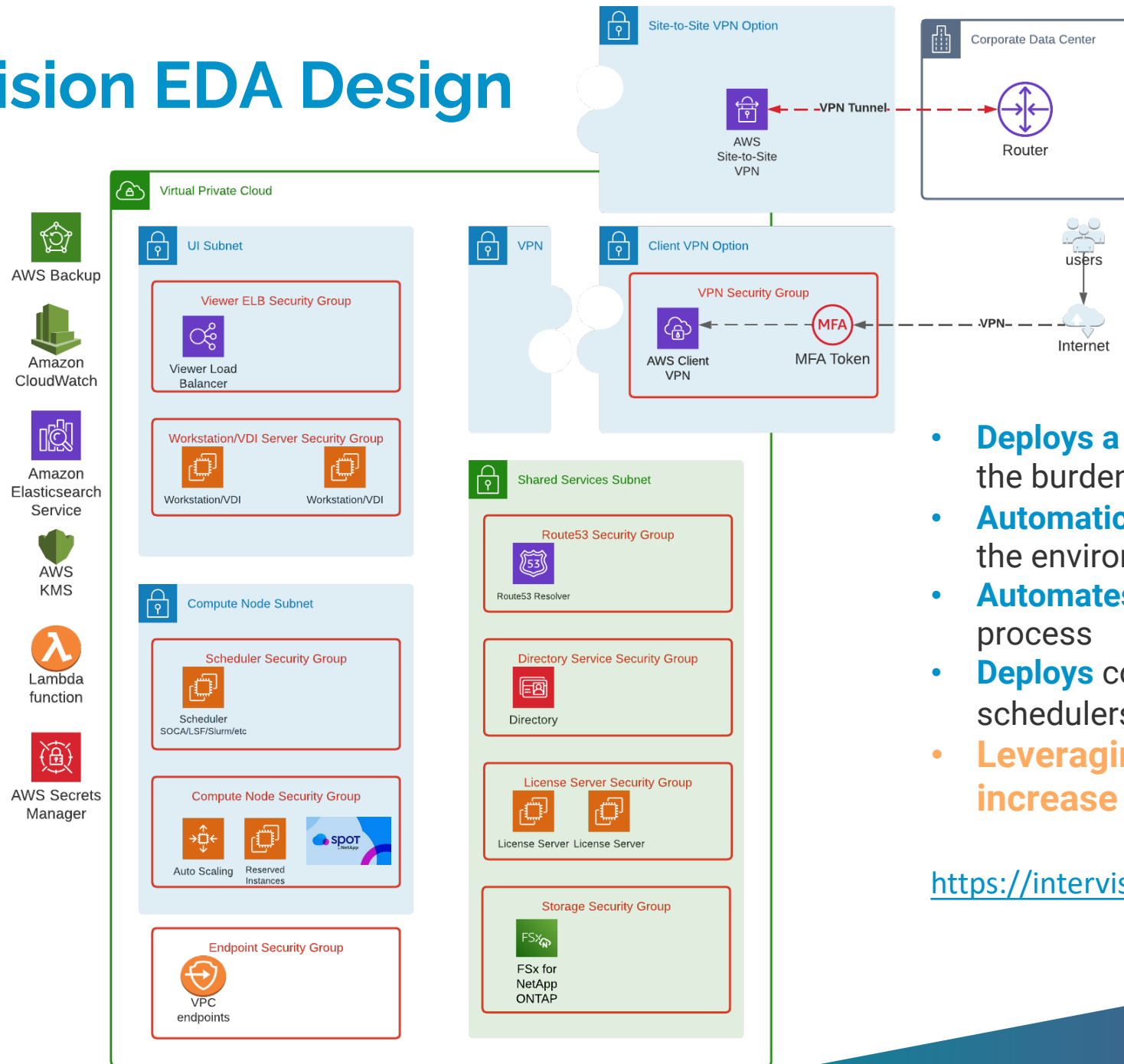
## Target Lab AWS



- **125+ different scenarios** identified and able to be tested
- **Testing at Scale** – Ability to simulate high file count and large capacity migrations. Stressing the tools to find the weaknesses
- **Provides Proof of Concept Capabilities** – Ability to test nuances in migration and stress tools
- **Lowering Risk** – Allows our engineers to lab out migrations prior doing it for you



# InterVision EDA Design Hub

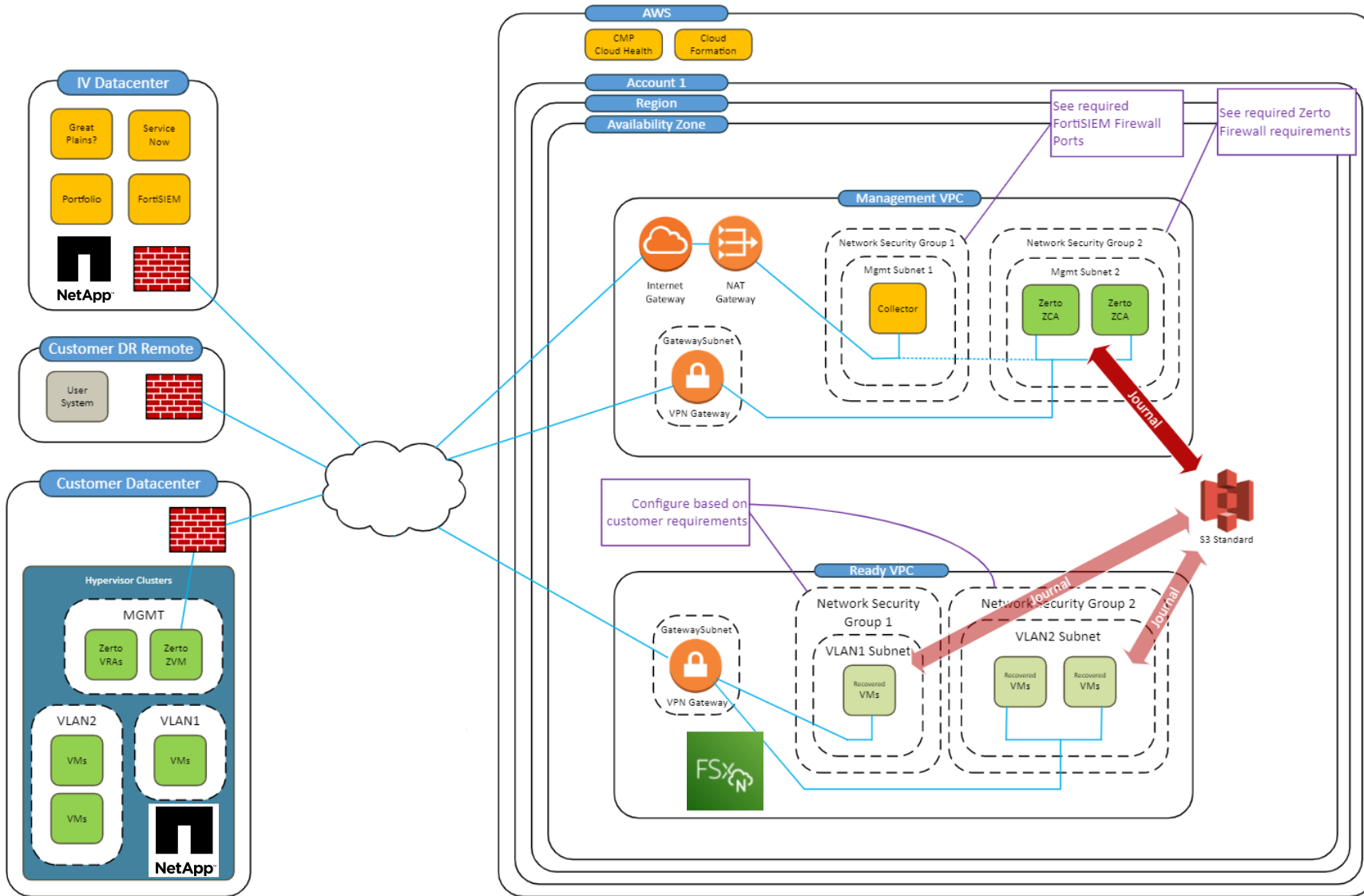


- **Deploys a secure environment** that relieves the burden of management
- **Automatically configures and optimizes** the environment for semiconductor design
- **Automates** the license server standup process
- **Deploys** commercial or opensource schedulers
- **Leveraging NetApp technology to increase productivity by 10-20%**

<https://intervision.com/industries/semiconductor/>



# DRaaS Architecture – Delivered by InterVision



- **You Don't Have to Hire The Experts** – We have experienced recovery team with extensive bench depth
- **Confidence Your DR Works** – Tested semi-annually. Ability to prove to regulators, insurance providers, customers, etc.
- **Cost Savings** – Studies show DRaaS is 30-50% cost of DIY

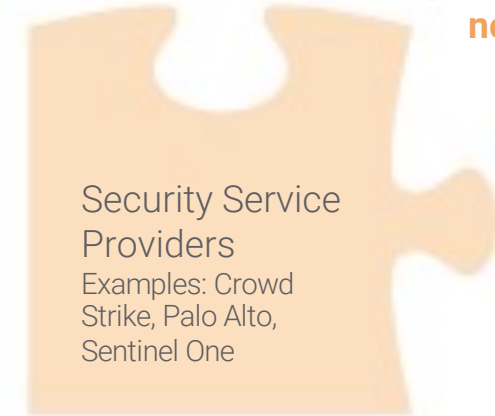
# There has been **no complete** solution for RPaaS

## Only Pieces of a Very Complex & Incomplete Puzzle

Require constant monitoring and response from internal teams and **do not cover resiliency**



Require additional tools, people and process to ensure recovery capability **do not support resiliency**



Require internal recovery expertise and operations and **do not cover security**



Require additional tools, people and process to ensure security operations are in place **do not support security**



# InterVision RPaaS™ Delivers Comprehensive Protection

IDENTIFY

PROTECT

DETECT

RESPOND

RECOVER

## Ransomware Protection as a Service™ (RPaaS™)

People, process and technology to deliver true end-to-end cyberthreat protection

## SOCaaS (Contains EDR + SIEM)

Monitoring and warning of threat activity to stop attacks before they happen



## Ransomware Recovery as a Service (Contains DRaaS + BaaS)

Managed replication and recovery process to ensure rapid recovery from any service disruption

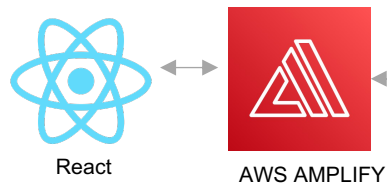
## vCISO (Security Posture and Advice)

Ongoing advisory and assistance to support the maturation of security process and ongoing business risk mitigation

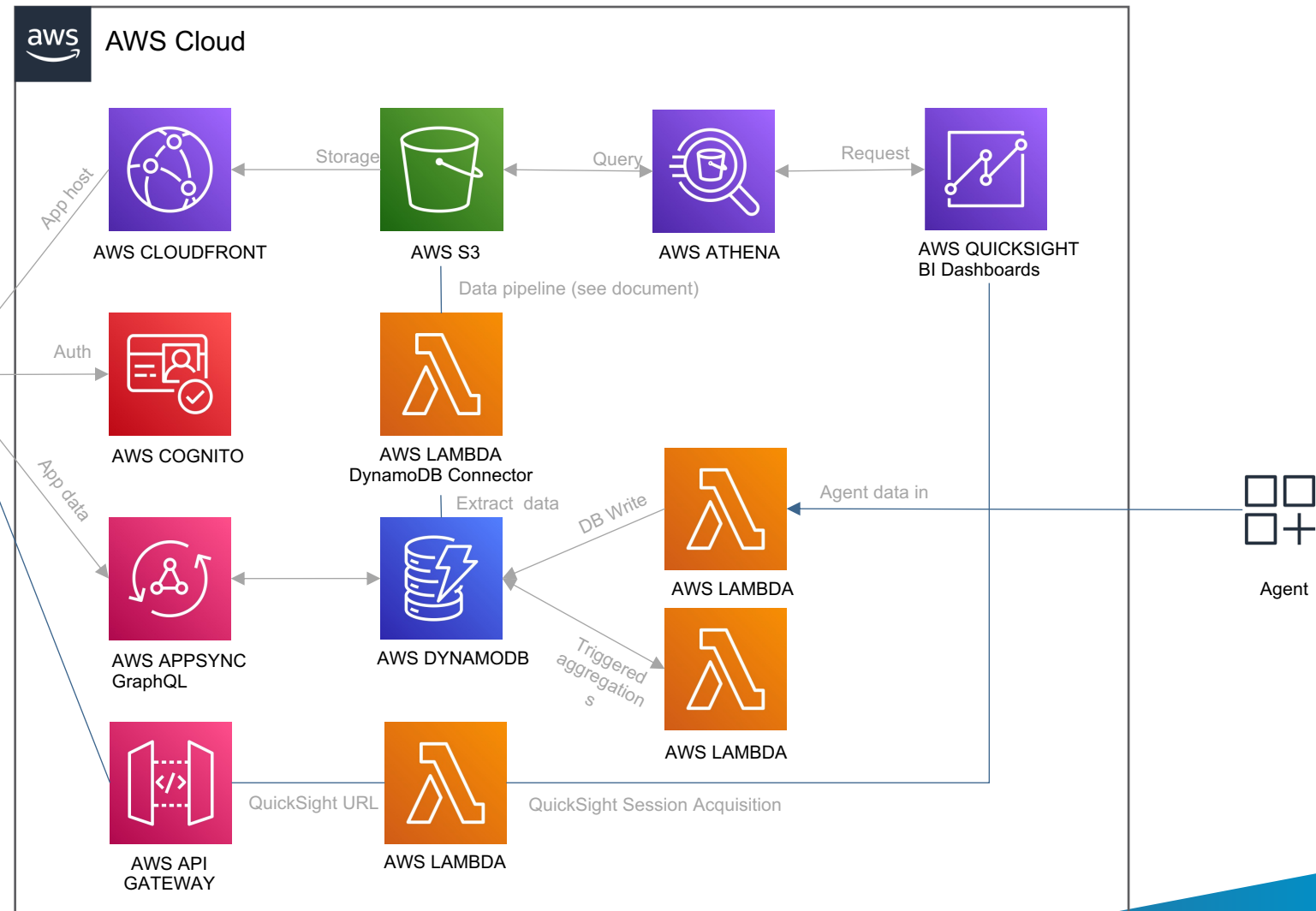
← 24x7x365 Dedicated Security and Recovery Team Support and Response →

# InterVision's AWS Application Development Solutions

- **Application Development** – Future-Ready apps for 360-degree business value at scale
- **Data Science** – Leverage your Data for business advantage



- **Datacenter Sustainability** AI/ML project
- **Custom Development of OS** and embedded HW data acquisition agents
- **Leveraging** Lambda, DynamoDB, S3, Athena, AppSync (GraphQL), Cognito
- System generated predictive and proactive actions to **reduce carbon footprint** (under-utilized servers, over-utilized servers, model upgrades, excessive heat, etc. )





# InterVision's AWS Marketplace Solutions & Offers

aws marketplace

Sign in or Create a new account

About

Categories

Delivery Methods

Solutions

AWS IQ


Resources

Your Saved List

Partners

Sell in AWS Marketplace

Amazon Web Services Home



**NetApp Cloud Volumes ONTAP in AWS Installation and Configuration**  
By: [InterVision Systems, LLC](#)  
Implemented by InterVision NetApp certified Professional Services engineers and AWS Architects. Following our proven project methodology, InterVision delivers a complete use Cloud based NetApp system, running in AWS.

**Overview**

NetApp Cloud Volumes ONTAP in AWS: Basic Installation and Configuration covers the creation and configuration of the AWS Virtual Private Cloud (VPC), from scratch (if needed), as well as the deployment of NetApp Cloud Volumes ONTAP (CVO) instance. This ONTAP instance can be either a single-node deployment or a high availability (HA) deployment.

**Pricing**

InterVision offers highly competitive pricing on all AWS solutions. In addition, as a APN Premier Consulting Partner, InterVision has access to a wide variety of AWS programs and resources to maximize your investment. Contact an InterVision expert today to start the conversation.

**Deliverables**

Planning: a comprehensive pre installation worksheet capturing config requirements and delivery timelines

Deployment: InterVision services include configuration of all required AWS components (VPC, VPC Gateway, NAT Gateway, VPC Endpoint, and on-prem VPN device, as needed) as well as the deployment of the NetApp components (Cloud Manager and Cloud Volumes ONTAP).

Close Out: InterVision will provide a design document detailing how your system was built, as well as a list showing exactly what was configured.

**Highlights**

- Configure system is Data ONTAP
- Guidance OnComm, managem configure, in the cloud

aws marketplace

Sign in or Create a new account

About

Categories

Delivery Methods

Solutions

AWS IQ

Resources


Your Saved List

Partners

Sell in AWS Marketplace

Amazon Web Services Home

Help



**No Cost\* PoC: On-Prem NetApp to AWS FSx Migration**  
By: [InterVision Systems, LLC](#)  
As a Premier Consulting Partner in the Amazon Web Services (AWS) Partner Network (APN) and a NetApp Star Partner, InterVision combines its deep expertise in AWS cloud, leveraging the 20+ years of NetApp experience to deliver seamless data migrations to Amazon FSx for NetApp ONTAP (FSxN). For this limited time offer, InterVision partnered with AWS to provide a no-cost\* proof of concept (POC) implementation of FSxN. InterVision will also provide a certified Solution Architect and Professional Services Engineer to support POC efforts for qualifying organizations.

Continue

**Overview**

Amazon FSx for NetApp ONTAP is a storage service that allows you to launch and run fully managed NetApp ONTAP file systems in the AWS Cloud. It provides the familiar features, performance, capabilities, and APIs of NetApp file systems with the agility, scalability, and simplicity of a fully managed AWS service.

Amazon FSx for NetApp ONTAP offers high-performance file storage that's broadly accessible from Linux, Windows, and macOS compute instances via the industry-standard NFS, SMB, and iSCSI protocols. It enables you to use ONTAP's widely adopted data management capabilities, like snapshots, clones, and replication, with the click of a button. In addition, it provides low-cost storage capacity that's fully elastic and virtually unlimited in size, and supports compression and deduplication to help you further reduce storage costs.

For this limited time offer, InterVision partnered with AWS to provide a 60-day no-cost\* proof of concept (POC) NAS implementation of FSxN. InterVision will also provide certified a Solution Architect and Professional Services Engineer to support POC efforts for qualifying organizations.

**POC Actions**

A. Articulate FSxN capabilities and benefits relevant to use cases

B. Define agreed upon POC success criteria

C. Conduct a cost analysis

D. POC Delivery



# WE WANT TO HEAR FROM YOU!

## We can help you with your NetApp AWS Solutions



Share your business challenges.  
Schedule a briefing.  
Learn more about InterVision & our partnerships.  
Stay connected.

**STEVE BOS: 408:802.2188**

<https://www.linkedin.com/in/stevebos/>



844.622.5710



[www.intervision.com](http://www.intervision.com)