



Product Bulletin

SANscreen SME Bundles Availability

Revision History

October 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 the availability of SANscreen® SME bundles to the sales team and partners.

2. What's New?

SANscreen SME1 and SME2 bundles and related bundle operations are now available in the base catalog.

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

N/A

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

N/A

5. System Requirements

N/A

6. Product Information

SANscreen SME bundles are sold at a fixed price and are targeting customers with small FC networks. Customers can purchase SANscreen SME1 for a SAN network of 250 FC ports or less or SME2 for a SAN network of 250 to 500 FC ports. The SME bundles include two products out of the SANscreen suite: Service Insight and Service Assurance.

When a customer purchases SME1, the two SME1 part numbers will be provided to the customer, and when SME2 is purchased, the two SME2 part numbers will be provided (see table below). The price of the SME bundles is significantly lower than the normal schedule and is designed to allow selling to customers that use small SAN environments at an attractive price point. Once the customer's infrastructure grows or the customer is interested in additional SANscreen products, a conversion to the normal schedule is required.

Part Number	Description	Discount Category Code
SW-SVCINSIGHT-PT-SME1	Service Insight,Port License,250,SME1	J
SW-SVCASSURANCE-PT-SME1	Service Assurance,Port License,250,SME1	J
SW-SVCINSIGHT-PT-SME2	Service Insight,Port License,500,SME2	J
SW-SVCASSURANCE-PT-SME2	Service Assurance,Port License,500,SME2	J

SME Bundles Limitations

While the SME bundles provide an attractive price point for small size SAN customers, some limitations are imposed on customers that purchase SME1 or SME2:

1. No additional FC ports can be purchased (above 250 for SME1 or 500 for SME2). If a customer requires more ports, that customer will have to purchase an SME conversion.
2. The SME bundles include SANscreen Service Insight and SANscreen Service Assurance. No additional SANscreen products can be purchased when owning an SME bundle. If a customer requires more SANscreen products, that customer will have to purchase an SME conversion.

Upgrading from SME Schedule to Normal Schedule (Conversion)

Customers can upgrade from SME1 to normal schedule or from SME2 to normal schedule. There is no conversion from SME1 to SME2. The conversion allows a customer to purchase more ports (above 500) or additional SANscreen products (for example, Application Insight, Capacity Manager, or VM Insight). The following part numbers are used for this conversion.

Part Number	Description	Discount Category Code
SW-SVCINSIGHT-PT-CON-SME1	Service Insight,Port Lic,Conversion,SME1	J
SW-SVCASSURANCE-PT-CON-SME1	Service Assurance,Port Lic,Conversion,SME1	J
SW-SVCINSIGHT-PT-CON-SME2	Service Insight,Port Lic,Conversion,SME2	J

When selling a conversion to customers, the sales representative can sell more ports or more packages within the same quote CP.

Software Subscription Plans

Customers should purchase an SSP license for SANscreen SME packages.

The following table lists the SSP part numbers as of the date of this product bulletin. Partners should contact their channel representative for pricing information.

Note: The software subscription prices for SME1 are per month per 250 ports, and for SME2 SSP units are per month per 500 ports. This is different than the normal schedule, where the prices are per port, per month.

Part Number	Description	Discount Category Code
SW-SSP-SVCINSIGHT-SME1	SW Subs,Service Insight,Port License,250,SME1	S
SW-SSP-SVCASSURANCE-SME1	Service Assurance,Port License,250,SME1	S
SW-SSP-SVCINSIGHT-SME2	SW Subs,Service Insight,Port License,500,SME2	S
SW-SSP-SVCASSURANCE-SME2	Service Assurance,Port License,500,SME2	S

Downloading

For downloading software, go to [NOW Download Software](#).
Follow the link to <http://now.netapp.com/NOW/cgi-bin/software>.

Product Availability

SANscreen SME bundles will be available to quote in October 16, 2008.

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 client 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. All rights reserved. Specifications are subject to change without notice. NetApp, the NetApp logo, Go further, faster, NOW, and SANscreen 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. **[[NOTE: If doc will be HTML, no legal paragraph required.]]**