

AX4 - Quick Reference Guide



**SIMPLE, RELIABLE, SCALABLE
NETWORKED STORAGE**

Who Should I Sell AX4s to?

- SMBs (often < \$25M rev, < 250 employees); government, education (similar in size to SMBs); distributed enterprise (remote and branch offices, workgroups)
- 3 or more Servers (Windows, Linux, VMWare, Solaris, AIX, HP-UX, Netware); 1TB of data across environment
- Need more storage capacity; data stored on servers or directly attached to separate disk devices
- Considering iSCSI or first SAN deployment
- Messaging, data base or file serving
- Considering backup to disk

Qualifying Questions

1. Do you have multiple servers? Is data stored on servers or a directly attached disk device?
How much data?
2. Do you have a SAN - iSCSI - Fibre Channel ?
3. Do you like to share storage among your servers ?
4. Are you running Exchange using Microsoft Small Business Server? Is it keeping up with your needs?
If running Exchange 2003, are you considering move to 2008?
5. How many people are on your IT staff?

Key AX4 Differentiators

High Performance, Network-Accessible Storage

- Consolidate and share storage for up to 64 servers running Windows, Linux, Solaris, or NetWare
- Single and dual controller models to meet different storage requirements
- Utilizes up to sixty SAS and SATA drives
- 146GB and 300GB 15k rpm or 400GB 10k rpm SAS for application performance
- 750GB 7200 rpm SATA for cost-effective high capacity

Easy to Set Up and Manage

- Simple 12-step guide; unpack, install, and configure storage in under 90 minutes
- Browser-based wizard-driven GUI (EMC Navisphere® Express) enables centralized storage management from any computer on network
- Allocate, or re-allocate storage capacity when and where it's needed at a click of a button
- EMC Powerpath Path Management software for enhanced performance and greater application availability
- Expand capacity at any time while up and running
- Customer replaceable components

Flexible Connectivity

- Connect to IP network using iSCSI, to Fibre Channel SAN, or directly to servers

Scalable

- Up to 9 TB per 2U (3.5") rack mount enclosure
- Up to 45TB total capacity

Reliable

- RAID 3, 5 or 10 protection
- Global Hot spares - Add to disk pool while online
- Hot-swappable design and high level of redundancy
- Use for 2-server clusters (MSCS, Oracle, NetWare, NEC)
- EMC task management software with load balancing and pass failure for higher availability

Priced for SMBs!

- As little as \$1.65 per gigabyte!

EMC Express Configurations

Configuration #1

List Price: \$10,100

Entry iSCSI Single Controller System with 4.5 TB SATA (raw)

An economical network storage platform with plenty of growth capability. Provides flexible shared storage for the small business or local office.

Model Number		Qty
AX4-5ISC	2U Single SP DPE, iSCSI Front End	1
V-AX4575072K	Qty 4 of 750GB 7200 RPM SATA for Vault software	1
AX-SS07-750	750 GB SATA 7200 RPM drive	2
AX13-PWR-12	US country Kit	1
AX4-5CTO	Install Drives into DPE and DAE.	1
Options: Add up to six more SATA drives		
AX-SS07-750	Add-on 750 GB SATA 7200 RPM drive @ \$750 Ea.	

Configuration #2

List Price: \$15,590

Highly Available iSCSI Dual Controller System with 6 TB SATA (raw)

Combines the data availability that business-critical data requires with cost-effective SATA storage. Easily expand performance by adding SAS drives as needs change.

Model Number		Qty
AX4-5I	2U Dual SP DPE iSCSI front end, w 1U SPS	1
V-AX4575072K	Qty 4 of 750GB 7200 RPM SATA for Vault software	1
AX-SS07-750	750 GB SATA 7200 RPM drive	4
AX13-PWR-12	US country Kit	1
AX4-5CTO	Install Drives into DPE and DAE.	1
AX4-5SPS	Redundant SPS for higher availability	1
Options: Add up to four more SATA drives		
AX-SS07-750	Add-on 750 GB SATA 7200 RPM drive @ \$750 Ea.	
456-100-636	RepliStor AX4 virtual workgroup replication software for 2 ESX Servers @ \$4,000	

Configuration #3

List Price: \$18,210

SMB Application Platform Dual Controller iSCSI with 2.4 TB high capacity SAS (raw)

High-capacity SAS drives deliver the performance that general business applications require, while iSCSI leverage customer's IP network infrastructure to deliver network storage capability.

Model Number		Qty
AX4-5I	2U Dual SP DPE iSCSI front end, w 1U SPS	1
V-AX4540010K	Qty 4 of 400 GB 10K SAS for Vault software	1
AX-SS10-400	400 GB SAS 10K RPM disk	2
AX13-PWR-12	US country Kit	1
AX4-5EXPAN	SAS Expansion Enabler, SAS/SATA drives, up to 60 drives, 64 hosts, factory installed on CTO	1
AX4-5CTO	Install Drives into DPE and DAE.	1
AX4-5SPS	Redundant SPS for higher availability	1
Options: Add up to six more SAS/SATA drives		
AX-SS10-400	Add-on 400 GB SAS 10k RPM drive @ \$1,020 Ea.	
AX-SS15-146	Add-on 146 GB SAS 10k RPM drive @ \$600 Ea.	
AX-SS15-300	Add-on 300 GB SAS 15k RPM drive @ \$1,020 Ea.	
AX-SS07-750	Add-on 750 GB SATA 7200 RPM drive @ \$750 Ea.	
456-100-636	RepliStor AX4 virtual workgroup replication software for 2 ESX Servers @ \$4,000	

Configuration #4

List Price: \$17,390

Departmental SAN Dual Controller FC with 1.2 TB high performance SAS (raw)

With high-performance SAS drives and 4Gb Fibre Channel, the AX4 provides enterprise performance and availability at a departmental price.

Model Number		Qty
AX4-5F	2U Dual SP DPE FC front end, w 1U SPS	1
V-AX4514615K	Qty 4 of 146 GB 15K SAS drives for Vault software	1
AX-SS15-146	146 GB SAS 15K RPM disk	4
AX13-PWR-12	US country Kit	1
AX4-5EXPAN	SAS Expansion Enabler, SAS/SATA drives, up to 60 drives, 64 hosts, factory installed on CTO	1
FM-LL3MD	3 Meter Fibre channel cable	2
AX4-5CTO	Install Drives into DPE and DAE.	1
AX4-5SPS	Redundant SPS for higher availability	1
Options: Add up to four more SAS/SATA drives		
AX-SS10-400	Add-on 400 GB SAS 10k RPM drive @ \$1,020 Ea.	
AX-SS15-146	Add-on 146 GB SAS 15k RPM drive @ \$600 Ea.	
AX-SS15-300	Add-on 300 GB SAS 15k RPM drive @ \$1,020 Ea.	
AX-SS07-750	Add-on 750 GB SATA 7200 RPM drive @ \$750 Ea.	
456-100-636	RepliStor AX4 virtual workgroup replication software for 2 ESX Servers @ \$4,000	