



QUOTE TOOL BULLETIN

Bulletin # SnapBundles

Introduced August 29, 2005

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

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*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

This notification serves to provide the announcement the addition of SnapBundle software bundles on reseller iSCSI bundles program in the August 2005 Quote Tool. These SnapBundles now appear as options in the 'System Software' tab for the reseller iSCSI bundles.

Below is a chart of the SnapBundles and the corresponding software components. These bundles are available when configuring iSCSI bundles and are not available through add-parts. These bundles also use the existing SW-xxx-S-C part numbers for SnapRestore and SnapManager products. No new software part numbers were created for these bundles. The quote tools will automatically add the appropriate software part numbers to a configuration, when a SnapBundle option is selected.

<u>SnapBundle</u>	<u>Software Components</u>
SnapBundle for Windows Consolidation	CIFS, SnapRestore, SnapDrive for Windows
SnapBundle for Exchange	SnapManager for Exchange, SnapRestore, SnapDrive for Windows
SnapBundle for SQL Server	SnapManager for SQL Server, SnapRestore, SnapDrive for Windows
SnapBundle for Windows Premium Pack	CIFS, SnapRestore, SnapManager for Exchange, SnapManager for SQL Server, SnapDrive for Windows

System(s) Impact

All FAS2xx (250, 270, 270C) iSCSI Bundles and FAS3xx (3020, 3020C) iSCSI Bundles



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CustomerEdge or PartnerEdge Quoting Instructions

A. How To Update Existing Quotes With SnapBundle Software

- i) Go into your existing quote.
- ii) **Select** Line to update and click on “configure”; you may get the error message below

FAS9xx Standard

Attention: Your last selection was invalid!

- To return to you last valid configuration, please click on "Undo".
- Selecting "Proceed" will keep your last selection and automatically modify your previous selections until a valid configuration is reached.
Warning: This could result in unintended configurations!

(If "Proceed" is not available, there are no valid configurations to satisfy your last selection.)

Proceed Undo

- iii) Click on the **Proceed** button to continue. The FASxxx iSCSI bundle screen will come up and you can then proceed to the 'System Software' tab for any updates. **Always ENSURE YOU CHECK ALL TABS carefully as data may change without any warning**
- iv) SnapBundle configuring steps are described in Section C, starting on page 4

Next Approver:

*Currency Code:

Price List:

Sold to Contact Last Name:

Ship To Acct:

*Sales Rep:

SE Name:

Current Quote List Price:

Current Quote Total:

Reviewed By:

SE Reviewed Date:

SE Comments:

NetPrice Solver | Pricing Analysis/PVR | Serial # (eConfig) | Order Status | **Attachments** | Order Verification | Order Verification | Print Proposal | S

Add System | Add Client SW/HW | Add Parts w/ Service | Add Parts | Add Service Only | **Edit Config** | 1 - 1 of 1 | Debook All Items | Export B.O.M. | Auto Fix

Sequence	Part #	Product	Incomplete Config	Qty	Extended Qty	Cat
1		FAS270 (FAS2XX iSCSI Bundles)		1	1	

B. How To Submit An Existing Quote Without Updating The Configuration:

To submit a quote with the old version drives, **DO NOT** edit anything in the Configuration or Quote. **Submit** for FA as originally quoted.

Once you go into the “CONFIGURE” mode, you will be required to Modify your quote, as it will not be retained due to the changes in the data tables.

NOTE: Submitting old versions of system configurations will be allowed up to 30 days after the CustomerEdge or PartnerEdge update notification.

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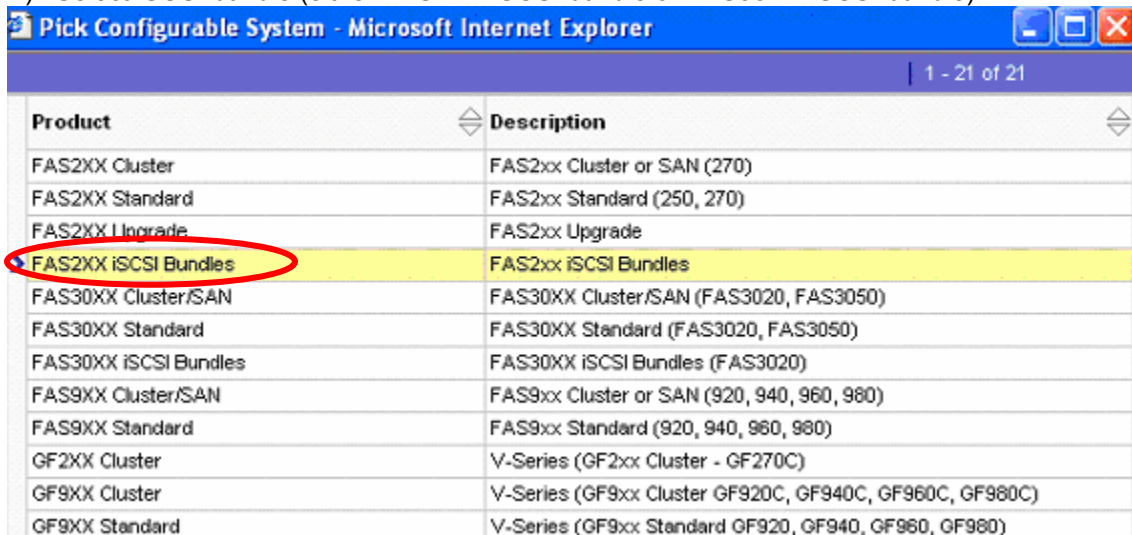
C. How To Generate NEW Quotes With SnapBundles

- i) Select **NEW QUOTE** within your opportunity.
- ii) Select **Add System** button on **MAIN QUOTE** form.



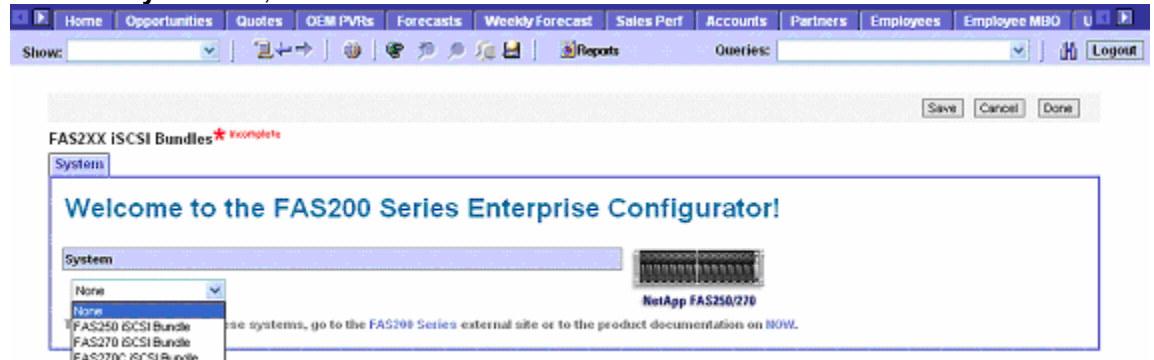
The screenshot shows the NetApp Quote Tool interface. The 'Add System' button is circled in red. The form includes fields for Opportunity, Payment Terms, Contingency, SE Name, Current Quote List Price, Current Quote Total, and SE Comments. The 'Add System' button is located in the bottom left corner of the form.

- iii) Select iSCSI bundle (either FAS2XX iSCSI bundle or FAS30XX iSCSI bundle)



Product	Description
FAS2XX Cluster	FAS2xx Cluster or SAN (270)
FAS2XX Standard	FAS2xx Standard (250, 270)
FAS2XX Upgrade	FAS2xx Upgrade
FAS2XX iSCSI Bundles	FAS2xx iSCSI Bundles
FAS30XX Cluster/SAN	FAS30XX Cluster/SAN (FAS3020, FAS3050)
FAS30XX Standard	FAS30XX Standard (FAS3020, FAS3050)
FAS30XX iSCSI Bundles	FAS30XX iSCSI Bundles (FAS3020)
FAS9XX Cluster/SAN	FAS9xx Cluster or SAN (920, 940, 960, 980)
FAS9XX Standard	FAS9xx Standard (920, 940, 960, 980)
GF2XX Cluster	V-Series (GF2xx Cluster - GF270C)
GF9XX Cluster	V-Series (GF9xx Cluster GF920C, GF940C, GF960C, GF980C)
GF9XX Standard	V-Series (GF9xx Standard GF920, GF940, GF960, GF980)

- iv) From the **System** tab, select a filer



The screenshot shows the NetApp FAS200 Series Enterprise Configurator. The 'System' tab is selected, and the 'FAS250 iSCSI Bundle' is selected from the dropdown menu. The interface includes a 'Welcome to the FAS200 Series Enterprise Configurator!' message and a 'NetApp FAS250/270' image.



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- v) Select the 'System Software' tab. The SnapBundle options should appear in the UI

The screenshot shows the 'System Software' tab in the NetApp Quote Tool. The 'Snap Bundles' section is visible, showing options for SnapBundle for Windows Premium Pack, SnapBundle for Windows Consolidation, SnapBundle for Exchange, and SnapBundle for SQL Server. The 'SnapBundle for Windows Consolidation' option is selected with a checkmark. The 'Months' dropdown is set to 36. The 'Open SnapVault Primary' section shows options for Windows, OFM, Unix, and Linux, all set to 0.

- vi) From the System Software tab, select a SnapBundle option

The screenshot shows the 'System Software' tab in the NetApp Quote Tool. The 'Snap Bundles' section is visible, showing options for SnapBundle for Windows Premium Pack, SnapBundle for Windows Consolidation, SnapBundle for Exchange, and SnapBundle for SQL Server. The 'SnapBundle for Windows Consolidation' option is selected with a checkmark. The 'Months' dropdown is set to 36. The 'Open SnapVault Primary' section shows options for Windows, OFM, Unix, and Linux, all set to 0.

SnapBundle for Windows Consolidation configures CIFS, SnapRestore, 5xSnapDrive for Windows (if FAS250 is selected, configure only 2x SnapDrive for Windows).

SnapBundle for Exchange configures SnapManager for Exchange, SnapRestore, 5xSnapDrive for Windows (if FAS250 is selected, configure only 2x SnapDrive for Windows).



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SnapBundle for SQL Server configures SnapManager for SQL Server, SnapRestore, 5xSnapDrive for Windows (if FAS250 is selected, configure only 2x SnapDrive for Windows).

SnapBundle Premium Pack configures CIFS, SnapManager for Exchange, SnapManager for SQL Server, SnapRestore, 5xSnapDrive for Windows (if FAS250 is selected, configure only 2x SnapDrive for Windows).

SnapBundle components should not be de-selectable unless SnapBundle button is unselected.

SnapBundle Premium Pack excludes SnapBundle for Windows Consolidation, SnapBundle for Exchange and SnapBundle for SQL Server.

SnapBundle for Windows Consolidation, Exchange, and SQL Server should be each selectable all together but when configured should only configure 1 copy of SnapRestore and 5 SnapDrives (2 SnapDrives w/ FAS250).

- vii) Go the **Power** tab, and select power cord options.
- viii) Go the **Storage** tab, and select storage.
- ix) (FAS30x0 only) Go to **NICs** tab and select RLM card option.
- x) Go to **Services** tab and select services.
- xi) Go to **Summary** tab. This is the step that will create your configured software.

File Edit View Help Resource Link

Home Opportunities Quotes OEM PVRs Forecasts Weekly Forecast Sales Perf Accounts Partners Employees Employee MBO Logout

Show: [v] [Icons] Reports Queries: [v] [v] Logout

Save Cancel Done

FAS2XX ISCSI Bundles

System Protocol System Software Power Storage Services Options **Summary**

Message(s): The selection of any Additional San Bundle Software adds SnapRestore to your quote.

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?)

	Qty	Item	Ext List Price
Additional Software T2	1	SN-T2-SRESTORE-S-C	1,493.00
Protocol Software T2	1	SN-T2-CIFS-C	7,320.00
SnapDrive for Windows	1	SnapDrive	see quote
FAS2XX Ontap SW	1	SN/DataONTAP FAS270-General Deployment	see quote
FAS2XX System	1	FAS270 ISAN bundle	see quote
Drives	14	72GB 15K RPM Universal PC Disk Drive, C	20,300.00
Power Cable	2	Power Cable North America-C	see quote
Misc	1	Universal 4-Post Rack Mount Kit, C	100.00
Services	1	No SupportEdge Services	see quote
Support Edge Services Attach PH	1	Support Edge Services Attach PH	see quote

- xii) Proceed by clicking on **Save** and **Done** button on the Summary Page.
- xiii) This will take you back to the MAIN QUOTE Screen where you can add other systems or add-parts to the quote.



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D. How To Generate New Quotes with SnapBundle as ADD PARTS (Quickship Items)

Not available. These SnapBundles are offered as part of a configured system (250 iSCSI bundle, 270 iSCSI bundle, 270C iSCSI bundle, 3020 iSCSI bundle and 3020C iSCSI bundle)

CustomerEdge or PartnerEdge Contact Information:

For Configuration Tool problems, please send email to helpdesk@netapp.com and include "CONFIGURATOR" in your subject line.