



# OPTIMIZING THE STORAGE FOUNDATION

## CSC and NetApp Alliance

For more than a decade, the CSC and NetApp alliance has provided complete storage infrastructure and application solutions that help clients better manage costs and keep systems in step with business needs.

“Our strategic partnership with CSC exemplifies our mutual goals of delivering innovative business and technology solutions for our customers. The combination of CSC and NetApp’s enterprise storage solutions helps accelerate business breakthroughs and achieve outstanding cost efficiency for the world’s most demanding customers.”

Tom Georgens  
*President and Chief Executive Officer, NetApp*

### ALLIANCE SUMMARY

In this alliance, NetApp offers expertise and innovation in managing data and storage, as well as in server virtualization, while CSC applies its knowledge and experience in the application of emerging technologies, and in areas such as infrastructure management, data center transformation and application life-cycle management. Through our alliance, CSC has drawn on NetApp storage solutions for many virtualization, Enterprise Resource Planning (ERP) and application initiatives. CSC manages approximately 1,250 NetApp production systems for joint clients around the world.

### CUSTOMER BENEFITS

Today, demands on storage are growing due to technology-driven trends such as increasing mobility, the growing use of cloud computing and the rapid spread of social media. The CSC and NetApp alliance helps clients meet those demands by improving their storage economics and optimizing their use of storage.

Our joint clients benefit from the combination of CSC’s infrastructure methodologies and knowledge and NetApp’s pretested reference architectures, tools and solutions. NetApp products are noted for their strengths in areas such as handling unstructured data, ease of integration with other applications, security, cost savings and database replication capabilities that accelerate the work of application developers. Further, NetApp technology has been proven in high-performance enterprise environments with all types of workloads.

Our collaboration with NetApp enables us to apply proven best practices that reduce costs, offer increased scalability, enable better stor-



age utilization and help clients use storage and data to support the business. With our managed service offerings, clients can control costs and improve cash flow by shifting from a capital-investment model to an operating-expense approach. Managed service offerings also simplify the updating of technologies, allowing companies to stay current without large capital investments.

What’s more, our solutions help clients increase business agility and flexibility, and often open the door to creating new business value from storage solutions. For example, the ability to handle large amounts of data more effectively can enable better business intelligence capabilities and enhance clients’ ability to create new offerings for their customers.

### JOINT OFFERINGS/SOLUTIONS

NetApp technologies and expertise play a vital role in a number of CSC offerings that have a critical storage component. These offerings include the following:

**Dynamic Desktop** is a managed service that lets clients deploy virtual desktops alongside traditional desktops — rapidly, securely and cost-effectively. This approach gives users the rich, personalized desktop environments they



## CSC AND NETAPP ALLIANCE AT A GLANCE

- Provides complete storage infrastructure and application solutions
- Targets optimized storage for cost and cash-flow benefits and business flexibility
- Offers managed service/infrastructure as delivery option
- Provides ability to scale solutions over time
- NetApp is an integral part of many CSC offerings, including CSC Dynamic Desktop and CSC Dynamic Server

expect, while enabling them to work and stay connected from various locations.

**Storage as a Service-File (SaaS-File)** helps clients address the data-management challenges related to scalability, availability and consolidation of Windows, Linux and UNIX file servers.

**Development/Test as a Service (DTaaS)** is an enterprise-class, private cloud-based offering that helps reduce time to market by allowing developers to focus on solution compilation, free from IT infrastructure constraints.

**Dynamic Server** is a managed service that enables clients to rapidly provision and decommission server, network and storage resources. This service provides a highly consolidated, scalable and resilient computing environment that can be ready to use when the client needs it.

**Dynamic Storage Assessment** uses NetApp's OnCommand management software to provide a clear, detailed analysis of the client's storage environment.

**FASTRack™ for Teamcenter®** is a turnkey product life-cycle management (PLM) infrastructure and services solution that supports greater individual and team productivity. FASTRack can be deployed quickly to extend PLM environments, freeing the client from worries over hardware architecture, capital outlays, procurement or ongoing support.

**CATRack™ for Enovia®** is a PLM solution for companies that create complex aerospace, automotive and heavy equipment or high-technology products. CATRack is a prebuilt, scalable system that provides the organization and its design partners with high-speed access to product-model data.

### DIFFERENTIATION

CSC and NetApp have an active, collaborative relationship. We work in united teams to jointly deliver products and services to our

clients. This cooperation spans the client life cycle and allows us to take an end-to-end approach that encompasses the assessment, design, development, deployment and ongoing management of targeted solutions.

Our alliance is designed to give clients the flexibility to meet their specific needs. With our global reach, we can provide support wherever clients operate, and we can draw on our near-shore and offshore resources and expertise to keep costs down and service levels up. Our solutions include Infrastructure as a Service offerings — but we can also leverage a client's existing infrastructure when appropriate.

Meanwhile, by wrapping CSC's methods around NetApp's flexible solutions, we can offer clients — from midsize organizations to large enterprises — a phased approach to optimized storage and data management. Clients can start with smaller initiatives, and then easily scale up, down or out, depending on their needs over time. And with our utility-based pricing, clients pay only for what they use, while having the ability to grow their solutions as needed.

### ABOUT CSC

One of the world's largest providers of IT services, CSC delivers leading-edge outsourcing, systems integration, and cloud and cybersecurity solutions to businesses and governments worldwide.

### ABOUT NETAPP

NetApp creates innovative storage and data management solutions that accelerate business breakthroughs and deliver outstanding cost efficiency. Discover NetApp's passion for helping companies around the world go farther, faster, at [www.netapp.com](http://www.netapp.com).

### LEARN MORE

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