



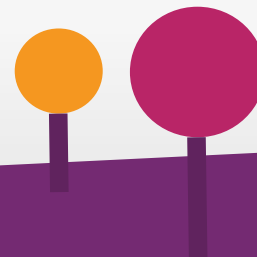
Don't Leave Money on the Table: Entitlement Management



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Internal Licensing Website

<http://licensing.netapp.com/>

NetApp Licensing Services Group

Search

LICENSE MODELS EXPLAINED NFR LICENSES LICENSE POLICY COMPLIANCE LICENSING SUPPORT BUSINESS

OCI Usage Dashboard
An innovative dashboard

LEARN MORE

FIELD LIBRARY	FAQ & REFERENCE	SUPPORT
Licensing Guide	FAQs	Admin Login
NetApp EULA	LSG Account Pipeline	Licensing Helpdesk
Cloud Supplement to EULA	ELA, MPA, MSA Software Baselines	Software Discovery Tools

Top 5 Website every month for 2 years

- 76K unique page views
- 73K return page views
- Biggest user - Field Ops

Licensing Helpdesk

- 850+ helpdesk tickets
- Strong in EMEA & APAC
- Backed by LSG + team of volunteers

Entitlement Operations

- Request & find license keys
- Entitlement transfer with workflow approval by Geo
- ONTAP Transition licenses
- Reporting & Tools

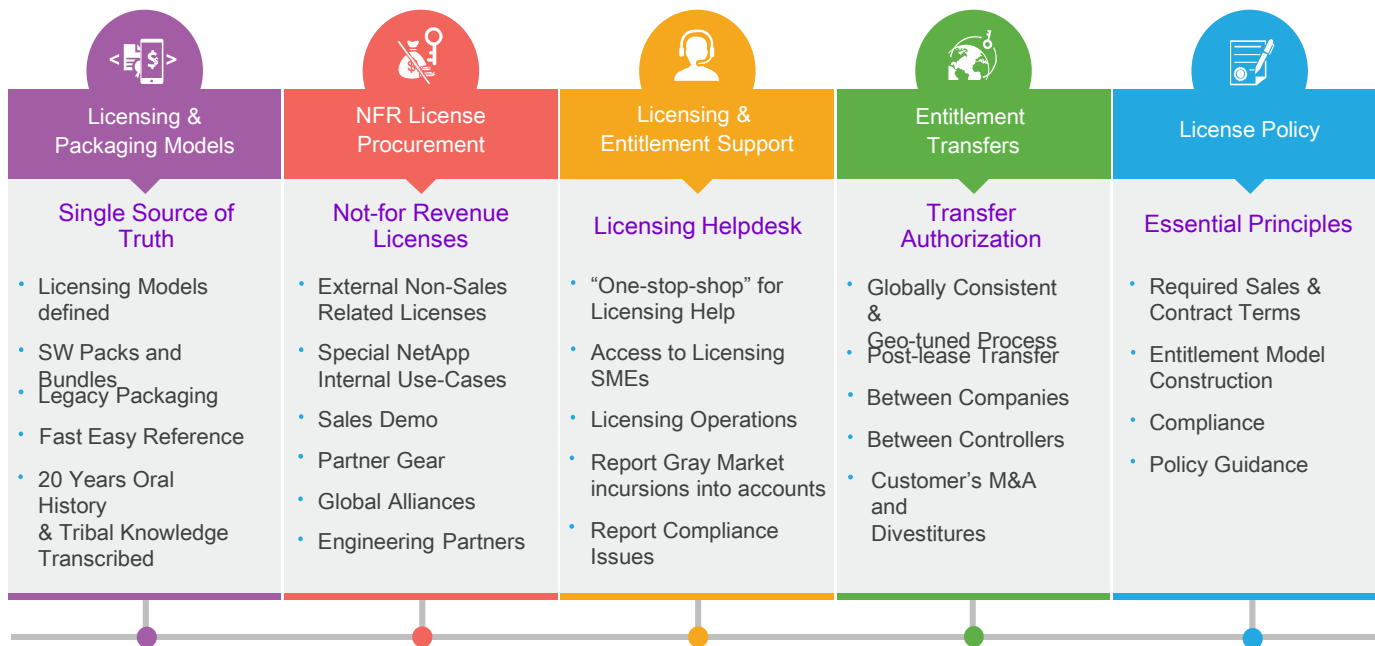
License Model Library

- All models documented
- Recorded 20 years of oral history
- Consolidated tribal knowledge

LSG – <http://licensing.netapp.com/>

Licensing & Entitlement Ops

Licensing Front Door-
<http://licensing.netapp.com>



Licensing Front Door - A Comprehensive Source of Licensing Information

Polling Question

Summary

- Streamlining licensing efficiency results in improved product enablement and increased customer satisfaction
- An well designed entitlement management system makes business needs and product development separable
- Efficient licensing management allows you to maintain legacy products and introduce new delivery methods
- Back office consolidation is essential to continuous improvement in operational efficiency





Thank You!

