

# Drive refresh revenue with FlexPod

Close deals and introduce customers to the latest in IT infrastructure.



## FlexPod

FlexPod® is the only integrated infrastructure that simplifies edge to core to cloud and integrates with all major public clouds. Get everything you need to start the conversation today.



Platform for Innovation



Unmatched Versatility



Trusted Worldwide

## Seize the opportunity

### Refresh opportunity:

Generate refresh opportunity with more than **9,500** installed-base FlexPod customers.

### FlexPod opportunities:

**37%** of IT leaders don't have a hybrid cloud infrastructure—and **54%** of these leaders plan to deploy one within 24 months.<sup>1</sup>

## Answer

### “Why FlexPod, why now?”

The FlexPod IT infrastructure solution offers a platform for innovation with unmatched versatility that's trusted by thousands of customers. With FlexPod, companies can:

<p>Streamline support with a <b>single point of contact</b></p>	<p>Simplify IT and <b>shrink their storage footprint</b></p>
<p><b>De-silo their storage environment</b> with rich multi-protocol storage system</p>	<p>Unleash the cloud by integrating with the <b>cloud provider of their choice</b> for a complete hybrid environment</p>
<p><b>Power and protect enterprise workloads</b> such as Oracle, SAP, SQL and VDI. Enable new initiatives such as AI/ML and analytics</p>	<p>Rest assured with the broadest portfolio of <b>195+ validated solutions</b></p>

## Speak to the bottom line

According to IDC research, companies that deploy the latest FlexPod technologies:<sup>2</sup>

<p>Capture <b>29%–33%</b> efficiency gains.</p>	
<p>See <b>41%–60%</b> downtime reductions.</p>	
<p>Reduce operational and capital expenditures by <b>24%–34%</b>.</p>	
<p>Report performance improvements of <b>41–62%</b>.</p>	

## Partner with an industry leader

FlexPod is:

<p>FlexPod AFF is a <b>leader in the latest Gartner Magic Quadrant</b> for Primary Storage</p>
<p><b>The most trusted</b> converged infrastructure solution on IT Central Station<sup>3</sup></p>
<p>Backed by an <b>industry leading partnership</b> between Cisco and NetApp</p>



## Let FlexPod help

Get more information to launch your next campaign.

<p>Visit the NetApp Partner Hub for the latest FlexPod resources including presentations, solutions and workloads, and partner incentives.</p> <p><a href="#">DOWNLOAD NOW</a></p>	
<p>Visit the FlexPod website to learn more.</p> <p><a href="#">VIEW NOW</a></p>	
<p>Learn about the FlexPod story and take a 3D tour.</p> <p><a href="#">TAKE TOUR NOW</a></p>	

## Next steps

Close more deals with FlexPod. Take advantage of the latest campaigns, incentives and resources.

<sup>1</sup> Red Hat, “Red Hat’s approach to hybrid cloud,” September 2020.  
<sup>2</sup> IDC, “Agile and Efficient—How FlexPod Drives Data Center Modernization,” 2019.  
<sup>3</sup> IT Central Station, “FlexPod Use of Solution.”