



NEWS RELEASE

# NetApp Recognizes Winners of 2025 North America Partner Awards

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SAN JOSE, Calif. – August 13, 2025 – NetApp® (NASDAQ: NTAP), the intelligent data infrastructure company, today announced the winners of its North America Partner Awards for Fiscal Year 2025 (FY'25). 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 helping customers build intelligent data infrastructure that can securely evolve and scale with their needs by driving 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 leverage NetApp's innovative solutions and services to give customers the confidence they need to overcome today's biggest technology challenges.

"With enterprise AI adoption accelerating, we're at an exciting crossroads where solution providers can shape the next wave of technological innovation," said Jenni Flinders, Senior Vice President, Worldwide Partner Organization at NetApp. "The winners of the FY25 NetApp North America Partner Awards were the partners that were best able to identify the needs of new customer personas and focus on delivering business outcomes, not products. I congratulate all of this year's winners on their success."

## North America Partner Award Winners for NetApp FY'25

- **North America Partner of the Year:** Recognizing overall NetApp FY'25 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 SYNEX
- **Growth Partner of the Year:** Recognizing the ability to generate significant YoY growth in NetApp revenue across the portfolio.
  - Winner: World Wide Technology



- **Flash Partner of the Year:** Recognizing overall FY'25 flash revenue, significant YoY growth, and strategic account wins.
  - Winner: General Datatech (GDT)
- **SAN Partner of the Year:** Recognizing overall FY'25 SAN revenue, significant YoY growth, and strategic account wins.
  - Winner: AHEAD
- **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: Red8
- **AI 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'25 cloud data services revenue and deploying a focused cloud digital transformation strategy that aligns with the NetApp cloud vision.
  - Winner: Ergonomic Group
- **Canada Partner of the Year:** Recognizing overall NetApp FY'25 revenue and alignment to the NetApp strategy in the Canadian market.
  - Winner: CDW Canada
- **USPS Partner of the Year:** Recognizing overall NetApp FY'25 revenue and YoY growth in the U.S. Public Sector market.
  - Winner: CTG Federal LLC
- **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: CTG Federal LLC
- **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: Red River Technology LLC
- **USPS Cloud Partner of the Year:** Recognizing robust sales efforts resulting in the highest USPS cloud revenue wins.

- Winner: World Wide Technology

### **Regional Partner Award Winners for FY'25**

These awards recognize overall FY'25 revenue, YoY growth, strategic account wins, a significant focus on NetApp solutions, and participation in regional partnership activities.

- **Central Region Partner of the Year:**
  - Winner: CMA Technology Solutions
- **East Region Partner of the Year:**
  - Winner: Mainline Information Systems
- **West Region Partner of the Year:**
  - Winner: Trace3

"When we work with customers, we want to make sure we are helping them build data infrastructure that is fully ready to meet the demands of AI by building in intelligence from the beginning rather than bolting it on after the fact," said Bob Olwig, EVP Global Alliances at World Wide Technology. "NetApp has made it easy for us to support customers with solutions that enable secure, scalable, and governed access to data – wherever it lives – and help drive innovation. Together with NetApp, we are able to prepare customers to overcome today's biggest technology challenges and prepare for the future with confidence."

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 intelligent data infrastructure company, combining unified data storage, integrated data, operational and workload services 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 operational and workload services provide continuous optimization of performance and efficiency for infrastructure and workloads 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](http://www.netapp.com) or follow us on [X](#), [LinkedIn](#), [Facebook](#), and [Instagram](#).

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