



Product Bulletin

FAS3210 Quick Start Bundles

Extending MSE portfolio with more all-inclusive simplicity and value

Revision History

7 December 2010 - Initial version

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This product bulletin informs NetApp sales and NetApp partners about new FAS3210 Quick Start Bundles for the MSE market.

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1. Summary

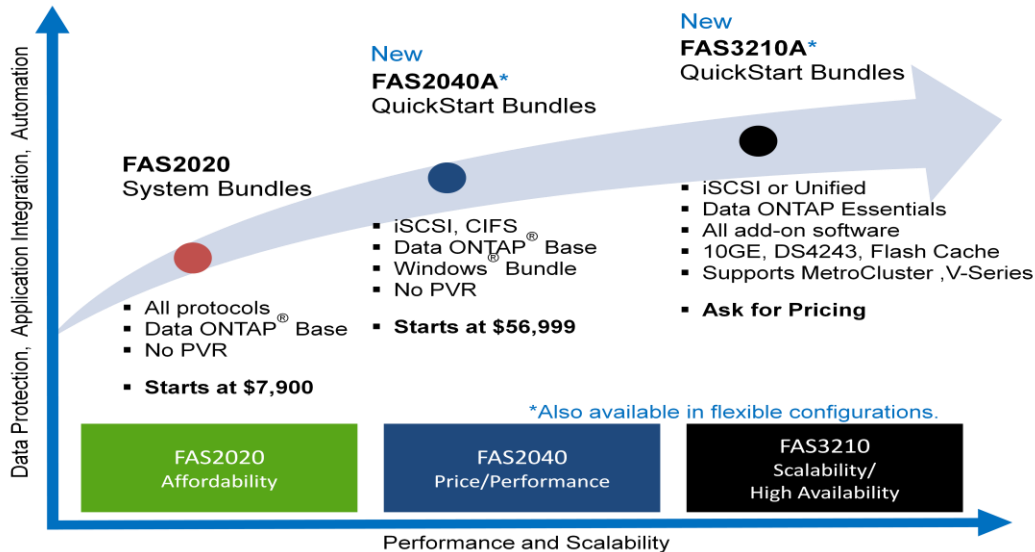
This product bulletin announces the availability of all-inclusive bundles for the new FAS3210 system as a latest addition to the MSE portfolio. The FAS3210 bundles will be available in the Quote Tool in December. To learn how they can help you compete against all-inclusive competitors such as Dell/EqualLogic and accelerate your business in midsize enterprise, check the field portal by searching keyword "QuickStart Bundles."

2. What's New?

The fixed configurations on FAS3210 provide easy-to-order convenience with an all-inclusive highly scalable and available virtualization and consolidation solution (systems, storage shelves, all extended-value software). These new bundles provide partners the richest MSE portfolio for virtualization and consolidation. With the introduction of FAS3210 bundles, NetApp has a complete MSE portfolio ranging from affordability (FAS2020) to price-performance (FAS2040) to high availability and scalability (FAS3210).

Richest MSE Portfolio

Optimized for Virtualization and Consolidation



3. Product Information

FAS3210 bundles are competitively positioned against Dell/Equallogic PS6500, HP Lefthand, and EMC CX4-120/NS120. The three fixed configurations on FAS3210 provides easy-to-order convenience with all-inclusive configurations for the iSCSI market.

- FAS3210A iSAN Slt can SATA Bundle:** Positioned against Dell/Equallogic PS6510E, this bundle is priced competitively to compete in iSCSI Windows® consolidation SATA-based work environment.
- FAS3210A iSAN SAS Bundle:** Positioned primarily against Dell/Equallogic PS6510XV with much higher performance and scalability capability, this bundle is a 15K SAS solution that includes controller, software, and storage.
- FAS3210A iSAN Density Bundle:** This bundle includes the small form factor, high-density shelf with 450GB 10K SAS drives.
- FAS3210A Complete Bundle:** This is the consolidation solution for multiple workloads, multi-tenancy, and high performance for the MSE market. It also includes the Flash Cache (256GB per controller) along with controller, storage, and software.

4. Part Numbers

The bundles by default do not have the support included. However, you can select the support if you would like to. They all include a 10GbE NIC (one per controller). The part numbers and the description for the bundles are as follows:

P/N	Description	Comments
FAS3210A-iSAN-SATA-BDL-R5	FAS3210A iSAN W/DS4243 48TB,10GbE,SW,R5	The protocol is iSCSI. The drives are 2TB SATA. The SW includes SnapRestore®, SnapMirror®, FlexClone®, and SnapManager® Suite.
FAS3210A-iSAN-SAS-BDL-R5	FAS3210A iSAN W/DS4243 14.4TB,10GbE,SW,R5	The protocol is iSCSI. The drives are 600GB, 15K SAS. The SW includes SnapRestore, SnapMirror, FlexClone, and

		SnapManager Suite.
FAS3210A-iSAN-SFF-BDL-R5	FAS3210A iSAN W/ DS2246 10.8TB,10GbE,SW,R5	The protocol is iSCSI. The drives are 450GB, 10K SAS. The SW includes SnapRestore, SnapMirror, FlexClone, and SnapManager Suite.
FAS3210A-COMPLETE-BDL-R5	FAS3210A Consolidation DS4243 24TB,COMPL,R5	The drives are 1TB SATA. It includes 256GB Flash Cache per controller. It includes all protocols (NFS, CIFS, FCP, and iSCSI) and all the SW (SnapRestore, SnapMirror, FlexClone, SnapVault®, and SnapManager Suite).

5. Additional Information

The bundles are prebuilt configurations with no price change from the ala-carte configurations and by default do not have the support included. However, you can select the support if you would like to. They all include a 10GbE NIC (one per controller). You can also build the configurations you like using the Quote Tool. For any further questions, contact Ruchi Goyal.