FAS3200 Series Quick Reference Guide

VALUE PROPOSITION The FAS3200 series delivers leading performance and scale for SAN and NAS workloads in the midrange storage market. The new FAS3200 systems offer up to 80% more performance and 100% more capacity than previous systems, raising the bar for value in the midrange.

KEY MESSAGES

BENEFITS
- Designed for an agile data infrastructure, providing *Intelligent* management, *Immortal* operations, and *Infinite* scaling
- Flash-optimized with more choice and flexibility for application acceleration
- Cluster-enabled to offer nondisruptive operations, eliminating planned and unplanned downtime
- Industry-leading storage efficiency lowers storage costs on day one and over time

CUSTOMER PAIN POINTS
- Lack of ability to expand IT services under stringent budget and staffing limitations
- Lack of ability to nondisruptively add capacity, processing power, and additional resources
- Planned downtime impacting user access to data

TARGET CUSTOMER AND ENVIRONMENT
- Medium to large enterprises
- Regional data centers, replicated sites, and departmental systems
- Midsize businesses that need full-featured yet efficient storage with advanced availability and performance

FAS3200 SERIES SPECIFICATIONS

	FAS3250 with Expanded I/O	FAS3220 with Expanded I/O	FAS3220
Maximum Raw Capacity	2160TB	1440TB	1440TB
Maximum Disk Drives	720	480	480
Controller Form Factor	Dual-enclosure HA; 2 controllers in two 3U chassis, total of 6U	Dual-enclosure HA; 2 controllers in two 3U chassis, total of 6U	Single-enclosure HA; 2 controllers in single 3U chassis
Memory	40GB	24GB	24GB
Total Maximum Flash per system	2TB	1TB	1TB
PCIe Expansion Slots	12	12	4
On-board I/O: 4Gb FC	4	4	4
On-board I/O: 6Gb SAS	4	4	4
On-board I/O: GbE	4	4	4
Storage Networking Supported	FC; FCoE; IP SAN (iSCSI); NFS; CIFS; HTTP; FTP		
OS Version	Data ONTAP® 8.1.2 software and later		

All specifications are for dual-controller HA configurations.

QUALIFYING QUESTIONS
- What are your biggest storage challenges today?
- Are you spending more on management and operations, rather than on innovation?
- Where do you stand in terms of virtualization?
- Is your infrastructure running as fast as your business?

FOLLOW-UP QUESTIONS
- Are upgrades and refreshes causing unacceptable downtime?
- What if NetApp could help you improve efficiency by as much as 50%?
- Do you need to improve time to market in your business?

COMPETITIVE DIFFERENTIATORS
- Clustered Data ONTAP: enables seamless scaling to 24 nodes on the world's #1 storage OS
- Nondisruptive operations mean no downtime, ever again
- Flash-optimized for performance acceleration; three ways to leverage flash: Flash Accel™, Flash Cache, Flash Pools
- Industry-leading efficiency with block deduplication for primary and secondary storage, as part of a comprehensive set of data-reduction technologies

WHAT YOU WILL SELL

Required Components
- NetApp® FAS3250 and FAS3220 models with expanded I/O and FAS3220 (without exp. I/O)
- Data ONTAP Essentials (included with standard software structure)

Optional Components
- Extended value software
- Space-efficient and resilient DS4243 and DS2246 disk shelves (with SSD options for Flash Pools)
- Space efficient, high density DS4486 disk shelves
- Flash Cache, Flash Accel
- V-Series

WHERE TO SELL
- Diverse business applications such as messaging, database, home directories, virtualized environments
- Primary or secondary storage
- FAS3250: Need capacity of high-end storage; server virtualization; budget points toward price/performance trade-offs
- FAS3220: Midtier capacity and performance requirements; cost-effective solution for VDI; also midsize businesses running mixed workloads and Windows® consolidation

WHERE TO GO FOR MORE INFORMATION
Use the NetApp Field Portal to access FAS3200 series sales tools and more:
- Datasheet
- Customer and sales presentations
- Competitive one-pagers
- FAQs
- Contacts:

Matt Miller, Product Marketing Manager

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COMPETITIVE ADVANTAGES

NetApp Competitive Advantage	NetApp FAS3200	EMC VNX	HP 3PAR	HP EVA	Dell Compellent	HDS HUS100
One footprint for all workloads	Consolidates all workloads in the organization—no add-on appliances or extra systems needed					
Built-in data deduplication	FAS dedupe shrinks capacity, slashes number of drives needed, condenses footprint, speeds up many workloads					
Infinite scalability	Data ONTAP 8 scale-up/out eliminates forklift upgrades, provides endless lifecycle and never-ending ROI					
Flash everywhere	Virtual Storage Tiering supports flash on controllers, drives, servers					
Zero disruption	Data ONTAP 8 enables updates, expansion, rebalancing of workloads, all maintenance ops without interrupting service					
Richest management	Built-in array features for near-CDP backup, automation across workflows, scale-out NAS and SAN, universal dedupe, compression, multi-tenancy, auto-tiering, multi-PB-sized containers, and more					

No capability | Very limited capability | Some capability

STANDARD AND OPTIONAL SOFTWARE

FAS/V3200 Systems

Standard Software

One Data Protocol of choice + Data ONTAP® Essentials
- **Core management**
- **Industry-leading storage efficiency**
- **Performance optimization**
- **High availability**
- **Secure multi-tenancy**

Optional Software

SnapRestore®	Add. Protocols	OnCommand® Balance
SnapMirror®	FlexClone®	
SnapVault®	SnapManager® Suite	SnapProtect®
Complete Bundle		

Note: OnCommand Balance and SnapProtect not included in Complete Bundle.