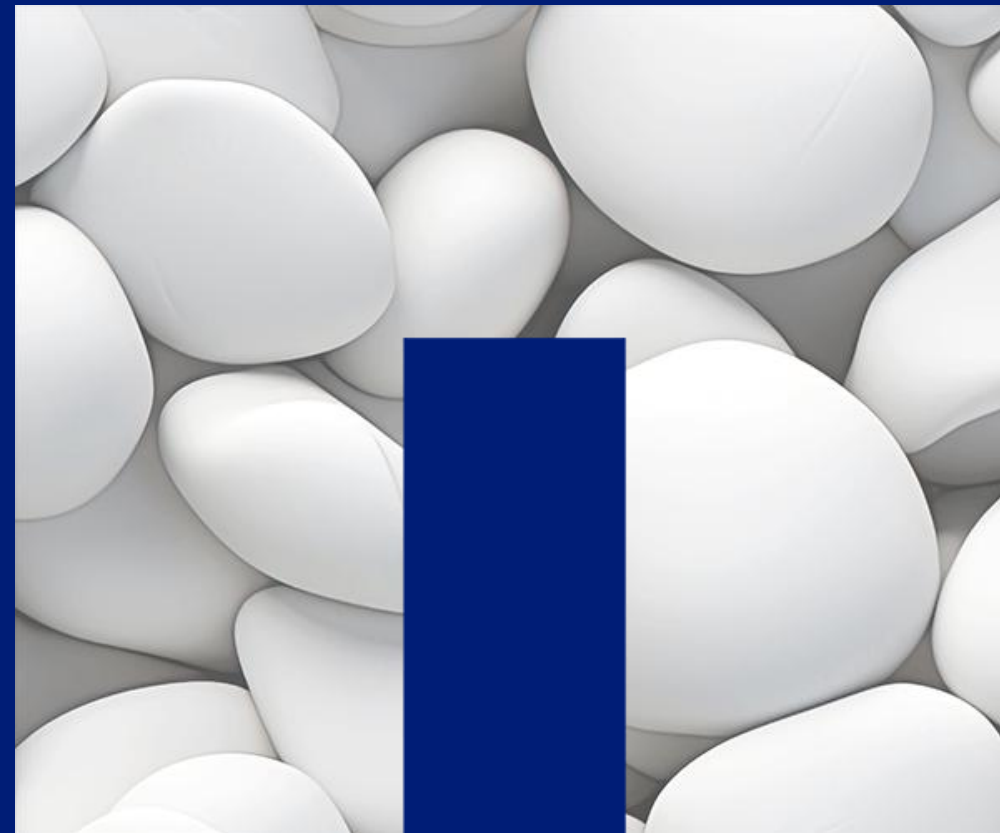


SECURING THE DOD MISSION IN A HYPERCONNECTED ERA:

LEVERAGING INTELLIGENT DATA INFRASTRUCTURE FOR RAPID, EFFICIENT, AND CYBER RESILIENT AI AND MISSION DATA

Jim Cosby
CTO, NetApp Public Sector and Partners
10/2/25



Brief NetApp Overview

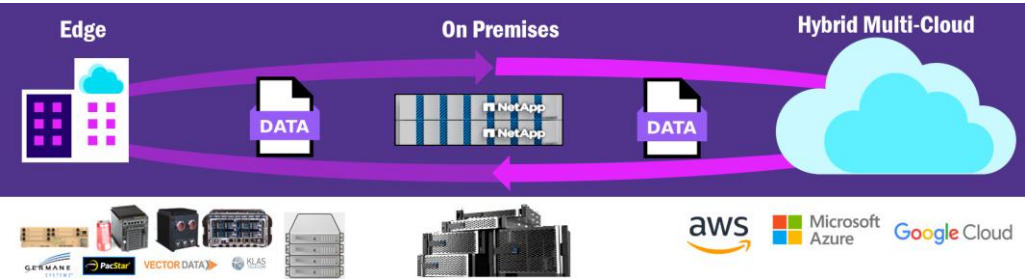
30
years

Established and committed to your mission since early 2000s

- Well-known for our storage solutions
- Reliable and easy to work with
- Leader in industry
- 40,000 customers worldwide
- 11,000+ employees worldwide
- \$6.57B FY25 Revenue



Providing Intelligent Data Infrastructure/Storage at Edge, On-Prem and Hybrid Multi-Cloud capabilities in both unclassified and classified networks.



Partner Ecosystem: AWS, Azure, Google, NVIDIA , Splunk, Microsoft, RedHat, VMware, Elastic, Cisco and many more



3000
PB+

Tens of thousand of systems deployed across Civilian, DoD, Intel, and SLED



100+ highly cleared employees

2

2 SCIFS



Only storage certified to store Top Secret Data. CSfC, FIPS 140-2/3, DISA STIG, DoD APL, Common Criteria, Ransomware security and protection built in.



Commercial Solutions
for Classified (CSfC)
Component List



FIPS 140-2



FIPS 140-3



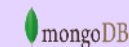
DISA STIG



Department of Defense
Approved Product List
(DoDIN APL)



Common Criteria



Modern data estate operations and optimization for any file, block, or object data anywhere

INTELLIGENT DATA INFRASTRUCTURE



SECURITY



SUSTAINABILITY



SAVINGS



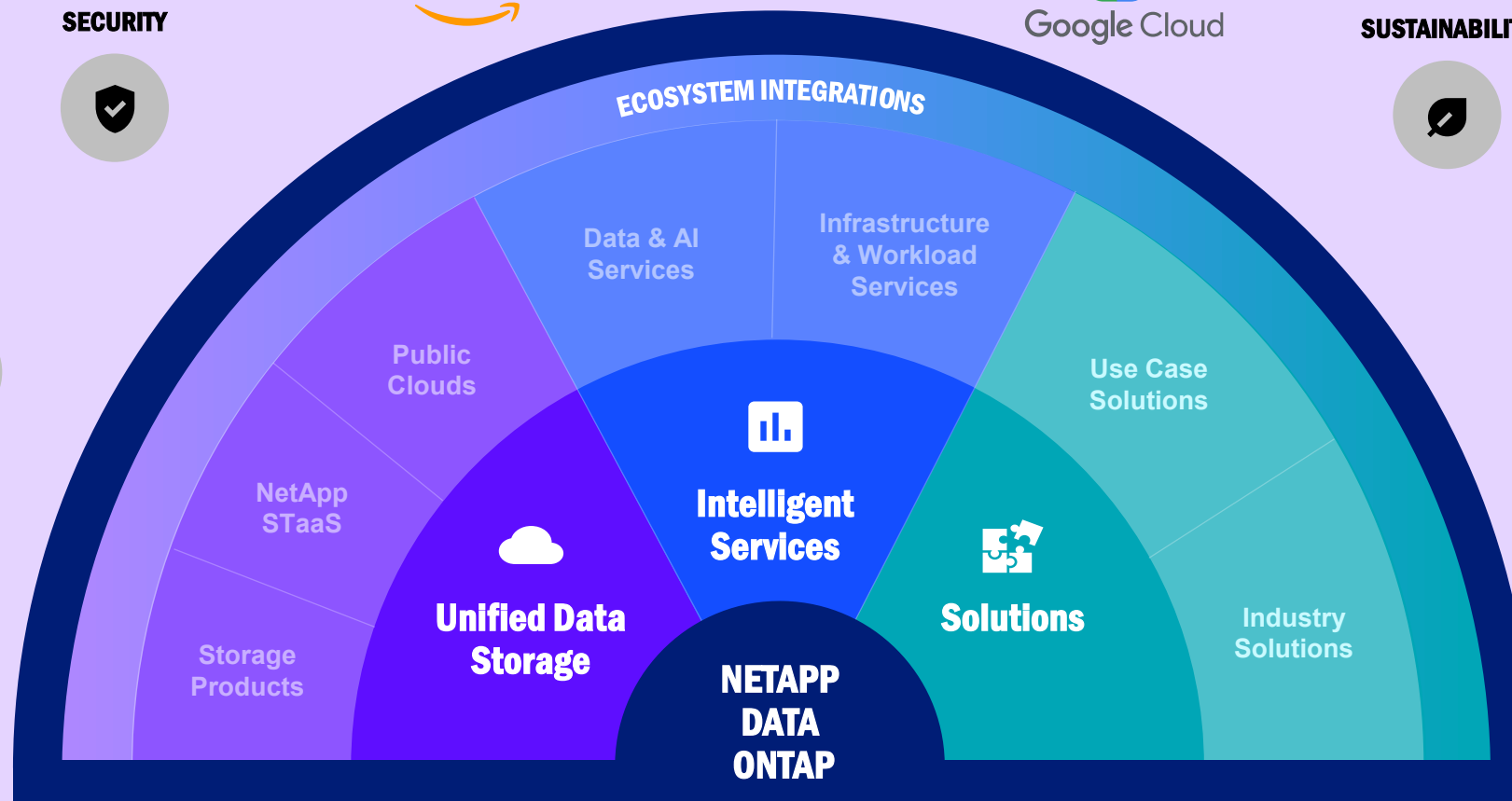
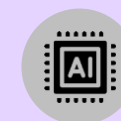
SCALABILITY



SIMPLICITY



SMARTS



Your Data: Efficient (Dedup, Compress, Compact, Tier – 25-90% savings), Flexible, and Secure

Intelligent Data Infrastructure delivered how you need it, where you need it for any agency

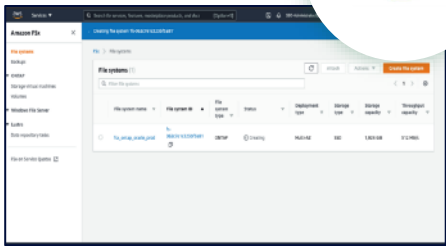


Modern data fabric backbone for any agency data, any time, any where

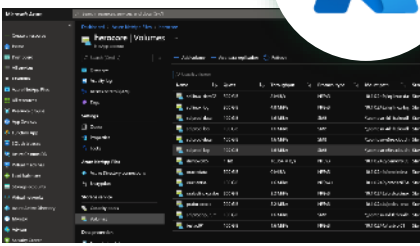
Data ONTAP & ONTAP Select



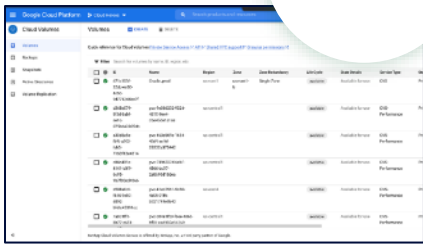
On-Premises (Flash/Hybrid)
Hybrid Multi-Cloud



Amazon
FSx for NetApp ONTAP
FedRAMP High, IL2, IL4, IL5, IL6

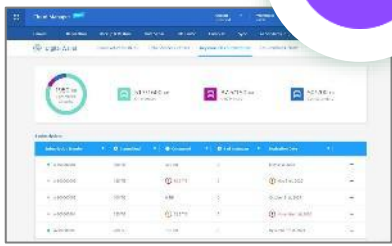


Azure NetApp Files
FedRAMP High, IL2, IL5

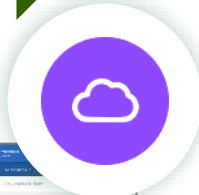


Google Cloud
NetApp Volumes

Google Distributed Cloud



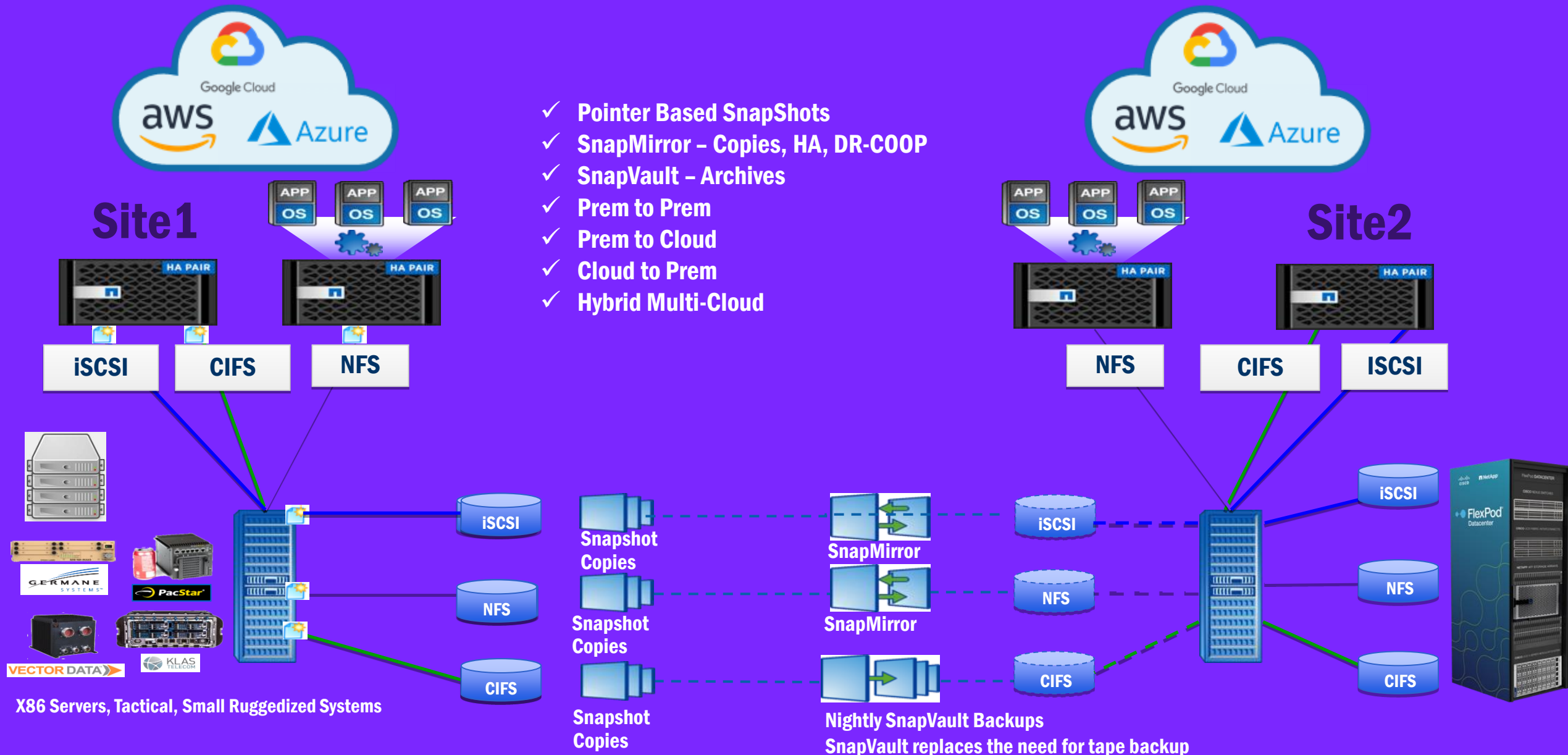
NetApp Cloud
Volumes ONTAP
No FedRAMP Required



The only common storage software provided as on-premises enterprise storage and 1st party and 3rd party cloud native services by the three biggest clouds

Your Data: Efficient (Dedup, Compress, Compact, Tier - 25-90% savings), Flexible, and Secure

Data Backbone, Fabric, Replication and Protection – Intelligent Hybrid Multi-Cloud



Unified Data Storage Systems, Powered by ONTAP

Best performance for mission-critical workloads

PERFORMANCE FLASH

AFF A-Series



Capacity-optimized for best price/performance

CAPACITY FLASH

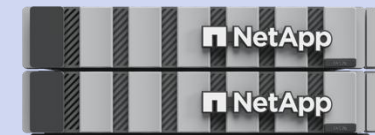
AFF C-Series



Lowest cost of data across its life cycle, secondary storage

HYBRID FLASH

FAS



Unified

Block
Optimized

ASA A-Series



ASA C-Series



ONTAP

Comprehensive data management software delivering automation, efficiency, data protection, and security capabilities for file, block, and object



Keystone
STaaS



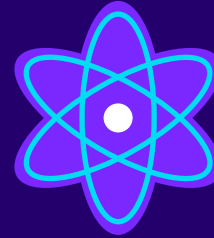
SOLVING THE AI DATA CHALLENGE

TOP BLOCKERS

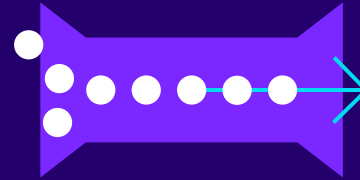
Moving AI from POC to production

80%

of the work associated with AI is in data sourcing, movement, and preparation



**DATA IS
EVERYWHERE**

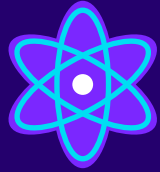


**DATA CAN BE
HELD BACK BY SILOS**

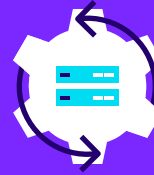


**DATA IS CONSTANTLY
UNDER THREAT**

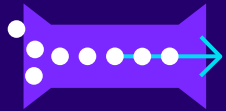
The data challenge for AI demands an intelligent data infrastructure



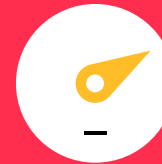
**DATA IS
EVERYWHERE**



INTELLIGENT & INTEGRATED



**DATA CAN BE
HELD BACK BY SILOS**



SCALABLE PERFORMANCE



**DATA IS CONSTANTLY
UNDER THREAT**

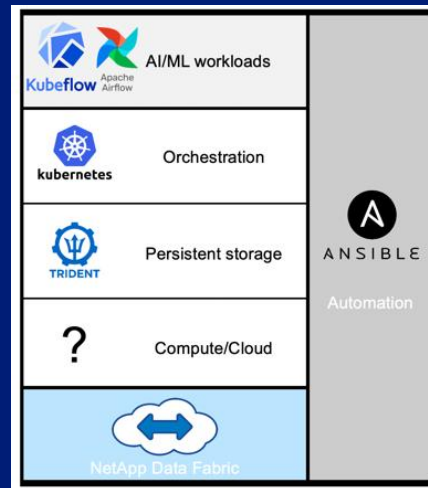
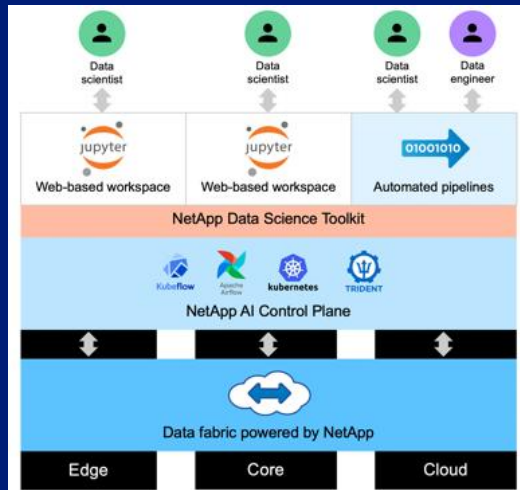


TRUSTED & SECURE

Digital Battlespace Technologies for AI Solutions

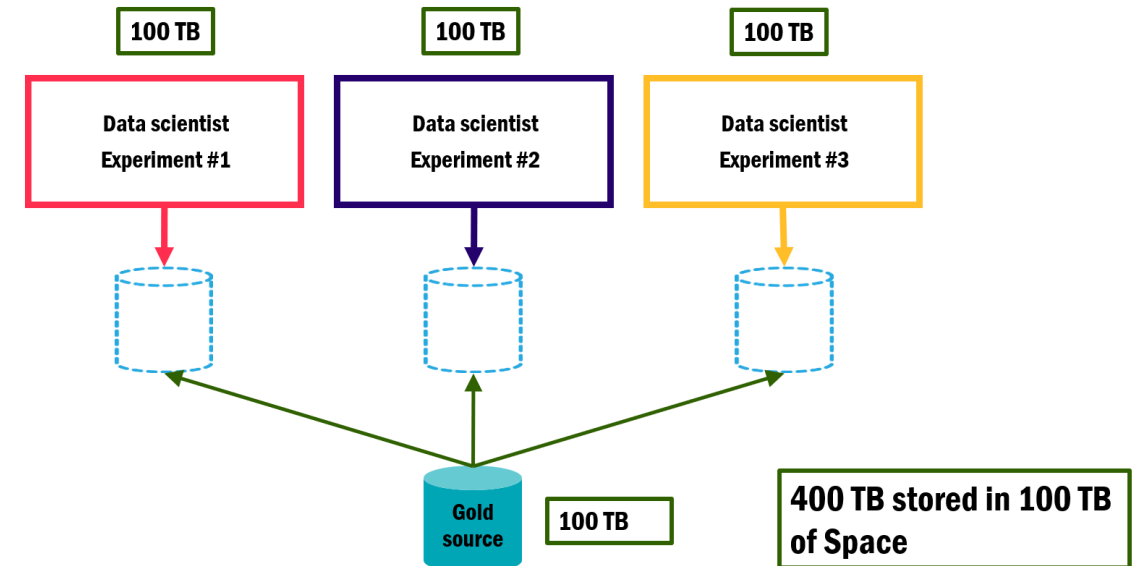
Intelligently manage AI workloads and data from edge to core to cloud

- **NetApp Data Science Toolkit**
 - Simple interfaces for Data Scientists
- **NetApp AI Control Plane**
 - Delivers full-stack, automated end-to-end AI workload management
- **NetApp AI Bundled Solutions**
 - Tight reference architectures of NetApp, NVIDIA and Mellanox systems



Accelerating the AI training workflow, efficiently

- Copying a dataset takes seconds instead of hours/days
 - Ex. 10 TB dataset – 2 seconds vs. up to 17 hours
 - Ex. 3 x 10TB dataset – 6 seconds vs. up to 51 hours
- Copies are stored efficiently
 - Ex. 3 copies of each dataset – up to 90% reduction in storage space



6 seconds

vs. 51 hours

Turnkey AI infrastructure solutions

Power NVIDIA GPUs by delivering the right performance across the data lifecycle

ENTERPRISE AI

HPC | Model Training | Fine-Tuning | Inferencing



**NVIDIA DGX
SuperPOD
with NetApp**



**NetApp® AIPOD™
built on NVIDIA
DGX BasePOD**



**NetApp AIPOD
With
Standard OEM x86 Servers**



**FlexPod® AI
with NVIDIA GPUs**

What is AI Pod Mini with Intel?

AI Pod Mini is designed to be an affordable, easy-to-deploy AI platform for scale out deployment of inferencing

Compute:

- Choice of OEM server based on Intel 6th Generation Xeon® CPUs, with Intel AMX®

Storage:

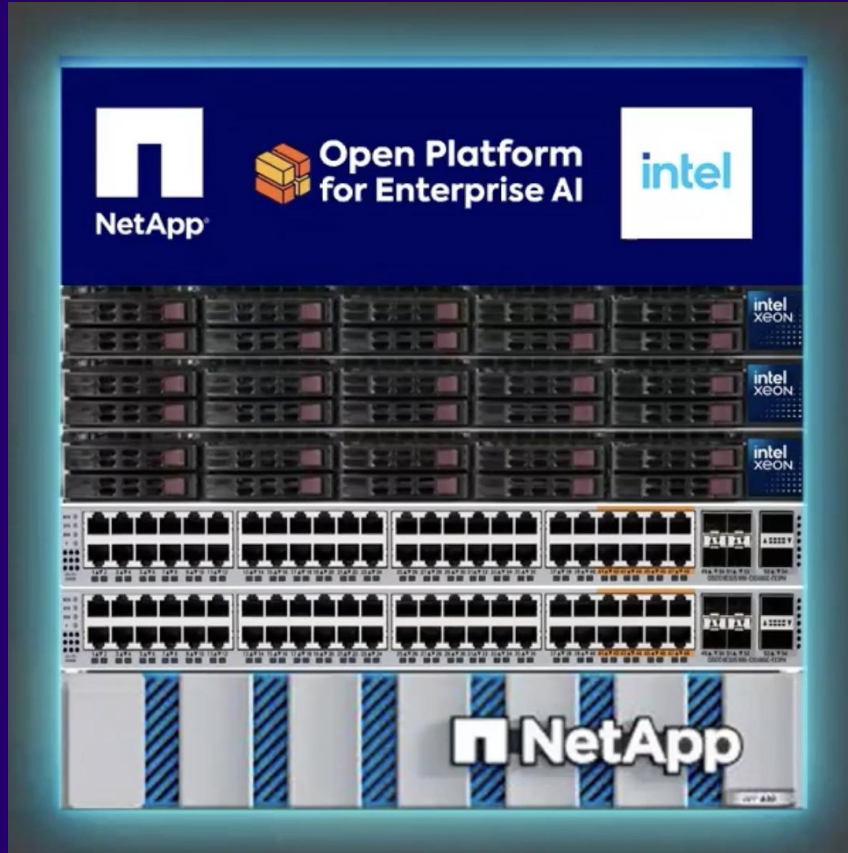
- NetApp AFF A20, currently ONTAP version

Software:

- Open Platform for Enterprise AI (OPEA): Intel AI for Enterprise RAG

Networking:

- Choice of TOR ethernet switch

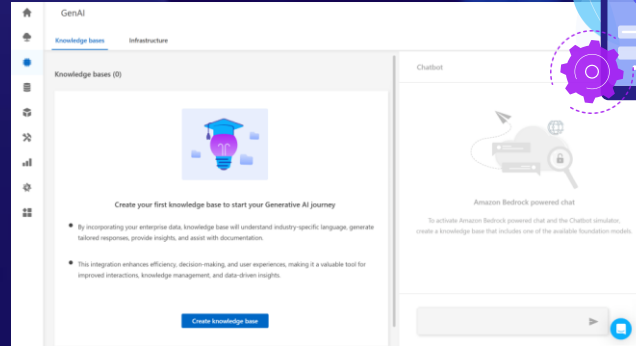


NETAPP CLOUD STORAGE AI READY



**Google Cloud Vertex AI +
Google Cloud NetApp Volumes
w/ BigQuery and Agent Builder**

Google Cloud



**BlueXP Workload Factory
AWS Bedrock Knowledge Bases
on AWS FSx for NetApp ONTAP**

aws



**Azure NetApp Files Now
Supported with
Azure OneLake**

Microsoft Azure



NetApp Vision for AI Innovation



DATA SCIENTIST,
AI DEVELOPERS, DPO

INTELLIGENT DATA SERVICES FOR AI



DATA ENGINEER,
AI DEVELOPERS

ROBUST DATA ENGINE FOR AI



STORAGE ARCHITECT,
ADMIN, ENGINEER

BEST INFRASTRUCTURE FOR AI

AI ECOSYSTEM



Standard OEM x86 Servers

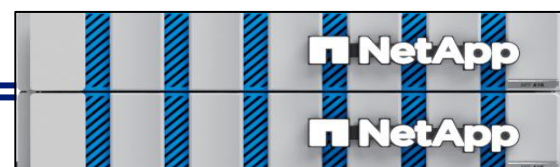




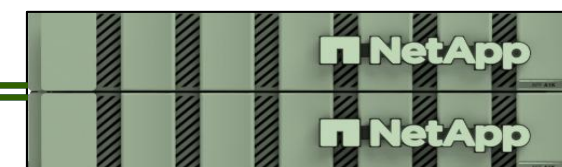
NetApp Vision for AI Innovation

BEST INFRASTRUCTURE FOR AI

ONTAP® Storage



ONTAP Data



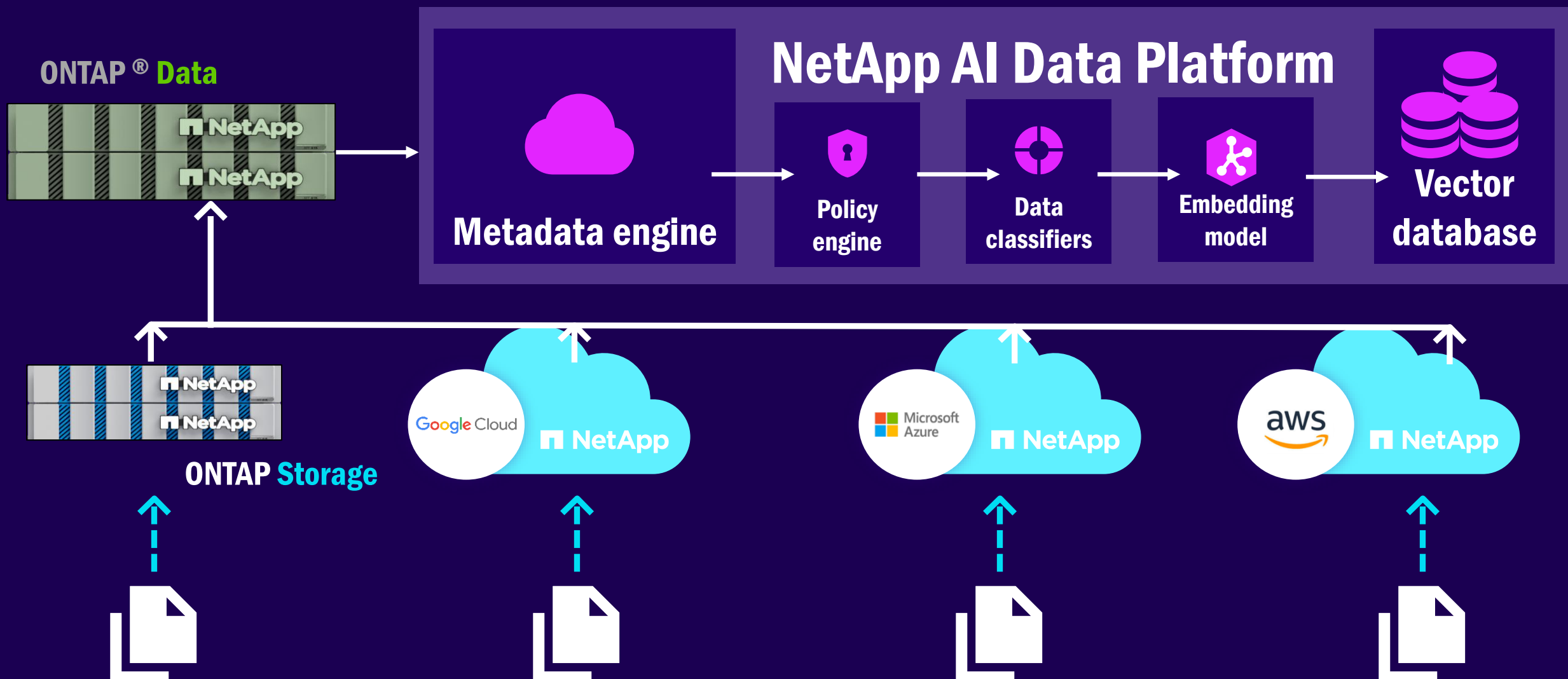
DISAGGREGATED STORAGE ARCHITECTURE





NetApp Vision for AI Innovation

ROBUST DATA ENGINE FOR AI





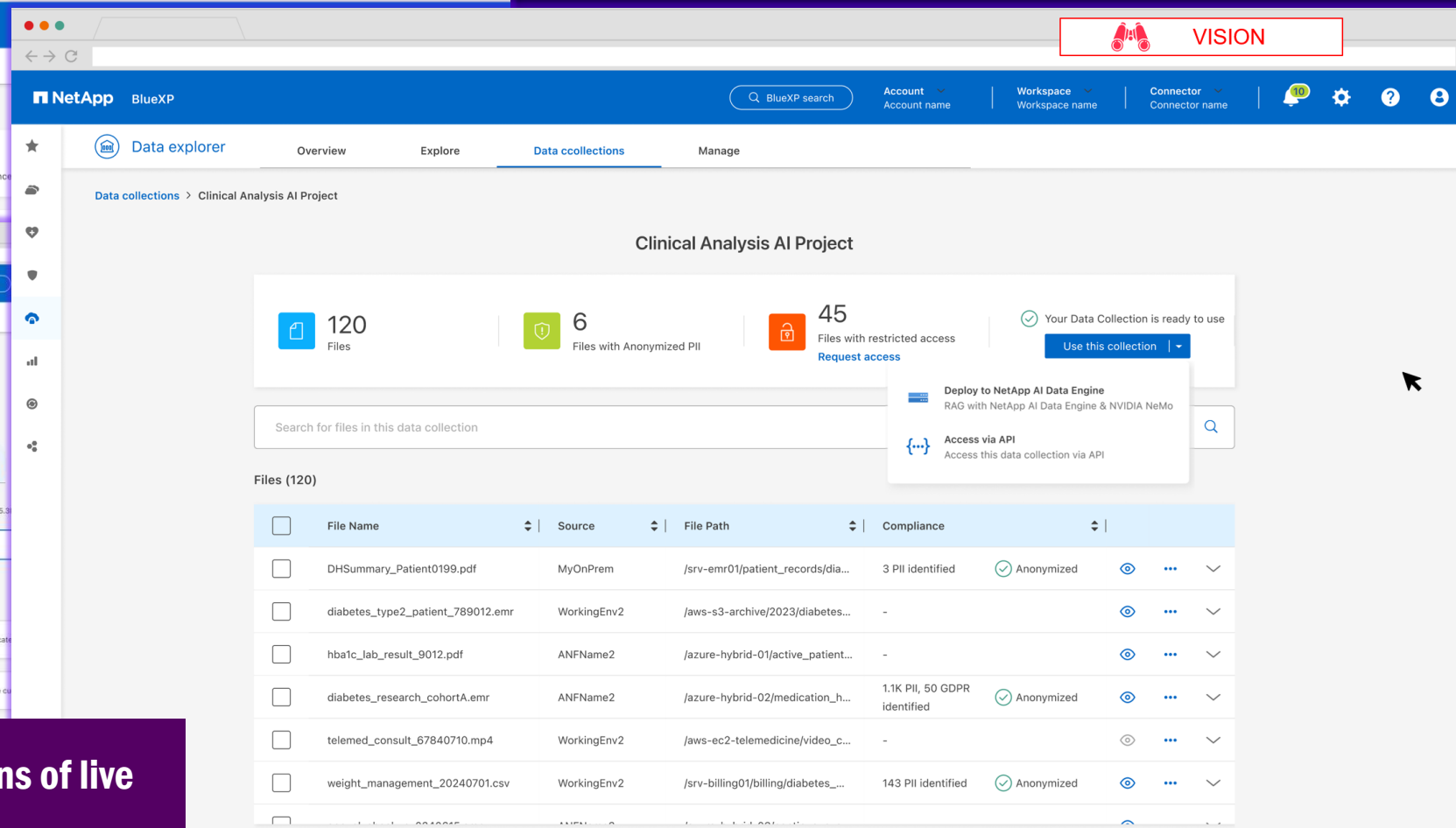
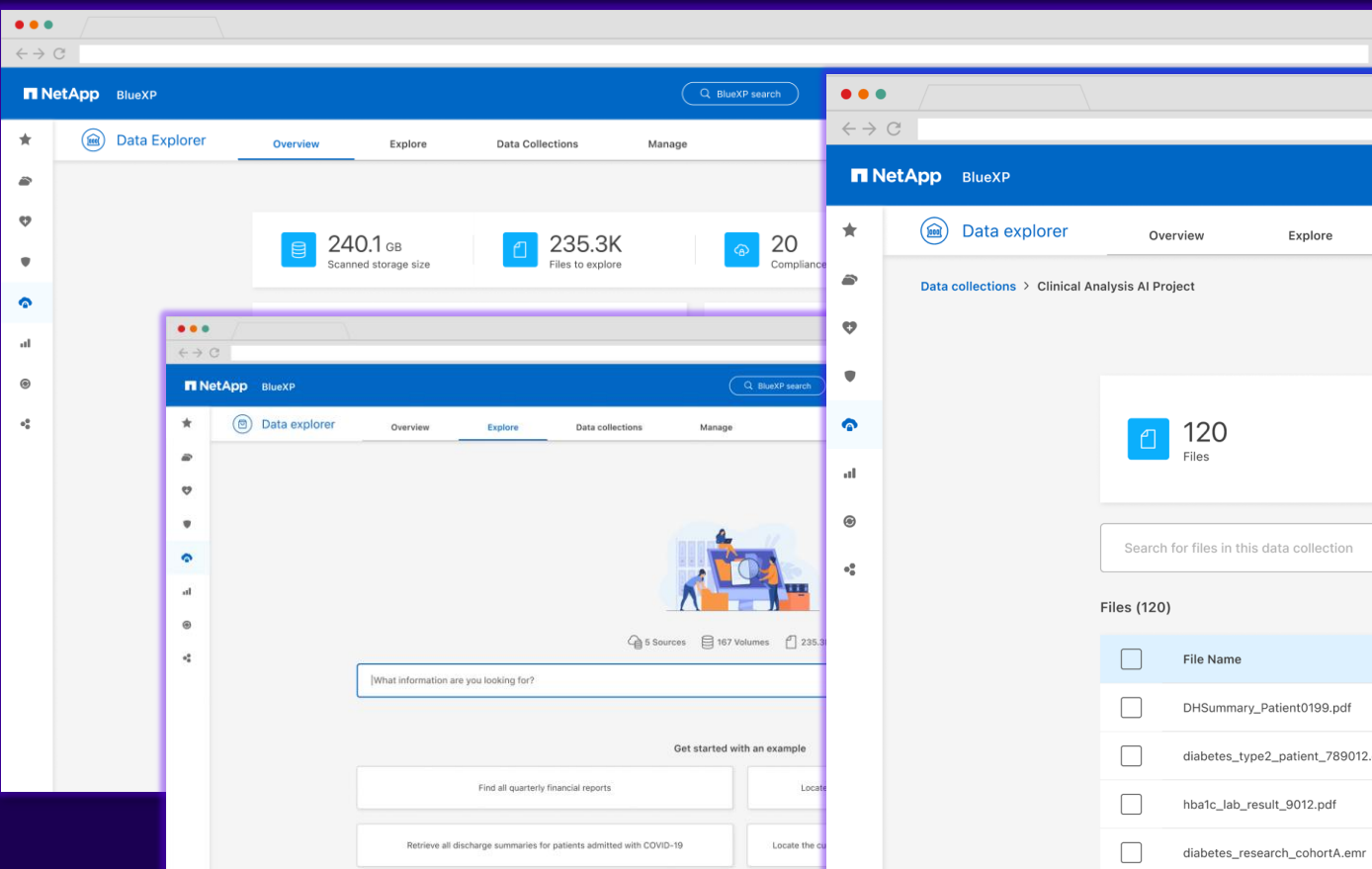
VISION

NetApp Vision for AI Innovation

INTELLIGENT DATA SERVICES FOR AI



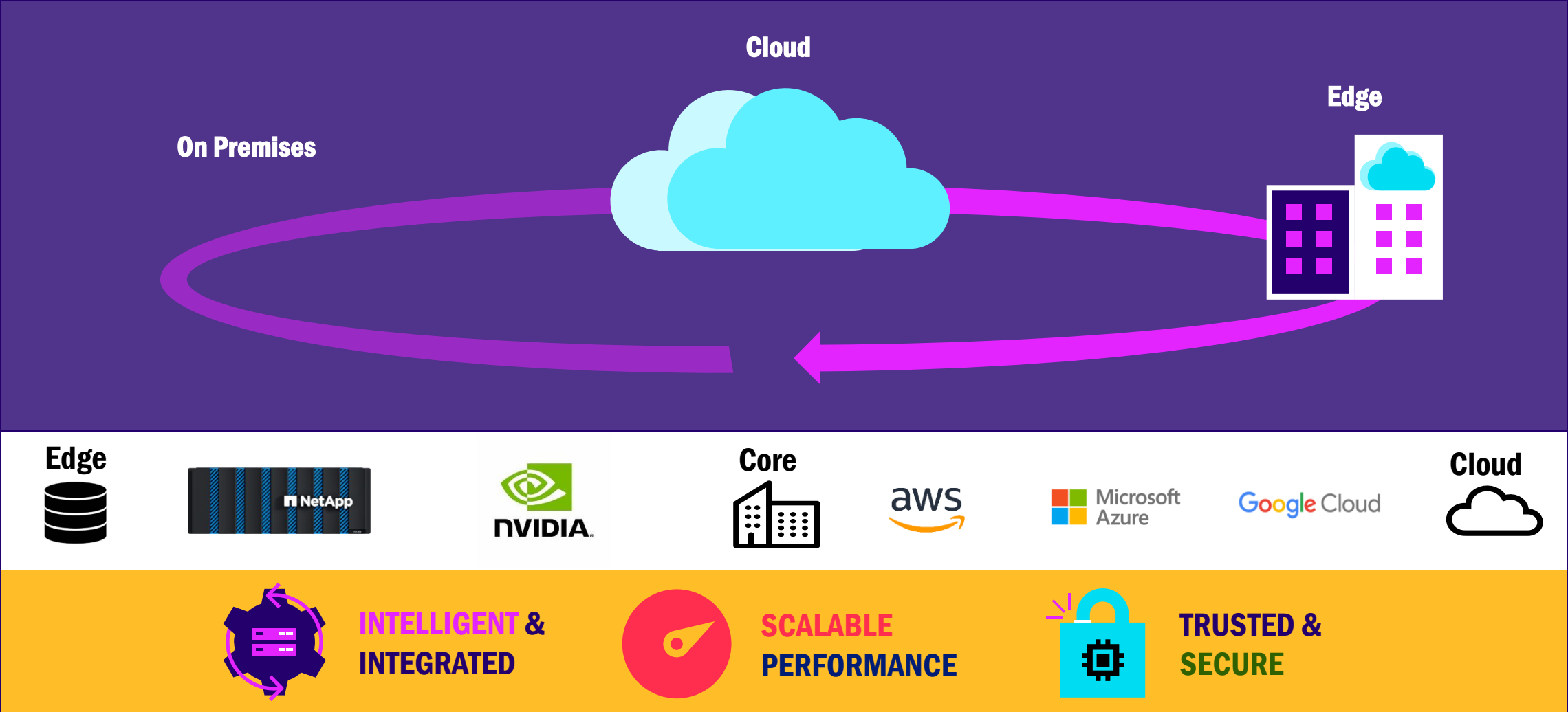
VISION



Integrated Data Explorer, with connections of live data to AI tools of your choice

Power Your AI Mission Anywhere

NetApp delivers enterprise data management wherever your data is, or wherever you want it



DATA CENTRIC SECURITY

AND

ZERO TRUST

The only enterprise
storage vendor validated
to store top-secret data



**Commercial Solutions
for Classified (CSfC)
Component List**



FIPS 140-2



FIPS 140-3



DISA STIG

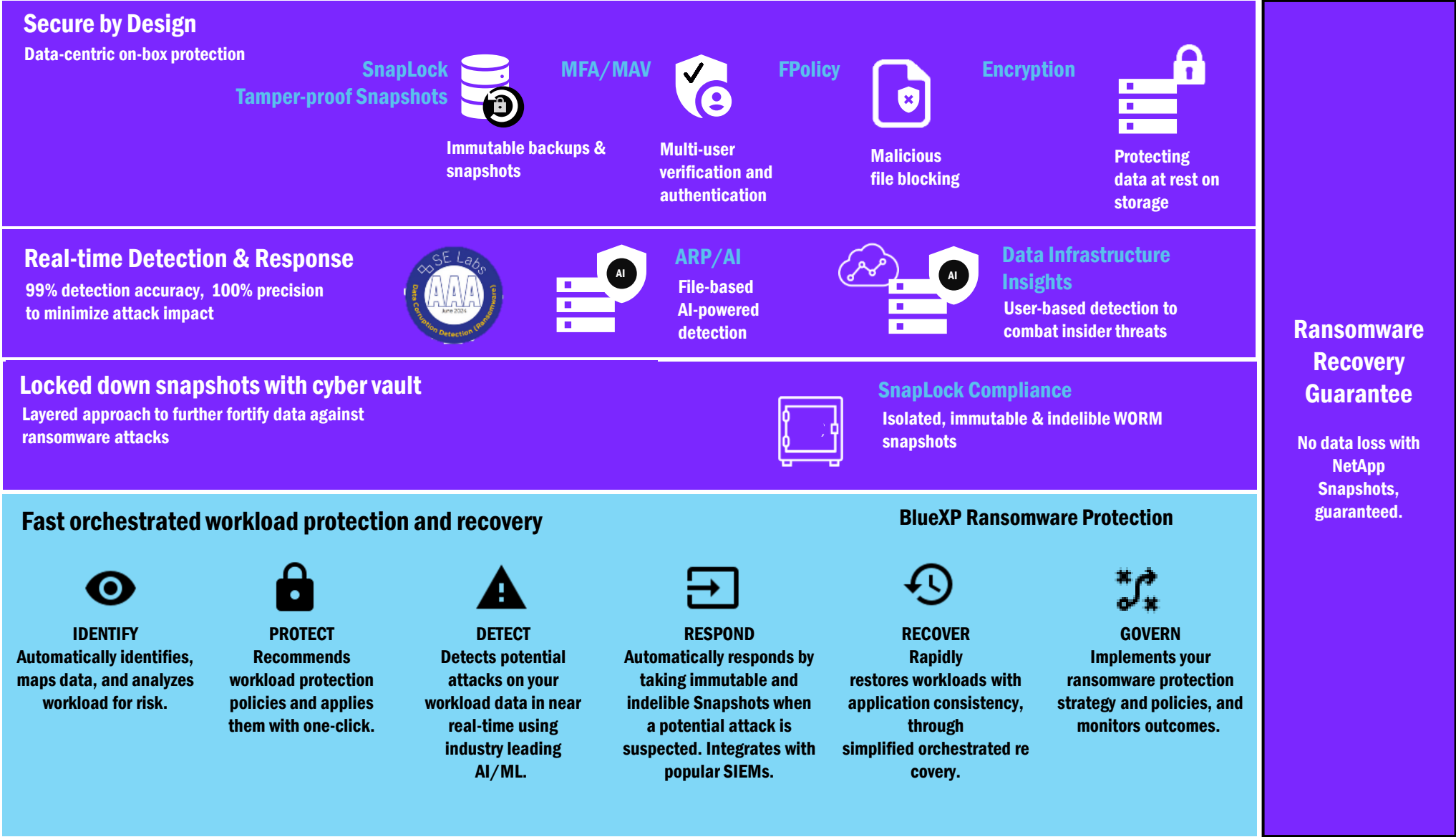


**Department of Defense
Approved Product List
(DoDIN APL)**

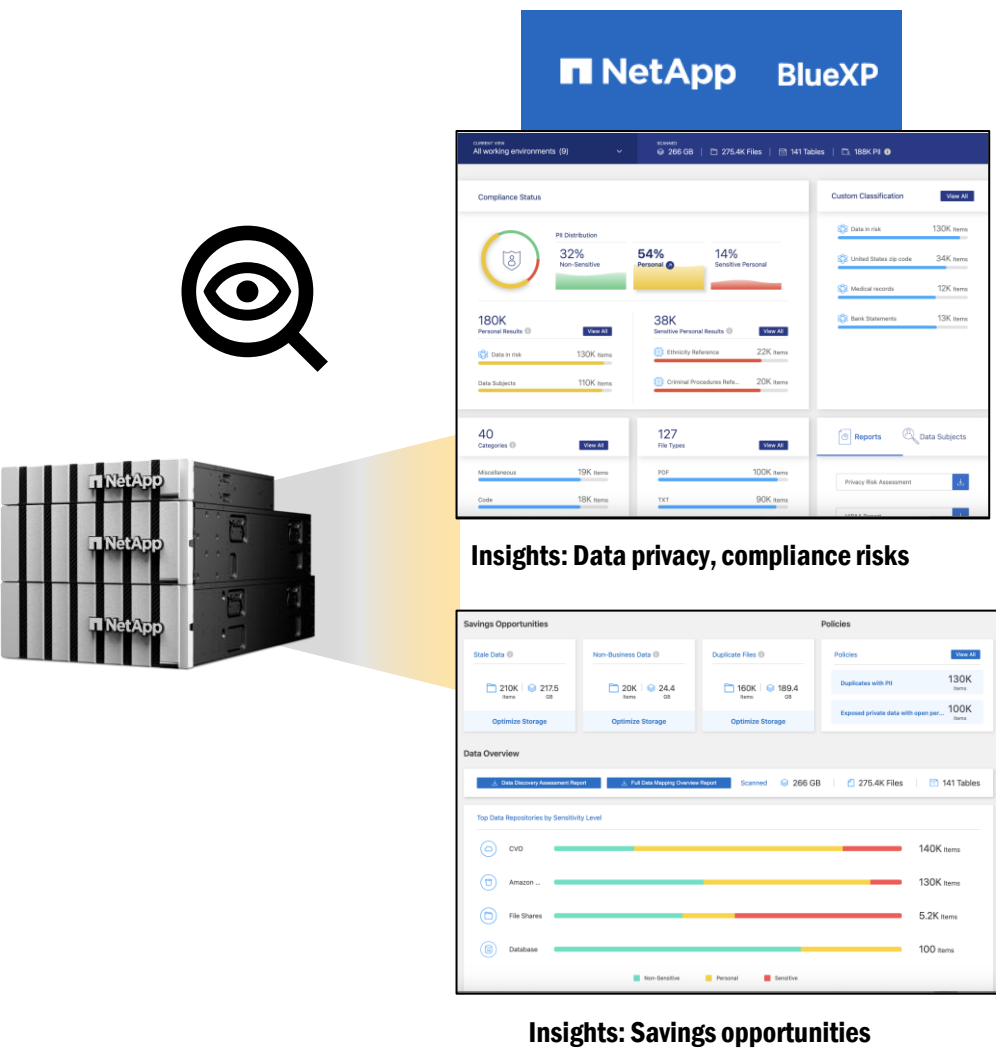


Common Criteria

Enhance Zero Trust with Built-in NetApp Ransomware Protection



BlueXP Classification



Map, Identify, and Report on Structured and Unstructured Data

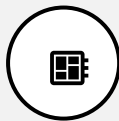
- **Automated Data Reporting**
 - Assess your organization's privacy risk status with privacy risk assessment reports
 - Identify files that contain
 - Get details on every occurrence of a subject's full name or known identifiers
- **Categorize and Classify Data**
 - AI analysis categorizes content and metadata of each file
 - Flags results that may need further investigation
 - Categories inventory the quantity of each file type, to help you assess and optimize resources



Maps and categorizes data using AI and ML



Identifies PII, HIPAA, GDPR, CCPA, SEC, data waste (ROT) and can search custom patterns



Visibility and insights via quick, easy dashboards, reports plus detailed filtering



Automates routine tasks and reporting



Alerts on high-risk



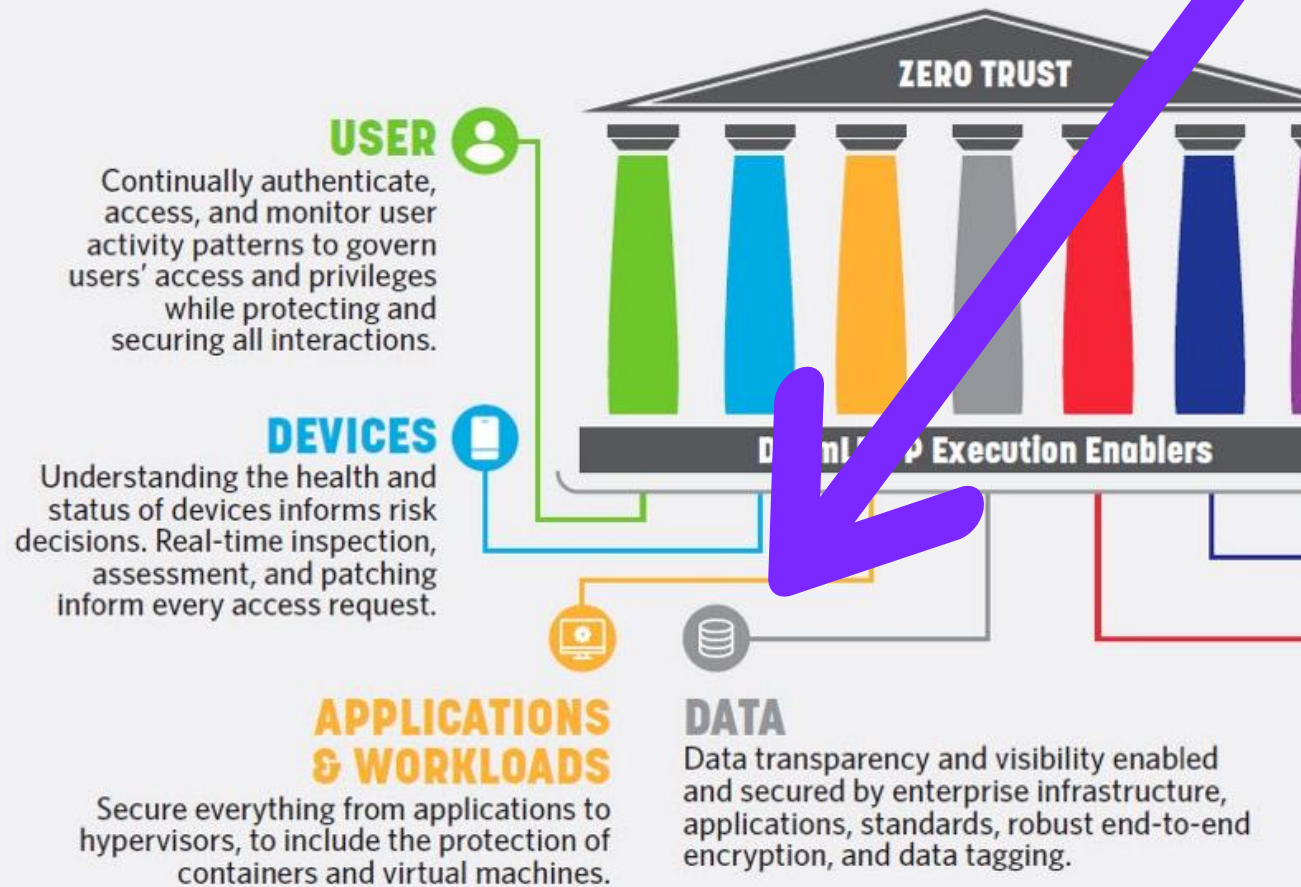
Supports entire NetApp data estate

Data-centric Zero Trust

How NetApp Enables the DoD Zero Trust Pillars



Data Pillar Alignment



- **Data Microsegmentation**
- **Data-centric Access Policies**
- **Fine-grained Encryption**
- **Dynamic Access Control**
- **Data Monitoring and Analytics**
- **Data Life Cycle Management**
- **Automation and Orchestration**

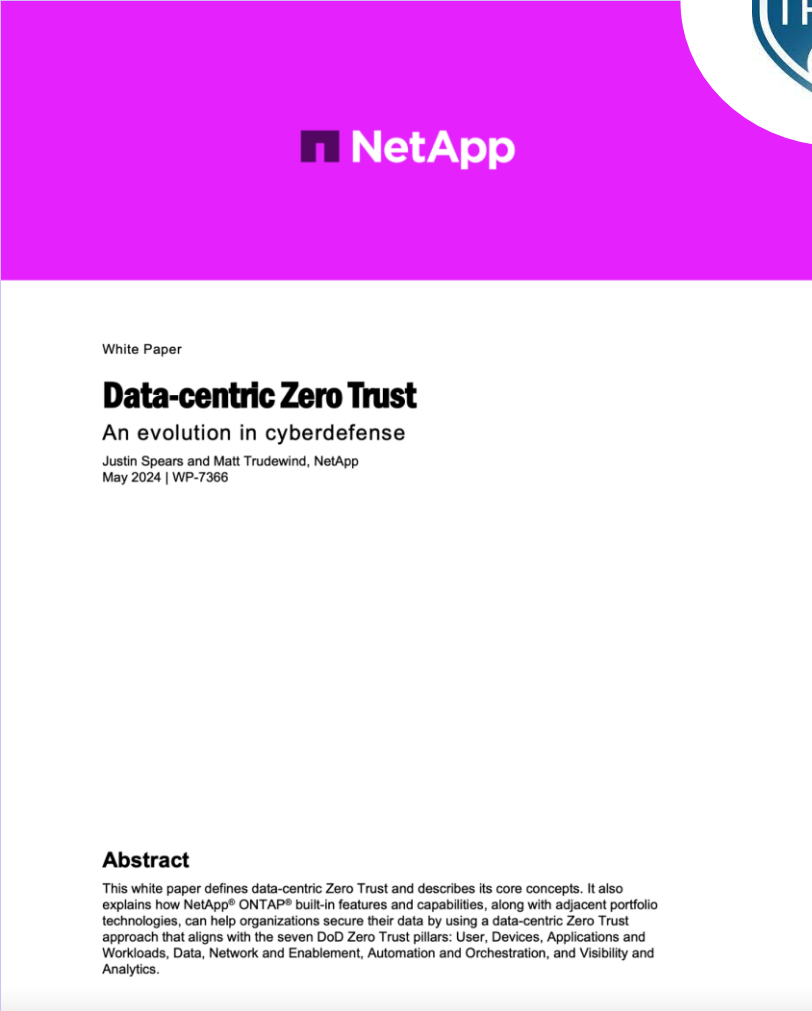
Key: AI/ML = Artificial Intelligence/Machine Learning; DOTmLPF-P = Doctrine, Organization, Training, materiel, Leadership and Education, Personnel, Facilities-Policy.

Source: DoD Zero Trust Strategy

NetApp DoD ZT Pillar Alignment

Security capabilities mapped to the seven ZT Pillars

- Data Microsegmentation
 - Data, Network and Environment
- Data-centric Access Policies
 - Applications and Workloads, Data, Automation and Orchestration
- Fine-grained Encryption
 - User, Devices, Applications and Workloads, Data, Network and Environment, Automation and Orchestration, Visibility and Analytics
- Dynamic Access Control
 - User, Devices, Applications and Workloads, Data
- Data Monitoring and Analytics
 - User, Devices, Applications and Workloads, Data, Network and Environment, Visibility and Analytics
- Automation and Orchestration
 - User, Devices, Applications and Workloads, Data, Network and Environment, Visibility and Analytics
- Data Life Cycle Management
 - User, Devices, Applications and Workloads, Data



- [NetApp Data-centric Zero Trust Whitepaper](#)

DOD USE CASES

US Federal Deployed Systems Success

85%

Reduction in Data Footprint

- Federal Agency achieved 85% reduction in storage requirements for virtual machines, application servers and application DB through the use of NetApp Deduplication and Thin Provisioning while seeing the same or better performance in FlexVols ranging from 300G to 20TB.

210%

Reduction in Set Up & Deployment Time

- Federal Agency reduced their set up time from 3 weeks to 1 day through use of NetApp Virtual Storage Console, Rapid Cloning Tool, FlexClone and SnapMirror

90%

Reduction of P1Cases and Part Replacement Requests

- NetApp Hardware is resilient – with less than a 2% failure rate over the lifetime of tactical deployments
- NetApp is easy to manage – through the deployment of training programs the average soldier can operate a NetApp system, causing significant decrease in support cases submitted.

300%

Reduction in Backup & Recovery time

- Federal Agency reduced their backup and recovery window from hours down to minutes through use of NetApp VSC and Snapshots. NetApp protection tools provided an alternative method to backup their data versus copying 300GB - 20TB VMware datastores to external HDDs.



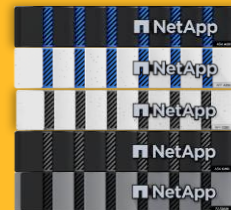
Enhancing Digital Battlespace Capabilities for DOD and Multi-Domain Operations Hybrid Multi-Cloud

For all agencies and applications on-premise and across multiple clouds



BlueXP – Modern data and compute estate operations made simple

Data ONTAP Select
Edge x86 for ESX and KVM



ENTERPRISE STORAGE

Solving challenges for
centralized data storage
and management

Data ONTAP
AFF/ASA/FAS
StorageGrid



CLOUD STORAGE

Solving storage and data
management challenges
across clouds

Cloud Volumes
Data services



Deduplication
Compression
Compaction
Tiering



25 - 90% Savings



25 - 90% Savings



Reduce Ingress
and Egress
Charges



Edge - Robo



Core - Hybrid Cloud



Multi-Cloud

Thank You

Q&A



Unified management plane

Abstraction enables unified operations, processes, and observability everywhere.

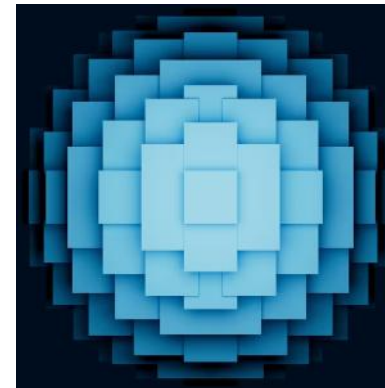


Common APIs, services, and open architectures

Consistency allows you to move and manage workloads, data, and resources whenever and wherever you want.



The intelligent data infrastructure company



NetApp BlueXP

Unify hybrid multicloud operations with a single control plane and set of APIs. SaaS-delivered storage and data services offer integrated monitoring and protection, powerful automation, and flexible consumption options.



Powerful AI-driven automation

Intelligent automation handles monitoring, operations, and optimization to boost efficiency and cost savings while reducing your environmental footprint.