

Fujitsu ETERNUS Storage

PERFORMANCE – EFFICIENCY – VALUE

The Fujitsu ETERNUS range of storage solutions consists of three distinct product lines: ETERNUS DX, which is a SAN solution, ETERNUS LT which is a tape library and ETERNUS CS which is a backup and archive appliance. These product lines offer **best-in-class performance, as proven by industry benchmarks and numerous reviews.**

Fujitsu ETERNUS DX has the best scalability in the business, from 1TB to 5PB. That means it can grow as your customers' requirements grow. It ships, as standard, with encryption capabilities, so users can protect their data from theft. It is also the most energy efficient storage array on the market.

The Fujitsu ETERNUS CS800 is excellent for backup and archive. It is a 'Set and Forget' appliance, which is significantly faster than its major competitors. The data deduplication facility of the ETERNUS CS800 saves over 90% of disk space, making disk-to-disk backup and archiving simple and affordable.

At a Glance

- Broad range of online and backup products
- Highest performing products in their class
- Excellent scalability provides upgrade options instead of box-swap
- Competitively priced
- Excellent margin retention on all models
- Japanese innovation with German build quality
- Maximum reliability across the entire range
- Energy efficiency as standard

Features	Benefits
Comprehensive range of models	Meets a broad variety of storage requirements
Most scalable storage on the market	Upgrade instead of box swap: lower cost and no expensive retraining
Outstanding availability	Maintain and assure business continuity with storage designed to minimise and bypass failures
Energy efficient by design	Reduce operating costs and lower the carbon footprint
Industry leading performance	Increase business efficiency and profitability by running applications faster and more intensively
Easy-to-use management system	Lower the TCO through more effective pooling and sharing across the IT stack

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The Fujitsu ETERNUS portfolio offers the full spectrum of online and backup storage. These range from simple entry arrays to high-performance enterprise class SAN and backup systems.

Fujitsu ETERNUS	Description	Models	Typical Market	Ideal Substitute For
Entry SAN	Fast, reliable, secure and affordable	DX60, DX80, DX90	SME	HP P2000, HP EVA
Mid-range SAN	Upgradeable from DX80, DX90. Efficient, rock-solid, secure, with record breaking performance	DX410, DX440	Mid-market	HP EVA, HP 3PAR
High-end SAN	Upgradeable from DX4xx. Meets peak capacity and performance needs	DX8700	Largest customers	HP EVA, HP 3PAR
Backup appliance	Disk-to-disk speed and reliability for backup and archive at affordable cost. 'Set and Forget' simplicity	CS800	SME	EMC Data Domain
Tape library	Economical entry tape libraries	LT20, LT40, LT60	SME	

Fujitsu SELECT Partner Programme

Fujitsu want to make it as easy as possible for channel partners to engage, enable and grow their Fujitsu storage business. That's why the Fujitsu SELECT Partner programme has been designed to deliver real value and profitability in a straightforward way.

As a Fujitsu SELECT partner you'll enjoy the benefits of:-

- 8% discount as standard for all Fujitsu Select partners on ETERNUS storage
- Additional rebates available to all partners
- Partner NFR agreements available for all products
- Demonstration equipment available to all partners
- A simple, points based accreditation scheme



Arrow ECS – Delivering Value to Fujitsu Partners

As the UK's leading specialist IT distributor, Arrow ECS is dedicated to providing our partners with the necessary support and skills to compete effectively and maximise the Fujitsu opportunity.

Our value add includes:-

- **Quote and Configuration team** – Delivering the right information, first time, every time
- **4 Hour Quote SLA** – Keeping you competitive in a competitive marketplace
- **Fujitsu Business Development** – Working in partnership to develop your Fujitsu business
- **Pre Sales Support** – Bringing all the technical elements together
- **Marketing Support** – Helping you to take the Fujitsu message and generate business from your customers

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