NetApp Keystone

Achieve a flexible, cloud-like experience on-premises or in the public cloud with NetApp Keystone, delivered through Insight.

Under pressure to reduce risk while prioritizing transformation and innovation, organizations are increasingly looking to As a Service models to leverage modern IT solutions while reducing CapEx spend. Storage as a Service (STaaS) from NetApp® Keystone™, delivered by Insight, allows those organizations to achieve the flexibility of cloud while optimizing spend, security, and latency requirements.

STaaS through NetApp Keystone and delivered by Insight provides you with the industry's strongest data management solution, with seamless integration for the entire data fabric architecture. Keystone enables your business to reduce risk and capital expenditures through a consumption model aligned to cloud service tiers for storage on-premises or in public or hybrid cloud, giving you the flexibility to scale as needed and run workloads in the public cloud as necessary.

Working with Insight for Keystone allows you to take advantage of our long-standing expertise and leadership in storage and public cloud, and in-depth partnership with NetApp to make the most of Keystone for your organization. As your go-to Keystone partner, Insight can help your organization perfectly align Keystone consumption with your business needs, monitor, manage, and optimize your Keystone solutions, as well as provide ongoing support and bundle related services.

Complete services in a single partner

Insight's approach to delivering NetApp Keystone drives value for the consumer through our ability to wrap a full portfolio of services around the Keystone product. Deep partnerships with NetApp and other industry-leading service providers in cloud, compute, security, data protection, and more, allow Insight to deliver a complete scope of services in a single technology partner — allowing clients to experience strategic solutions for Keystone and comprehensive support for their enterprise data infrastructure.

Key benefits:

Complete pricing transparency
and no contract minimums

Better manage risk from cloud and business uncertainty

Reduce CapEx spending
through OpEx models

Scale rapidly up/down to accommodate fluctuations

Simplify capacity planning
by removing added cost pressures

Enhance on-premises performance while supporting hybrid cloud initiatives

Consumption-based data management
for the entire data fabric

NetApp® KEYSTONE

STaaS service level details

Each of our three service levels gives you the best-in-class vendor solution(s) of your choosing, and strategic and technical support from Insight Cloud + Data Center Transformation (CDCT) to optimize performance and free up your IT team to focus on strategic initiatives. Service levels span from Essentials, to help you get started, to fully managed Advanced and Premier services.

	Essentials	Advanced	Premier
Assigned Client Success Manager	✓	✓	✓
System health monitoring via NetApp Basic AutoSupport	✓	✓	✓
Flexible billing options	✓	✓	✓
24/7/365 technical support	✓	✓	✓
Advanced system monitoring and alerting		✓	✓
Request fulfillment		✓	✓
Incident and problem resolution		✓	✓
System software patching		✓	✓
Capacity planning and performance reviews			✓
Infrastructure assessments and key business activity reviews			✓

Process and outcomes

Service level			What we provide	How we deliver	Measurable results
Essentials services	Advanced services	Premier services (or add-on services)	Support	• Billing and client success management • 24/7 technical support	• High client satisfaction rates • Maximum uptime
			Security and notifications	• Patch management • Monitoring and event management • Service configuration management	• Up-to-date systems • Increased transparency and security
			Resolution	• Problem and incident management • Change enablement and request fulfillment	• SLOs achieved; SLA met • Increased governance and reduced risk • Reduced incident resolution time
			Optimization	• Capacity, performance, and cost management • Service continuity management	• Continual optimization • Data-driven decision-making
SOW/Service hours			Implementation	• Comprehensive planning • Skilled resources • Projects managed through to completion	• Regular communication and follow-ups • Projects managed to time and cost expectations

Why Insight for NetApp?

Together, Insight and NetApp have been achieving successful client outcomes for more than 25 years.

NetApp®
GLOBAL STAR PARTNER

250
sales and technical certifications

1st
Managed Keystone Partner

1st
Cloud First Partner

Top 3
Partner overall
Flash Partner
FlexPod Partner
SLED Partner

Learn more at:
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