



## Product Bulletin:

# Introducing NetApp FAS3100 Virtualization QuickStart Bundles

## Revision History

23 October 2009 - 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

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## 1. Summary

This product bulletin announces the availability of FAS3100 Virtualization QuickStart Bundles. The QuickStart Bundles are prepackaged “single part number” POD-based FAS3100 configurations targeted at environments implementing server and desktop virtualization solutions. -Each bundle comes with pre-set active-active controllers along with other hardware, storage capacity, software licenses, service, and optional networking switches. -These bundles are available worldwide for both direct and channel sales.

## 2. What's New?

There are two QuickStart Bundles available: the FAS3140 Virtualization QuickStart Bundle option and a FAS3170 Virtualization QuickStart Bundle option. -Each bundle comes with two controllers for high availability and provides two storage configuration options:

- 6 shelves of 300GB 15K FC drives (total capacity: 25.2TB)—This bundle is intended for use as a quick deployment for a primary site deployment.
- 3 shelves of 300GB 15K FC drives and 3 shelves of 500GB SATA drives (total capacity: 33.6TB)—This bundle is intended for use as a quick deployment for two primary sites that use one another for disaster recovery (DR). -In this regard, NetApp recommends purchasing two such bundles, one for each site.

Each bundle also includes the following parts / licenses:

- NFS, CIFS, FCP, iSCSI
- SnapMirror®, SnapVault® Primary, SnapVault Secondary, SnapManager® for Virtual Infrastructure, FlexClone®, MultiStore®, NearStore®, deduplication
- Performance Accelerator Module I (PAM I) and FlexScale™
- SupportEdge Premium or Standard
- Option to add a pair of Cisco Nexus 5020 NFS switches

All components in the QuickStart Bundles are generally available to order individually. -The benefits of using these bundles include:

- Easier ordering with one part number
- Pre-determined product configuration that eliminates the guesswork

- Better pricing enabled by “Easy PVR” process
- Provides customer exposure to more NetApp products, enabling after-market/up-sell sales

In conjunction with the launch of the QuickStart Bundles, NetApp is rolling out the QuickStart Bundles Promotion. This is an expedited PVR approval process with a preapproved discount level on these QuickStart Bundles and any additional NetApp part numbers ordered for these systems.

- To take advantage of “Virtualization QuickStart,” use PVR #65964 on the quote.
- As long as the requested discount doesn’t exceed the preapproved discount level, it will be approved.
- If it exceeds the preapproved threshold, the normal NetApp PVR process will be required.
- Preapproved discounts vary by geo and channel—discount levels for Americas are included in the FAQ; for other geos, please check with your local sales operations representative.

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

All support documentation and tools are available on the Field Portal. -Use search key “Virtualization QuickStart Bundles.”

- Customer Setup Guide:
  - VMware on NetApp QuickStart Setup Guide
- Virtualization QuickStart Usage Guidelines
- One-Pager: Quick Reference for Partners
- Virtualization QuickStart Sales FAQ

### 4. System Requirements

Standard NetApp system requirements apply.

### 5. Product Information

The following table lists unique part numbers for the QuickStart Bundles and associated Cisco switches. -Each part number is a roll-up of standard NetApp part numbers of child components. -Only parent-level part numbers will be shown on the price quote.

| Part Number               | Description                                  | Discount Category Code |
|---------------------------|----------------------------------------------|------------------------|
| FAS3140A-VIRTQK-A-NEMA-R5 | FAS3140A,VIRT QUICKSTART,25TB FC HDD,NEMA,R5 | A                      |
| FAS3140A-VIRTQK-A-IEC-R5  | FAS3140A,VIRT QUICKSTART,25TB FC HDD,IEC,R5  | A                      |
| FAS3140A-VIRTQK-B-NEMA-R5 | FAS3140A,VIRT QUICKSTART,33TB FC HDD,NEMA,R5 | A                      |
| FAS3140A-VIRTQK-B-IEC-R5  | FAS3140A,VIRT QUICKSTART,33TB FC HDD,IEC,R5  | A                      |
| FAS3170A-VIRTQK-A-NEMA-R5 | FAS3170A,VIRT QUICKSTART,25TB FC HDD,NEMA,R5 | A                      |
| FAS3170A-VIRTQK-A-IEC-R5  | FAS3170A,VIRT QUICKSTART,25TB FC HDD,IEC,R5  | A                      |
| FAS3170A-VIRTQK-B-NEMA-R5 | FAS3170A,VIRT QUICKSTART,33TB FC HDD,NEMA,R5 | A                      |

|                          |                                               |   |
|--------------------------|-----------------------------------------------|---|
| FAS3170A-VIRTQK-B-IEC-R5 | FAS3170A,VIRT QUICKSTART,33TB FC HDD,IEC,R5   | A |
| CISCO-N5020-VIRTQK-NA-R5 | CISCO,N5020,VIRT QUICK START,North America,R5 | C |
| CISCO-N5020-VIRTQK-AR-R5 | CISCO,N5020,VIRT QUICK START,ARGENTINA,R5     | C |
| CISCO-N5020-VIRTQK-AU-R5 | CISCO,N5020,VIRT QUICK START,AUSTRALIA,R5     | C |
| CISCO-N5020-VIRTQK-CN-R5 | CISCO,N5020,VIRT QUICK START,CHINA,R5         | C |
| CISCO-N5020-VIRTQK-EU-R5 | CISCO,N5020,VIRT QUICK START,Cont Europe,R5   | C |
| CISCO-N5020-VIRTQK-IN-R5 | CISCO,N5020,VIRT QUICK START,INDIA,R5         | C |
| CISCO-N5020-VIRTQK-IS-R5 | CISCO,N5020,VIRT QUICK START,ISRAEL,R5        | C |
| CISCO-N5020-VIRTQK-IT-R5 | CISCO,N5020,VIRT QUICK START,ITALY,R5         | C |
| CISCO-N5020-VIRTQK-SW-R5 | CISCO,N5020,VIRT QUICK START,SWITZERLAND,R5   | C |
| CISCO-N5020-VIRTQK-UK-R5 | CISCO,N5020,VIRT QUICK START,UK,IRELAND,R5    | C |

### Software Subscription Plans

Use the standard NetApp process for SSPs.

### Downloading

For downloading software go to [NOW Download Software](#). -All components of the bundles are standard NetApp parts.

### Product Availability

QuickStart Bundles will be available in the Quote Tool by November 9, 2009.

## 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.

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