

# WHY NETAPP FOR AZURE VMWARE SOLUTION



## THE PROBLEM

Most VMware users have faced increased on-premises pricing due to the move from perpetual licenses to bundled subscription changes. With prices changed to per-core with minimums, users are looking for new solutions, and the cloud might look more appealing than ever. However, the cloud introduces challenges such as ensuring compatibility between existing infrastructure, data security and compliance, and managing TCO. Without proper solutions, workloads that are either compute-heavy or storage-heavy create imbalance and waste.

## THE SOLUTION

With Spot Eco by NetApp®, Azure NetApp Files, and Data Infrastructure Insights, you can maximize your use of Azure reserved instances, decouple storage from compute, and identify waste to be rightsized prior to migration. This ability drastically increases ROI for Azure VMware Solution (AVS) environments. Whether your workloads are storage-heavy or compute-heavy, NetApp solutions complement each other to provide valuable compute and storage savings.

## Five reasons


**1**

Maintain reserved instances coverage of 90%+.


**2**

Decrease overhead with a managed commitment strategy.


**3**

Identify required CPU, memory, networking, and storage for your VMware environment and easily map to Azure.


**4**

Realize 20% to 30% savings on compute expenses.


**5**

Achieve 99.99% availability.

## Only NetApp offers

Only NetApp offers a combined solution that provides unparalleled TCO for Azure VMware Solution environments.

### Spot Eco

can increase AVS reserved instance coverage to over 90%, providing maximum discounts for the majority of the AVS environment. Additionally, Spot Eco detects if workloads are refactored to cloud-native, like Kubernetes, and automatically exchanges AVS reserved instances for VM compute reserved instances, maintaining high coverage and eliminating potential waste.

### Azure NetApp Files

provides best-in-class storage performance, efficiency, and security. By decoupling compute (AVS nodes) and storage (Azure NetApp Files), you can rightsize compute nodes for storage-heavy workloads. Avoid overcapacity by buying only what you need and enjoy financial flexibility and a greater return on investment.

### Data Infrastructure Insights

provides transparency into on-prem and cloud environments, allowing visibility into compute and storage needs. With intelligent recommendations, you can identify areas of waste and make the necessary changes to eliminate that waste. This is a crucial step to optimize future costs before doing a cloud migration. Because environments aren't static, Data Infrastructure Insights continues to monitor and provide observability and make recommendations to optimize both on-prem and Azure resources.

***"We have made Microsoft Azure the cloud of choice for VMware environments and offer fast and cost-effective solutions, enabling many customers to move their VMware workloads to the cloud. As VMware customers navigate changes to operating virtualized environments, we have given our customers a way to lock in secure and predictable pricing over multiple years. NetApp's data management and cloud observability capabilities help our customers ensure that those deployments are delivering the return on investment they need."***

*Brett Tanzer, VP of Product Management, Microsoft*

## Additional resources

[Spot Eco by NetApp >](#)

[Azure NetApp Files for Azure VMware Solution TCO Calculator >](#)

[Data Infrastructure Insights >](#)



[Contact Us](#)

### About NetApp

NetApp is the intelligent data infrastructure company, combining unified data storage, integrated data services, and CloudOps solutions to turn a world of disruption into opportunity for every customer. NetApp creates silo-free infrastructure, harnessing observability and AI to enable the industry's best data management. As the only enterprise-grade storage service natively embedded in the world's biggest clouds, our data storage delivers seamless flexibility. In addition, our data services create a data advantage through superior cyber resilience, governance, and application agility. Our CloudOps solutions provide continuous optimization of performance and efficiency through observability and AI. No matter the data type, workload, or environment, with NetApp you can transform your data infrastructure to realize your business possibilities. [www.netapp.com](http://www.netapp.com)