

# NetApp INSIGHT 2019

Couldn't make this year's U.S. conference?  
Here's what you missed.



What was announced?

### NetApp KeyStone

- > Keystone helps transform customers' IT infrastructure to operate like a cloud everywhere environment. It is a full-scale reinvention of the traditional customer experience transforming the way your clients buy, consume and operate in their hybrid cloud journey. With NetApp Keystone, customers now have the choice of how to consume NetApp systems. Choose the infrastructure, where to run it and who manages it – or customers can even build their own.
- > The traditional purchasing model has not gone away either. For customers that want to own, operate and manage their NetApp infrastructure, NetApp has simplified the process. Finding the right solution for customers will soon be easy with faster quote-to-order, an available one-page quote and a three-minute assessment. Support has also been simplified with new offerings that offer a digital advisor or advanced, proactive and personalized support – with flat and predictable support pricing. What is paid at POS is what is paid at the time of renewal.



### New AFF and FAS models

- > NetApp announced the new next-generation midrange all-flash A300 replacement – the AFF A400. Based on the architecture of the A800, the A400 boasts 24 internal NVMe SSD's, up to two NS224C-NVMe expansion shelves and connectivity for additional DS224C or DS2246 shelves. It includes options for 25GbE and 16GB FC host connectivity and has more adapter card slots over its predecessor.
- > Bridging the gap between the midrange FAS8200 and the Enterprise FAS9000, NetApp has announced two new hybrid FAS solutions in the FAS8300 and FAS8700. With more disks, more expansion card slots and 25GbE and 16GB FC host connectivity – the transition between midrange and enterprise has been simplified.
- > Finally, for those environments that need dedicated block-only storage, NetApp has announced the AFF All SAN arrays. The ASA systems are based on the AFF A700 and AFF A220 in two-node switchless HA pairs only. They cannot be clustered with other ASA, FAS or AFF pairs, but will include the Flash/Premium bundle licenses minus the NAS-only features and protocols. There will also be a SAN startup service package available.

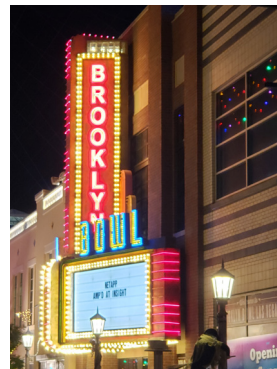
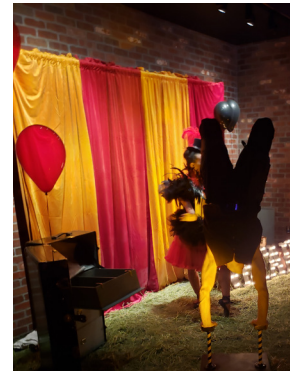
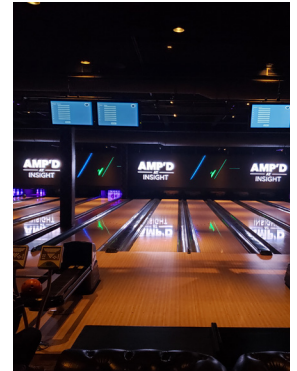
## A session for every learner

NetApp's INSIGHT conference is about relationship building, announcements, having fun and most of all – learning. Whether the customer was new to NetApp or a seasoned veteran, this year's conference did not disappoint. Attendees took advantage of sessions covering AI, hybrid multi-cloud, containers and the data fabric. Arrow's own Russ Braden and Jon Serdar did a session on the HCI H610C with NVIDIA GPU for Windows 10 deployments, Arrow bundles and, of course, there were the certification preparation courses for those looking to get NetApp certified.

## What about the appreciation event?

### Brooklyn Bowl, LINQ Hotel and Casino, Las Vegas, Nevada

- > After three long days of learning and networking with partners, customers and NetApp – everyone was ready to unwind. NetApp put on a great appreciation event at the Brooklyn Bowl in the LINQ hotel. An abundance of food and drinks were provided – and those who felt so inclined showed off their skills on the lanes.
- > This year's event theme was Night Circus, and it was easy to tell from the moment attendees walked up to the entrance. Zoltar, the fortune teller, greeted attendees with their very own NetApp fortune. There were acrobats, performers doing balancing acts and there was even a "Test Your Strength" game for those who wanted to show off their physical might in addition to their NetApp knowledge.
- > Music this year was provided by Royal Machines, a band I wasn't familiar with until I was. Members included Dave Navarro (Jane's Addiction and the Red Hot Chili Peppers) and Mark McGrath (Sugar Ray) among others. They put on a great performance everyone could enjoy, covering a lot of tunes from their respective bands as well as others. I can't be quite sure – but there may have even been some INSIGHT 2019 attendees making cameos, or the band just stole some badges. All in all, this year's appreciation event was great. I saw lots of smiles, lots of dancing and everyone seemed to be having a killer time. NetApp definitely knows how to throw a party!



## For More Information

- > [NetApp Keystone: Partner Presentation](#)
- > [Partner FAQ: Keystone Ownership](#)
- > [Technical Presentation: AFF A400](#)
- > [Technical Presentation: FAS8300 & FAS8700](#)
- > [FAQ: Product Offering Simplification](#)

Have you seen **our training schedule**?

For more information, please contact your Arrow technical team:  
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Prefer an audio version?

**[Check out our simulcast Arrow Bandwidth and Arrow's NetApp Quick Hits INSIGHT 2019 podcast.](#)**