



Product Bulletin:

Introduction of New Software Structure for FAS/V3200 and FAS/V6200 Systems

Revision History

08 November 2010 - Initial version

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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 and Customer Ready Tools
4. System Requirements
5. Product Information
6. Regulatory Compliance
7. Warranty and Service
8. Additional Information

1. Summary

This product bulletin announces the availability of the new Software Structure for configured and add-on software on the new systems – FAS/V3200 and FAS/V6200, starting on November 9, 2010. The primary goals of introducing a new software structure are to simplify how the field sales and how our customers purchase NetApp software and increase sales traction through the Channel.

Starting on November 9, 2010, the new Software Structure is only available on the new mid-range platforms (FAS/V3200) and the new high-end platforms (FAS/V6200).

The three key enhancements to the new Software Structure include:

1. One protocol of choice is included in Data ONTAP Essentials at \$0.
2. More value is now included in Data ONTAP Essentials – business continuity (MetroCluster software), secure multi-tenancy (MultiStore), and automated storage management (Operations Manager, Provisioning Manager, and Protection Manager).
3. Thirty plus a-la-carte software products have been consolidated into additional protocols, five key software products, and one all-inclusive bundle.

The underlying feature, function, and benefits of the software products remain the same; only the way that NetApp sells the software changes. There are no changes to the software licensing, downloads, and service and support from the existing individual software products.

Email any questions to xdl-swpackaging@netapp.com

Below is a high-level summary of the new Software Structure:



New Simpler Software Structure

Data ONTAP Essentials	Included software delivering unmatched value Includes: One Protocol of choice, HTTP, Deduplication, Thin Provisioning, RAID-DP®, Snapshot™, DSM/MPIO, SyncMirror®, OSSV, MetroCluster™, MultiStore®, FlexCache®, FlexShare®, System Manager, Operations Manager, Provisioning Manager, Protection Manager
Protocols	Additional protocols Includes: iSCSI, FCP, CIFS, NFS
SnapRestore	Automated system recovery Includes: SnapRestore®
SnapMirror	Enhanced disaster recovery and replication Includes: SnapMirror®
FlexClone	Automated virtual cloning Includes: FlexClone®
SnapVault	Simplified disk-to-disk backup Includes: SnapVault® Primary and SnapVault® Secondary
SnapManager Suite	Automated application integration Includes: SnapManagers for Exchange, SQL Server, SharePoint, Oracle, and SAP and SnapDrives for Windows and UNIX
Complete Bundle	All software for all-inclusive convenience Includes: All Protocols, SnapRestore®, SnapMirror®, FlexClone®, SnapVault®, and SnapManager Suite

**On New
Platforms
Only!**

2. What's New?

Starting on November 9, 2010, a new Software Structure is being introduced for the new mid-range platforms (FAS/V3200) and high-end platforms (FAS/V6200). The key enhancements to the new Software Structure include:

- Data ONTAP Essentials is shipped with every new platform at \$0. In addition to the storage efficiency software (Deduplication, Thin Provisioning), high availability software (RAID-DP, Snapshot, SyncMirror), and performance optimization software (FlexCache, FlexShare) always included in ONTAP, NetApp is now offering the following value-added and differentiated software at \$0:
 - One protocol of choice – iSCSI is no longer defaulted on; customers choose the protocol(s) required and NetApp includes one protocol into ONTAP Essentials at \$0 in this order – iSCSI, FCP, CIFS and NFS
 - MetroCluster software
 - Open Systems SnapVault (OSSV) – all versions of operating systems, unlimited file agents
 - DSM/MPIO – 25 server agents per controller
 - MultiStore
 - Operations Manager, Provisioning Manager, Protection Manager and Protection Manager DR
- Additional protocols are now all at the same price.
- The SnapVault software product includes both SnapVault Primary and SnapVault Secondary licenses. To build a complete disk-to-disk backup solution, customers must purchase the SnapVault product on the primary controller and a SnapVault product on the secondary controller.
- The SnapManager Suite includes all SnapManagers (Exchange, SQL Server, SharePoint, Oracle, SAP, Virtual Infrastructure and Hyper-V) and SnapDrives (Windows and UNIX).
- The Complete Bundle includes all four protocols, SnapRestore, SnapMirror, FlexClone, SnapVault and the SnapManager Suite. The Complete Bundle is only available as configured software and cannot be purchased as add-on. The Complete Bundle is available to both Direct Sales and our Channel Partners.
- SnapLock Compliance and SnapLock Enterprise are available on the FAS/V3200 platforms when running Data ONTAP 7.3.5. SnapLock Compliance and SnapLock Enterprise are separate, chargeable software products. There is now one price for SnapLock Compliance and SnapLock Enterprise, regardless of FAS/V3200 model or single controller or dual controller.

Below is a detailed description of the new Software Structure:

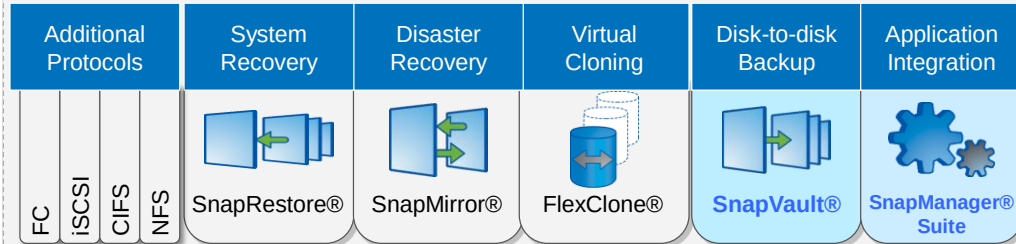


New Simpler Software Structure

New

Add-on Software
Simpler Structure!

Complete Bundle - all protocols and all add-on software for all-inclusive convenience



Included Software

Enhanced Flexibility!

More Value!

Protocols - Choice of one protocol at \$0 charge. Additional protocols now all at same price.

Data ONTAP® Essentials - More value with secure virtual storage partitions for a more responsive storage infrastructure and continuous availability for enhanced data protection

- **Performance Optimization** - FlexCache®, FlexShare®
- **Storage Efficiency** - Deduplication, Thin Provisioning
- **Core Management** - System Manager, [Operations Mgr](#), [Provisioning Mgr](#), [Protection Mgr](#)
- **High Availability** - RAID-DP®, Snapshot™, DSM/MPIO, SyncMirror®, OSSV, [MetroCluster™](#)
- **Secure Multi-tenancy** - [MultiStore®](#)

* V-series models require a separate, purchasable software, VN-STOR. ** Data ONTAP Single Controller will NOT include CFO and MetroCluster. Upgrades to a high availability system is available at \$0. *** Protection Manager includes DR Manager. **** Optional Management Server SW, if not already deployed.

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1



What About Other Software?

New

Standalone

(No longer priced by platform)

- [SnapLock - Compliance and Enterprise](#)

Per Host/Server

(No Changes)

- SM Exchange
- Single Mailbox Recovery
- SM SQL
- SM SharePoint
- SM Oracle
- SM SAP
- SM Hyper-V
- SM Virtual Infrastructure
- SnapDrive

Per Management Server

(No Changes)

- File Storage Resource Manager
- Enterprise Reporting (Dec'10)

Other Software

(No Changes)

OEM products

- Brocade
- Cisco

Non-FAS/V-Series Products

- VTL
- DataFort

Other Products

- SANSscreen Suite
- StorageGRID
- Host Utilities (free download)
- SnapValidator (EOA)
- FlexScale (PAM I)
- Flash Cache (PAM II)
- Storage on Demand
- SpinMirror
- HPO

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2

3. Sales and Customer Ready Tools (Training, SE, Customer Presentations, Datasheets, Sales Guides)

The following sales and marketing collateral are available on the Field Portal for the new Software Structure:

- FAS/V3200 and FAS/V6200 datasheets
- FAS/V3200 and FAS/V6200 Quick Reference Guides
- FAS/V3200 and FAS/V6200 Customer Presentation - Strategic
- FAS/V3200 and FAS/V6200 Software Structure Partner Presentation
- FAS/V3200 and FAS/V6200 Quote Tool Bulletin
- New Software Structure ordering deep dive presentation and VOD

Field Portal

<https://fieldportal.netapp.com/sites/sharedit>

For Quoting instructions, please refer to the November Quote Tool Bulletin (QTB) and new Software Structure ordering deep dive presentation and VOD.

Below is a competitive matrix, highlighting the various software features and functions against NetApp's major SAN and NAS competitors.



Software Competitive Matrix

Provider				
Platform	Celerra/Unified	CLARiiON	EVA	FAS & V-series
Management Tools	Unisphere	Ionix ControlCenter/ Unisphere	Storage Essentials	OnCommand Mgmt software
Operating Environment	DART, Celerra Mgr Basic (incl) & Adv, AVM, Thin Prov, HU, DSM, Anti-virus, Virtual Data Mover, Disk Sanit, CFO (incl)	FLARE, Navisphere Mgr, Navi Analyzer, Virtual Prov, HU, DSM, PowerPath, Disk Sanit, CFO (incl), QoS	EVA Device Mgr, SmartStart, CommandView, Dyn Cap Mgr, CFO, Disk Sanit, SecurePath, MultiPath FO, StorageWorks Cluster Extension, Thin Prov	Data ONTAP Essentials
Protocols	HTTP, iSCSI, CIFS, NFS, FC Option	iSCSI, FCP	iSCSI, FCP	HTTP, iSCSI, FCP, CIFS, NFS
System Recovery	SnapSure, bundled with Celerra Mgr	SnapView	StorageWorks Business Copy EVA	SnapRestore
Disaster Recovery	Celerra Replicator	RecoverPoint, MirrorView	StorageWorks Continuous Access EVA	SnapMirror
Disk-to-Disk Backup	Avamar, Data Domain	Avamar, Data Domain		SnapVault
Cloning		SnapView BCV	StorageWorks Business Copy, SnapClone, Vsnap	FlexClone
Application Integration	Replication Mgr, PowerPath, Kroll	Replication Mgr, PowerPath, Kroll	Application Recovery Mgr	SnapManager Suite
Compliance	File Level Retention			SnapLock

Below is a reference tool that maps out the individual software products and how they are delivered to market by hardware platform.

	FAS2000	FAS/V3100 & 6000	FAS/V3200	FAS/V6200
Protocols				
HTTP	Base Pack	HTTP	ONTAP Essentials	ONTAP Essentials
NDMP	Base Pack	ONTAP	ONTAP Essentials	ONTAP Essentials
iSCSI	Base Pack	ONTAP	One protocol of choice included in ONTAP Essentials & Optional	One protocol of choice included in ONTAP Essentials & Optional
FCP	Base Pack	FCP ²		
CIFS	CIFS ¹	CIFS		
NFS	NFS ¹	NFS		

¹ CIFS & NFS are orderable at \$0 for FAS2020.

² FCP included in SAN models.

Storage Efficiency				
Compression	Future Base Pack Feature	Future ONTAP Feature	Future ONTAP Essentials Feature	Future ONTAP Essentials Feature
Deduplication	Base Pack	ONTAP	ONTAP Essentials	ONTAP Essentials
Thin Provisioning (FlexVol®)	Base Pack	ONTAP	ONTAP Essentials	ONTAP Essentials
Storage Pooling (FlexVol®)	Base Pack	ONTAP	ONTAP Essentials	ONTAP Essentials
Dynamic Volume Resizing (FlexVol®)	Base Pack	ONTAP	ONTAP Essentials	ONTAP Essentials
FlexClone®	Advanced Pack	FlexClone	FlexClone	FlexClone

Multi-tenancy				
MultiStore®	Advanced Pack	MultiStore	ONTAP Essentials	ONTAP Essentials

Performance				
FlexShare	Base Pack	ONTAP	ONTAP Essentials	ONTAP Essentials
FlexCache	Orderable at \$0	Orderable at \$0	ONTAP Essentials	ONTAP Essentials

Integrated Data Protection				
RAID-DP®	Base Pack	ONTAP	ONTAP Essentials	ONTAP Essentials
Snapshot™	Base Pack	ONTAP	ONTAP Essentials	ONTAP Essentials
SyncMirror®	Base Pack	Included with HA Pairs	ONTAP Essentials	ONTAP Essentials
Clustered Failover (CFO)	Included with HA Pairs	Included with HA Pairs	ONTAP Essentials	ONTAP Essentials
MetroCluster	Not Supported	MetroCluster	ONTAP Essentials	ONTAP Essentials
Open Systems SnapVault (OSSV)	Free Download	Free Download	ONTAP Essentials	ONTAP Essentials
SnapRestore®	Foundation Pack	SnapRestore	SnapRestore	SnapRestore
SnapVault® Primary	Foundation Pack	SnapVault Primary	SnapVault	SnapVault
SnapVault Secondary	Protection Pack	SnapVault Secondary	SnapVault	SnapVault
SnapMirror®	Protection Pack	SnapMirror	SnapMirror	SnapMirror
NetApp DSM	Application & Server Packs	DSM/MPIO	ONTAP Essentials	ONTAP Essentials
Windows Multipath IO (DSM)	Application & Server Packs	DSM/MPIO	ONTAP Essentials	ONTAP Essentials

Storage Management				
FilerView®	Base Pack	ONTAP	ONTAP Essentials	ONTAP Essentials
System Manager	Base Pack	Free Download	ONTAP Essentials	ONTAP Essentials
Operations Manager	Base Pack	Operations Manager	ONTAP Essentials	ONTAP Essentials
Protection Manager	Protection Pack	Protection Manager	ONTAP Essentials	ONTAP Essentials
Provisioning Manager	Foundation Pack	Provisioning Manager	ONTAP Essentials	ONTAP Essentials

³ SyncMirror is included in active/active configurations.

Archive/Compliance				
SnapLock Enterprise	Advanced Pack	SnapLock Enterprise	SnapLock Enterprise	SnapLock Enterprise
SnapLock® Compliance	Advanced Pack	SnapLock Compliance	SnapLock Compliance	SnapLock Compliance
Disk Sanitization	Orderable at \$0	Orderable at \$0	Free Download	Free Download

Application Integration				
SnapValidator® for Oracle	SnapValidator	SnapValidator	ONTAP Essentials	ONTAP Essentials
Single Mailbox Recovery	Application Pack	SMBR	SMBR	SMBR
SnapDrive® (for Windows®, UNIX®)	Application & Server Packs	SnapDrive	SnapManager Suite	SnapManager Suite
SnapManager® (for Microsoft® Exchange, Microsoft SharePoint Server®, Microsoft SQL Server®, Oracle®, SAP®, Virtual Infrastructure, Hyper-V)	Application & Server ⁴ Packs	SnapManager	SnapManager Suite	SnapManager Suite

⁴ Server Pack contains SMVI, SMHV, SnapDrives, and DSM.

4. System Requirements

Refer to the NOW™ (NetApp on the Web) site for [supported platforms and compatibility matrix](#) for the individual software products.

5. Product Information

The new Software Structure consists of configured and add-on software. The software products are licensed per controller per platform. Channel Partners should contact their Channel Representative for pricing information.

For the mid-range platforms, the following models are available:

- FAS/V3210
- FAS/V3240
- FAS/V3270

For the high-end platforms, the following models are available:

- FAS/V6210
- FAS/V6240
- FAS/V6280

Configured Part Number x = 3 or 6 y = 1, 4, 7, or 8	Description x = 3 or 6 y = 1, 4, 7, or 8	Discount Category Code
SW-ISCSI-C	SW,iSCSI,-C	J
SW-FCP-C	SW,FCP,-C	J
SW-CIFS-C	SW,CIFS,-C	J
SW-NFS-C	SW,NFS,-C	J
SW-x2y0A-ONTAP8-C	SW,Data ONTAP Essentials,x2y0A,-C	J
SW-x2y0A-FCP-C	SW,FCP,x2y0A,-C	J
SW-x2y0A-CIFS-C	SW,CIFS,x2y0A,-C	J
SW-x2y0A-NFS-C	SW,NFS,x2y0A,-C	J
SW-x2y0A-SRESTORE-C	SW,SnapRestore,x2y0A,-C	J
SW-x2y0A-SMIRROR-C	SW,SnapMirror,x2y0A,-C	J
SW-x2y0A-FLEXCLN-C	SW,Flexclone,x2y0A,-C	J
SW-x2y0A-SNAPVAULT-C	SW,SnapVault Application Integration,x2y0A,-C	J
SW-x2y0A-SNAPMANAGER-C	SW,SnapMgr Application Integration,x2y0A,-C	J
SW-x2y0A-COMP-BNDL-C	SW,Complete BNDL,x2y0A,-C	J
SW-Vx2y0A-VN-STOR-C	SW,V-Series Storage,Vx2y0A,-C	J

Configured Part Number x = 3 or 6 y = 1, 4, 7, or 8	Description x = 3 or 6 y = 1, 4, 7, or 8	Discount Category Code
SW-x2y0-ONTAP8-C	SW,Data ONTAP Essentials,x2x0,-C	J
SW-x2y0-FCP-C	SW,FCP,x2y0,-C	J
SW-x2y0-CIFS-C	SW,CIFS,x2y0,-C	J
SW-x2y0-NFS-C	SW,NFS,x2y0,-C	J
SW-x2y0-SRESTORE-C	SW,SnapRestore,x2y0,-C	J
SW-x2y0-SMIRROR-C	SW,SnapMirror,x2y0,-C	J
SW-x2y0-FLEXCLN-C	SW,Flexclone,x2y0,-C	J
SW-x2y0-SNAPVAULT-C	SW,SnapVault Application Integration,x2y0,-C	J
SW-x2y0-SNAPMANAGER-C	SW,SnapMgr Application Integration,x2y0,-C	J
SW-x2y0-COMP-BNDL-C	SW,Complete BNDL,x2y0,-C	J
SW-Vx2y0-VN-STOR-C	SW,V-Series Storage,Vx2y0,-C	J

Add-on Part Number x = 3 or 6 y = 1, 4, 7, or 8	Description x = 3 or 6 y = 1, 4, 7, or 8	Discount Category Code
SW-x2y0A-ISCSI	SW,iSCSI,x2y0A	J
SW-x2y0A-FCP	SW,FCP,x2y0A	J
SW-x2y0A-CIFS	SW,CIFS,x2y0A	J
SW-x2y0A-NFS	SW,NFS,x2y0A	J
SW-x2y0A-SRESTORE	SW,SnapRestore,x2y0A	J
SW-x2y0A-SMIRROR	SW,SnapMirror,x2y0A	J
SW-x2y0A-FLEXCLN	SW,Flexclone,x2y0A	J
SW-x2y0A-SNAPVAULT	SW,SnapVault Application Integration,x2y0A	J
SW-x2y0A-SNAPMANAGER	SW,SnapMgr Application Integration,x2y0A	J

Add-on Part Number x = 3 or 6 y = 1, 4, 7, or 8	Description x = 3 or 6 y = 1, 4, 7, or 8	Discount Category Code
SW-x2y0-ISCSI	SW,iSCSI,x2y0	J
SW-x2y0-FCP	SW,FCP,x2y0	J
SW-x2y0-CIFS	SW,CIFS,x2y0	J
SW-x2y0-NFS	SW,NFS,x2y0	J
SW-x2y0-SRESTORE	SW,SnapRestore,x2y0	J
SW-x2y0-SMIRROR	SW,SnapMirror,x2y0	J
SW-x2y0-FLEXCLN	SW,Flexclone,x2y0	J
SW-x2y0-SNAPVAULT	SW,SnapVault Application Integration,x2y0	J
SW-x2y0-SNAPMANAGER	SW,SnapMgr Application Integration,x2y0	J

Software Subscription Plans

Customers should purchase a Software Support Plan (SSP) for all purchased software. SSP entitles them to NetApp customer support and also to future releases of the software. The same SSP part numbers are used for controller-based software. Channel Partners should contact their Channel Representative for pricing information.

For all controller-based software, SSP at point of sale is 12% of the software product list price. SSP Renewals are the same price as SSP at point of sale and are 12% of the software product list price for controller-based software. When quoting SSP Renewal for a bundled software such as the SnapManager Suite, SSP is ordered for the SnapManager Suite as a whole and NOT the individual software components.

SSP for Data ONTAP Essentials is \$0. Operations Manager, Provisioning Manager, and Protection Manager SSP and SSP Renewal are now included with Data ONTAP Essentials at \$0. The SSP agreement for Data ONTAP Essentials should co-terminate with the hardware platform, typically 36 months.

Downloading

For downloading software, go to the [NOW Download Software](#) page.

Product Availability

The new Software Structure will be available to quote in the November 9, 2010 release of the Quote Tool for the FAS/V3200 and FAS/V6200 platforms.



Targeted Platforms



* A-la-carte, packs, bundles will be available for 2 years after platform EOA.

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10

6. 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](#)

7. Warranty and Service

Standard software warranty and services apply.

8. Additional Information

Contact Information: Please contact your NetApp Sales or Channel Partner Representative with questions concerning this bulletin.

Email any questions to xdl-swpackaging@netapp.com