



Product Bulletin

New SANscreen Implementation Service and Part Number

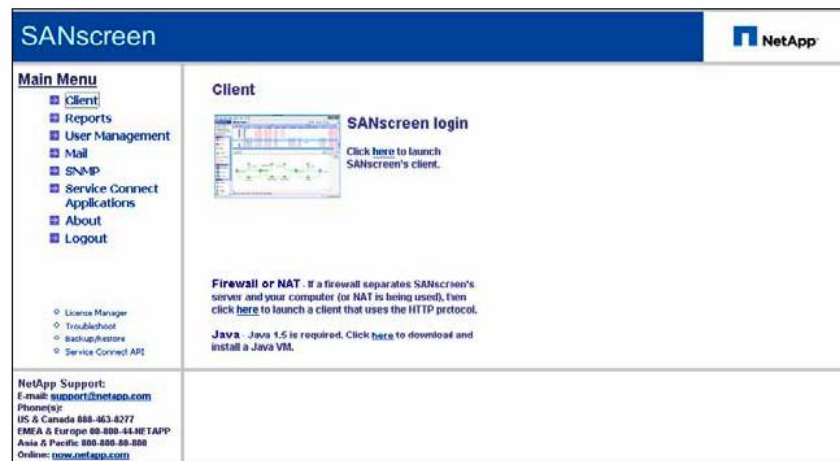
Revision History

11 December 2008 - 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

This product bulletin announces the availability of a new Professional Services implementation offering for SANscreen® (formerly part of the Onaro Corporation).

The SANscreen product suite is now available for ordering. SANscreen was added to the NetApp software product portfolio through the acquisition of Onaro in February 2008. During Q4, SANscreen could only be ordered through the Strategic Products group SANscreen sales team. This product bulletin announces the availability of SANscreen through CustomerEdge and PartnerEdge.

On January 8, 2009, the new Professional Services SANscreen service can be quoted by going to "Add Parts." In the March 9 release, it will be moved to "Add Parts with Service," Professional Services - Project-Based module under the Storage Management tab. In addition, when quoting SANscreen software for Service Insight ports, this service will automatically be added to new orders. This multistep process is due to logistical timing.

2. What's New?

The SANscreen Implementation Service is brought to you by Professional Services.

See <https://tech.netapp.com/community/pstn/sm/sanis>.

Your Customized Implementation

Offering Description

SANscreen is a powerful and functionally rich addition to the NetApp Manageability Software family. It provides the ability to discover information related to a customer's storage area network (SAN) environment with capabilities beyond the storage layer. This functionality enables NetApp to add value to customers who need to make informed decisions and to create policies that govern their information technology operation in a disciplined and compliant manner.

SANscreen offers a degree of functional heterogeneity that sets it apart from competitive products and provides a

unified view (with reporting capabilities) for capacity, performance, utilization, troubleshooting, policy monitoring, and more.

The NetApp SANscreen Implementation Service includes discovery, design, installation, testing, basic reporting setup, and transfer of information. Customers who purchase the SANscreen product can benefit from expert setup provided by NetApp Professional Services (PS), enabling them to become more productive and to make better-informed decisions in a predictable time frame.

Key Benefits

By engaging NetApp PS to implement SANscreen for them, customers achieve:

- Faster realization of the benefits inherent in the product
- A proven implementation methodology and associated documentation
- A solid platform upon which to build operational best practices and compliant policies

This implementation service is offered as a custom firm fixed price (CFFP) service in order to provide a degree of customization to meet specific customer needs within an expert-developed set of guidelines and a proven level-of-effort (LOE) framework.

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

NetApp sales benefits from the ability to offer consistent scoping, pricing, and deployment of SANscreen on a global basis. Implementation services improve the customer experience with NetApp storage solutions and technologies, resulting in greater product pull-through. SANscreen provides a base platform for other products, such as Service Insight, VM Insight, Application Insight, Array Performance, Service Assurance, Service Connect, and Capacity Manager, so it is essential to provide the customer with a proper implementation.

Implementation service for SANscreen for new installs and upgrades will open up the doors to and may even result in an ongoing PS engagement with customers. Future offerings such as customization and third-party integration services will help establish NetApp as a trusted advisor to customers, with our role expanding to include more than only the storage in data centers.

• Sales Information

SANscreen Implementation Service

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

Customers will benefit from a timely, cost-effective turnkey implementation of their NetApp management solution, which can be customized by the PS team to meet specific business requirements. Having the experience and expertise of our Professional Services engineers reduces risk during implementation. Plus, customers receive comprehensive service handoff, complete with performance and operational testing and knowledge transfer.

Implementation service tools can be found at <https://tech.netapp.com/community/pstn/sm/sanis>.

5. Software System Requirements

Minimum Server Hardware Requirements

For minimum server hardware requirements, see the SANscreen Installation and Upgrade Guide, available on PSTN at <https://tech.netapp.com/docs/DOC-3938>.

If you plan to use separately licensed applications, such as Capacity Manager, see the SANscreen Sizing Guide on NOW™ (NetApp on the Web) for minimum requirements for those applications.

Refer to the [NOW](#) site for supported platforms and a compatibility matrix.

6. Product Service Information

The following table lists the SANscreen Implementation Service part number as of the date of this product bulletin. Partners should contact their channel representative for pricing information.

Part Number	Description	Discount Category Code
PS-SANSCREEN-IMPL-SOW	SANscreen Custom Implementation Services	P

Software Licensing

SANscreen is licensed for each NetApp storage system being managed. The SANscreen Suite is the base license for all other feature licenses.

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 software warranty and services warranty apply.

9. Additional Information

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

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