



Partner: NetApp

Web Site: www.netapp.com

Partner Size: 8,000 employees

Country or Region: United States

Industry: Professional services—IT services

Partner Profile

NetApp creates innovative storage and data management solutions that accelerate business breakthroughs and deliver outstanding cost efficiency. NetApp was named the 2009 Microsoft® Storage Solutions Partner of the Year.

Software and Services

- Microsoft Server Product Portfolio
 - Microsoft Exchange Server 2010
- Microsoft Windows Server Hyper-V
- NetApp SnapManager for Microsoft Exchange
- NetApp Single Mailbox Recovery software
- NetApp Snapshot technology
- NetApp Deduplication technology
- NetApp Global Services

Hardware

- NetApp FAS storage systems
- NetApp V-Series open storage controllers

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Efficient Storage Solutions Help Cut Costs, Increase Availability of Communications Data

“Depending on the way customers design their Exchange Server 2010 deployments with NetApp, they can expect to see more than 35 percent cost savings due to better storage efficiencies.”

Phil Brotherton, Vice President and General Manager,
Virtualization and Enterprise Applications Business Unit, NetApp

NetApp helps companies store and manage important data, including e-mail. To prepare for the launch of Microsoft® Exchange Server 2010, NetApp focused on mission-critical aspects of handling messaging data. The result is solutions that take advantage of Exchange Server 2010 features to provide highly efficient storage, streamlined data management, and greater availability of communications data.

Business Needs

NetApp, a Microsoft® Gold Certified Partner and the 2009 Microsoft Storage Solutions Partner of the Year, is a leading global provider of enterprise storage and data management solutions. The company focuses on several key technology areas for large organizations, including advanced infrastructure deployment and management, unified communications solutions, and management of mission-critical systems.

A key area of NetApp expertise is helping customers manage communications systems based on

Microsoft Exchange Server. “More than 7,500 enterprise customers around the world use NetApp storage solutions for Exchange Server infrastructures,” says Patrick Rogers, Vice President, Products Alliances and Solutions Marketing at NetApp. “That’s more than 15 million Exchange Server mailboxes globally. Our largest customers, including government agencies, have more than 1 million mailboxes. So we have a commitment to providing solutions that can deliver the best in storage consolidation, data backup and recovery, disaster recovery, and archiving and compliance.”

In continuing to provide strong support for its global customers, NetApp participates early in the development of new or enhanced enterprise software to ensure seamless interoperability and tight integration between Microsoft enterprise applications and NetApp storage solutions.

Solution

NetApp worked with Microsoft to ensure that NetApp was ready for Microsoft Exchange Server 2010, the cornerstone of the Microsoft unified communications solution. NetApp enhanced its storage solutions in three areas that its enterprise customers consider critical: gaining cost and operational efficiencies, streamlining data management, and providing higher availability for Exchange Server systems.

NetApp storage solutions for Exchange Server dramatically increase storage efficiency and take advantage of performance improvements in Exchange Server 2010, such as more efficient disk input/output (IO) and IO pattern smoothing, a disk-write feature that allows for greater use of Serial Advanced Technology Attachment (SATA) disk drives. For archiving functions, Exchange Server 2010 provides new features that NetApp is using to give its customers more options in how they store and manage e-mail databases. For example, NetApp storage solutions natively provide data de-duplication capabilities that can be immediately applied to archived mailboxes to significantly reduce storage capacity requirements.

NetApp has engineered its systems to take advantage of new and enhanced features in Exchange Server 2010 that provide higher availability for enterprise

messaging systems. For example, NetApp provides its Snapshot technology, which Exchange Server administrators can use to make frequent backups automatically with no additional storage footprint—and without affecting system performance—while increasing the efficiency of Exchange Server storage resources. NetApp also delivers technology to take advantage of Exchange Server database availability groups (DAGs). Mailbox servers can be defined as part of a database availability group, and organizations can store up to 16 mailbox database copies. NetApp storage solutions for Exchange Server 2010 provide fast DAG replication and store data in a highly space-efficient manner to dramatically reduce the overall storage footprint.

Benefits

NetApp delivers storage and data management solutions for Exchange Server 2010 that help customers reduce storage costs, streamline data management, and provide high availability for their messaging systems. The combination of NetApp expertise and Exchange Server 2010 functionality can help enterprise customers enhance the availability and accessibility of business-critical communications.

- **Helps reduce cost of storage.** Phil Brotherton, Vice President and General Manager for the Virtualization and Enterprise Applications Business Unit at NetApp, says the I/O enhancements in Exchange Server 2010 will help NetApp customers reduce the costs associated with storing Exchange Server databases. "Exchange Server 2010 delivers up to a 70 percent reduction in disk I/O over

Exchange Server 2007 levels," he says. "Depending on the way customers design their Exchange Server 2010 deployments with NetApp, they can expect to see more than 35 percent cost savings due to better storage efficiencies. The new and enhanced features in Exchange Server 2010 allow us to deliver on our business model of helping customers store more for less."

- **Streamlines data management.** NetApp has developed technologies that automate data protection and increase storage efficiency for Exchange Server 2010. "We expect these to deliver significant benefits to customers because they can use new features in Exchange Server 2010 and their NetApp solutions without incurring any significant cost overhead in keeping communications readily available," Brotherton says. "As a result of our tight integration, Exchange Server 2010 users can get large, low-cost mailboxes with minimal administrative overhead."
- **Provides high availability of communications.** The new and enhanced availability functions in Exchange Server 2010 provide NetApp customers with different ways to configure their Exchange Server backups for fast recovery from specific system failures. "E-mail is a business-critical application. By taking advantage of the new features, NetApp can provide highly effective business continuance in the event of a system failure," says Brotherton. "Our customers can also shut down a portion of their Exchange Server infrastructure to perform maintenance or easily expand storage capacity on the fly without affecting users."