



Product Bulletin:

Moving Data ONTAP GX Quoting to Restricted Access

Revision History

15 January 2010 – 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 2010 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. Regulatory Compliance
4. Additional Information

1. Summary

This product bulletin provides information about moving the quoting of FAS systems with Data ONTAP® GX from the standard catalog to the restrictive (PMO) catalogue. Only sales reps with PMO access can quote these FAS systems. All quotes require that the sales rep contact product management to get prior approval to quote any Data ONTAP GX solution.

- Contact Information: John Wiser at jwiser@netapp.com

The purpose of this change is to ensure that NetApp restricts quoting and sales of Data ONTAP GX–based FAS systems to new customers or to existing customers who want to add new cluster networks or new installations. All cluster network storage solutions quoted for customers should be based on Data ONTAP 8.0 Cluster-Mode from this point forward.

2. What's New?

Data ONTAP 8.0 Cluster-Mode–based cluster network systems are available for quoting and evaluation via the restrictive catalog. For this reason, any customer demand for cluster network storage solutions should be based on Data ONTAP 8.0 Cluster-Mode. NetApp will generally stop quoting Data ONTAP GX solutions unless approved via the Deal Approval Desk (DAD).

The configuration programs used to quote Data ONTAP GX–based systems have been moved to the PMO catalog in the Quote Tool. This ensures that we can manage the quoting process for Data ONTAP GX systems for those Data ONTAP GX customers who only want to expand their existing cluster network. All other use cases (new customers, new cluster networks, new installations) will be configured using Data ONTAP 8.0 Cluster-Mode.

As a reminder, those who need to quote Data ONTAP 8.0 Cluster-Mode must use the Deal Approval Desk to qualify new opportunities. This is to ensure that Data ONTAP 8.0 Cluster-Mode solutions are sold into appropriate customer environments. All new Data ONTAP 8.0 Cluster-Mode opportunities and Data ONTAP GX upgrade opportunities must be submitted through the DAD process, described here:

- DAD Process Located on SharePoint®
 - Access the Deal Approval Desk via SharePoint and follow the instructions on the site:
 - <http://sharepoint.corp.netapp.com/sites/ProductOps/NASBU/dealsdesk/default.aspx>
 - Complete the CANS form that summarizes the customer use case and environment.
 - Send the completed CANS form to one of the DAD representative in your region.

3. 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. This information can be found in the Field Portal by searching under “Compliance, Policies and Procedures” or following the links below:

- [RoHS Compliance](#)
- [Safety/EMI Regulatory Compliance \(XLS\)](#)
- [WEEE Compliance](#)

4. Additional Information

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