



Product Bulletin:

Data ONTAP GX Sales Process for Customers Requiring CIFS

Revision History

April 9, 2008—Initial version

Proprietary and confidential. Restricted to NetApp employees and channel partners, each of whom is under NDA obligations. This document may not be shared with customers without prior written permission from NetApp. © Copyright 2008 NetApp, Inc. All rights reserved.

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

1. Summary
2. What's New?
3. Sales Tools
4. Customer-Ready Tools
5. System Requirements
6. Product Information
7. Regulatory Compliance
8. Warranty and Service
9. Additional Information

1. Summary

This product bulletin announces a new sales process for all Data ONTAP® GX sales to customers requiring the CIFS protocol. Data ONTAP GX can provide a highly scalable solution for CIFS applications and the purpose of this process is to ensure your success with these applications. The CIFS functionality on Data ONTAP GX has feature gaps when compared to Data ONTAP 7G and, therefore, this process will also help you know when not to sell Data ONTAP GX for a CIFS application.

This process is REQUIRED for all Data ONTAP GX sales to customers requiring the CIFS protocol.

2. What's New?

Please follow these steps for all Data ONTAP GX sales to customers requiring the CIFS protocol.

1. Account SE submits a Feature PVR in CE.
2. Enter "customer requires Data ONTAP GX with CIFS protocol" in Short Description field.
3. Account SE completes a *GX CIFS Discovery Questionnaire* for the opportunity.
4. Email the questionnaire and Feature PVR # to Jeff Tabor (jtabor@netapp.com).
5. Jeff Tabor and the GX CIFS Review Panel will review the *GX CIFS Discovery Questionnaire* and approve, reject, or follow-up with the account SE if more information is needed.

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

The *GX CIFS Discovery Questionnaire* has been created to help the account SE to clearly and simply communicate the customer's CIFS requirements to the GX CIFS Review Panel.

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

No new customer-ready tools are available for this sales process.

5. System Requirements

Refer to the NOW™ (NetApp on the Web) site for [system configuration guides and certification list](#).

6. Product Information

There is no change to product or Software Subscription Plan as a result of this sales process.

Quoting

For detailed instructions on how to quote this product or service using the Quote Tool, NetApp sales should see QTB_FAS3040GX, QTB_FAS6070GX, and QTB_GX_LICENSEMGR at the Quote Tool Bulletin site

Downloading

To download software go to [NOW Download Software](#).
Follow the link to Data ONTAP GX (row 9 of the Software Download table).

Product Availability

Data ONTAP GX systems are available now in 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 hardware and software warranty and services apply.

9. Additional Information

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



© 2008 NetApp | Subscriptions | Service and Support
495 E. Java Drive, Sunnyvale, CA 94089 USA

© 2008 NetApp. All rights reserved. Specifications are subject to change without notice. NetApp, the NetApp logo, Go further, faster, Data ONTAP, and NOW are trademarks or registered trademarks of NetApp, Inc. in the United States and/or other countries. All other brands or products are trademarks or registered trademarks of their respective holders and should be treated as such.