

## StoreVault S500 Quick Sell sheet



### about StoreVault

There's a revolution in storage. And it's being pioneered by StoreVault, a division of NetApp. StoreVault brings to the small to midsize business market the same advanced storage technology that NetApp has been deploying for years in large global enterprises. StoreVault solutions are made and supported by NetApp, a leader in networked storage and a global company with a proven track record of excellence and success.

- \$2.07 billion revenue FY06
- #1 NAS - 39% share
- #1 iSCSI - 43% share
- 65,000+ installations worldwide
- 5,000+ employees worldwide
- Multiple industry firsts and patents

### product specifications

- 2U, 12 disks
- 1TB to 6TB
- Serial ATA II (250GB, 500GB)
- Hot-swap redundant power and fans
- Dual Gb Ethernet ports
- Optional SCSI card for local tape backup
- Optional iSCSI accelerator cards for host computers
- StoreVault Manager: intuitive management GUI based on Windows®
- Optional SnapRestore® software for immediate, easy recovery of entire volumes
- RAID-DP™ for dual-drive failure protection
- NDMP for intelligent tape backup
- Up to 255 Snapshots™

### key selling points

#### NAS and SAN Support in One Box

File sharing (NAS) and block level storage (SAN) over either iSCSI or Fibre Channel giving your customers the ultimate flexibility.

#### Scales to 6TB

Customer can start with just 1TB, but their storage can grow as their business grows without adding additional boxes or complexity.

#### Simple Storage Consolidation and Management

Not just simple to install, this solution has a powerful yet simple-to-manage interface for the IT generalist.

#### Instant Backup and Restore

NetApp Snapshots provide solid security and dependability with the industry's best implementation: up to 255 per volume.

#### FlexVol™ Technology

Thin provisioning means you only use the storage you need with no wasted reservations.

#### Advanced Data Protection

Core NetApp data protection components that have been hardened in some of the most testing data center environments in the world.

#### Advanced System Protection

NetApp technologies that incorporate predictive failure analysis and self-healing elements maintain system availability.

#### Entry Price Point Starting in the \$5,000 Range

Low TCO and excellent return on investment for SMB customers.

#### Microsoft Certified

Designed for Windows and Simple SAN certifications.

#### NetApp: Trusted Network Storage Vendor

Network Appliance has long been regarded as the leader in providing high-reliability solutions that simplify data management.

## selling vs. competition

Products	NAS	iSCSI	FC	Max Capacity	Snapshots	Advanced Protection Architecture	Entry Price
HP MSA 1510 (2TB)		Either iSCSI or FC, not both		16TB	0	No	\$10,960
EMC / Dell AX150 (1TB)		Either iSCSI or FC, not both		6TB	8	No	\$6,160
Snap Server 520 (1TB)	√	√		2TB	30	No	\$4,595
HP ProLiant DL100 (1TB)	√	√		1TB	64	No	\$5,781
Dell PowerEdge 2950 (1.2TB)	√	√	√	1.8TB	64	No	\$5,076
<b>StoreVault S500 (1TB)</b>	√	√	√	<b>6TB</b>	<b>255</b>	<b>Yes!</b>	<b>\$5,735</b>

## competitor weaknesses

### Selling vs. Dell

PowerEdge 2950 stops at just 1.8TB in the box.

Costly security patching and maintenance as well as virus risks on an OS based on Windows.

Co-branded EMC AX150/AX150i can't do NAS at all.

### Selling vs. EMC

The EMC AX150/AX150i can't do NAS at all and is limited to one kind of SAN.

### Selling vs. HP

Costly security patching and maintenance as well as virus risks on an OS based on Windows.

Not a multifunction device – can't do NAS and SAN in same box.

Large, complex company.

### Selling vs. Adaptec / Snap Appliance

Questionable support, questionable continued commitment to the systems business, poor Windows integration through Linux.

## up-selling opportunities

### Advanced Protection Architecture

RAID-DP and hot spare drives provides automated protection from dual drive failure: 10,000X more reliable.

### NFS License

If your customer has UNIX® or Linux® on site, then that customer will probably want to add NFS file-sharing capability.

### Additional Software

SnapRestore StoreVault Edition enables entire volumes to be recovered instantaneously.

### iSCSI Accelerator Cards

Add iSCSI cards to improve performance on the host computers attached to the StoreVault.

### Fibre Channel SAN Kit

A certified switch and HBAs for building an ultra-high - performance FC-SAN with a StoreVault and two host computers (available fall 2006).

### Flexible Support Upgrades

Fit your customer's needs with 4 hr or next business day support.



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For more information on StoreVault, a NetApp division, go to [www.storevault.com](http://www.storevault.com).

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