



Documentation for NetApp Keystone Flex Subscription

NetApp Keystone

Manini Mandal, Ciaran McNamara, David Peterson
February 17, 2021

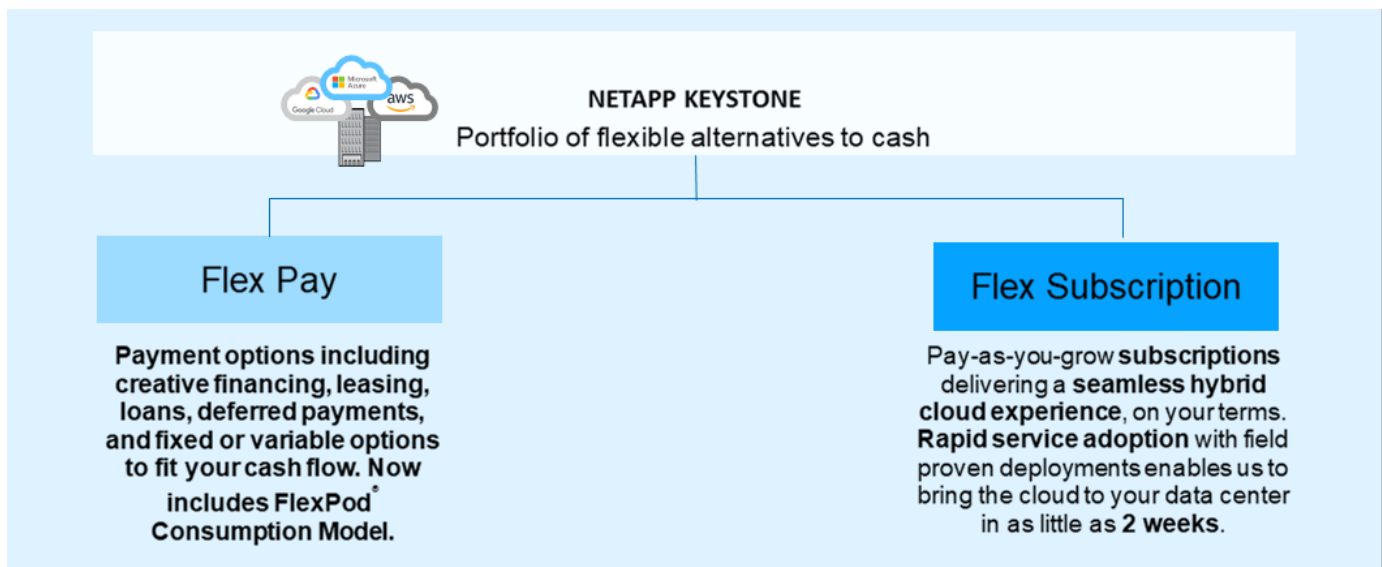
Table of Contents

Documentation for NetApp Keystone Flex Subscription 1
Flex Subscription 1

Documentation for NetApp Keystone Flex Subscription

NetApp Keystone Flex Subscription is a part of the NetApp Keystone service offering. NetApp Keystone is a portfolio of on-premises capital expenditure (capex) alternatives to enable the on-ramp to cloud journey, which includes NetApp Keystone Flex Pay and NetApp Keystone Flex Subscription services.

- **NetApp Keystone Flex Pay** - NetApp Keystone Flex Pay (Flex Pay) is a portfolio of flexible financial alternatives that include traditional financing, leasing, and fixed/variable options to meet your customer's cash flow needs.
- **NetApp Keystone Flex Subscription** - NetApp Keystone Flex Subscription (Flex Subscription) is pay-as-you-grow, outcome-based subscription service that brings an on-premises cloud-like experience.



Flex Subscription

Flex Subscription is an outcome-based, on-premises, subscription service model. It enables customers to accelerate time to value by reducing the hurdles related to managing the unpredictable capacity growth and going through the complex procurement cycles. Flex Subscription allows customers to align economics and operations to their business priorities.



Prefer 100% opex
(no asset ownership)



Single orchestration



Monitor, manage, & optimize usage



Flexible terms
(choice of term & capacity)



Cloud economics on premises

Flex Subscription is a subscription-based service offering that provides storage capacity, at predefined performance service levels, for block, file, and object data types that can be deployed on-premises and can be operated by NetApp, a partner, or the customer. In addition to the base service that Flex Subscription provides, add-on services can be chosen at an additional cost. These services are described in the below figure.

- **Data Protection Basic** service provides NetApp SnapMirror and NetApp SnapVault capabilities with default settings.
- **Data Protection Advanced** provides a service with SLAs of RPO=0 by leveraging the NetApp MetroCluster capabilities.



Flex Subscription uses SnapVault technology for backup operations and SnapMirror for disaster recovery to replicate the data remotely; it does not automatically fail over and restore applications.



Base package

All Flex Subscription services include:

- FlexVol®, FlexGroup®, protocols, clone, and encryption capabilities by default
- Snapshot™ default: 4 hours, 7 days retention
- Free SnapMirror® for initial ingest, provided Premium Bundle on source system



DP Basic*

(for additional fee)

Data protection Basic Services subscription

- Includes SnapVault® and SnapMirror
- Requires additional storage subscription to store replicated data at the target; target can be already purchased and owned NetApp storage
- Disaster recovery snapshot every hour; replicated every 4 hours; retained 7 days
- Backup with SnapVault (snapshot every 4 hours; replicated every 24 hours; retained 7 days)



DP Adv.*

(for additional fee)

Data protection Advanced Services subscription

- MetroCluster™ / RPO 0 Service
- Pre-requisite – data protection Basic

* Available only for file and block data services.

Benefits of Flex Subscription

Flex Subscription provides the following benefits:

- Frees up IT staff from complicated storage-related tasks and allows them to focus on application management
- Reduces upfront capital investment
- Allows customers to meet their demands without overprovisioning
- Aligns data storage costs with business needs/activity
- Simplifies infrastructure provisioning by bypassing complex organizational procurement procedures
- Keeps data secure on their premises
- Enables proper control over compliance, performance, and security



Align costs and usage
Reduce upfront cash and pay only for what you use, avoiding overbuying and overprovisioning



Free IT staff
Free up IT to focus more on innovation and business priorities and less on typical storage tasks



Unlock the best of both clouds
Scale across clouds easily and leverage the public cloud for bursting, data migrations, DR, backup, and tiering



Meet regulatory requirements
Gain improved performance, data protection, compliance, and security with certified and field-proven deployments and services

Copyright Information

Copyright © 2021 NetApp, Inc. All rights reserved. Printed in the U.S. No part of this document covered by copyright may be reproduced in any form or by any means-graphic, electronic, or mechanical, including photocopying, recording, taping, or storage in an electronic retrieval system-without prior written permission of the copyright owner.

Software derived from copyrighted NetApp material is subject to the following license and disclaimer:

THIS SOFTWARE IS PROVIDED BY NETAPP "AS IS" AND WITHOUT ANY EXPRESS OR IMPLIED WARRANTIES, INCLUDING, BUT NOT LIMITED TO, THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, WHICH ARE HEREBY DISCLAIMED. IN NO EVENT SHALL NETAPP BE LIABLE FOR ANY DIRECT, INDIRECT, INCIDENTAL, SPECIAL, EXEMPLARY, OR CONSEQUENTIAL DAMAGES (INCLUDING, BUT NOT LIMITED TO, PROCUREMENT OF SUBSTITUTE GOODS OR SERVICES; LOSS OF USE, DATA, OR PROFITS; OR BUSINESS INTERRUPTION) HOWEVER CAUSED AND ON ANY THEORY OF LIABILITY, WHETHER IN CONTRACT, STRICT LIABILITY, OR TORT (INCLUDING NEGLIGENCE OR OTHERWISE) ARISING IN ANY WAY OUT OF THE USE OF THIS SOFTWARE, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGE.

NetApp reserves the right to change any products described herein at any time, and without notice. NetApp assumes no responsibility or liability arising from the use of products described herein, except as expressly agreed to in writing by NetApp. The use or purchase of this product does not convey a license under any patent rights, trademark rights, or any other intellectual property rights of NetApp.

The product described in this manual may be protected by one or more U.S. patents, foreign patents, or pending applications.

RESTRICTED RIGHTS LEGEND: Use, duplication, or disclosure by the government is subject to restrictions as set forth in subparagraph (c)(1)(ii) of the Rights in Technical Data and Computer Software clause at DFARS 252.277-7103 (October 1988) and FAR 52-227-19 (June 1987).

Trademark Information

NETAPP, the NETAPP logo, and the marks listed at <http://www.netapp.com/TM> are trademarks of NetApp, Inc. Other company and product names may be trademarks of their respective owners.