NetApp is a global provider of software, systems and services to manage and store data

$6.3B  12,000+  3,000+

Annual Revenue  Global Employees  Patent Assets
The changing IT landscape

Hybrid Cloud

Integrated Solutions

Flash

Software-Defined
## Changing Cloud Landscape

### THEN...

<table>
<thead>
<tr>
<th>Count</th>
<th>Company</th>
<th>MarketCap ($)</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>Salesforce</td>
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<td>7</td>
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<td>805</td>
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<td>8</td>
<td>The Ultimate Software</td>
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<td>9</td>
<td>Taleo</td>
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<td>10</td>
<td>Constant Contact</td>
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</table>

**Total Cloud Market Cap: <$25bn**

### ...NOW!

<table>
<thead>
<tr>
<th>Count</th>
<th>Company</th>
<th>MarketCap ($)</th>
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<tr>
<td>1</td>
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**Total Cloud Market Cap: ~$180bn**

Cloud Outpaces the Dow Jones

| BVP Cloud Market Cap ($ in bn) | $177 |

<table>
<thead>
<tr>
<th>Index Value</th>
<th>% Change As Of</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<td>Nasdaq</td>
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<td>S&amp;P 500</td>
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BVP Cloud Computing Index
42 Publicly Traded Cloud Companies
Indexed as of Jan. 2011 | @ 5/29/15

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Moving Data to the Cloud

Growth of Cloud-Based Data as a Percentage of Total Data

- Total amount of data
- Data in the cloud

130 exabytes (2005)
52 exabytes (2010) (of 1,227 EB)
462 exabytes (2012) (of 2,837 EB)
8,591 exabytes (2015)
40,026 exabytes (2020) (40 zettabytes)
14,996 exabytes (of 40,026 EB) (2020) (> 37%)

Hybrid Cloud: Data has unique requirements

Integrate public resources while retaining control
Cloud Computing’s Role in Job Creation

Public and private cloud services will generate nearly 14 million jobs worldwide by 2015, according to new Microsoft research.

Cloud computing efficiencies allow organizations to invest more broadly and apply this innovation to hiring more sales, finance, production, marketing people and more.
Is this the future of our customers datacenters?
The New Meaning of “Infrastructure”

It’s not about the server! + Compute

It’s not about the network! + Network

It’s not about the storage! + Storage

It’s about architects and architectures.
What Infrastructure Means Today…
“Staffing needs are certainly shifting as the environment becomes ever more complicated. As we leverage cloud services more, the work of the in-house IT shop changes. I need people who can integrate systems, not just perform software-patch management. The traditional database administrator needs to understand how to aggregate disparate data sources and what to do with "messy data," not just relational data structures.”

Jill Albin-Hill, CIO, Dominican University: Developing a Cloud Strategy, Campus Technology, 1/22/15
What to Study / What to Teach?

Networking
- CCNA R&S
- CCNA Security
- CCNP

Virtualization & Cloud
- VMware
- VCPn
- Microsoft
- MCTS
- AWS
- Sysops Assc.
- Cisco
- DC-UCSD

Storage and Data Mgmt
- NetApp
- Academic Alliances
- NCSA
- NCDA
- SNIA
- SNCP
The NetApp Academic Alliances Program

Storage & Data Management Teaching Resources
NetApp Academic Alliances Program

An innovative industry-academic partnership to support faculty & student learning on storage systems and management

Students Prepare for Careers in Information Technology and Systems with New Storage Certification from NetApp Academic Alliances Program

Expands Academic and Industry Partnerships to Provide Educational Experiences for the Virtualized Enterprise

SAN FRANCISCO, Calif.—February 6, 2013, 2013—As part of its ever-expanding Academic Alliances program, NetApp (NASDAQ: NTAP) is launching a new NetApp Certified Storage Associate (NCSA) certification, underscoring its commitment to providing educational opportunities for students of information technology and computer information systems—related programs. In the two years since the launch of NetApp’s innovative industry-academic partnership program, students have logged thousands of online training hours reinforcing the fundamental role that storage and data management have in virtual shared infrastructures. Given the increasing demand for storage-savvy college graduates, NetApp is providing students with an entry-level industry credential that will document their expertise and give them additional credibility when entering the job market.
NetApp Academic Alliances

A Menu of Curriculum Options

- **Storage 101 (WBTs)**
  - Storage Fundamental
  - Data Network Fundamentals
  - Virtualization Technology Basics

- **Storage Management/Data ONTAP**
  - Clustered Data ONTAP Fundamentals
  - VSIMs & Exercises

- **NCSA Certification**
  - 28 hour storage track
  - WBTS + Virtual Labs + Exam

- **Advanced / Custom Curriculum**
  - Cloud, Big Data, FlexPod
  - SDN & Data Center transformation
NetApp Certified Storage Associate

- Prepares the learner to make informed decisions about storing, managing, and protecting data.
- Industry-recognized NetApp NCSA certification credential upon completion of course work, virtual lab exercises & exam.
- Expanded opportunity for employment after completion.

- Accelerated academic program, requires < 30 hours course work.
- Convenient – all content is Web-based.
- Offered free of charge to qualified academic institution & applicants, and eligible, transitioning military personnel.
Thank You

For more information on the NetApp Academic Alliances Program, please contact us at academic@netapp.com