



Product Bulletin Brocade Services

Revision History

July 11, 2008

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This product bulletin informs NetApp sales and NetApp partners about new or changed NetApp® products or services.

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1. Summary

This product bulletin announces the availability of four Brocade Professional Services for quoting and selling by NetApp sales and channels partners. This is simply a reseller program, establishing NetApp part numbers for Brocade Professional Services. This is the first time that NetApp has provided the ability for sales and channels to resell another firm's professional services.

Three of the four services are SAN-oriented, primarily around SAN switch implementation and assessing small SANs, and the fourth is a NAS-based virtual file manager (VFM) initial implementation service.

These services fill gaps in our product line and leverage our deep partnership with Brocade.

2. What's New?

We're now providing the ability for sales and channels to sell, quote, and book four (and four only) of Brocade's Professional Services offerings. This is a first for NetApp Global Services.

3. Sales Tools (Sales Guides, Training Presentations, SE Presentations)

Sales tools for these professional services include:

- Selling Guide (NetApp branded), with references and pointers to everything regarding these services
- Sales presentation
- Webinars/TOI

These materials can be found at the following locations:

NetApp Brocade Strategic Alliance

A link will also be provided for NetApp Global Services Web and, in the future, PS Tech Net.

4. Customer-Ready Tools (Customer Presentations, Datasheets)

Customer-ready tools for these professional services include:

- Customer presentations for all four services (NetApp branded)
- Datasheets for all four services (Brocade branded)
- Service briefs for all four services (NetApp branded)

These materials can be found at the following locations:

[NetApp Brocade Strategic Alliance](#)

A link will also be provided for NetApp Global Services Web and, in the future, PS Tech Net.

5. System Requirements

Refer to the datasheets for each service on NetApp Global Services Web and PS Tech Net (future).

6. Product Information

These services assume that the hardware necessary to deliver the services is available before the delivery engagement begins.

Part Number	Description	Discount Category Code
PS-BROCADE-SAN-ASSESS-500	Brocade SAN Fabric Assessment Service – 500	P
PS-BROCADE-SAN-DEV-IMPL-2	Brocade SAN Device Implementation Service - 2	P
PS-BROCADE-SAN-DIRC-MIG-2	Brocade SAN Director Migration Service – 2	P
PS-BROCADE-VFM-IMPL	Brocade VFM/FAN Initial Implementation Service	P

Software Subscription Plans

Regarding the PS-BROCADE-VFM-IMPL Professional Service, the customer must procure the software and licensing for either NetApp's VFM® (Virtual File Manager™) (or Brocade's StorageX) before the service engagement begins.

Downloading

To download software, go to [NOW™ Download Software](#).

Product Availability

These four services will be available to quote in the August 2008 release of the Quote Tool.

7. Regulatory Compliance

Products need to be validated against the NetApp Safety/EMI Regulatory Compliance List prior to order submission. This is required to ensure that products are being sold only in the countries in which NetApp has received regulatory compliance certification.

8. Warranty and Service

Standard software warranty and services apply per the terms and conditions listed on the Brocade datasheets.

9. Additional Information

Contact information: Please contact your NetApp sales or channel partner representative with questions concerning this bulletin. For the product manager, contact Ron Sarkozy at (408) 822-1413 or sarkozy@netapp.com.

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