



IBM TotalStorage SystemSeller Offerings for Resellers

IBM DS4300 Single Controller
2 x Short Wave SFP GBIC
2 x 1m Fibre Optics Cable
Warranty: 3 Years CRU
Price: **USD 6,478**
Order Part Number: 17226LJ



IT'S STORAGE. IT'S FLEXIBLE. IT'S YOU.

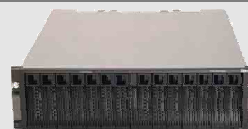
① IBM DS4300 Fibre Channel and Intermix Bundles

- Fibre Channel Systems – IBM DS4300
- Flexible storage system for small & medium server environments;
- High storage capacity with additional expansion units

DS4300			EXPANSIONS
IBM DS4300 Single Controller 2 x Short Wave SFP GBIC 2 x 1m Fibre Optics Cable Warranty: 3 Years CRU Price: USD 6,478 Order Part Number: 17226LJ	IBM DS4300 Dual Controller 2 x Short Wave SFP GBIC 2 x 1m Fibre Optics Cable Warranty: 3 Years CRU Price: USD 12,494 Order Part Number: 172260K	IBM DS4300 Dual Controller 10 x 73.4 GB/10K Drive Modules 2 x Short Wave SFP GBIC 2 x 1m Fibre Optics Cable Warranty: 3 Years CRU Price: USD 17,270 Order Part Number: 172260J	IBM DS4000 EXP710 Bundle 4 x Short Wave SFP GBIC 2 x 1m Fibre Optics Cable Warranty: 3 Years CRU Price: USD 6,059 Order Part Number: 1740-71J
IBM DS4300 Dual Controller 2 x Short Wave SFP GBIC 4 x 73GB/10k Drive Modules Warranty: 3 Years CRU Price: USD 15,994 Order Part Number: 25R0087	IBM DS4300 Dual Controller 2 x Short Wave SFP GBIC 2 x 5m Fibre Optics Cable 10 x 73GB/10k Drive Modules 4 x Host Bus Adapter 1 x Intel Package Warranty: 3 Years CRU Price: USD 27,494 Order Part Number: 25R0088	IBM DS4300 Turbo Controller Turbo Feature 2 x Short Wave SFP GBIC 2 x 1m Fibre Optics Cable Warranty: 3 Years CRU Price: USD 29,690 Order Part Number: 1722-60L	SATA EXPANSION IBM DS4000 EXP100 Bundle 4 x Short Wave SFP GBIC 2 x 1m Fibre Optics Cable Warranty: 3 Years CRU Price: USD 9,564 Order Part Number: 1710-10J

Selected Options for the DS 4300

24P0960 FC2-133 Host Bus Adapter	USD 903
19K1271 LC Short Wave GBIC	USD 210
06P5762 2Gbps FC, 73.4GB/10k Drive	USD 567
19K1272 LC Long Wave GBIC	USD 826
32P0765 146.8 GB/10K Disk Module	USD 1,012
32P0768 73.4 GB/15k Disk Module	USD 850
73P8022 146.8 GB/15k Disk Module	USD 1,300
73P8005 300GB/10k Disk Module	USD 1,800



25R0169 Intermix FC/SATA Enclosure	USD 4,356
24P8217 Flashcopy Activation	USD 12,186
24P8218 Volumecopy Activation	USD 5,048

② IBM DS4100 SATA Offerings

- High capacity at low cost
- FC server interconnect for fast data transfer
- Ready for SAN attachment

DS4100 Sample Configurations

IBM DS4100 Single Controller 1 x 17241SC Single Node Controller 2 x 19K1271 Short wave SFP GBIC 2 x 90P1350 250 GB SATA Drive 2 x 19K1247 1m Fibre Optics Cable Price: USD 5,969	IBM DS4100 Dual Controller 1 x 1724100 Storage System Dual Controller same equipment as Single Controller Price: USD 8,298
DS4100 Dual Controller (1TB Capacity) 1 x 1724100 Storage Server Dual Node 2 x 19K1271 Short wave SFP GBIC 4 x 90P1350 250 GB SATA Disk 2 x 19K1248 5m Fibre Optics Cable Price: USD 10,254	DS4100 (3.5 TB + Flashcopy) 1 x 1724100 Storage Server Dual Node 2 x 19K1271 Short wave SFP GBIC 14 x 90P1350 250 GB SATA Disk 2 x 19K1248 5m Fibre Optics Cable 1 x 24P8997 Flashcopy 1 x 25R0072 4 Stg Partition Activation Price: USD 20,454

Selected Options for the DS 4100



90P1350 250 GB SATA Drive	USD 336
25R0051 Intel Package	USD 2,051
25R0063 AIX Host Kit	USD 2,800
25R0137 Linux for Power Host Kit	USD 2,800
25R0072 4 Stg Partition Activation	USD 1,759
24P0960 FC2-133 Host Bus Adapter	USD 903
24P8997 DS4100 Flashcopy	USD 5,081
171010X DS4100 EXP100	USD 8,094

③ Flexible SAN Infrastructure for Centralized Storage

Building your SAN is easier than you might think!
Enjoy the benefits of a consolidated SAN infrastructure:

- Higher capacity exploitation of disk systems
- Faster, easier backup of your data – at a lower price
- Infrastructure easier to manage and grow
- Server administration done more efficiently



SAN Switches

IBM SAN Switch SAN32B-2



Auto-sensing 1, 2 and 4Gbit/s switch for midrange and very large enterprise SANs. Includes 4Gbit/s Short Wave SFP GBIC Scalable ports on demand 16-, 24-, or 32-ports
 Price: **USD 16,650**
 Order Part Number: 200532B

IBM SAN Switch SAN12M1



Auto-sensing 1 or 2Gbit/s switch Flexible use in small workgroups of single SAN switch
 4 Ports (expandable to 12)
 Price: **USD 3,430**
 Order Part Number: 22R2204

IBM SAN Switch 2005 H08

Auto-sensing 1 or 2Gbit/s switch Easy administration at an excellent price Optional features include: Fabric Manager V4, Remote Switch & Extended Fabric Activation, Performance Bundle & Advanced Security Activation, 4 Ports (expandable to 8)
 Price: **USD 3,923**
 Order Part Number: 22R1075

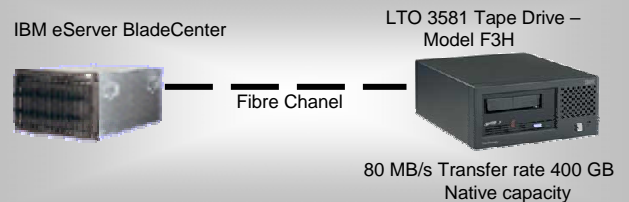
Optional Features for IBM SAN32B-2

22R5078 8-Port Upgrade Option	USD 8,375	22R4895 32B Advanced Security Activation	USD 3,164
22R5128 32B Fabric Manager v4 Max Domains	USD 20,191	22R4896 32B Performance Bundle	USD 4,736
22R5129 32B Remote Switch Activation	USD 6,446	22R4897 4 Gbps SW SFP Transceiver 4 Pack	USD 564
22R4894 32B Extended Fabric Activation	USD 4,190	22R4902 4 Gbps SW SFP Transceiver	USD 156

④ Fast & easy Data Backup with IBM LTO Gen-3 Solutions

- Sustained data transfer rate: 80 MB/s;
- Native capacity: 400 GB (800 GB with 2:1 compression);
- OS support: OS/400 V5R2 or higher, AIX 5L V5.1, V5.2, V5.3 or higher, Sun Solaris 8, 9, MS Win 2000 (build 2195 or higher), MS Win 2003 (build 3790 or higher), HP-UX 11.0 and HP-UX 11i (64-bit), Linux Distributions: Red Hat Enterprise Version 3, SuSe Linux Enterprise Server 8;
- Warranty: 3 years Customer Replaceable Unit

Sample Backup Solution



Linear Tape Open

IBM LTO 3581 F3H

3581F3H Fibre Tape Autoloader with Rack Mount Kit (kit includes rack mount power cord)
 no country external power cord
 Warranty: 3 Years CRU
 Price: USD 12,875
 Order Part Number: 3581F3H



IBM LTO 3581 L3H

3581L3H LVD Tape Autoloader with Rack Mount Kit (kit includes rack mount power cord)
 no country external power cord
 Warranty: 3 Years CRU
 Price: USD 8,953
 Order Part Number: 3581L3H

* Prices stated are non-binding and may vary. Offers are valid only until December 31, 2005. IBM reserves the right to modify or end any of the mentioned promotions without prior notice. Actual offer might differ from pictured solutions. IBM, the IBM Logo, the eServer Logo, and the TotalStorage Logo are registered trademarks of International Business Machines Corporation. No responsibility is taken for the correctness of the stated information.

IBM TotalStorage SystemSeller Solutions

BACKUP SOLUTIONS

DS4100 (1TB Capacity)

1 x 1724100 Storage Server Dual Node
 2 x 19K1271 Short wave SFP GBIC
 4 x 90P1350 250 GB SATA Disk
 2 x 19K1248 5m Fibre Optics Cable
 1 x 25R0051 DS4100 Intel Pack
Price: USD 9.845,00

200532B SAN Switch

22R0483 4Gb SW SFP Transceiver 4 Pack
 19K1248 5M LC/LC 50U Fibre Optic Cable
 19K1249 25M LC/LC 50U Fibre Optic Cable
Price: USD 14.652,00

HIGH PERFORMANCE

200532B SAN Switch

22R0483 4Gb SW SFP Transceiver 4 Pack
 19K1248 5M LC/LC 50U Fibre Optic Cable
 19K1249 25M LC/LC 50U Fibre Optic Cable
Price: USD 14.652,00

INTERMIX SOLUTIONS

1 x 172260L DS4300 Turbo

4 x 19K1271 Short Wave SFP GBIC
 4 x 22R5031 DS4000 73 GB / 15k HDD-4 pack
 4 x 19K1248 5M LC/LC 50U Fibre Optic Cable
 1 x 24P8219 DS4300 Opt.: Flash / Volumecopy
 1 x 25R0169 DS4300 Opt.: Intermix
 1 x 24P8068 DS4300 Opt.: Linux Intel Host Kit
Price: USD 47.008,40



1 x 171010X DS4000 EXP100 (3 years warranty)

2 x 19K1271 2Gb Fibre Channel Short Wave SFP GBIC
 6 x 90P1350 SATA 250 GB/7200 RPM Drive Module
 2 x 19K1248 5M LC/LC 50U Fibre Optic Cable
Price: USD 8.579,00



Act like a big guy. Pay like a little guy.

Your bonus for selling TotalStorage: SystemSeller Bonus Program (SBP)

Program benefits

- Additional, fixed margin on selected products, starting with sale of second unit (please see rebate scheme to the right for details)
- No capping on the maximum bonus to be earned
- SBP will be fully automated – you will be able to validate and request your distributor of choice for payment through the e-RAP tool
- Available to all PW Members, Advanced, Premier BPs (no additional registration required)

Eligible Products	BONUS PER UNIT	
	2-9 units	10+ units
SAN Switches (22R0175, 22R2204, 200532B)	USD 75	USD 125
LTO Drive (23R2325, 96P0863)	USD 150	USD 250
DS4100 (17221SC, 24P8966)	USD 200	USD 300
LTO Autoloader (23R2326, 3581L3H, 3581F3H)	USD 250	USD 350
DS4300 (25R0086, 25R0087, 25R0088, 17226LJ, 172260J, 172260K, 172260L)	USD 350	USD 500

For further information please contact:

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 IBM TotalStorage Info → www.ibm.com/storage

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