NEXION Group

23 September 2021

Global data storage vendor NetApp® chooses NEXION to deliver the regions first Keystone storage-as-a-service offering across Australia and New Zealand

Sydney, NSW – 23 September – NetApp®, a global leader in cloud data services, storage systems and software, today announced a partnership with Perth Headquarter global Hybrid Cloud provider NEXION Group, to deliver Keystone, its latest innovation in Storage-as-a-Service to the Australia and New Zealand market. This is the 3rd global technology company headquartered out of the US to select NEXION as its principal partner in the region, further enhancing the global hybrid Cloud ecosystem NEXION is creating.

The partnership will aim to drive adoption of **NetApp® Keystone**, a pay-as-you-go storage-as-a-service solution for hybrid Cloud environments that delivers greater agility, financial flexibility, and reduced financial risk for customers that manage large volumes of data. The NetApp Keystone program gives customers a clear, easy-to-understand path forward for acquiring and consuming data storage capacity while reducing the complexities associated with technology lifecycle management.

"We are excited to partner with NEXION Group to support adoption of our Keystone offering," said **Neville James, Director Channel & Alliances, NetApp ANZ**. "Essentially, Keystone is the bridge that connects the pillars of our hybrid cloud strategy - delivering agility, financial flexibility, and reduced financial risk – so that customers can meet their cash flow and business needs. NEXION have demonstrated their strength in this segment and are fast becoming a contender in the enterprise IT Managed Services market. We're looking forward to working with the team."

Gartner predicts that by 2025, more than 70% of corporate enterprise-grade storage capacity will be deployed as consumption-based services such as NetApp® Keystone and NEXION as the first hosting partner in Australia and New Zealand is leading the way.

"Our partnership with NetApp® will allow us to tap into a global community of new and existing NetApp® customers that want storage-as-a-service delivered in Australia and New Zealand," said **Paul Glass, CEO and Founder at NEXION Group**. "We're thrilled to drive the adoption of this first-of-it's-kind storage-as-a-service offering in this region. Customers require ever-increasing amounts of storage and by working with NetApp, we're able to provide local hosting and support as part of our Hybrid Cloud services. Since listing on the ASX in Feb 2021, NEXION has completed agreements with three global tech leaders, in three different fields of technology. These strategic relationships put us ahead in the local market and firmly underpin our global expansion strategy"

NetApp® Keystone delivers a true hybrid cloud experience with one orchestration tool for creating, provisioning, migrating, and managing storage on-premise or in the cloud. NetApp® Keystone lowers the barriers to entry for enterprise storage by offering a subscription service with automatic data tiering, that reduces storage costs.

NEXION has already won multiple **NetApp® Keystone** deals with an aggregate contract value of $367K with customers across various industries. The individual contracts are not material but combined may be considered such.

About NetApp

Founded in 1992 and headquartered in San Jose, California, NetApp specializes in helping its customers get the most out of their data with industry-leading cloud data services, storage systems, and software.

About NEXION Group Ltd

NEXION is an enterprise ICT solutions provider forging its own position in the global Technology as a Service market. The Company offers Private Cloud infrastructure integrated with Public Cloud services to form the NEXION Hybrid Cloud solution it calls OneCloud. NEXION offers integrated technology solutions on term contracts up to 60-months to Enterprise customers globally. NEXION provides project management services to migrate customers to its Hybrid Cloud platform as well as associated equipment and support services for additional fees. The Company also provides local and global SD-WAN to connect customer premises and equipment to its Hybrid Cloud.

www.nexiongroup.io

This announcement has been authorized by the Board of NEXION Group Ltd.

Individual contracts listed in this announcement are not material on their own, but the combined effect is material.

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