



# AFF C190 Quick Reference Guide



## Value Proposition

Modernize your IT with affordable all flash storage.

### KEY MESSAGES

#### Simple, Smart, and Secure: Easy to Manage by IT generalists

- Provision storage in minutes
- Manage file and block data on a single system
- Effortlessly connect to any public cloud
- Reduce TCO with data reduction
- Accelerate application performance and improve response time by 10x
- Maintain resiliency
- Protect your data at rest and in transit
- Never lose data with zero data loss protection

#### Target Customer Environments

- Databases: SQL Server 2014, Oracle, mongo DB
- Virtualization/VDI: VMware, Microsoft, KVM, Citrix
- File systems: engineering and design workloads

#### Efficiency Guarantee

- 3:1 for all workloads

#### Competitive Takeout: Run to NetApp

- Simplify competitive transitions with subsidized migration services (targeting Dell EMC, HPE, and IBM)

### Where to Sell

#### Enterprise Applications, Virtualization, and Mixed workloads Challenges

- Affordable flash solution to migrate primary workloads from SAS 10k HDD system.

#### AFF C190 Solution

- \$/GB flash with storage efficiency costs less than SAS 10K HDD solution and provides 10x performance
- Integrated backup and recovery
- Leading cloud integration

### AFF C190 Key Features

#### Hardware

- Compact system with 24 internal 960GB SSD drives with HA in a 2U chassis
- Flexible host connectivity with 10G BASE-T or 10GbE or 16Gb FC options

#### Premium Flash Software Bundle

- Industry's best cloud integration, supporting more clouds and more services than any of our competition
- Automatic tiering across the hybrid cloud to maximize performance and to reduce overall storage cost
- Complete integrated data protection suite included in the system:
  - Backup and archiving to public and hyperscale clouds
  - Support for synchronous and asynchronous replication
  - Application-consistent backup and recovery
- Simplified data security management with software encryption, NetApp Volume Encryption, that supports onboard and external key management, cryptographic erasure, MFA, and FIPS 140-2 level 1 certification

#### Qualifying Questions

- What is your strategy to modernize infrastructure?
- What is your strategy to migrate from SAS 10K HDD systems with their anticipated EOL in few years?
- How would your IT look if you had a cloud-connected flash solution that spans from on-premise to cloud?

#### More Information

- AFF C190 page on the Field Portal: <https://fieldportal.netapp.com/content/889591>
- Competitive analysis of all-flash arrays on the Field Portal: <https://fieldportal.netapp.com/explore/214000>
- Efficiency Guarantee program: <https://fieldportal.netapp.com/collections/408784?ia=true>

### AFF C190 Part Numbers

Express Pack SKUs	Configuration	3:1 Effective (TB)	Ports
AFF-C190A-PACK-100	8x 960GB	~13TB	4x UTA2
AFF-C190A-PACK-101	8x 960GB		4x 10GBASE-T
AFF-C190A-PACK-102	12x 960GB	~24TB	4x UTA2
AFF-C190A-PACK-103	12x 960GB		4x 10GBASE-T
AFF-C190A-PACK-104	18x 960GB	~40TB	4x UTA2
AFF-C190A-PACK-105	18x 960GB		4x 10GBASE-T
AFF-C190A-PACK-106	24x 960GB	~55TB	4x UTA2
AFF-C190A-PACK-107	24x 960GB		4x 10GBASE-T