

# Terremark Helps NetApp Deliver Enhanced Sales Support with Enterprise Cloud Services

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SYDNEY, Australia &ndash; June 28, 2012 &ndash; Terremark, a Verizon Company, is helping NetApp (NASDAQ:NTAP), a provider of innovative storage and data management solutions, improve the speed, responsiveness and efficiency of pre-and post-sales support for its customers around the world. NetApp is leveraging Terremark Enterprise Cloud public and private cloud resources to develop and host a variety of tools to improve the effectiveness of System Engineering and Professional Service teams worldwide. NetApp selected Terremark's Enterprise Cloud service to help enhance its business agility, and rapidly deliver new capabilities through a cost effective, automated infrastructure.

&ldquo;The reality of today's competitive IT marketplace underscores the need to deploy agile IT infrastructure resources that take advantage of truly enterprise-class cloud architecture, provide the flexibility to grow and move application workloads, and keep data safe,&rdquo; said Roger Anderson, vice president of system engineering, NetApp. &ldquo;As a technology company with a long history of delivering IT solutions to meet enterprise requirements, we know first-hand the high standards of security and reliability architected in the cloud services Terremark delivers.&rdquo;

Terremark's proven enterprise cloud computing solutions leverage technology from world-class infrastructure partners, including NetApp, to deliver superior agility and control for enterprise and government customers. The addition of the leading-edge CloudSwitch software allows customers to seamlessly extend their new and legacy infrastructure to create a compelling hybrid model for their IT systems.

&ldquo;NetApp has been one of the critical hardware vendors for our cloud and managed hosting services, and as a customer they will directly experience the many benefits our robust cloud offerings deliver to organisations around the world,&rdquo; said Barry Field, Terremark's senior vice president of global sales. &ldquo;The close working relationship between our two companies and comprehensive service portfolio enabled Terremark to help NetApp quickly identify and tailor the right services to meet their business-critical needs&rdquo;

Terremark's enterprise-class cloud computing services are recognised as industry leading, with the service-level agreement levels, security models, professional services, and world-class data centres that allow organisations to run their critical applications in the cloud with confidence. Terremark's global cloud infrastructure and seamless integration of cloud, colocation and managed services provides the secure and agile computing resources that meet the needs of global enterprises from an extensive footprint of data centres.

## About Terremark

Terremark, a Verizon Company, is a leader in transforming and securing enterprise-class IT on a global scale. A subsidiary of Verizon Communications Inc. (NYSE, Nasdaq:VZ), Terremark sets the standard for IT deployments with advanced infrastructure and managed service offerings that deliver the scale, security, and reliability necessary to meet the demanding requirements of enterprises and governments around the world. With a global network of data centers and a comprehensive portfolio of secure solutions, Terremark is helping enterprise and government executives realise the power and promise of the cloud today. For more information, visit [www.terremark.com](http://www.terremark.com).

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Contact:

Caroline La Rose

Max Australia

[verizon@maxaustralia.com.au](mailto:verizon@maxaustralia.com.au)

029469 5740