

Sun Confidential: Internal and Sun Authorized Partners Only

TO: Channel Partners
FROM: Sun Partner Advantage Program Global Communications
RE: Announcing the Sun Storage 7310 Unified Storage System
ACTION: Review Partner Resources Available

Announcing the new Sun Storage 7310 Unified Storage System; the latest member to join the growing Sun Storage 7000 Family

Today's storage solutions are proprietary, complex and expensive. Limits for power, cooling and real estate are maxed out, and energy costs are rising while IT budgets remain stagnant. Sun is the leader in Open Storage being the first storage vendor to break out of closed proprietary, expensive storage, with industry standard components and open source software, providing customers freedom from vendor lock-in with a global community sharing a passion to make storage better.

On Wednesday May 27, 2009, Sun announced the Sun Storage 7310 Unified Storage System, a new product addition to the Sun Storage 7000 family that redefines mission-critical high availability storage for the enterprise, with simplified management, performance, efficiency, and seamless expansion to meet customer growing needs. The Sun Storage 7310 provides enterprise customers (including distributed workgroups and remote offices) with even more speed, simplicity, and savings, including high-availability storage across a range of infrastructure environments for Windows infrastructure, consolidation and virtualization, rich media, Oracle databases and business continuity/disaster recovery -- with affordable prices.

What we are announcing:

The Sun Storage 7000 Unified Storage Portfolio now comes in four flexible configurations (7110, 7210, 7310 and 7410) for large to mid-sized enterprises, and offers new innovations in storage, including enterprise class data services; massive scale from 2TB to 576TB; an advanced Hybrid Storage Pool design (with SSDs) to optimize performance and lower power and cooling requirements; and DTrace Analytics software to provide the industry's only comprehensive and intuitive analytics environment.

Sun Storage 7000 Unified Storage System:

- Sun Storage 7110 Unified Storage System (Sun Partner Advantage Program Platform – Storage Entry)
- Sun Storage 7210 Unified Storage System (Sun Partner Advantage Program Platform – Storage Entry)
- Sun Storage 7310 Unified Storage System (Sun Partner Advantage Program Platform – Storage Mid)
- Sun Storage 7410 Unified Storage System (Sun Partner Advantage Program Platform – Storage will be Mid)

Product at a Glance:

- ***Quick to install and configure storage*** - Install/configure in as little as five minutes, click and drag administration, requires no additional training.
- ***Easy to analyze and optimize storage system*** - The browser interface provides an intuitive environment for administration tasks, visualizing concepts and analyzing performance data.
- ***Rapidly diagnose, trouble shoot, and resolve system problems*** - Easy to read dashboard summarizes the status of the appliance software and hardware and displays status for the following areas: disk usage, main memory usage, appliances services (NFS, CIFS, FTP, http, etc.), hardware, activities statistics, and recent appliance alerts.

Why Partner with Sun?

- **Community Growth:** The Sun Storage 7000 Unified Storage Systems leverage much of the cost and technology innovation from OpenSolaris and the community. This growing and diverse community support for the Open Storage eco-system comprises Enterprise, Web 2.0 and high performance computing developers and researchers as well as storage administrators and architects from around the world.
- **Open Storage Partner Specialty Program:** As part of the Sun Partner Advantage Program, Sun announced the Open Storage Specialty, which enables participating partners to expand revenue by gaining the skills, tools and access to Open Storage solutions that radically simplify storage management with breakthrough speed, scale, and

cost savings. For more information about the Open Storage Partner Specialty Program go to: <http://partner.sun.com/specialties/software/index.html>

Next Steps:

- Announcement overview: <http://partner.sun.com/launch/2009-0529/>
- Learn more about the Sun Storage 7000 Unified Storage Systems
 - - Sun.com: www.sun.com/storage/disk_systems/unified_storage/resources.jsp
 - - Sun Storage 7000 Unified Storage System Sales Kit: <http://partner.sun.com/products/storage/7000.html>
- Leverage the Try and Buy Sun storage products
 - - Sun.com: <http://www.sun.com/tryandbuy/>
 - - Sun Partner Advantage Membership Center: http://partner.sun.com/sales_mktg/promotions/tryandbuy/
- Get your customers to take the Sun Savings Challenge: www.sun.com/sunsavingschallenge
- Join the Open Storage Community at <http://www.opensolaris.org/os/community/storage>
- Schedule a Sun Storage 7000 Demo at a Sun Solution Center: <http://partner.sun.com/partneradvantage/ss7000hol/index.html>

Sun Confidential: Internal and Sun Authorized Partners Only