

# No-Cost Proof of Concept\*

On-Prem NetApp to Cloud NetApp Migration by InterVision

## Proof of Concept includes:

- Identification of up to 2 source on-prem volumes to replicate to FSxN in AWS
- Amazon FSxN Total Cost of Ownership (TCO) analysis
- Demonstration of FSxN capabilities, functionality and benefits relevant to chosen use cases through guided deployment and testing
- Deployment of an Amazon FSxN POC / Pilot based on mutually agreed upon POC success criteria
- Up to 40 hours of free professional services labor

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 25+ 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.



## Key Benefits



### Extend and migrate enterprise apps with ease

With multi-protocol support for Linux, Windows, and iSCSI instances, you can run applications in AWS without changing how you store or manage your data.



### Optimize performance and costs

Avoid the headaches of data silos. Consolidate for efficiency. Simplify operations with continuously automated data management that extends cross your hybrid cloud.



### Get real-time data protection

FSx for ONTAP enables broadly accessible data that's protected and secure, compliant and governed, analyzed and monitored.



### Build and test cloud-native apps faster

Achieve success by implementing and maintaining infrastructure as code, making it faster and easier than ever to develop new applications.

## Solution Details

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 de-duplication to help you further reduce storage costs.

## Proof of concept milestone examples

### 1 Discovery Kickoff Meeting

Discuss and identify challenges with the current solution

Identify 1-2 most relevant use cases, 1-2 source volumes, 1TB of capacity, NAS connectivity

Identify key resources to aid with POC, including, but not limited to:

- Network resource to assist with connectivity between on-prem and AWS

- Storage resource to assist with discovery and configuration of on-prem NetApp device(s)

- Key stakeholders

Articulate Amazon capabilities and benefits relevant to use cases

Solidify POC success criteria

### 2 Analyze TCO

### 3 POC Period Kickoff Meeting

Document and validate the use cases and success criteria, defined by requirements

Define POC timelines

### 4 Build and deliver a solution based on use cases identified

Create AWS account and services infrastructure

Configure network connectivity between on-prem and AWS

Configure on-prem NetApp device per POC plan

### 5 Guide client testing using deployed POC solution

### 6 POC Weekly Status Meetings

Discuss the status of POC; review against success criteria

Perform modifications as required

### 7 POC Wrap-up Meeting; discuss next steps

## Key InterVision Contacts

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## Terms of Conditions

Offer includes up to two "use cases", up to 2 source volumes and up to 1TB of data to be migrated, AWS consumption fees are NOT included in promotion, up to 40 hours of professional services labor is included, additional hours charged at \$225 per hour, POC must be completed within 45 days from launch and contained in InterVision's AWS test environment. Promotion requires client assigns InterVision as its AWS partner of record for Amazon Connect billing.

\*Subject to available support through AWS programs. There is no guarantee of funding availability at the time of customer engagement.

Some restrictions apply, contact an InterVision representative for details.

