



QUOTE TOOL BULLETIN

Bulletin # UPGRADE_PROGRAM

Last Updated **Feb 09**

Upgrade Program Quoting Instructions For Additional Reference - See Product Bulletin(s)

*Redistribution outside of an authorized NetApp distributor or reseller
to third parties prohibited without prior written NetApp approval.*

*This quote tool bulletin informs Field Sales and Partners "How To Quote" Network Appliance products
that have been released or have been recently updated.*

Summary

New for May09 release:

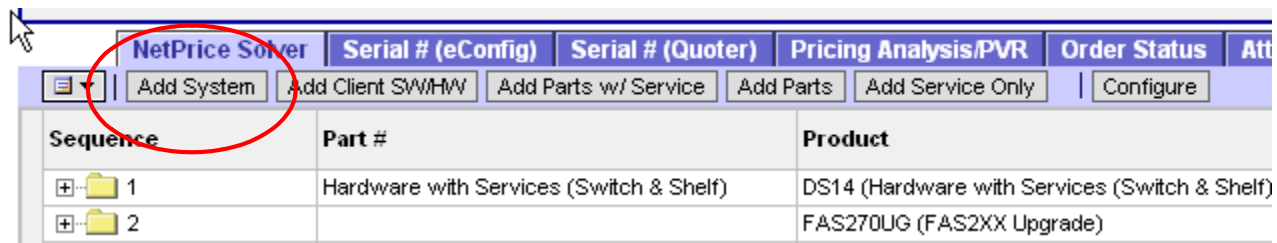
Added SA Appliances and Add FlexScale Solutions SW to Upgrade Program.

System(s) Impact

CustomerEdge or PartnerEdge Quoting Instructions

How To Create a Standard Upgrade or Competitive Upgrade Quotes

- Create new quote using quote creation procedure.
- Click the **Add System** button.





QUOTE TOOL BULLETIN

- Select and Configure the Products needed from the pick and available options

Click the **System** tab.

- Select the System configuration.

FAS3100 Series

System | Protocol | System Software | Power | Storage | NICs and Adapter | Services | Options | Summary

Welcome to the FAS3100 Series Enterprise Configurator!

System Chassis Qty

FAS3170 Stand-Alone 1 Chassis

None
FAS3140 Stand-Alone
FAS3140 Active-Active
FAS3140 Active-Active SAN
FAS3160 Stand-Alone
FAS3160 Active-Active
FAS3160 Active-Active SAN
FAS3170 Stand-Alone
FAS3170 Active-Active
FAS3170 Active-Active SAN

Configure MetroCluster on the FAS3100 Active-Active systems.
For more information on MetroCluster systems, go to the [FAS3100 Series](#) external site or to the product documentation on [NOW](#).
The product you are ordering has been certified for the ship to country using the [NetApp Regulatory](#) process. For your ship to country, please submit a PVR request.

- Click the **Protocol** tab.
- Select the required Protocols.
- Click the **System Software** tab.
- Select any additional software packages to be included in the configuration.
- Click the **Power** tab.
- Select the following on the **Power** tab:
 - (a) Cabinet Required?
 - (b) Cabinet Type
 - (c) Type of Mounting Hardware (if needed)
 - (d) Country Power Cord
- Click the **Storage** tab.
- Select the following on the **Storage** tab:
 - (a) Storage Controller
 - (b) First Disk Drive
 - (c) First Shelf Quantity
 - (d) Second Disk Drive (if applicable)
 - (e) Second Shelf Quantity (if applicable)
 - (f) Quantity of HBAs
 - (g) Appliance to Shelf Distance needed
 - (h) Number of SnapMirror® licenses required
- Click the **Service** tab.
- Select the desired Service level.



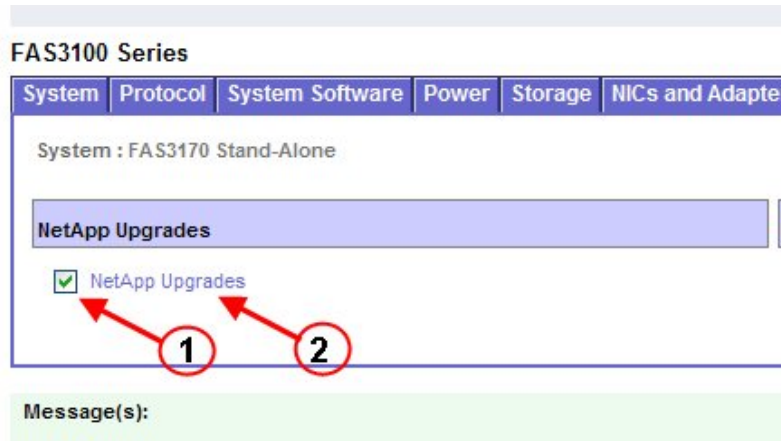
QUOTE TOOL BULLETIN

- Click the **Options** tab to do a **Filer Upgrade**.

FAS3100 Series

System	Protocol	System Software	Power	Storage	NICs and Adapter
System : FAS3170 Stand-Alone					
NetApp Upgrades					
☒ NetApp Upgrades					

Message(s):



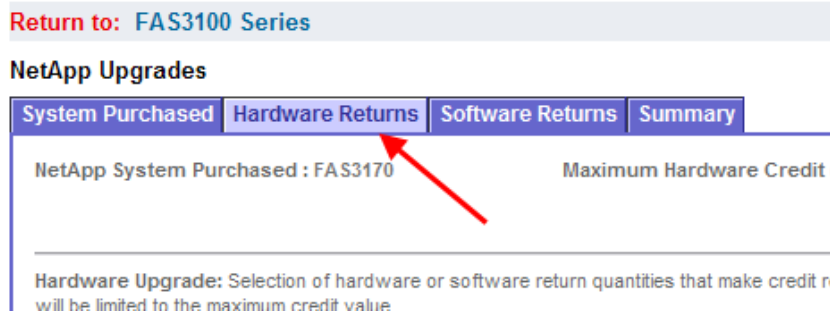
- Check the NetApp Upgrades, then when the link appears click the link to make the upgrade selections

Return to: FAS3100 Series

NetApp Upgrades

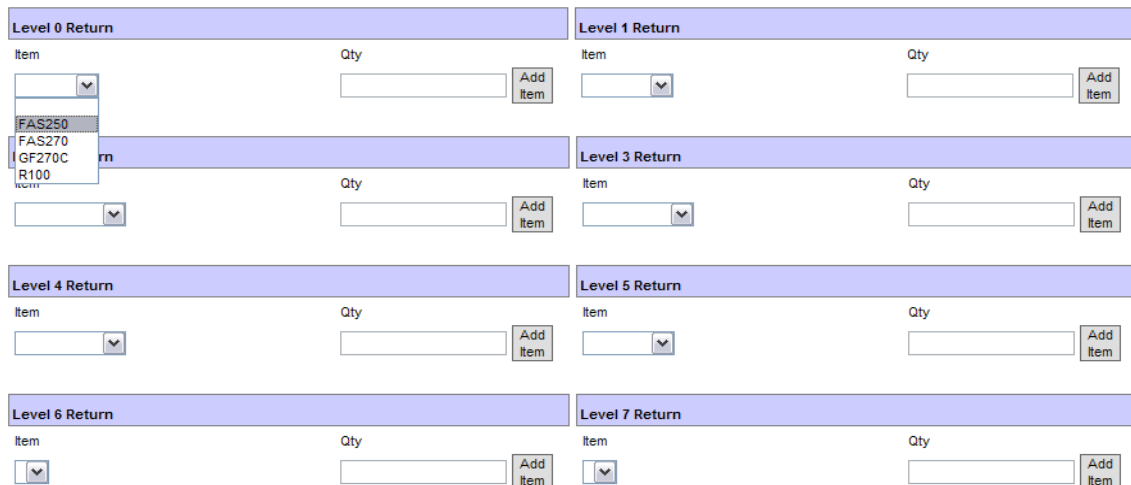
System Purchased	Hardware Returns	Software Returns	Summary
NetApp System Purchased : FAS3170			
Maximum Hardware Credit			

Hardware Upgrade: Selection of hardware or software return quantities that make credit r
will be limited to the maximum credit value



- Select the Hardware Returns Tab
- The 'Hardware Returns' tab will allow the selection of hardware to be returned for credit. Select as much Hardware to be returned as needed.

Level 0 Return	Level 1 Return
Item: Qty: Add Item	Item: Qty: Add Item
Item: Qty: Add Item	Item: Qty: Add Item
Item: Qty: Add Item	Item: Qty: Add Item
Item: Qty: Add Item	Item: Qty: Add Item
Item: Qty: Add Item	Item: Qty: Add Item
Item: Qty: Add Item	Item: Qty: Add Item
Item: Qty: Add Item	Item: Qty: Add Item





QUOTE TOOL BULLETIN

Notes:

- Each platform has a maximum # of credits allowed.
- Any platform can be traded in against the purchase of any other platform as long as the level is equal to or lower than the platform being purchased.

- At the top, there are two fields to help track the value of Hardware being returned and the Max allowed per platform:

Return to: [V3100 Series](#)

NetApp Upgrades

System Purchased	Hardware Returns	Software Returns	Summary
NetApp System Purchased : V3170A			
Maximum Hardware Credit (units) : 49,000		Total Hardware Credit (units) : 15,250	
Hardware Upgrade: Selection of hardware or software return quantities that make the maximum credit value. provided will be limited to			
Level 0 Return		Level 1 Return	
Item	Qty	Item	Qty
Add Item		Add Item	
Qty	Item	Qty	Item
3	FAS270	2	F880

Value of the HW traded in can Exceed the Max allowed, but only the lower of the two values will be credited to the Quote

- Next select the Software Returns Tab

Return to: [FAS3100 Series](#)

NetApp Upgrades

System Purchased	Hardware Returns	Software Returns	Summary
NetApp System Purchased : FAS3170			
Maximum Software C			



QUOTE TOOL BULLETIN

- The 'Software Returns' tab will allow the selection of Software to be returned for credit. Select as much Software to be returned as needed.

NetApp Upgrades

System Purchased	Hardware Returns	Software Returns	Summary
NetApp System Purchased : FAS3140		Maximum Software Credit (units) : 31,600	Total Software Credit (units) : 0
Protocol Software			
☐ CIFS ☐ NFS			
Additional Software			
☐ FlexClone ☐ MetroCluster ☐ MultiStore ☐ SnapManager for Oracle ☐ SnapManager for SAP			
☐ SnapManager for SharePoint ☐ SnapManager for Exchange ☐ SnapManager for SQL ☐ SnapManager for VI ☐ SnapMirror - Node Based			
☐ SnapLock Enterprise ☐ SnapLock Compliance ☐ SnapRestore ☐ SnapVault Primary ☐ SnapVault Secondary			
☐ NearStore ☐ GX BASE ☐ GX CIFS ☐ GX SNAPRESTORE ☐ GX SPINMIRROR			
☐ FlexScale			

New for May09

New for May09:

FlexScale will use a new credit level for "UPGRADE-LX-FLX-CREDIT" (seen in reference table) with a credit value of **6,000** units and will be required for the Upgrade credit calculations. This is the **only credit value** that will be applied to FlexScale software regardless of tier selected

Notes:

- Any number of SW Trade-In Credits shall be allowed.
- Multiple protocols and software may be traded in against the purchase of new software
- If multiple HW Levels of trade-in are returned **the highest level platform returned** will be used for determining software return level.
- For **SA Appliances**, since CFO (Cluster) is not offered and FlexCache software is \$0 item and as such these are not credited and are not included in program. Therefore **only** FlexScale will be available as a selection for SA Appliances Software Returns Tab

- Select the **Product** from the radio buttons.
- The summary screen shows the following:

QUOTE TOOL BULLETIN

[Return to: FAS3100 Series](#)

NetApp Upgrades

System Purchased	Hardware Returns	Software Returns	Summary	
To Refresh Prices, please click "Save" button on parent!				
Disclaimer: Not all prices are shown on the Summary page, see Quote for Detailed pricing! (Prices in Quote Price List currency!)				
	Part Number	Qty	Item	Ext List Price
Hardware Return	UPGRADE-L2-CREDIT-BASE	2000	HW return credits per level	see quote
	UPGRADE-L3-CREDIT-BASE	3000		see quote
Level 2 Return		1	FAS3050	Individual HW return items
Level 3 Return	V3040	1	V3040	see quote
Upgrade Return Level 2C	FAS3050-BASE-RTN	1	FAS3050 Upgrade Credit Return	see quote
Upgrade Return Level 3B	V3040-BASE-RTN	1	Service Parts	see quote
Customer Site SRA	X9901	1	Envelope Customer Site SRA Use	see quote
	X9900	2	Label Customer Site SRA	see quote
Flag Relationship		1	HW	Combined HW Return credit
UG-LX-BASE	UG-LX-BASE	5000	Platform Base Return Credit	see quote
UG-LX-SW-RTNS	UG-LX-SW-RTNS	13650	Software Returns Credit	see quote
Upgrade SW Credit,L3	UPGRADE-L3-SW-CREDIT	13650	Upgraded SW Return Credit	see quote
HW-A-RETURN-FLAG		1	HW-A-RETURN-FLAG	see quote

- Select 'Done' and return to Siebel NetPrice Solver Tab.
- A 'NetApp Upgrades' folder will be added to the sub line items with the parts as follows:

Sequence	Part #	Product	Incompl
1.9	SUPPORTEDGE	SupportEdge	
1.10	F3140-R5	F3140 SUB	
1.11	FAS3140-CHASSIS-R5-C	FAS3140,C	
1.12		NetApp Up	
1.12.1	X9901	Envelope C	
1.12.2	V3050-BASE-RTN	V3050 Upgrade C	
1.12.3	UPGRADE-L2-CREDIT-BASE	Upgrade C	
1.12.4	X9900	Label Cust	
1.12.5	UG-LX-BASE	Platform Base Return Credit	
1.12.6	UPGRADE-L3-CREDIT-BASE	Upgrade Credit Base,L3	
1.12.7	V3040-BASE-RTN	V3040 Upgrade Credit Return	
1.12.8	UG-LX-SW-RTNS	Software Returns Credit	
1.12.9	UPGRADE-L3-SW-CREDIT	Upgrade SW Credit,L3	

- However: Only one part # for HW (UG-LX-BASE) and SW (UG-LX-SW-RTNS) will be shown on the Price Quote and Sales Order Cover sheet as follows:



QUOTE TOOL BULLETIN

FAS3140-R5		1					
Hardware							
DOC-31XX-C	Documents,31XX,-C	1	\$0.00	\$0.00	0	\$0.00	
FAS3140-BASE-R5-C	FAS3140,OS,-C,R5	1	\$24,500.00	\$24,500.00	0	\$24,500.00	
FAS3140-CHASSIS-R5-C	FAS3140,Chassis,AC PS,-C,R5	1	\$0.00	\$0.00	0	\$0.00	
UG-LX-BASE	Platform Base Return Credit	5,000	\$0.00	\$0.00	0	\$0.00	
Software							
SW-T3-CIFS-C	CIFS Software,T3,-C	1	\$12,758.00	\$12,758.00	0	\$12,758.00	
SW-T3-ISCSI-C	iSCSI Software,T3,-C	1	\$0.00	\$0.00	0	\$0.00	
SW-T3-NFS-C	NFS Software,T3,-C	1	\$24,300.00	\$24,300.00	0	\$24,300.00	
SW-T3-SRESTORE-C	SnapRestore Software,T3,-C	1	\$8,000.00	\$8,000.00	0	\$8,000.00	
UG-LX-SW-RTNS	Software Returns Credit	13,650	\$0.00	\$0.00	0	\$0.00	
			Software	\$45,058.00		\$45,058.00	



QUOTE TOOL BULLETIN

- For Reference
the Max HW Credits Allowed are as follows: (New for May09 in **Green** Text)

Max Hardware Credits Allowed table	
FAS6080/V6080/ SA600	49000
FAS6070 / V6070	37500
FAS6040/V6040	35000
FAS6030 / V6030	30000
FAS3170/V3170	24500
FAS3160/V3160	22000
FAS3070 / V3070 / FAS3070GX / SA300	19500
FAS3140/V3140	12500
FAS3040 / V3040	8500
FAS3020/V3020	3750
FAS2050 / SA200	1500
S-Family	1000
FAS2020	1000

- Max SW Credits allowed for each platform will be based on the maximum Software and Protocol credits table provided below.

Max Software Credits Allowed table	
L7	65500
L6	56950
L5	44500
L4	31600
L3	26350
L2	8600
L1	3200

Part#	Credit
UPGRADE-L0-SW-CREDIT	425
UPGRADE-L1-SW-CREDIT	1200
UPGRADE-L2-SW-CREDIT	3000
UPGRADE-L3-SW-CREDIT	4550
UPGRADE-L4-SW-CREDIT	6250
UPGRADE-L5-SW-CREDIT	8300
UPGRADE-L6-SW-CREDIT	10950
UPGRADE-L7-SW-CREDIT	11825
UPGRADE-LX-FLX-CREDIT	6000
UG-LX-SW-RTNS	-1



QUOTE TOOL BULLETIN

QTB Change History:

Feb09 Notification:

The program has been revamped, to allow users greater flexibility in ordering upgrades. The new upgrade program combines FAS/V-series/RXXX platform trade-ins into one program. Allows additional software trade-ins and removes most previous product restrictions.

Any platform same level or lower may be traded in for any other type platform. Most software trade-in restrictions lifted. Trade-ins allowed up to maximum credit limits for hardware and software.

Aug 2008 Notification:

This notification provides the announcement of an August 2008 Quote Tool release of the New Level 0 for the trade-in Program. The general upgrade process has not changed. Upgrade programs Level 0 is now part of the quote tool and the Products within Level 0 are FAS250, FAS270 and GF270 platforms.

Below is a chart of **NEW** upgrade part numbers for reference when generating an upgrade quote. The quote tools will automatically call out new parts based on your ordering selections of systems.

	Old Level	New Level
FAS250-ESH4-CU-L1	L1	L0
FAS250-ESH4-FC-L1	L1	L0
FAS270-ESH4CU-L2	L2	L0
FAS270-ESH4FC-L2	L2	L0
FAS270-2ESH4CU (Cluster)-L2	L2	L0
FAS270-2ESH4FC (Cluster)-L2	L2	L0

May 5, 2005 Notification: This notification provides the announcement of an August 2005 Quote Tool release of the NetApp Upgrade Trade-in Program. The general upgrade process has not changed. Upgrade programs for C2300 and C3300 is now part of the quote tool.

CustomerEdge or PartnerEdge Contact Information:

For Configuration Tool questions or problems, please send e-mail to helpdesk@netapp.com and include CONFIGURATOR in your subject line.



QUOTE TOOL BULLETIN