

NETAPP

Building an Intelligent Data Infrastructure for healthcare

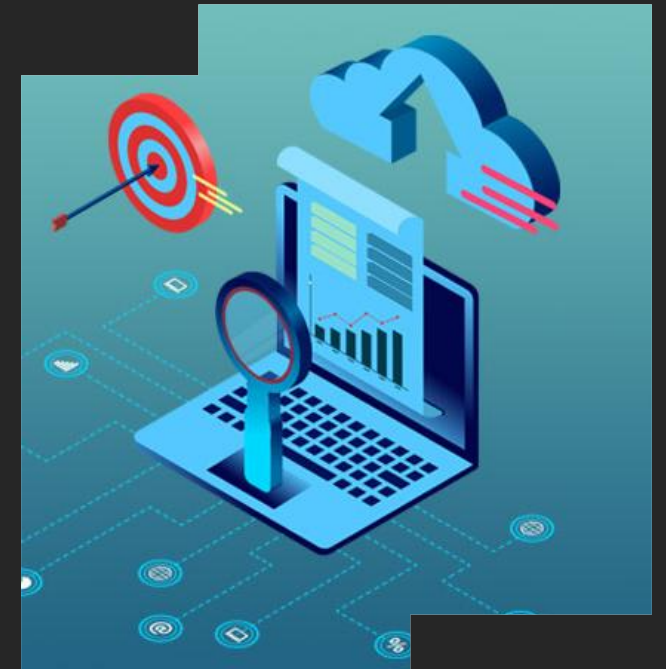
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“Data is the foundation of every healthcare system and it’s largest most valuable and most critical asset.”



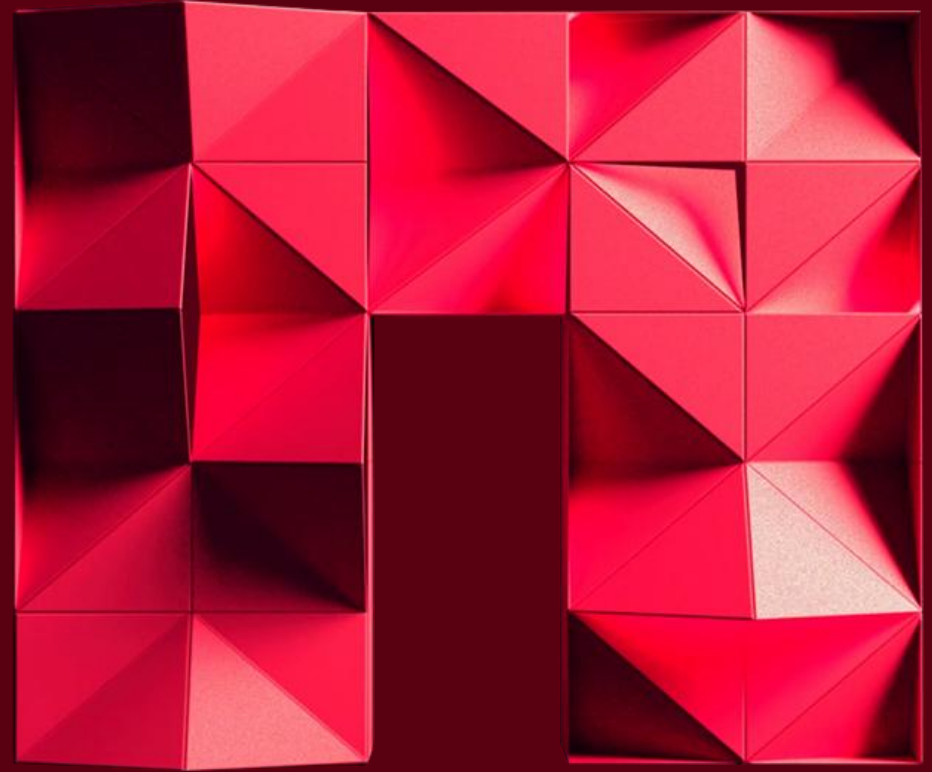
TODAY'S CHALLENGES - RISKS



- Security and Ransomware
- Compliancy (Nis2, GDPR,..)
- Availability
- AI adoption
- Data protection and recovery
- Budget
- Knowledge - Staffing
- Sustainability

NetApp is the

**INTELLIGENT DATA
INFRASTRUCTURE
COMPANY**



Across several eras in the age of data, NetApp has led in data infrastructure innovation



**WITH
INTELLIGENT DATA
INFRASTRUCTURE,
YOU CAN RISE TO
EVERY MOMENT**



BETHE SILO BUSTER

Deliver simplicity by managing complex workloads and eliminating infrastructure silos across apps, data, and clouds

SIMPLICITY



BETHE BUDGET HERO

Make your on-premises and cloud infrastructure spend go further

SAVINGS



BETHE SUSTAINABILITY CHAMPION

Power more sustainable operations with energy-efficient technologies, tiering, and analytics

SUSTAINABILITY



BETHE BUSINESS DEFENDER

Keep your business running with built-in security, rapid recovery, and infrastructure observability

SECURITY



BETHE AI WORKLOAD INNOVATOR

Embed intelligence into your data infrastructure to enable your AI workloads—for new levels of productivity and innovation

SMARTS



BETHE APPLICATION AGILITY DRIVER

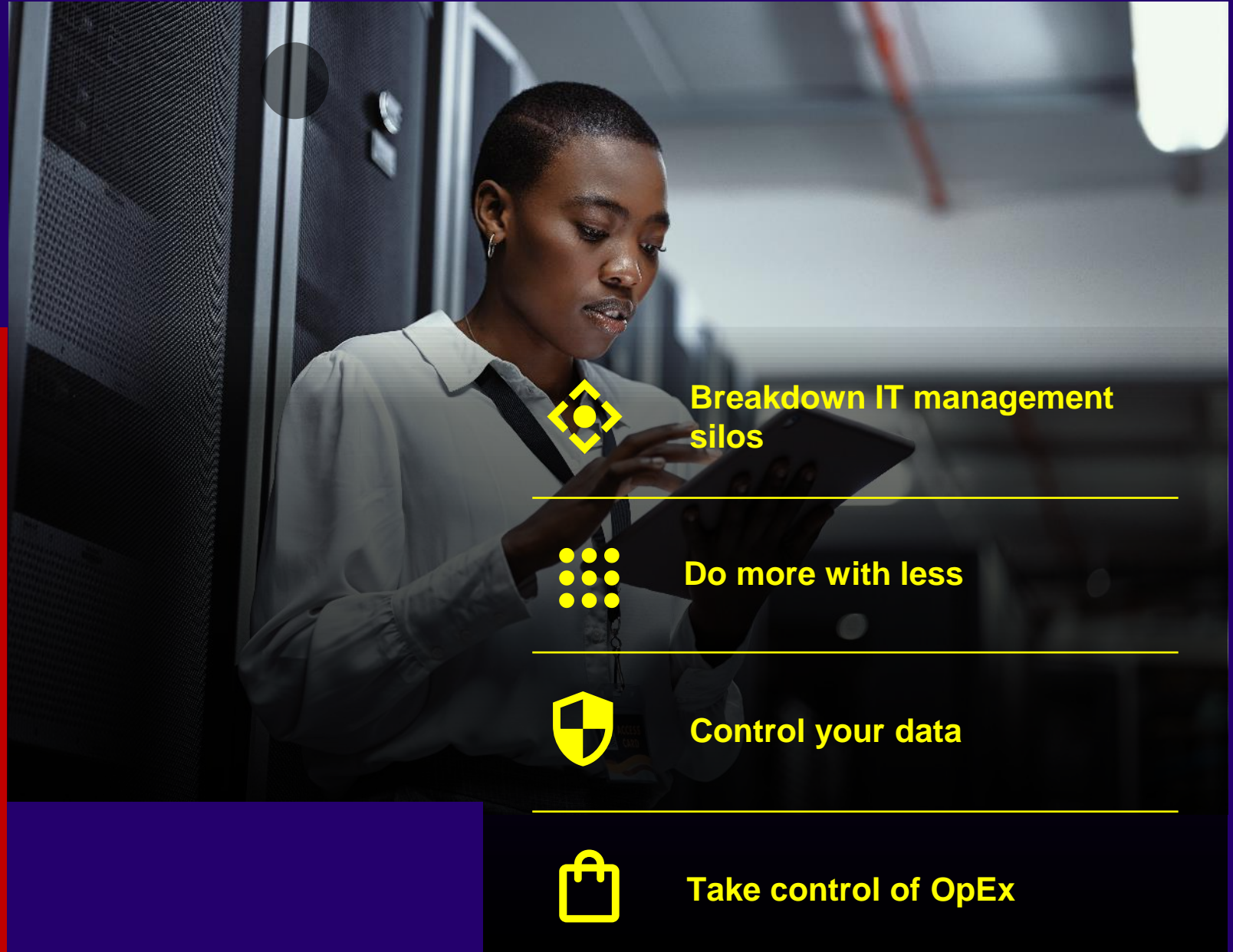
Maximize your infrastructure and applications scalability and team responsiveness

SCALABILITY

SIMPLICITY
SCALABILITY
SMARTS
SECURE
SUSTAINABILITY
SAVINGS

BETHE MANAGEMENT HERO

Deliver simplicity by
managing complex workloads
and eliminating infrastructure
silos regardless of where
data lives



Breakdown IT management silos

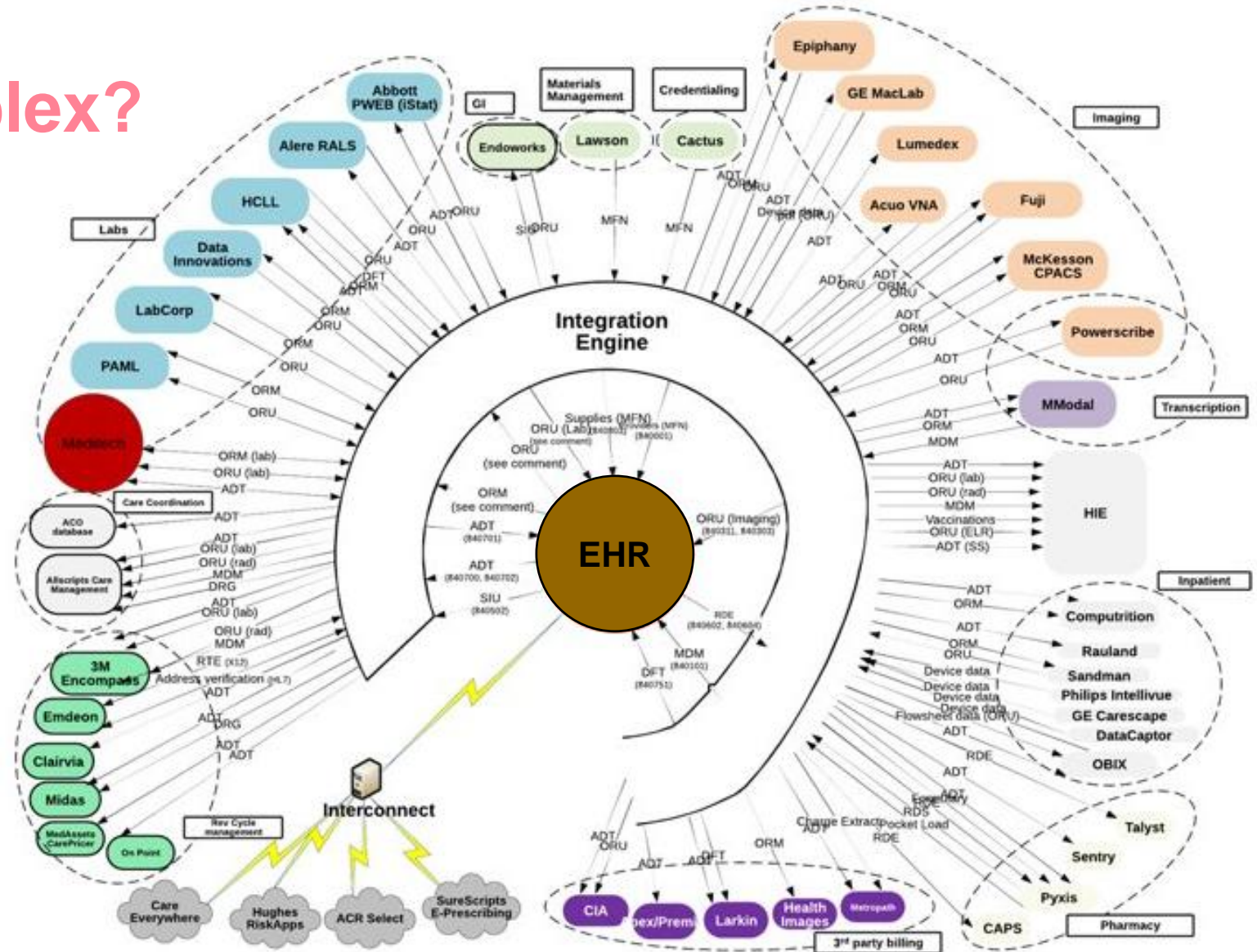
Do more with less

Control your data

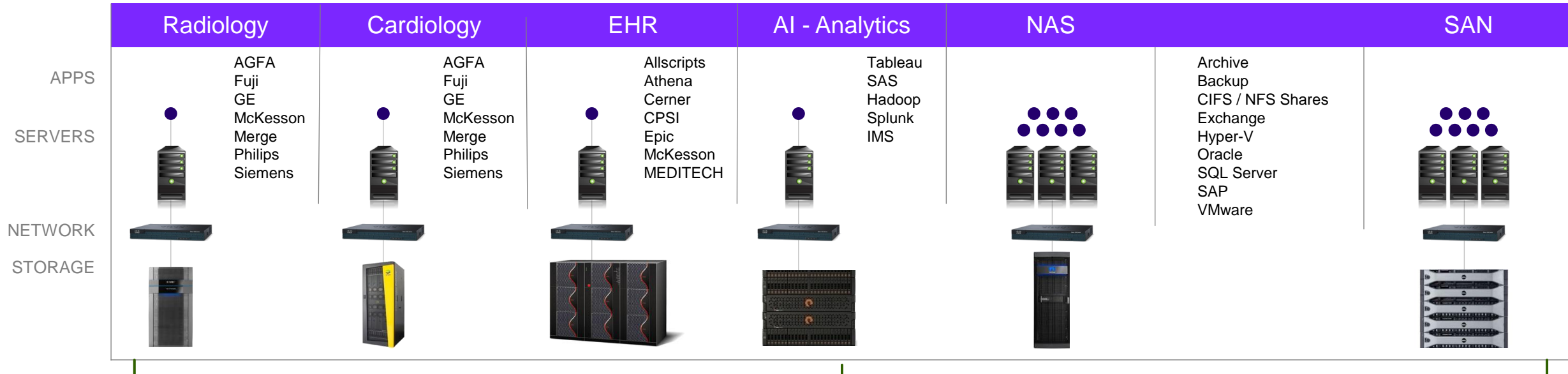
Take control of OpEx

Is IT complex?

- Healthcare Silos
- Multiple teams to manage the environments
- Silos
 - Application
 - Infrastructure
 - Data
 - Team
- High TCO
- Maintenance Renewal – Tech Refresh Nightmare



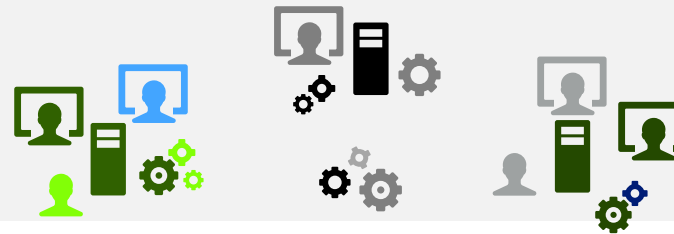
Traditional Healthcare IT Approach



Application-based Silos

Different hardware

Different software

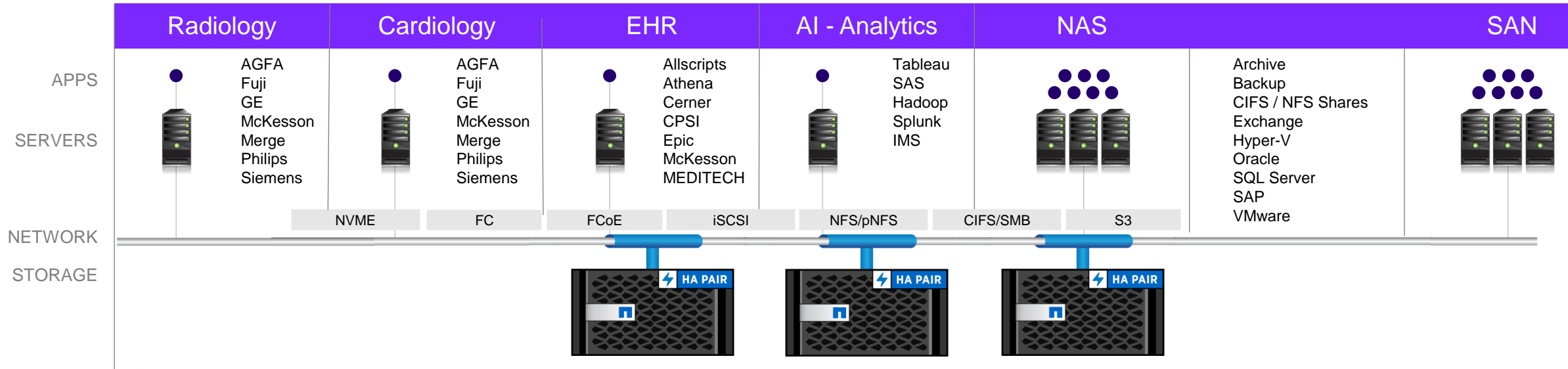


Different people

Different processes

High TCO, Inefficient, not Sustainable and challenging Security and Privacy

Consolidate All Hospital Departments

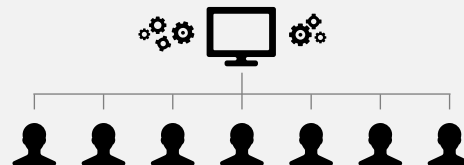


Common Platform for EHR, Imaging, Analytics, Genomics & IT Workloads

Common architecture

Common tools

Common processes



Universal protocols

Unified management

Integrated data protection







Lower TCO, greater Sustainability and enhanced Security



Healthcare and Cloud



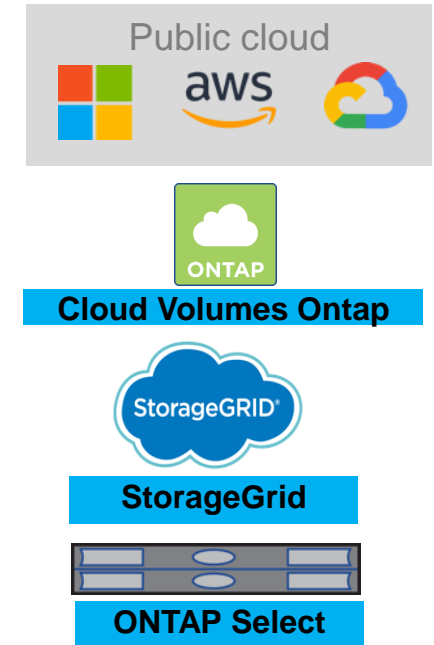
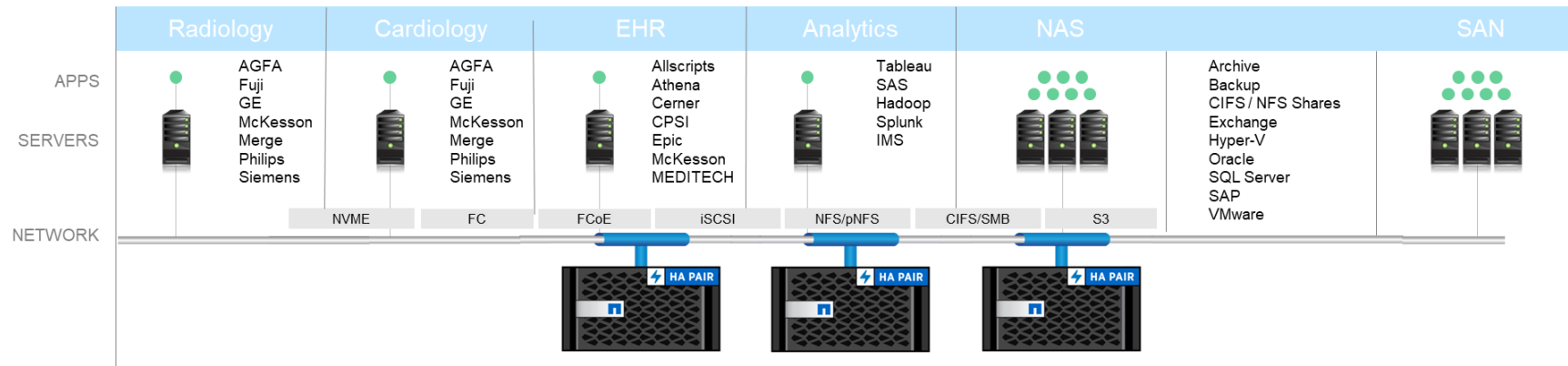
Make sure to not invest and return to 80's

	Radiology	Cardiology	EHR	AI - Analytics	NAS	SAN
APPS	AGFA Fuji GE	AGFA Fuji GE	Allscripts Athena Cerner	Tableau SAS		
SERVERS	McKesson Merge Philips Siemens	McKesson Merge Philips Siemens	CPSI Epic McKesson MEDITECH	Hadoop Splunk IMS		
NETWORK						
STORAGE						

Application-based Silos

Different hardware		Different people
Different software		Different processes

Any workload, Any protocol, Any Cloud, One OS



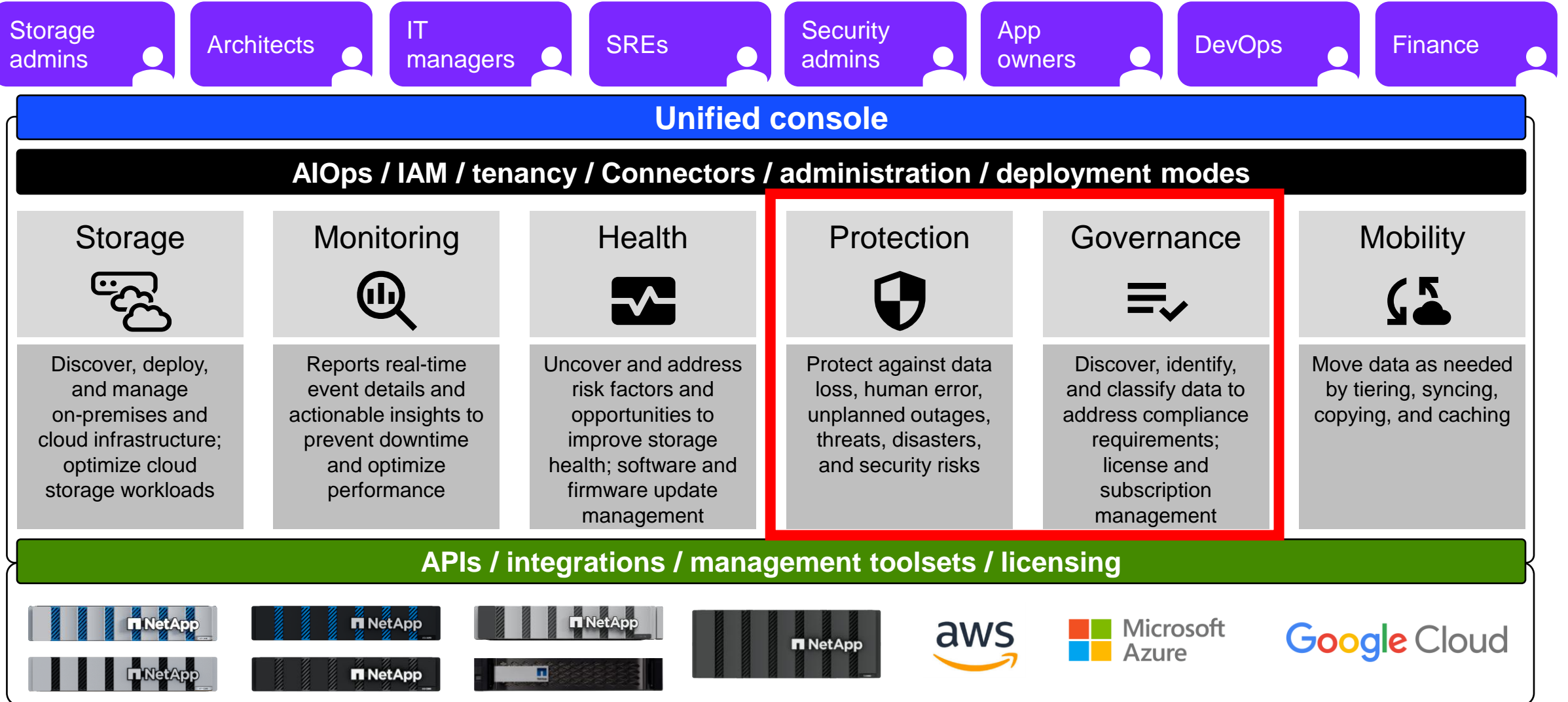
NetApp Intelligent Data Infrastructure

Common Platform for EHR, Imaging, Analytics, Genomics & IT Workloads

- Common architecture
- Common tools
- Common processes
- Universal protocols
- Unified management
- Integrated data protection
- Introduce new Hardware non disruptively
- Never Migrate data again
- Innovation via software

Lower TCO, greater Sustainability and enhanced Security

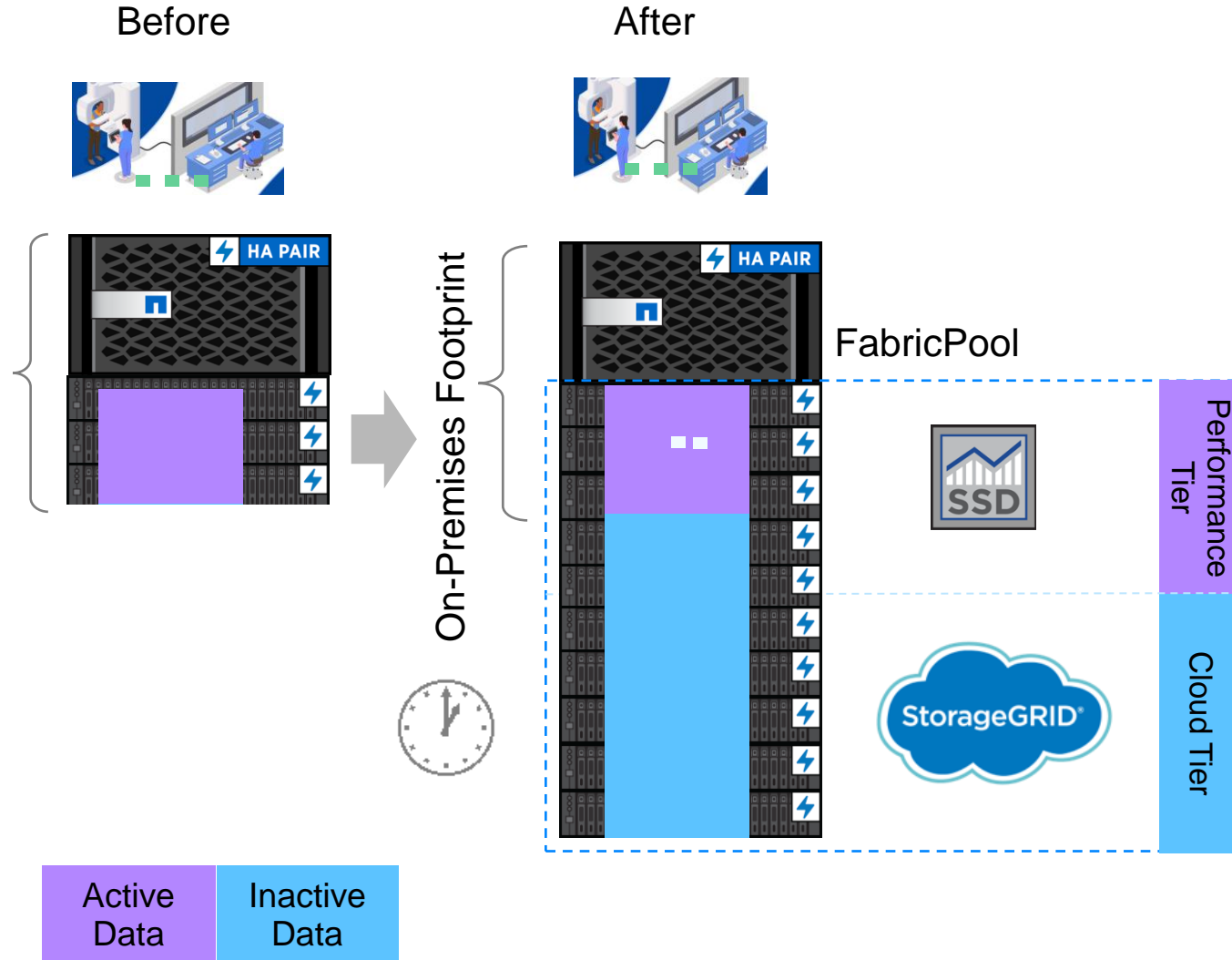
Silo-free management for storage & data services across your intelligent data infrastructure



Medical imaging makes up approximately
70% of all clinical data stored worldwide

80% of that data is cold data

The FabricPool solution – A good fit for medical imaging



- Automatic tiering
- Zero-touch management
- Preserve file system
- Lower cost of ownership



SECURITY



SUSTAINABILITY



INTEGRATED SERVICES

Keep your business running with built-in protection, security, classification, optimization, and mobility, while increasing sustainability visibility



Built-in full spectrum data protection



Ransomware protection with guided remediation



Storage classification, optimization and mobility

- Do you know what you have?
- Do you know what you need?
- Do you have what you need?
- Do you need what you have?
- Does your need fit's the future?
- Does IT match with the business needs and vision?
- What about TCO?
- Is cheap a solution or a fix?
- Is my data secure, protected?
- Can I manage easily?
- Are you safe, can you recover fast?
- What about data compliancy needs?
- What about security and ransomware?

Understand - Plan - Act - Repeat



WHAT ABOUT NIS2?

WHEN?

MDMs and Member States have 1.5 years to comply



NIS2 DIRECTIVE BROUGHT INTO EFFECT

Applying to existing OES's and DSPs, reclassifying them into important and essential entities



ALL CLASSIFICATIONS MUST COMPLY

By October 2024, all classifications of entities are required to comply with NIS2

WHAT YOU NEED TO DO?

MDMs need to establish reporting, cybersecurity risk management and information sharing processes

RISK MANAGEMENT MEASURES



Risk analysis and information system security policies



Incident handling



Vulnerability handling and disclosure process

NOTIFICATION OBLIGATIONS



Early warning of the incident



Notification of incident + initial assessment of impact and severity



Final report after the incident's notification

WHAT HAPPENS IF YOU DON'T?

Member States may impose financial fines on entities who are non-compliant

ESSENTIAL ENTITIES

FINES UP TO

€10M or

2% worldwide annual turnover

IMPORTANT ENTITIES

FINES UP TO

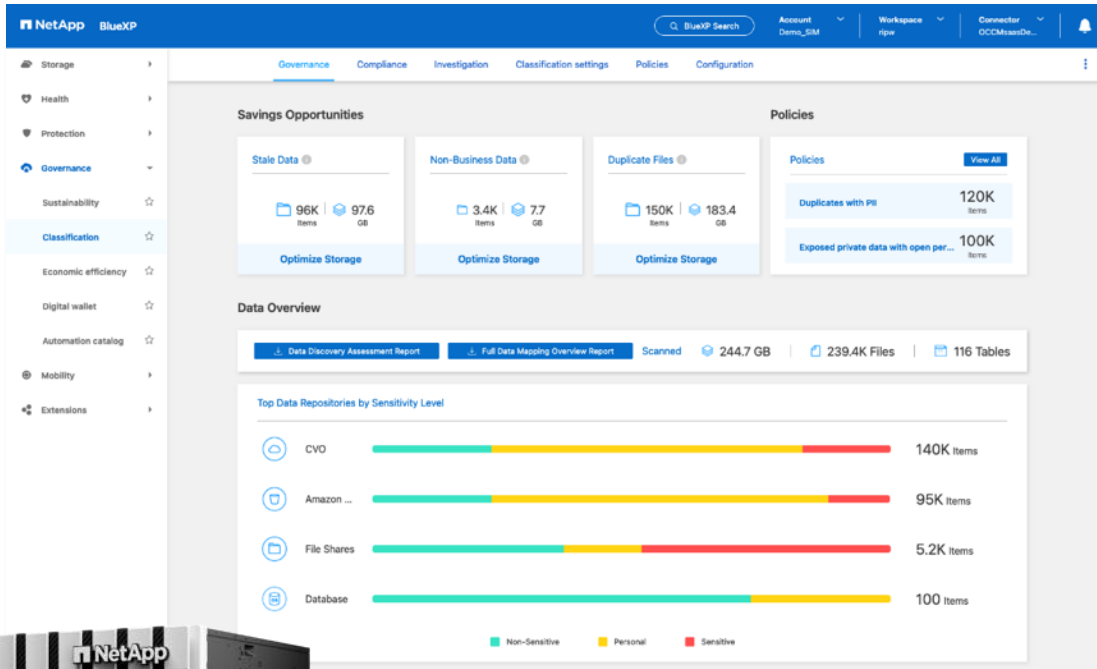
€7M or

1.4% worldwide annual turnover



BlueXP classification

Deep dive into your data to discover, classify, and categorize data



Locate personal, sensitive, and regulated data to simplify compliance



Identify duplicate, stale, and non-essential data to optimize storage and achieve cost savings



Facilitate smooth migrations by scanning and categorizing data before it is moved to the cloud



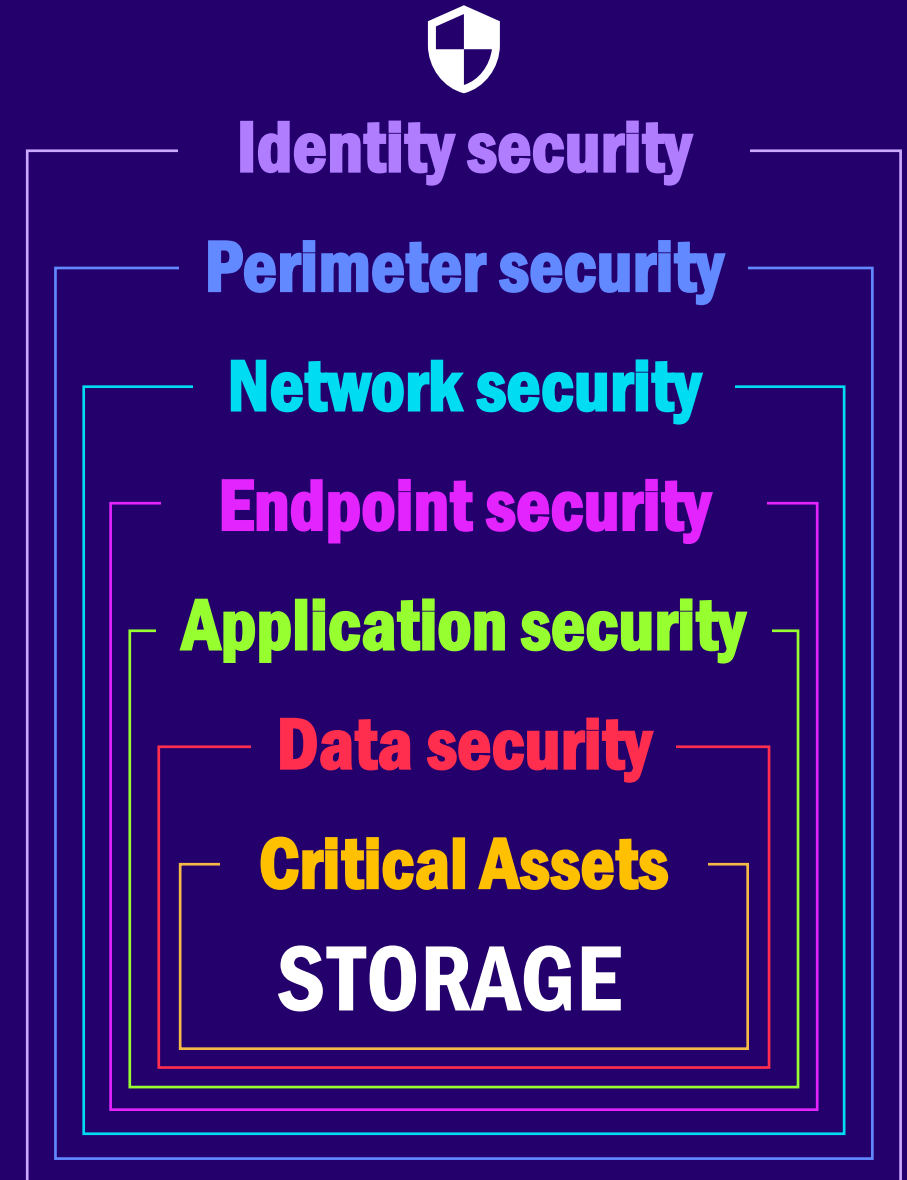
Clean data to create readily usable assets for GenAI and retrieval augmented generation (RAG)

Blue XP Classification is a core capability available to all customers at no additional charge!

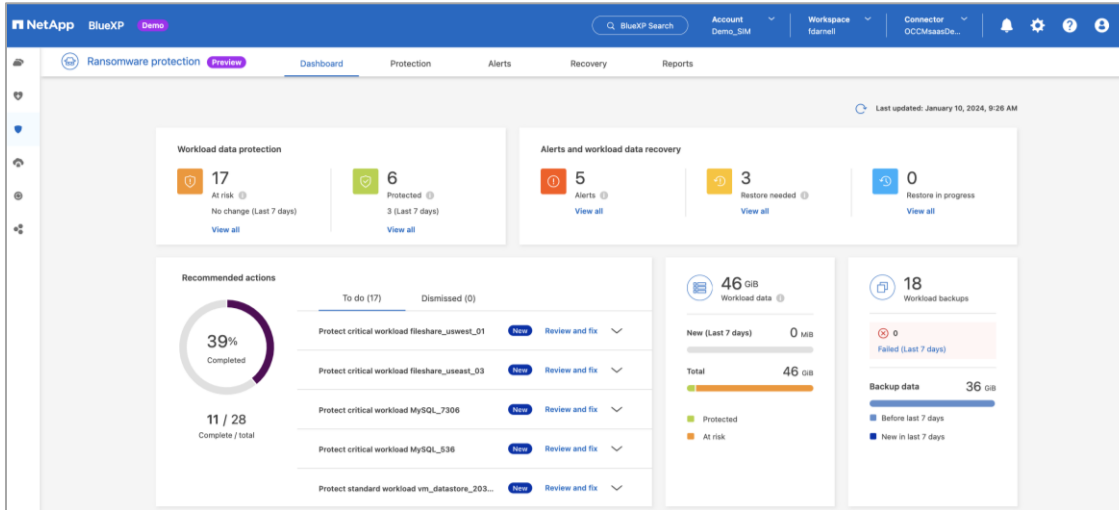
Storage is the last line of defense

Enhancing our customer's security posture with storage layer defense

- Secure by design
- Real time detection & response
- Air-gapped WORM protection
- Simple control plane for comprehensive protection



NetApp Ransomware Protection



AI-based on-device
anomaly detection
(ARP, ARP/AI)

AI-based UEBA
anomaly detection

Malicious file blocking
(FPolicy)

Data intelligence via
BlueXP classification

Policies
(BlueXP backup
and recovery)

Immutable backup
(DataLock)

App-consistent
protection and
recovery (SnapCenter)

Tamperproof
Snapshot copies

Brings together the powerful cyber resilience features of ONTAP and BlueXP data services, adding:

- ☐ Complete visibility of workload protection posture
- ☐ Intelligent recommendations to improve ransomware protection posture
- ☐ Automated, orchestrated workload protection
- ☐ Attack alerts management and investigation
- ☐ SIEM integration
- ☐ Guided, fast workload recovery

Autonomous Ransomware Protection (ARP) is a core capability available to all customers at no additional charge!



Ransomware Recovery Guarantee

NetApp can help. And now we guarantee it.



NetApp will warrant snapshot data recovery in the event of a ransomware attack



If you can't recover your data copies with help from NetApp assistance, NetApp will offer compensation*.

*Guarantee includes both technology purchase and PS engagement. Terms and conditions apply.

The ONLY enterprise storage validated for top-secret data



Commercial Solutions
for Classified (CSfC)
Components List



FIPS 140-2



DOD Information
Network Approved
Products List



Common Criteria

Simplicity



- Single platform, single toolset
- Unified management for hybrid cloud
- Epic Honor Roll ready
- Lift and shift to cloud; no refactoring

Seamless and consistent operational experience across the entire infrastructure with full interoperability.

Savings



- Automation allows scarce FTEs to focus on high value activities
- Unified management console; reduce training
- Storage efficiencies and data tiering on premises and cloud
- SnapCenter integrations; reduce overhead and number of 3rd party applications

Cost effective infrastructure foundation that is cloud-connected with subscription-based pricing options enabling a transition to IT "as a service" platforms.

Sustainability



- Achieve ESG goals; reduce carbon footprint
- Reduce energy consumption
- Reduce data center footprint

NetApp **reveals the information you need** to understand your environmental impact because knowing is the first half of the battle. The second half is the ability to make changes that make your operations more sustainable. We help you discover what to move, and where, to reduce your environmental footprint.

Security



- Ransomware detection, protection and remediation.
- Indelible copies and integrations
- Guaranteed data retention

Consolidated view of your protected data, with a consistent way of securing, protecting, and governing using the same tools and same skills – whether the data is on-premises or in the cloud.

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



Only NetApp delivers value in these four areas with automation and optimization for IT teams to thrive - on premises, in the clouds, and everywhere in between

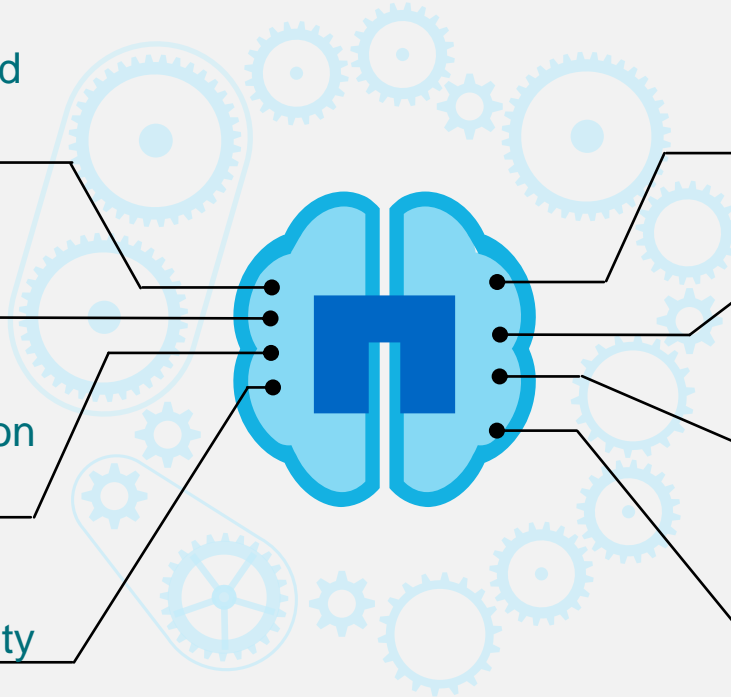
NetApp, a HealthCare & Life Science specialist to facilitate successful digital transformation

Enabling faster decision and diagnose.

Alliances with major IT and HealthCare vendors

Improvement in healthcare delivery through presentation of information

Availability, Compliance, Security, Business Continuity



Reducing cost without reducing quality

Reducing complexity and optimizing resources

Improve User and Patient experience

Future Ready, ready to embrace cloud whenever you are

**Partner with
NetApp and
improve the
Quality of Care
delivered for
each euro spent**

**WHAT'S
YOUR NEXT
OPPORTUNITY?**