High Performance, Economical File Server for the Workgroup

What is the Sun StorEdge™ N8200 Filer?

The Sun StorEdge™ N8200 filer is a network-attached storage (NAS) device that enables customers to share data via Network File System (NFS) or Common Internet File Service (CIFS) with any client that supports either of these protocols.

The Sun StorEdge N8200 filer is the first of the new Sun StorEdge N8000 series of file servers and the first offering by Sun in the growing NAS market.

Sun's modular architecture provides the flexibility to scale both vertically and horizontally, giving customers the option to add more storage to their filer or add more filers to their network as needed.

Key Messages

- Factory-configured solution that installs in less than 10 minutes.
- Comes pre-configured and tuned to provide high-performance NAS.
- Enables customers to install storage at an affordable cost and expand capacity quickly and easily as needed.
- Scalable up to 800 GB storage.
- Flexible, scalable "pay-as-you-grow" architecture.
- Provides lower latency for 83% faster performance at a lower price than competitive offerings.
- Simple management GUI for easy administration.
- Uses a standard 10/100-BaseT Ethernet connection for fast, reliable NAS performance.
- Adding additional filers is as easy as adding another node on the network—simply provide an IP address and go!

The Opportunity

Target Environment

The Sun StorEdge N8200 filer is designed for deployment in:

- ISPs
- Dot-coms
- Software design/engineering workgroups
- CAD workgroups
- Any other type of workgroup where a low-cost, high-performance, scalable file server is required

Target Users

- System architects
- System designers
- Software developers
- System administrators

Target Customer Requirements

- Network-attached storage
- Simple installation
- Ease of management
- High-performance file serving
- Comprehensive solution
- Support for NFS and CIFS
- Availability
- Reduce planned downtime
- Scalability
- Low latency

Tactics

- Articulate the advantages of Sun's low latency, standard off-the-shelf products and our scalability to greater storage without having to throw away existing equipment.

- Emphasize our trade-in programs which make it easy and cost effective to upgrade to a larger NAS device if needed or to trade in an existing NetApp server with a discount.
- Position the Sun StorEdge N8200 filer directly against the NetApp F720.
- Emphasize Sun's excellent serviceability, great warranty, and on-site service.
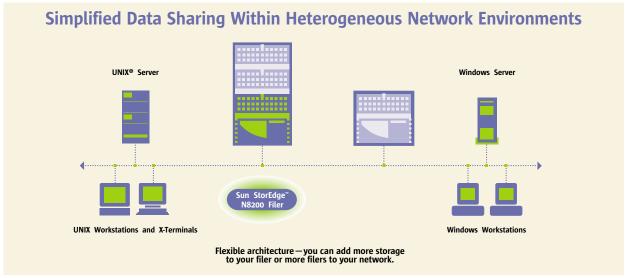
When to Sell

Sell Sun StorEdge N8200 filer:

- Where there is a need for multiple homogeneous or heterogenous connections.
- To dot-coms because of the server's low price, ease of installation, and flexibility.
- When the customer is evaluating the NetApp F720.

When NOT to Sell

- Do not sell the Sun StorEdge N8200 filer when the customer needs a clustered solution.
- Do not position against NetApp F740, F760, or EMC Celerra.

Simplified Data Sharing Within Heterogeneous Network Environments

UNIX® Server

Windows Server

Sun StorEdge™ N8200 Filer

UNIX Workstations and X-Terminals

Windows Workstations

Flexible architecture—you can add more storage to your filer or more filers to your network.

The Sun StorEdge N8200 filer enables customers to share data via NFS or CIFS with any client that supports either of these protocols.

Product Overview

As the pioneer of the NFS protocol, it is only fitting that Sun continues to break new ground with a new line of low cost, high-performance file servers.

Proven Sun Hardware

- Beats NetApps with a proven price and performance advantage
- Takes advantage of Sun's history of scalable, reliable, available, and serviceable products

Full Factory Integration

- Provides an integrated solution to customers' file serving needs
- No need to piece together a system and "hope" that it will work
- Easy to install — just provide an IP address and go

Sun StorEdge N8200 Filer Performance Software

- Dramatically reduces installation time
- Optimizes file system for peak performance
- Simple management GUI
- Optimized TCP/IP stack for extremely low latency

Modular Components

- Allows for both vertical and horizontal scaling
- Customers can add more storage to a filer or more filers to their network, depending on their needs

10/100-BaseT Full Duplex Ethernet

- Standard Ethernet connection for reliable NAS performance

Service and Support

- Three-year warranty on StorEdge N8200 filer

Decision Maker Prospecting and Qualifying

CEO

Needs

- Maximize employee productivity
- Faster time to market

Qualifying Questions

- Is IT a source of your competitive advantage?
- Do your employees have any problems sharing information with other groups within the company?

Value Statement

Your company will be able to bring products/services to market faster when groups are able to quickly share information using the Sun StorEdge N8200 filer.

CIO

Needs

- High availability and system uptime
- Reduce total cost of operations (TCO)

Qualifying Questions

- Are you concerned about the business impact of system downtime?
- Does storage management occupy a great deal of your IT department's time?

Value Statement

The Sun StorEdge N8200 filer provides a high-performance, highly reliable solution to all your file serving needs. Modularity of the Sun StorEdge N8200 filer means that you can add more storage to a filer or more filers to the network without bringing down the system. Easy scalability reduces network administration costs and protects your existing storage investment.

IT/Department Manager

Needs

- Ease of installation
- Ease of management
- Reduce admin costs

Qualifying Questions

- Are you overwhelmed with the backup of many clients?
- Do you have a consistent backup strategy?

Value Statement

The Sun StorEdge N8200 filer provides ease of installation together with a management interface that enables IT managers to reduce administrative costs. The filer centralizes network storage making it easier to set backup policies and administer backup procedures.

Sun StorEdge N8200 Filer Specs

- \>2200 NFS Ops/sec under 5 msec
- 200 or 400 GB storage configurations, expandable up to 800 GB
- 10/100-BaseT Ethernet port, full duplex
- Solaris™ 7 Operating Environment
- NFS and CIFS protocols
- RAID 5, group size 11 data, 1 parity
- PCI expansion

Competitive Comparison

	Sun StorEdge N8200 Filer	NetApp F720
Performance	>2200 NFS Ops	2189 NFS Ops
Latency	4.3 msec.	7.9 msec.
Operating System	Solaris 7	Data ONTAP
Storage Capacity	200 GB	236 GB
RAID Level	5	4
Network Connection	10/100-BaseT	10/100-BaseT

For More Information

Sun Internal
http://webhome.ebay/networkstorage/products/N8200/

Sun External
http://www.sun.com/storage/N8200/

Reseller
http://reseller.sun.com/

SunWIN Token #117531

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