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FAQ

FAS3200 and V3200 Series Sales Frequently Asked Questions

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SALES FAQ OVERVIEW

This sales FAQ provides answers to common questions that NetApp sales and channel partner sales might ask related to the FAS3200 and V3200 series systems. See the technical FAQs for more detailed information on these systems.

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1. FAS3200 AND V3200 SERIES OVERVIEW

WHAT IS THE FAS/V3200 SERIES?

The NetApp® FAS/V3200 series is a new family of midrange storage systems that deliver outstanding value and efficiency for mixed workloads. They leverage NetApp's unified storage architecture for industry-leading storage efficiency: one operating system, consistent management, integrated data protection, and multiple tiers of storage. In addition, they provide high performance, enterprise-class availability, and significant expandability to cost-effectively handle diverse requirements: SAN and NAS, as well as primary and secondary storage.

The FAS/V3200 systems are simple to deploy, manage, and upgrade. They ship with a wealth of integrated data protection and management software based on Data ONTAP® to help increase storage utilization and the efficiency of system and storage administrators. In addition, the new service processor and alternate control path (ACP) help to further increase the availability and reliability of FAS/V3200 series compared to their predecessors.

WHEN CAN I SELL THE NEW SYSTEMS?

The FAS3200 and V3200 series will appear in the November 2010 Quote Tool.

2. FAS3200 AND V3200 MODELS

WHAT ARE THE DIFFERENT MODELS IN THE FAS/V3200 FAMILY?

The FAS/V3200 is available in three models:

- FAS/V3210
- FAS/V3240 (two versions: with and without expanded I/O)
- FAS/V3270 (two versions: with and without expanded I/O)

WHAT ARE THE EXPANDED I/O VERSIONS OF THE FAS/V3240 AND FAS/V3270?

The FAS/V3240 and FAS/V3270 versions with expanded I/O leverage a new I/O expansion module architecture (IOXM). The additional PCIe expansion slots in the IOXM enable these systems to provide 50% more expandability than current FAS/V3100 models. We expect a large majority of the sales of FAS/V3240 and FAS/V3270 systems to be with the expanded I/O due to all the benefits the extra connectivity provides.

HOW DO THE FAS/V3200 MODELS COMPARE TO EACH OTHER?

The primary differences between the FAS/V3200 models are performance, I/O expandability, number of spindles supported, and rack height for the dual controller HA configuration. See the comparison chart for details.

DO THE NEW FAS/V3200 SYSTEMS REPLACE ANY CURRENT FAS AND V-SERIES PRODUCTS?

Yes, the FAS/V3200 systems are direct replacements for the FAS/V3100 series systems. The FAS/V3270 replaces the FAS/V3170 and FAS/V3160 models, and the FAS/V3240 replaces the FAS/V3140 model. The FAS/V3210 is a new model that replaces the FAS2050 and represents a market opportunity in the space between the FAS/V3240 and the FAS2040.

HOW DOES THE PERFORMANCE OF THE NEW FAS/V3200 MODELS COMPARE TO THAT OF THE CURRENT FAS/V3100 MODELS?

The FAS/V3200 models offer significant performance gains over current FAS/V3100 and FAS2000 models. The performance increases vary depending on which models are being compared. In addition to our internal performance estimates, industry standard benchmarks are being run and posted to assist in these comparisons. Look for detailed performance information in the training materials and product documents.

2.1 FAS/V3200 SERIES PRODUCT COMPARISON TABLE

All data in this table applies to active-active dual controller configurations.

	FAS/V3270 with Expanded I/O	FAS/V3270	FAS/V3240 with Expanded I/O	FAS/V3240	FAS/V3210
Maximum raw capacity	1,920TB	1,920TB	1,200TB	1,200TB	480TB
Maximum disk drives	960	960	600	600	240
Controller form factor	Dual enclosure HA; 2 controllers in two 3U chassis, total of 6U	Single enclosure HA; 2 controllers in single 3U chassis	Dual enclosure HA; 2 controllers in two 3U chassis, total of 6U	Single enclosure HA; 2 controllers in single 3U chassis	Single enclosure HA; 2 controllers in single 3U chassis
Memory	32GB	32GB	16GB	16GB	8GB
Maximum Flash Cache	2TB	2TB	1TB	1TB	512GB
PCIe expansion slots	12	4	12	4	4
Onboard I/O: 4Gb FC	4	4	4	4	4
Onboard I/O: 6Gb SAS	4	4	4	4	4
Onboard I/O: GbE	4	4	4	4	4
Storage networking supported	FC; FCoE; IP SAN (iSCSI); NFS; CIFS; HTTP; FTP				
OS version	Data ONTAP 8				

3. FAS/V3200 SYSTEM INFORMATION

3.1 SOFTWARE

WHAT IS NEW WITH THE SOFTWARE THAT IS OFFERED WITH FAS/V3200 SYSTEMS?

The FAS/V3200 series includes a simplified software structure that offers more value and enhanced simplicity while maintaining a flexible foundation for building custom solutions:

- More software value is now included standard with every system through Data ONTAP Essentials.
- Customers have the flexibility to select one protocol of their choice to be included at no additional charge with the base system. Other protocols can be added separately at an additional cost.
- The a-la-carte structure of add-on software is simplified to five key software products.
- A Complete Bundle of all NetApp Extended Value software is available for all-inclusive functionality and convenience.

3.2 FLASH CACHE

ARE FLASH CACHE MODULES AVAILABLE FOR FAS/V3200 MODELS?

Yes, all FAS/V3200 models can leverage Flash Cache modules to boost system performance without adding more disk drives. Flash Cache is NetApp's intelligent caching modules that automatically increase read rates and reduce average latency for your frequently accessed data.



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