NetApp

2024 NetApp North America Partner Award Winners Named

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SAN JOSE, Calif. — August 14, 2024 – NetApp® (NASDAQ: NTAP), the original intelligent data infrastructure company, today announced the winners of its North America Partner Awards for Fiscal Year 2024 (FY'24). NetApp's strategic partnerships aid in providing NetApp products and solutions to solve the business challenges of their joint customers.

The North America Partner Award winners have been instrumental in driving the sales of NetApp's solutions and services. Each winning partner has demonstrated a thorough understanding of the NetApp portfolio and has proven their ability to provide customers with NetApp's innovative solutions and services.

"I want to congratulate all the winners of this year's North America Partner Awards," said Jenni Flinders, Senior Vice President, Worldwide Partner Organization at NetApp. "There is a tight correlation between success for our partners and success for our customers. At NetApp, we are proud to work with a talented group of partners that we can rely on to co-sell with us and drive positive outcomes for our customers as they confront the challenges of modernizing their businesses."

North America Partner Award Winners for NetApp FY'24

- **North America Partner of the Year:** Recognizing overall NetApp FY'24 revenue, services capabilities, net-new account wins, and top rankings across product categories.

    - Winner: World Wide Technology

- **Distributor of the Year:** Recognizing the distributor that drives significant year-over-year (YoY) growth in their NetApp partner ecosystem while exhibiting demonstrated value in operations, sales and technical enablement, marketing, and financial services.

    - Winner: TD SYNNEX

- **Growth Partner of the Year:** Recognizing the ability to generate significant YoY growth in NetApp revenue across the portfolio.

    - Winner: General Datatech (GDT)

- **Flash Partner of the Year:** Recognizing overall FY'24 flash revenue, significant YoY growth, focus on new AFF C-Series and strategic account wins.
  - Winner: Computacenter

- **New Account Acquisition Partner of the Year:** Recognizing the highest number of net-new accounts to NetApp with focused sales efforts on helping customers achieve digital transformation with NetApp solutions.
  - Winner: CDW

- **NetApp Keystone® Partner of the Year:** Recognizing a strategic sales and marketing approach to driving significant growth of NetApp Keystone
  - Winner: Insight Enterprises

- **Artificial Intelligence Innovation Partner of the Year:** Recognizing a unique approach and commitment to developing and showcasing AI solutions incorporating the NetApp portfolio
  - Winner: World Wide Technology

- **Cloud Partner of the Year:** Recognizing overall FY'24 cloud data services revenue and deploying a focused cloud digital transformation strategy that aligns with the NetApp cloud vision.
  - Winner: AHEAD

- **Canada Partner of the Year:** Recognizing overall NetApp FY'24 revenue and alignment to the NetApp strategy in the Canadian market.
  - Winner: CDW Canada

- **USPS Partner of the Year:** Recognizing overall NetApp FY'24 revenue and YoY growth in the U.S. Public Sector market.
  - Winner: FCN Inc.

- **SLED Partner of the Year:** Recognizing robust sales efforts resulting in the highest overall SLED business while also driving net-new account acquisition and revenue wins.
  - Winner: CDW-G

- **DoD Partner of the Year:** Recognizing strong performance in the DoD space, propelled by dynamic customer relationships and a commitment to growth.
  - Winner: World Wide Technology

- **Intelligence Partner of the Year:** Recognizing profound sales and technical expertise in the Intelligence space contributing to significant overall YoY percentage growth in the U.S. Public Sector.
  - Winner: Flywheel Data, LLC

- **Civilian Partner of the Year:** Recognizing a strategic approach to sales and marketing, paired with demand generation efforts resulting in significant net new account acquisition, and Civilian business growth.
  - Winner: CTG Federal, LLC

- **Federal Strategic Programs Partner of the Year:** Recognizing a unique and strategic approach to Federal programs while driving Federal business growth and significant footprint in key accounts.

    - Winner: Red River Technology LLC

Regional Partner Award Winners for FY'24

These awards recognize overall FY'24 revenue, YoY growth, strategic account wins, a significant focus on NetApp solutions, and participation in regional partnership activities.

- **North Region Partner of the Year:**

    - Winner: EchoStor

- **South Region Partner of the Year:**

    - Winner: Tego Data Systems

- **West Region Partner of the Year:**

    - Winner: Trace3

"The ongoing partnership between NetApp and WWT puts us in the perfect position to tackle one of the biggest challenges in modern IT operations—harnessing data for the AI era," said Bob Olwig, Executive Vice President of Global Partner Alliances at WWT. "Using NetApp technology in our AI Proving Ground, we are able to help clients transform their IT environments to enhance the performance, productivity, and security of their data, regardless of its location. Being recognized for three different NetApp Partner Awards, including the new Artificial Intelligence Innovation category, validates the value we bring to our mutual clients as they explore emerging technology to drive their businesses."

NetApp provides its partners with the resources, training, support, and access to the expertise they need to solve their customers' most complex data management challenges and expand their market share with a broader range of cloud-based solutions.

For more information on how to become a NetApp partner, visit: https://www.netapp.com/partners/#become

About NetApp
NetApp is the original intelligent data infrastructure company, combining unified data storage, integrated data services, and CloudOps solutions to turn a world of disruption into opportunity for every customer. NetApp creates silo-free infrastructure, harnessing observability and AI to enable the industry's best data management. As the only enterprise-grade storage service natively embedded in the world's biggest clouds, our data storage delivers seamless flexibility. In addition, our data services create a data advantage through superior cyber resilience, governance, and application agility. Our CloudOps solutions provide continuous optimization of performance and efficiency through observability and AI. No matter the data type, workload, or environment, with NetApp you can transform your data infrastructure to realize your business possibilities.
Learn more at **www.netapp.com** or follow us on **X**, **LinkedIn**, **Facebook**, and **Instagram**.

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