



## Analyst Firm Finds Network Appliance File Server Consolidation Solutions Provide Positive Return On Investment

TEI Study demonstrates Network Appliance solutions can provide organisations with a risk-adjusted 99 per cent return on investment over a three-year period

Network Appliance Inc. (NASDAQ: NTAP), a leading provider of enterprise network storage solutions, has announced a new Total Economic Impact (TEI) study from Forrester Research, Inc. that estimates using Network Appliance solutions can provide a sample organisation a risk-adjusted 99 per cent return on investment (ROI) over a three-year period with a break even point (payback period) within 12 months for an organisation performing storage consolidation on Windows file serving and home directories. In a three-year window, this amounts to a risk-adjusted cost savings of US\$2,146,812. The study demonstrates the benefits achieved by Network Appliances approach to providing storage consolidation solutions such as reduce complexity, decrease downtime, increase scalability, improve reliability and lower overhead costs. This TEI study validates our claim to deliver solutions that are simple, highly scalable, and lower the total cost of ownership for consolidation in Windows environments," said Mark Santora, senior vice president of Marketing at Network Appliance. "We are dedicated to delivering cost-effective solutions that meet customers' needs in the enterprise storage space now and in the future." The study was based on in-depth interviews with four organisations currently using Network Appliances File Server consolidation solutions including storage systems, data management, software and services. The report examines the estimated ROI for a sample organisation and presents the aggregate findings derived from the interview and analysis process as well as the firms independent research. Financial results were calculated by using a three-year summary of the net present value, risk-adjusted costs and benefits for a sample organisation as well as ROI and payback period. From this research, Forrester found the following benefits were achieved by using Network Appliance file server consolidation solutions: A decrease in the number of servers reducing management complexity and saving server licensing and hardware costs The ability to scale more easily by adding disks to an existing NetApp Server instead of buying additional servers The ability to make storage capacity additions without downtime Allows organisations to be more diverse in selecting server platforms (Unix or Windows) now that files can be shared The ability to streamline data management processes Media and software cost savings associated with centralized backup Reduced administrative requirements, managing more data capacity with less people Improved virus protection and reliability For more information on the report, please link to: [http://www.netapp.com/tech\\_library/ftp/analyst/ar1019.pdf](http://www.netapp.com/tech_library/ftp/analyst/ar1019.pdf). About Network Appliance Network Appliance is a world leader in unified storage solutions for today's data-intensive enterprise. Since its inception in 1992, Network Appliance has delivered technology, product, and partner firsts that continue to drive "The evolution of storage." Information about Network Appliance solutions and services is available at [www.netapp.com](http://www.netapp.com).

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