

# Product Bulletin



## Product Bulletin: NearStore VTL300 Bundle Promotion

| Revision History  | Summary of Changes                                          |
|-------------------|-------------------------------------------------------------|
| 01 June 2007      | Initial Version                                             |
| 07 June 2007      | Link fixes                                                  |
| 28 September 2007 | Promotion Extension                                         |
| 07 January 2008   | Discontinued Dedupe Upgrade Offer, Extended Price Promotion |

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 a change to and an extension of the NearStore® VTL300 Bundle Promotion (VTL300-PROMO-SYS-7-R5). **The VTL300 Bundle has been modified to be a pricing-only bundle. Effective 4 January 2008, the VTL300 Bundle Promotion no longer includes an upgrade offer for a future deduplication feature.** This modified promotion will be available until 25 April 2008.

The change to the VTL300 Bundle Promotion, removing the offer for the deduplication feature on a when-and-if-available basis, is not an indication of a change in NetApp general product direction with regard to deduplication. Please contact xdl-vtl-partnerhelp@netapp.com or dl-vtl for NDA information on the NetApp general release plan relating to VTL deduplication.

NOTE: The development, release, and timing of any features or functionality described for NetApp products are subject to change and remain at the sole discretion of NetApp. Please note that this product bulletin announcement does not constitute a commitment by NetApp to deliver any specific feature or additional functionality in a future product release.

The high-performance VTL300 Bundle, which consists of a VTL300 controller with hardware compression and a 500GB drive (7TB) disk shelf, is targeted at the mid-market segment. The NearStore VTL300 Bundle has been priced aggressively to compete in this price-sensitive market segment. The NearStore VTL300 Bundle list price represents a 30% discount from the sum of the parts, and is based on the purchase of the combined VTL300 Bundle, the VTL300 Rapid Deployment Service, limited support (12-month Software Subscription Plan ONLY), and a standard NetApp warranty.

The VTL300 Bundle feature summary is:

| System                                     | VTL300 Bundle |
|--------------------------------------------|---------------|
| Maximum Write Performance (uncompressed)   | 300MB/s       |
| Maximum Write Performance (compressed 2:1) | 500MB/s       |
| Raw Capacity                               | 7TB           |
| Usable Capacity at 2:1 Compression         | 10TB          |
| Maximum Raw Capacity                       | 35TB          |
| Maximum Usable Capacity at 2:1 Compression | 53TB          |

The VTL300 Bundle Rapid Deployment Service is mandatory. Orders without Rapid Deployment Service will be rejected.

The VTL300 Bundle Rapid Deployment Service is limited in scope—there is no support for back-end physical tape integration and limited backup application support. Refer to the Service Brief\* for more information. If additional integration is required, contact your local PS manager.

## 2. What's New?

This product bulletin announces a change to and an extension of the VTL300 Bundle Promotion (VTL300-PROMO-SYS-7-R5). **The VTL300 Bundle has been modified to be a pricing-only bundle. Effective 4 January 2008, the VTL300 Bundle Promotion no longer includes an upgrade offer for a future deduplication feature.** This modified promotion will be available until 25 April 2008.

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

- [NearStore VTL300 Bundle Rapid Deployment Service](#)

VTL300 Bundle Rapid Deployment Service Docs

- VTL300 RDS Service Brief
- VTL300 RDS Service Delivery Guide
- VTL300 RDS System Configuration Guide
- VTL300 RDS Checklist

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

- [NearStore VTL300 Bundle Rapid Deployment Service](#)

VTL300 Bundle Rapid Deployment Service Docs

- VTL300 RDS Service Brief
- VTL300 RDS Service Delivery Guide

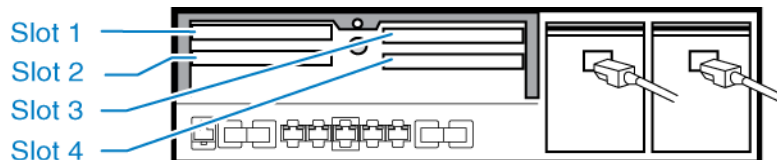
- VTL300 RDS System Configuration Guide
- VTL300 RDS Checklist

## 5. System Requirements

### Base System Configuration

|                                       | NearStore VTL300 Promo                              |
|---------------------------------------|-----------------------------------------------------|
| # of controllers                      | 1                                                   |
| 4 on-board 4Gb FC ports configured as | 2 front end, 2 disk ports                           |
| Slot #1                               | NOT USED                                            |
| Slot #2                               | Hardware compression                                |
| Slot #3                               | NOT USED                                            |
| Slot #4                               | Optional dual-port 4Gb FC HBA for tape connectivity |
| Maximum raw capacity (TB)             | 35                                                  |
| Maximum usable capacity at 2:1 (TB)   | 53                                                  |

**Note:** Capacity is calculated using base10 arithmetic; that is, 1TB = 1,000,000,000,000 bytes.



- The VTL300 Bundle includes as **standard a fully loaded DS14-Mk2 AT disk shelf with 14 x 500GB SATA disks.**
- The VTL300 Bundle system is compatible with DS14-Mk2-AT disk shelves, each with 14 x (500GB / 320GB / 250GB) SATA disk drives.
- The VTL300 Bundle system can support 250GB, 320GB, and 500GB shelves at the same time, but drives within a shelf and RAID group must be the same.

- In the VTL300 Bundle base configurations, a hardware compression board is included as standard and will not be listed in the quote.

**Note:** There is no support for back-end parallel SCSI devices; an external FC/SCSI bridge is required to connect SCSI tape devices. NetApp supports only embedded FC-to-SCSI bridges offered by the tape library manufacturers listed in the NearStore [VTL Compatibility Matrix](#) on the NOW™ site.

### I/O Connectivity

**VTL300 Bundle systems ordered with 1 to 5 disk shelves include as configured:**

| Number of Shelves                      | 1-5 |
|----------------------------------------|-----|
| FC host connectivity ports (target)    | 2   |
| FC disk connectivity ports (initiator) | 2   |
| FC tape ports                          | 0   |
| Compression card                       | 1   |

### Capacity Expansion

- The VTL300 Bundle can be expanded to support 4 additional fully loaded DS14-Mk2 AT disk shelves, each with 14 x 500GB SATA disk drives.
- NearStore VTL300 Bundle systems support up to 5 disk shelves.

### Adding HBAs for Tape Connectivity

- The NearStore VTL300 Bundle system supports 1 additional dual-port FC HBA (X2053A-R6-C) for tape connectivity (slot #4).

### Software Support

- The NearStore VTL300 Bundle system includes embedded VTL O/S and VTL software.

## 6. Product Information

The following table lists the primary system part numbers and field-replaceable units (FRUs). For a complete list of parts, refer to the current price list or Quote Tool.

| Part Number              | Description                                  | Discount Category Code |
|--------------------------|----------------------------------------------|------------------------|
| VTL300-PROMO-SYS-7-R5    | NearStore VTL300,500GB SHLF,7TB,Promotion,R5 | J                      |
| SW-OS-VTL300             | VTL700 Software,Operating System             | J                      |
| DSX-7.0TB-R5-C           | Disk Shelf,7.0TB,SATA,-C,R5                  | B                      |
| X2053A-R6-C              | HBA,FC,2-Port,4Gb,Tape,Optical,PCle,-C,R6    | A                      |
| X2053A-R6                | HBA,FC,2-Port,4Gb,Tape,Optical,PCle,R6       | A                      |
| PS-ZA-VTL300-P-HEAD-IMPL | VTL Implementation,VTL300 Promotion Head,ZA  | S                      |
| PS-ZB-VTL300-P-HEAD-IMPL | VTL Implementation,VTL300 Promotion Head,ZB  | S                      |
| PS-ZC-VTL300-P-HEAD-IMPL | VTL Implementation,VTL300 Promotion Head,ZC  | S                      |
| PS-ZD-VTL300-P-HEAD-IMPL | VTL Implementation,VTL300 Promotion Head,ZD  | S                      |
| PS-ZA-VTL-SHELF-P-IMPL   | VTL Implementation,Shelf Promotion,ZA        | S                      |
| PS-ZB-VTL-SHELF-P-IMPL   | VTL Implementation,Shelf Promotion,ZB        | S                      |
| PS-ZC-VTL-SHELF-P-IMPL   | VTL Implementation,Shelf Promotion,ZC        | S                      |
| PS-ZD-VTL-SHELF-P-IMPL   | VTL Implementation,Shelf Promotion,ZD        | S                      |

#### Rapid Deployment Service

- The VTL300 Bundle Rapid Deployment Service is mandatory. Orders without Rapid Deployment Service will be rejected.
- The VTL300 Bundle Rapid Deployment Service is limited in scope—there is no support for back-end physical tape integration and limited backup application support. Refer to the Service Brief\* for more information. See below for a summary of the Service Brief. If additional integration is required, contact your local PS manager.
- The VTL300 Bundle Rapid Deployment Service will be quoted automatically with the part number <PS-Zx-VTL300-P-HEAD-IMPL> for the different zones (x: A, B, C, D) and <PS-Zx-VTL-SHELF-P-IMPL> for the different zones (x: A, B, C, D) for the shelves. Pricing is based upon a percentage of system and storage pricing. Please contact your local PS manager for information about the service.

\* The VTL300 Bundle Rapid Deployment Service is limited in scope. It is restricted to connecting the VTL system to one backup host and does NOT include connectivity of the NearStore VTL to a physical tape library. It is restricted to NearStore VTL configurations supported by NetApp. Other implementation service exclusions are: creating custom virtual tape library definitions; backing up and restoring customer data beyond basic backup functionality (data set must be less than 1Gb); executing performance and/or stress tests; configuring the network; zoning SAN; Decru® integration; advanced host access control; installing/configuring additional software; and defining backup policies,

pools, or other backup application changes outside of a basic read/write test. Customer requirements are: backup host is available, configured, and has connectivity to the SAN; backup host and application version comply with current NetApp support matrix; must have a valid support agreement for their backup application. Support service included in this bundle is a Software Subscription Plan and standard NetApp warranty. For additional services contact your local PS manager.

#### **Software Subscription Plans**

- NearStore VTL 300 Bundle systems are supported fully through NetApp SupportEdge services.

#### **Pricing**

- The NearStore VTL300 Bundle is priced aggressively to compete in the mid-market segment and is a limited-time offer.
- NetApp partners should contact their channel representative or distributor for pricing information.

#### **Quoting**

For detailed instructions about how to quote this product or service using the Quote Tool, see the Quote Tool Bulletin:

- [NetApp Sales](#)
- [NetApp Partners](#)

#### **Product Availability**

The NearStore VTL300 Bundle is available to quote immediately as a pricing-only bundle promotion.

### **7. Regulatory Compliance**

Products must 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 and hardware warranty and services apply.

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

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