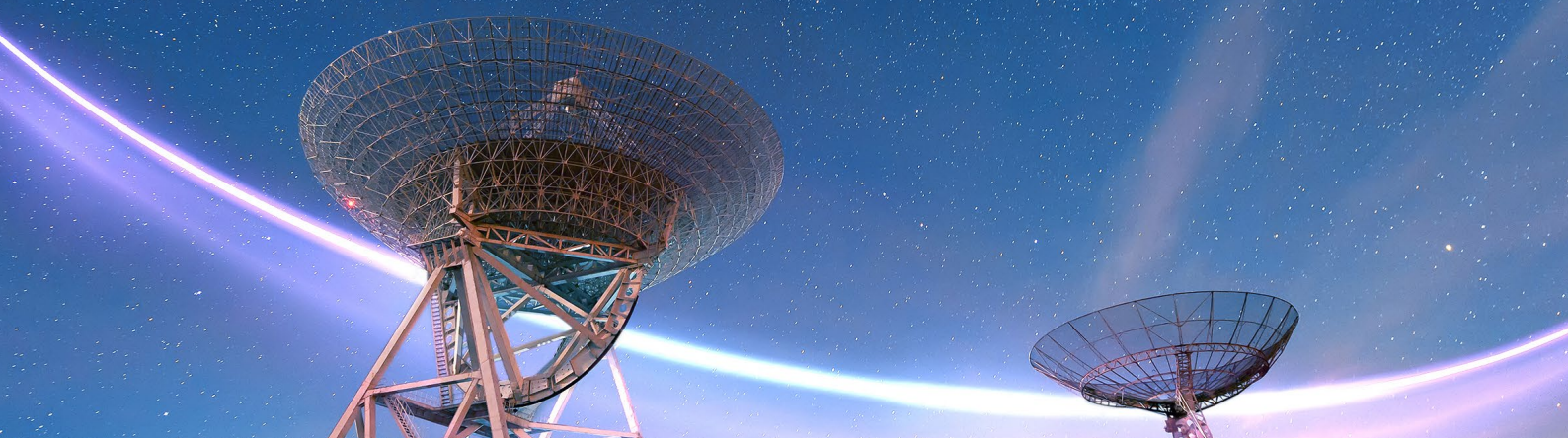# BT

Move your data to your cloud, your way

Design the perfect hybrid cloud for your business, with BT and NetApp

Managing data in the cloud

The challenges

80%
will overshoot their cloud Infrastructure-as-a-Services (IaaS) budgets*

50%
of businesses will accidentally expose data or services**

47%
of businesses are not optimising IT workloads for the cloud***

* Gartner, Ten Moves to Lower Your AWS IaaS Costs, 15 October 2018
** Gartner, Innovation Insight for Cloud Security Posture Management, 25 January 2019
*** Forrester Analytics Global Business Technographics Infrastructure Survey, 2018

Business outcomes from working with BT and NetApp

Reduce total cost of ownership
Cloud tiering plus NetApp efficiencies mean lower cloud consumption, ingress and egress costs.
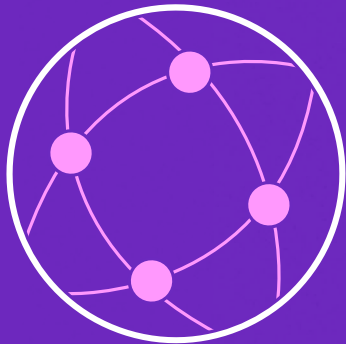
Minimise risk
We can offer SLAs for mission-critical cloud workloads and protect your data from dataloss and ransomware; managed by BT.

Optimise performance
Better performance in the public cloud guaranteed for mission-critical workloads.

Avoid cloud lock-in
No need for re-architecting or data conversion.

Get seamless connectivity to every major cloud provider across the globe

Cloud. Multi-cloud. Hybrid cloud. Amazon, Microsoft, Google… using the NetApp Data Fabric within the BT network, you can build a custom hybrid cloud solution that's inherently secure, fully managed, optimised and cost-effective.

Ready in days
Connectivity to every major global cloud provider means you get up and running fast.

Designed for growth
Simpler migration and enhanced agility, availability, and scalability mean you can digitalise and go-to-market faster.

Always future-proof
With no cloud lock-in, create a hybrid cloud that makes the most of the data so you're always future-ready.

AstraZeneca drives innovation with NetApp

"We needed a hybrid, multi-cloud data fabric to move data to any cloud from any cloud."

Scott Hunter
Global Infrastructure Services Director
AstraZeneca

- Created a custom AstraZeneca cloud.
- Simplified access to large volumes of data.
- Built a flexible, future-proof data strategy.

Build your cloud, your way

Our managed services take care of your complex application migration, in your data centre, the BT data centre, and across hybrid cloud. It's all about building your cloud, your way.

CDL deliver great customer experience with NetApp

"It is key to CDL that we have confidence in our core infrastructure to enable us to provide a robust high performance platform to run our client systems."

Niall Scott
Infrastructure Manager, CDL

Why BT and NetApp?

BT
'Very Strong' in GlobalData's Data Centre and Cloud Services Product Assessment Report, 2020

NetApp®
IDC Hybrid Cloud Key Player
The data authority for hybrid cloud

5
We connect securely to 5 different types of cloud

7
We connect to 7 of the leading global cloud providers

10+
years of partnership working in this field

180
BT is a global company with a presence in over 180 countries

Are you ready to start building your custom clouds?
Contact your BT specialist here

In association with
NetApp®