Product Bulletin

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Restructuring of Cabinet Quotes

Revision History

11 May 2009 - Initial version

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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

We have streamlined our supply chain and configure to order (CTO) process to reduce costs. With the June 2009 Quote Tool release, you will notice that quotes have separate line items for an empty cabinet, PDUs, and rails. The Quote Tool will default to the 30A 4-PDU NEMA cabinet. List pricing for cabinets might vary slightly, but it will be single-digit percentage changes. The cabinet wizard has changed to allow independent ordering of rails and blanking panels.

Important Note: You should encourage customers to move to the 30A 4-PDU cabinets or 30A three-phase cabinets as soon as possible. Next-generation shelves are denser and will have 24 disks per shelf. They will require more power. Next-generation shelves will not ship in 20A cabinets or 30A 2-PDU cabinets. The 20A and 2-PDU cabinets will EOA before the end of the year. We do not want to continue to sell underpowered cabinets.

To help you remember to quote 30A 4-PDU cabinets, we have reinstituted a default cabinet, the 30A 4-PDU NEMA cabinet.

2. What's New?

In the Quote Tool, the "Power Tab" will not change; you can still select the cabinet type for the customer. Previously we had a single part number to represent the cabinet and PDU combination on a quote. Now we will list an empty cabinet, X870B-R6-C, plus the appropriate number of PDUs for whatever was selected in the Quote Tool. The Quote Tool will generate the correct number of rail kits to mount the controllers, shelves, and switches that are configured. We will not ship extra rails. When additional shelves are ordered, the rails for the shelves must be ordered too. Empty spaces in the cabinet will be filled with blanking panels as usual to make sure of proper air flow.

Example old quote:

X800-42U-R6-C	Cabinet Component Power Cable,-C,R6	20
X8730B-R6-C	Cab,4PDU(30A,1-PH,NEMA,8outlet),-C,R6	2
X8773-R6-C	Mounting Bracket,Tie-Down,Multiple,-C,R6	2
X879-R6-C	Kit,Storage Cabinet Interconnection,-C,R6	1

Example new quote:

X800-42U-R6-C	Cabinet Component Power Cable,-C,R6	20
X870B-R6-C	Cab,Empty,No PDU,No Rails,-C,R6	2
X8712B-R6-C	PDU,1-Phase,8 Outlet,30A,NEMA,-C,R6	8
X8773-R6-C	Mounting Bracket,Tie-Down,Multiple,-C,R6	2
X877B-R6-C	Rail Kit II, Cab,-C,R6	10
X879-R6-C	Kit,Storage Cabinet Interconnection,-C,R6	1

The cabinet wizard has been updated to enable you to order desired number of rails and blanking panels when you select a cabinet type. You will still be able to order power cords. The cabinet interconnect kit will be selected by default. Deselect it if you don't need it.

The Additional Storage Shelves Configurator now enables you to order rails. For shelves going into older cabinets, the rails were prepopulated and need not be ordered. For new style cabinets you need a rail kit with each appliance.

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

The PDU flyers and 42U System Cabinet Guide can be found on the NOW™ (NetApp® on the Web) site under cabinets: System cabinets.

For quoting instructions, please refer to the Quote Tool Bulletin (QTB) for Cabinets.

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

None.

5. System Requirements

All NetApp platforms and shelves are mountable in the system cabinet without restriction. Most switches are mountable except for Cisco director class.

6. Product Information

Part Number	Description	Discount Category Code
X870B-QS-R6-C	Cab,Empty, No PDU, No Rails,QS, -C, R6	B
X870B-R6-C	Cab,Empty, No PDU, No Rails, -C, R6	B
X8776-R6-C	Blank Panel,1U,42U Cab,-C,R6	B
X8777-R6-C	Blank Panel,3U,42U Cab,-C,R6	B
X877B-R6	Rail Kit II, Cab,R6	B

X877B-QS-R6-C	Rail Kit II, Cab,QS,C,R6	B
X877B-R6-C	Rail Kit II, Cab,-C,R6	B
X8711-R6-C	PDU,1-Phase,8 Outlet,20A,Universal,-C,R6	B
X8712-R6-C	PDU,1-Phase,16 Outlet,30ª,NEMA,-C,R6	B
X8712B-R6-C	PDU,1-Phase,8 Outlet,30ª,NEMA,-C,R6	B
X8713-R6-C	PDU,1-Phase,16 Outlet,30A,IEC,-C,R6	B
X8713B-R6-C	PDU,1-Phase,8 Outlet,30A,IEC,-C,R6	B
X8715-R6-C	Oracle 3-phase, -C	B
X8718A-R6-C	PDU,3-phase,24-Outlet,32A,IEC,-C,R6	B
X8719A-R6-C	PDU,3-phase,24-Outlet,30ª,NEMA,4-Pin,-C,R6	B
X8720A-R6-C	PDU,3-phase,24-Outlet,30ª,NEMA,5-Pin,R6-C	B

Quoting

For detailed instructions on how to quote this product or service using the Quote Tool, see **QTB-PRODUCT.**

Product Availability

All cabinets will be available for immediate shipment.

7. Regulatory Compliance

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

8. Warranty and Service

Standard hardware warranty and services apply.

9. Additional Information

Contact information: Please contact your NetApp sales or channel partner representative with questions concerning this bulletin.

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