

## About Arrow ECS

Arrow ECS is an information technology distributor specialising in providing end-to-end IT infrastructure solutions including data storage, servers, enterprise software, network security, unified communications and virtualisation. Working with our channel partners, we optimise the efficiency with which organisations can store, manage, protect and deploy their data, equipping them with secure access to business-critical information any time, from any location, on any device.

Our deep technical understanding is reinforced by strong business relationships and continually monitoring rapidly changing IT markets for the latest product advances and emerging technologies. Through close alliances with the world's leading IT vendors, we deliver innovative solutions, complemented by an impressive portfolio of expert professional services and IT training.

With over 25 successful years in the IT industry, we have the skills and experience to support our channel partners from initial consultation, planning and design, through engineering build to implementation. In doing so, we enable our partners to deliver even more value to increase their customers' competitive edge.

Arrow Enterprise Computing Solutions (ECS) is a business segment of Arrow Electronics Inc. More details are available at [www.arrowecs.co.uk](http://www.arrowecs.co.uk)



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# EMC VNXe Price guide



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## Product Overview

The VNXe series is a new EMC unified storage offering for small and medium businesses, remote offices/branch offices (ROBO), and departments in enterprise organisations. Designed for IT managers with limited storage expertise, the VNXe series facilitates complete storage consolidation with advanced file and block functionality as well as a simple, application-driven approach to managing shared storage. With the VNXe series, IT managers can launch provisioning for 500 Exchange mailboxes or 1 TB VMware datastore in less than 10 minutes. The VNXe series provides significant advancements in efficiency, simplicity and affordability. Simplified licensing and packaging of hardware components and software make VNX family easier for Velocity partners to sell.

## Key Selling Points

Customer Pain Point	Product Features	Business Impact
Managing growth and complexity, and virtualisation planning	<ul style="list-style-type: none"> <li>Unified storage eliminates file servers and enables storage consolidation for application servers.</li> <li>iSCSI and NAS connectivity eliminate stranded application storage.</li> <li>Seamless integration with VMware and Hyper-V.</li> </ul>	<ul style="list-style-type: none"> <li>Consolidation lowers total cost of ownership.</li> <li>Mix and match storage types to lower costs.</li> <li>Enable scale through simplified management.</li> </ul>
Lack of storage expertise	<ul style="list-style-type: none"> <li>Designed for IT managers with limited storage expertise.</li> <li>Powerful application provisioning wizards.</li> <li>Integrated support accelerates problem identification, diagnosis, and resolution.</li> </ul>	<ul style="list-style-type: none"> <li>Provision storage for Exchange and VMware in minutes.</li> <li>Easy access to online technical support streamlines resolution process.</li> </ul>
Meeting service level agreements and reducing downtime	<ul style="list-style-type: none"> <li>Redundant components, dynamic failover, and failback support high availability.</li> <li>Ability to upgrade system hardware or software while running.</li> </ul>	<ul style="list-style-type: none"> <li>Designed to deliver Five 9s (99.999%) availability to improve service levels.</li> </ul>

## Qualifying Questions

When identifying opportunities, ask:

- What are your plans to meet your organisation's growing storage demands?
- What role does virtualisation play in your current environment?
- Do you have server-based storage? If so, what applications are running on those servers?
- Are there any challenges with your server-based storage backup? What about recovery?
- Do you have a need to consolidate storage from block and file into a single system?



## \*Pricing Structure Outline

We have packages configured and priced to suit different budgets and requirements.

VNXe 3100	Prices from
12 x 1tb (usable capacity 6tb)	£8.5k
24 x 1tb (usable capacity 15tb)	£13k
36 x 1tb (usable capacity 24tb)	£17k
12 x 300gb (usable capacity 2tb)	£8.5k
24 x 300gb (usable capacity 5tb)	£14k
36 x 300gb (usable capacity 8tb)	£19k
12 x 1tb with Total Value Package	£14.5k
24 x 1tb with Total Value Package	£19k
36 x 1tb with Total Value Package	£23k
12 x 300gb with Total Value Package	£14.5k
24 x 300gb with Total Value Package	£19.5k
36 x 300gb with Total Value Package	£25k

Multi Use VNXe 3100	Prices from
12 x 600gb; 6 x 1tb	£13k

VNX 3300	Prices from
10 x 300gb SAS (usable capacity 1.5tb)	£13k
12 x 600gb SAS (usable capacity)	£20k

Multi Use VNXe 3300	Prices from
8 x 300gb SAS; 6 x 2tb	£17k

	Consolidation	Availability	Scalability	Automation
Server	1 X IBM x3650 M3	2 X IBM x3650 M3	2 X IBM x3690 X5	2 x IBM x3850 X5
Storage	VNXe3100	VNXe3100	VNXe3100	VNXe3300
Network Connectivity	1 x Brocade fcx624e	2 x Brocade fcx624e	2 x brocade fcx648s	2 x Brocade fcx648s
VMware Software	VSphere Essentials Plus	VSphere Essentials Plus	Standard Acceleration Kit	Midsize Acceleration Kit
VMware Option	Standard Acceleration Kit or Essentials	Standard Acceleration Kit	VSphere Essentials Plus	Midsize Acceleration Kit
Prices from	*£10.5k	*£19.7k	*£34.2k	*£77.5k

\*Prices are quoted from EMC CXP, please check pricing with your Arrow ECS Account Manager. Pricing subject to deal registration approval. Optional software available.

For further information contact one of our quote and configurations specialists:

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