

# Win faster with NetApp Express Packs and get rewarded.

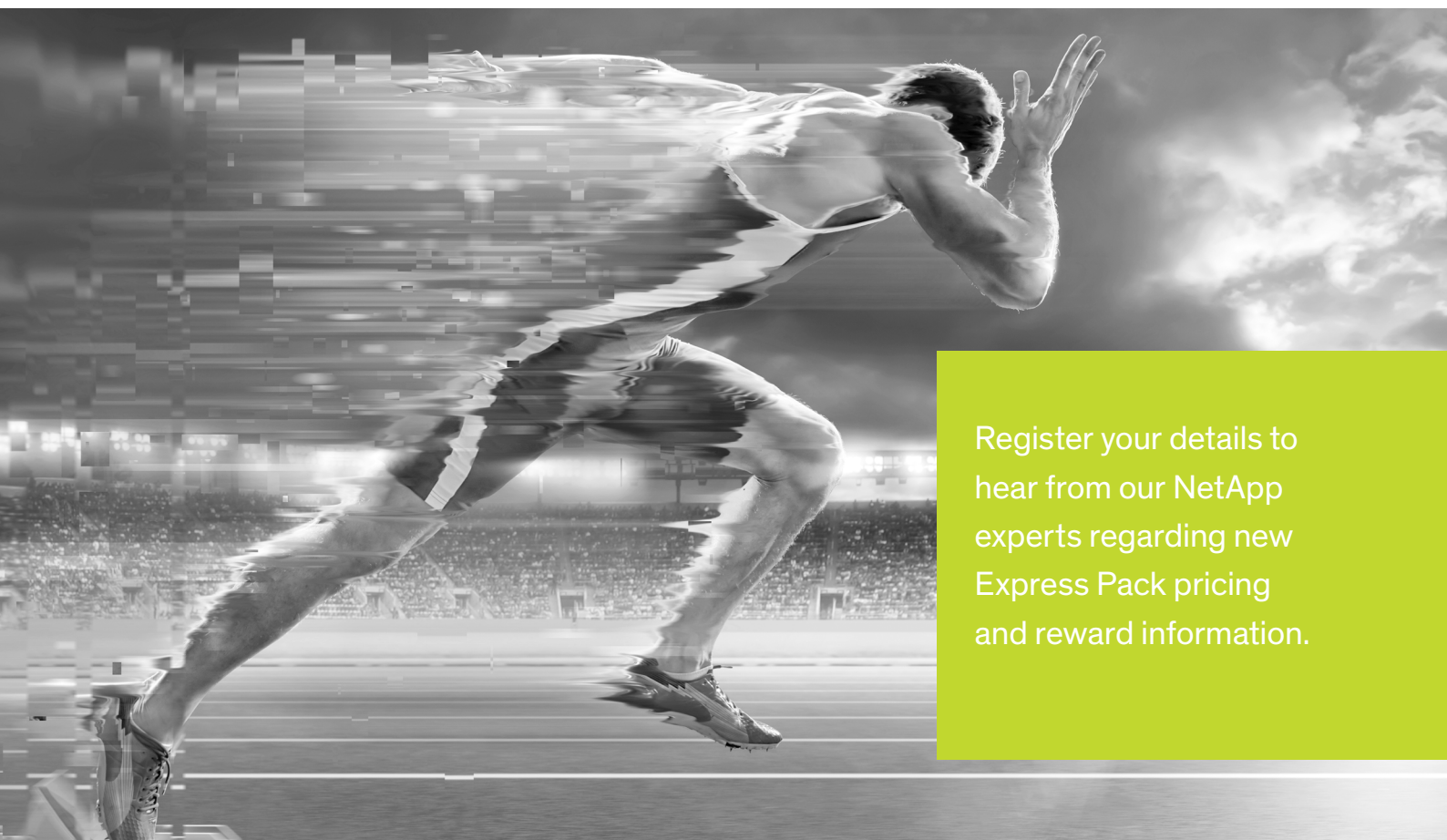
Receive a **\$500 VISA card** for every Express Pack sold until October 27th 2017!

NetApp Express Packs give you a greater advantage in the flash storage market. We've bundled together customer's favourite flash and hybrid arrays with preapproved pricing.

For more information download the Express Pack Quick Reference Guide and Express Packs FAQ.

## Win faster with Express Packs:

- > Pre-configured Express Packs for most configurations
- > Fast quoting and ordering process
- > Flexibility with scaling, connectivity, and software and support options
- > Streamlined sales process
- > Long term customer solutions with regular product updates
- > Fully integrated into NetApp's configuration and quoting tools and partner edge
- > Register your details to hear from our NetApp experts regarding new Express Pack pricing and reward information.



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# FAS and AFF Express Pack Quick Reference Guide

Express Packs making it easier and better to do business with NetApp. We've simplified system selection and streamlined the process to enable partners to deliver a quote quickly with standardized configurations that make channel partners more responsive to their customers.

Express Pack	Platform	Disk Configuration	Usable Capacity-TiB	Effective Capacity*-TiB	Base / Max IOPS**
FAS2620A-EXP-100	FAS2620, HA,12X4TB, Base	12 x 4TB NL-SAS	28.3	56.6 – 141.5	10K / 80K
FAS2620A-EXP-101	FAS2620, HA,12X4TB, Premium	12 x 4TB NL-SAS	28.3	56.6 – 141.5	10K / 80K
Expansion storage	DS212C-07-4.0-12B-1P-SK for FAS2620	12 x 4TB NL-SAS expansion shelf	28.3	56.6 – 141.5	
FAS2650A-EXP-103	FAS2650, HA, 21.6TB HDD, Base	24 x 900 SAS	12.4	22.6-56.5	10K / 80K
FAS2650A-EXP-109	FAS2650, HA, 21.6TB HDD, Premium	24 x 900 SAS	12.4	22.6-56.5	10K / 80K
FAS2650A-EXP-105	FAS2650, HA, 28.8TB HDD, Base	24 x 1.2TB SAS	16.8	30.6-76.5	10K / 80K
FAS2650A-EXP-111	FAS2650, HA, 28.8TB HDD, Premium	24 x 1.2TB SAS	16.8	30.6-76.5	10K / 80K
FAS2650A-EXP-114	FAS2650, HA, 12X1.2TB SAS, Base	12 x 1.2TB SAS	7.7	15.2-38.0	10K / 80K
FAS2650A-EXP-115	FAS2650, HA, 12X1.2TB SAS, Premium	12 x 1.2TB SAS	7.7	15.2-38.0	10K / 80K
FAS2650A-EXP-104	FAS2650, HA, 21.4TB Hybrid, Base	4 x 960GB SSD + 20 x 900GB SAS	9.4	17.4-43.5	10K / 80K
FAS2650A-EXP-110	FAS2650, HA, 21.4TB Hybrid, Premium	4 x 960GB SSD + 20 x 900GB SAS	9.4	17.4-43.5	10K / 80K
Expansion storage	DS224C-10-0.9-24S-1P-SK for FAS2650	24 x 900G expansion shelf	12.4	22.6-56.5	
Expansion storage	DS224C-10-1.2-24S-1P-SK for FAS2650	24 x 1.2TB expansion shelf	16.8	30.6-76.5	
FAS8200A-EXP-101	FAS8200, HA, 24X4 TB NL-SAS, Base	24 x 4TB HDD NL-SAS	71.6	143.2-358	16K / 160K
FAS8200A-EXP-103	FAS8200, HA, 24X4 TB NL-SAS, Premium	24 x 4TB HDD NL-SAS	71.6	143.2-358	16K / 160K
Expansion Storage	DS212C-07-4.0 12B-2P-SK for FAS8200	12 x 4TB expansion shelf	71.6	143.2 - 358	
AFF-A300A-EXP-104	AFF A300, HA, 12X3.8 GB SSD, NAS, Flash 12 x 3.8TB SSD	27.2	54.4 – 136	68K / 295K	
Expansion Storage	DS224C-AF-3.8-24S-0P-SK for A300	24 x 3.8TB SSD expansion shelf	27.2	54.4 - 136	
AFF-A200-EXP-100	AFF A200, HA, 12X960 GB SSD, Base 12 x 960GB SSD	5.9	11.8 – 29.6	60K / 148K	
AFF-A200-EXP-101	AFF A200, HA, 12X960 GB SSD, Flash	12 x 960GB SSD	5.9	11.8 – 29.6	60K / 148K
AFF-A200-EXP-102	AFF A200, HA, 24X960 GB SSD, Base	24 x 960GB SSD	15.5	31 – 72.5	60K / 148K
AFF-A200-EXP-103	AFF A200, HA, 24X960 GB SSD, Flash	24 x 960GB SSD	15.5	31 – 72.5	60K / 148K
Expansion Storage	DS224C-AF-.96-24S-1P-SK for A200	24 x 960G SSD expansion shelf	15.5	31.-72.5	

\* Effective capacity will vary by workload. A range of 2:1 to 5:1 storage efficiency ratio was used to calculate effective capacity based on savings typically achieved with virtualized environments \*\* Base: (40% read, 60% write) Max: 100% 8KB random read

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## Step by Step:

1. Register opportunity.
2. Size system requirements for performance (SPM) and for capacity (Synergy)
3. Select system. Use QuoteEdge and choose "Select an Express Pack".
4. Important to complete package: Choose Edit Config Detail and specify options – host cables, power cables, rack mount kit, etc.
5. Create quote. Go to Field Portal for information: <https://fieldportal.netapp.com/collections/378458?ia=true>

Express Packs	Express Pack Content	Competition/Workloads	
<b>FAS2620/50 Express Packs</b> FAS2620A-EXP-100 FAS2620A-EXP-101 FAS2650A-EXP-103 FAS2650A-EXP-104 FAS2650A-EXP-105 FAS2650A-EXP-109 FAS2650A-EXP-110 FAS2650A-EXP-111 FAS2650A-EXP-114 FAS2650A-EXP-115	<b>Chassis and Controllers</b> 2 FAS2650 controllers in chassis 2 FlashCache (512GB per controller) <b>Drives and shelves</b> 12 or 24 Internal storage drives Up to two (2) Expansion shelves <b>Software</b> ONTAP 9.1 non-NVE Base or Premium software	<b>Cables</b> 2 cable, cluster 0.5m 2 SAS cables 0.5m 2 Ethernet RJ45 Cat 6, .5m *Note: ACP cables no longer used* <b>Onboard ports</b> 2 SAS + 4 CNA ports per controller Configurable items listed separately**	EMC Unity 300 or 400 HP P2000/P4000  File services, virtualized environment, OLTP, email, general storage infrastructure, and others.
<b>FAS8200 Express Packs</b> FAS8200A-EXP-101 FAS8200A-EXP-103	<b>Chassis and Controllers</b> 2 FAS8200 controllers in chassis 2 FlashCache 1TB X3311A-C <b>Drives and shelves</b> 2 DS212C shelves with 12x4TB each Up to two (2) Expansion shelves <b>Software</b> ONTAP 9.1 non-NVE Base or Premium software	<b>Cables</b> 2 cable, cluster 0.5m 8 mini SAS cables 1m *Note: ACP cables no longer used* <b>Onboard Ports</b> 4 SAS, 4 CNA (10/16), 2 SFP+, 2 RJ45 10GbE ports per controller Configurable items listed separately**	EMC Unity 500 or 600 HP P2000/P4000  File services, virtualized environment, OLTP, email, general storage infrastructure, and others.
<b>A AFF A200 Express Packs</b> FF-A200-EXP-100 AFF-A200-EXP-101 AFF-A200-EXP-102 AFF-A200-EXP-103	<b>Chassis and Controllers</b> 2 AFF A200 controllers in chassis <b>Drives and shelves</b> 12 or 24 Internal 960GB SSD drives Up to two (2) Expansion shelves <b>Software</b> ONTAP 9.1 non-NVE Base or Flash (Premium) Software ALL-FLASH-OPTIMIZED	<b>Cables</b> 2 cables, cluster 0.5m 2 SAS cables 0.5m *Note: ACP cables no longer used* <b>Onboard ports</b> 2 SAS + 4 CNA ports per controller Configurable items listed separately**	Pure //m10 or m20 HP 3PAR8400 EMC Unity 300F,400F  VDI, database, analytics, file services, virtualized environment, email, general storage infrastructure, and others.
<b>AFF A300 Express Packs</b> AFF-A300A-EXP-104 AFF-A300A-EXP-105	<b>Chassis and Controllers</b> 2 AFF A300 controllers in chassis <b>Drives and shelves</b> 1 DS224C shelf w/ 12x 3.8TB SSDs Up to two (2) Expansion shelves <b>Software</b> ONTAP 9.1 non-NVE Flash (Premium) Software ALL-FLASH-OPTIMIZED	<b>Cables</b> 2 cables, cluster 0.5m 4 mini SAS cables 1m *Note: ACP cables no longer used* <b>Onboard Ports</b> 4 SAS, 4 CNA (10/16), 2 SFP+, 2 RJ45 10GbE ports per controller Configurable items listed separately**	Pure //m50 HP 3PAR8440 EMC Unity 500F,600F  VDI, database, SAP, Enterprise Apps, analytics, file services, virtualized environment, email, general storage infrastructure, and others.

**Base Software:** All storage protocols, FlexVol®, FlexGroup, deduplication, QoS, compression, compaction, thin provisioning, MetroCluster™, Multipath I/O, RAID-DP®, Snapshot®, OnCommand® Workflow Automation, System Manager, Performance Manager, and Unified Manager

**Premium (FAS) and Flash (AFF) Software:**

All the Base software features plus SnapRestore®, SnapMirror, FlexClone® and SnapCenter®

\*\* Configurable items include switch/host cables, power cords, rack kit(s), and support. These items will be listed separately on the quote.

**Contact us today**

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# Are You Five Years Out?

Most people live in the present. The world of now. But a handful of us work in a unique world that doesn't quite exist yet – the world of Five Years Out.

Five Years Out is the tangible future. And the people who live and work there know that new technologies, new materials, new ideas and new electronics will make life not only different, but better. Not just cheaper, but smarter. Not just easier, but more inspired.

Five Years Out is an exciting place to be. So exciting that, once you've been there, it's hard to get excited about the present. Because we know what's coming is going to be so much better.

Five Years Out is a community of builders, designers, engineers and imaginers who navigate the path between possibility and practicality. Creating the future of everything from cars to coffeemakers.

Are you one of them? Then you're probably working with us.



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**ARROW**  
**Five Years Out**

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