

neo[®]
Configuration Guide
V2.8
December 2011

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1 SUMMARY: The Advantages of Tape-Based Backup/Archive

Automated tape backup and archive, utilizing industry-leading LTO technology, provides a number of benefits for long-term data storage and archiving:

- High storage capacity: providing up to 3.0TB of storage in the size of a cocktail napkin, tape backup and archive provides **superior storage density**.
- High-speed data access: with the ability to backup and restore data at up to 1TB/hr. per drive, tape backup and archive ensures **quick data access**.
- Low cost/GB: costing as little as \$.01 per GB, tape backup and archive provides **superior cost of ownership** with the lowest cost per gigabyte for high-capacity data storage.
- Energy-efficient: because tape-based solutions utilize significantly less power than their disk-based counterparts, the **energy costs** associated with tape-based solutions are **235x lower** than disk-based solutions.
- Portable: tape is a removable medium that not only reliably **facilitates offline storage** for disaster recovery purposes but also enables sharing of data between multiple sites.
- Durable: because of its ruggedized cartridge and **30-year shelf life**, tape is ideally suited for automated reliable long-term storage.
- High data security: with features such as WORM (write-once-read-many) and data encryption, tape-based backup and archive solutions ensure the **highest levels of security** for user data.
- Widespread industry support: **supported by leading operating systems** and backup **software applications**, and recognized as a key component in protecting your data by major **server manufacturers** such as HP, Dell and IBM, automated tape backup and archive is widely supported across the IT infrastructure.
- Longevity you can count on: with a roadmap that provides up to 32TB of storage capacity on a single tape cartridge and transfers data at up to 4TB per hour per drive, LTO tape solutions **protect** your data and **your investment** for the long haul.



Mark Ostlund, Vice President
Cache-A Corporation

"LTO is the standard in the IT industry. So if you look at what **Wall Street** is using, what the **government** is using, what **enterprise business** is using, **it's all LTO data tape** for long-term archival storage."



NEO[®] Series

2 NEO 200s

<p>GENERAL GUIDELINE</p> <p>If your customer:</p>	<ul style="list-style-type: none"> • Needs 5 – 20TB of backup/archive capacity • Has a SCSI or SAS environment • Has very limited resources • Does not expect significant changes in data storage requirements over the next 2 years • May not have ever used automated backup/archive before • Is very budget constrained 																																																																	
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GENERAL GUIDELINE	<ul style="list-style-type: none"> • Needs 15 – 50TB of backup/archive capacity • Has a SCSI, SAS or FC environment • Has limited resources 																																																					
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NEO[®] Series

3 NEO 400s

GENERAL GUIDELINE	<ul style="list-style-type: none"> Needs 45 – 100TB of backup/archive capacity & is concerned about the speed of data transfer Has a SCSI, SAS or FC environment Expects moderate changes in data storage requirements over the next 2 years 																																																									
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<p>Step 3</p>	<p>Recommend additional warranty coverage <i>(standard warranty is OverlandCare Level 1: one year advanced replacement of parts):</i></p> <p>Upgrade to additional years of OverlandCare advanced parts replacement</p> <p>EWCAREL1R-N400s OverlandCare Level 1 (24x7 Phone/Adv. Parts Replace), 1-Yr, 400s EWCAREL1U-N400s OverlandCare Level 1 (24x7 Phone/Adv. Parts Replace), 3-Yr, 400s</p> <p>Upgrade to OverlandCare onsite coverage</p> <p>EWCAREL2R-N400s OverlandCare Level 2 (24x7 Phone/NBD Onsite), 1-Yr Uplift, 400s EWCAREL2U-N400s OverlandCare Level 2 (24x7 Phone/NBD Onsite), 3-Yr Uplift, 400s EWCAREL3R-N400s OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 1-Yr Uplift, 400s EWCAREL3U-N400s OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 3-Yr Uplift, 400s EWCAREL4R-N400s OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 1-Yr Uplift, 400s EWCAREL4U-N400s OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 3-Yr Uplift, 400s</p> <p>Extend your OverlandCare onsite coverage</p> <p>EWCAREL1E-N400s OverlandCare Level 1 (24x7 Phone/Adv. Parts Replace), 1-Yr Extension, 400s EWCAREL2E-N400s OverlandCare Level 2 (24x7 Phone/NBD Onsite), 1-Yr Extension, 400s EWCAREL3E-N400s OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 1-Yr Extension, 400s EWCAREL4E-N400s OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 1-Yr Extension, 400s</p> <p>Add installation services</p> <p>INSTALL1-NS2/4 NEO 200s/400s OverlandCare Level 1 Installation INSTALL2-NS2/4 NEO 200s/400s OverlandCare Level 2 Installation</p>
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4 NEO 600s

GENERAL GUIDLINE If your customer:	<ul style="list-style-type: none"> Needs 75 – 150TB of backup/archive capacity & is concerned about the speed of data transfer Has a SAS or FC environment Expects moderate changes in data storage requirements over the next 2 years Is interested in investment protection
Step 1	Recommend NEO 600s <i>(includes US power cord, rack-mount hardware & documentation)</i> OV-LNS101723 NEO 600s, 72-slot, LTO5 SAS (6Gb/SFF8088 mini-SAS) 108TB – 216TB capacity OV-LNS101724 NEO 600s, 72-slot, LTO5 FC (8Gb/LC optical) 108TB – 216TB capacity
Step 2	Recommend the following options: Additional 12-slot magazines to facilitate media loading/unloading & offline storage OV-LNS901707 NEOs 3-Mailslot Left-Side Magazine Qty. 2 OV-LNS901706 NEOs 1-Mailslot Left-Side Magazine Qty. 1 OV-LNS901708 NEOs Right-Side Magazine Qty. 3 Additional tape drives for increased performance & redundancy OV-LNS901709 NEOs LTO5 SAS add-on drive <i>(for library part # OV-LNS101723)</i> OV-LNS901715 NEOs LTO5 FC add-on drive <i>(for library part # OV-LNS101724)</i> LTO data cartridges OV-LTO901505 LTO5 data cartridge (labeled/random) Qty. 50 OV-LTO901520 LTO5 data cartridge (unlabeled) Qty. 60 OV-LTOBCL520 LTO5 data cartridge (labeled/custom) Qty. 60 OV-LTO901999 LTO Cleaning Cartridge Qty. 2 OV-LTO901011 LTO5 barcode labels (100 data; 10 cleaning) Qty. 1 SAS connectivity kit to facilitate SAS connection between backup server & library OV-SAS901711 LTO SAS connectivity kit (includes LSI 9200-8e SAS HBA & 1x4 SFF8088 3m SAS cable) <i>(for library part # OV-LNS101723)</i> Redundant power supply for increased data availability OV-LNS901705 NEOs Redundant Power Option Encryption key management for increased data security OV-AW186A NEOs Encryption Key Management Kit

<p>Step 3</p>	<p>Recommend additional warranty coverage <i>(standard warranty is OverlandCare Level 1: one year advanced replacement of parts):</i></p> <p>Upgrade to additional years of OverlandCare advanced parts replacement</p> <p>EWCAREL1R-N600s OverlandCare Level 1 (24x7 Phone/Adv. Parts Replace), 1-Yr, 600s EWCAREL1U-N600s OverlandCare Level 1 (24x7 Phone/Adv. Parts Replace), 3-Yr, 600s</p> <p>Upgrade to OverlandCare onsite coverage</p> <p>EWCAREL2R-N600s OverlandCare Level 2 (24x7 Phone/NBD Onsite), 1-Yr Uplift, 600s EWCAREL2U-N600s OverlandCare Level 2 (24x7 Phone/NBD Onsite), 3-Yr Uplift, 600s EWCAREL3R-N600s OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 1-Yr Uplift, 600s EWCAREL3U-N600s OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 3-Yr Uplift, 600s EWCAREL4R-N600s OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 1-Yr Uplift, 600s EWCAREL4U-N600s OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 3-Yr Uplift, 400s</p> <p>Extend your OverlandCare onsite coverage</p> <p>EWCAREL1E-N600s OverlandCare Level 1 (24x7 Phone/Adv. Parts Replace), 1-Yr Extension, 600s EWCAREL2E-N600s OverlandCare Level 2 (24x7 Phone/NBD Onsite), 1-Yr Extension, 600s EWCAREL3E-N600s OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 1-Yr Extension, 600s EWCAREL4E-N600s OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 1-Yr Extension, 600s</p> <p>Add installation services</p> <p>INSTALL2-NS6/8 NEO 600s/800s OverlandCare Level 2 Installation</p>
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5 NEO 800s

GENERAL GUIDLINE If your customer:	<ul style="list-style-type: none"> Needs 100 – 250TB of backup/archive capacity & is concerned about the speed of data transfer Has a SAS or FC environment Expects moderate changes in data storage requirements over the next 2 years Is interested in investment protection
Step 1	Recommend NEO 800s <i>(includes US power cord, rack-mount hardware & documentation)</i> OV-LNS101721 NEO 800s, 96-slot, LTO5 SAS (6Gb/SFF8088 mini-SAS) 144TB – 288TB capacity OV-LNS101722 NEO 800s, 96-slot, LTO5 FC (8Gb/LC optical) 144TB – 288TB capacity
Step 2	Recommend the following options: Additional 12-slot magazines to facilitate media loading/unloading & offline storage OV-LNS901707 NEOs 3-Mailslot Left-Side Magazine Qty. 4 OV-LNS901708 NEOs Right-Side Magazine Qty. 4 Additional tape drives for increased performance & redundancy OV-LNS901709 NEOs LTO5 SAS add-on drive <i>(for library part # OV-LNS101721)</i> OV-LNS901715 NEOs LTO5 FC add-on drive <i>(for library part # OV-LNS101722)</i> LTO data cartridges OV-LTO901505 LTO5 data cartridge (labeled/random) Qty. 50 OV-LTO901520 LTO5 data cartridge (unlabeled) Qty. 60 OV-LTOBCL520 LTO5 data cartridge (labeled/custom) Qty. 60 OV-LTO901999 LTO Cleaning Cartridge Qty. 2 OV-LTO901011 LTO5 barcode labels (100 data; 10 cleaning) Qty. 1 SAS connectivity kit to facilitate SAS connection between backup server & library OV-SAS901711 LTO SAS connectivity kit (includes LSI 9200-8e SAS HBA & 1x4 SFF8088 3m SAS cable) <i>(for library part # OV-LNS101721)</i> Redundant power supply for increased data availability OV-LNS901705 NEOs Redundant Power Option Encryption key management for increased data security OV-AW186A NEOs Encryption Key Management Kit

<p>Step 3</p>	<p>Recommend additional warranty coverage <i>(standard warranty is OverlandCare Level 1: one year advanced replacement of parts):</i></p> <p>Upgrade to additional years of OverlandCare advanced parts replacement</p> <p>EWCAREL1R-N800s OverlandCare Level 1 (24x7 Phone/Adv. Parts Replace), 1-Yr, 800s EWCAREL1U-N800s OverlandCare Level 1 (24x7 Phone/Adv. Parts Replace), 3-Yr, 800s</p> <p>Upgrade to OverlandCare onsite coverage</p> <p>EWCAREL2R-N800s OverlandCare Level 2 (24x7 Phone/NBD Onsite), 1-Yr Uplift, 800s EWCAREL2U-N800s OverlandCare Level 2 (24x7 Phone/NBD Onsite), 3-Yr Uplift, 800s EWCAREL3R-N800s OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 1-Yr Uplift, 800s EWCAREL3U-N800s OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 3-Yr Uplift, 800s EWCAREL4R-N800s OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 1-Yr Uplift, 800s EWCAREL4U-N800s OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 3-Yr Uplift, 800s</p> <p>Extend your OverlandCare onsite coverage</p> <p>EWCAREL1E-N800s OverlandCare Level 1 (24x7 Phone/Adv. Parts Replace), 1-Yr Extension, 800s EWCAREL2E-N800s OverlandCare Level 2 (24x7 Phone/NBD Onsite), 1-Yr Extension, 800s EWCAREL3E-N800s OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 1-Yr Extension, 800s EWCAREL4E-N800s OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 1-Yr Extension, 800s</p> <p>Add installation services</p> <p>INSTALL2-NS6/8 NEO 600s/800s OverlandCare Level 2 Installation</p>
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6 Expanding NEOs libraries

End users prefer NEOs libraries because they provide high-capacity storage in a compact form factor. While the NEOs family does not provide the flexibility offered by NEO E-Series libraries, there are a couple of options available to customers that wish to expand their NEOs storage capacity:

For NEO 200s 12-slot customers who want to expand			
Recommend the NEOs 12/24 slot upgrade	OV-LNS901714	NEOs 12/24 slot upgrade kit	
	<p>While NEO 200s 12-slot configurations include two 12-slot magazines, only one of those magazines is “active”. The NEOs 12/24 slot upgrade kit “enables” the 2nd magazine, providing full access to all 24 cartridge slots and up to two tape drives.</p> <p><i>** NEO 200s modules can also be scaled with NEO 400s libraries utilizing the NEOs Expansion Kit indicated below</i></p>		
For NEO 200s 24-slot customers who want to expand			
Recommend the NEO 400s	OV-LNS101709	NEO 400s, 48-slot, LTO4 SCSI	38.4TB – 76.8TB capacity
	OV-LNS101710	NEO 400s, 48-slot, LTO4 SAS	38.4TB – 76.8TB capacity
	OV-LNS101711	NEO 400s, 48-slot, LTO4 FC	38.4TB – 76.8TB capacity
	OV-LNS101715	NEO 400s, 48-slot, LTO5 SAS	72TB – 144TB capacity
	OV-LNS101720	NEO 400s, 48-slot, LTO5 FC	72TB – 144TB capacity
<p><i>** NEO 200s modules can also be scaled with NEO 400s libraries utilizing the NEOs Expansion Kit indicated below</i></p>			
For NEO 400s customers who want to expand			
Recommend the NEO 400s expansion kit	<p>If the customer has 48 slots/up to 3 drives and wishes to add another 12 slots:</p> <p>OV-AW187A NEOs Expansion Kit</p> <p>Plus the appropriate configuration of NEO 200s/12-slot library</p> <p>Plus the appropriate warranty uplift and options for the secondary library</p>		
	<p>If the customer has 48 slots/up to 3 drives and wishes to add another 24 slots/1 drive:</p> <p>OV-AW187A NEOs Expansion Kit</p> <p>Plus the appropriate configuration of NEO 200s/24-slot library</p> <p>Plus the appropriate configuration of NEOs add-on drive for the 2nd module</p> <p>Plus the appropriate warranty uplift and options for the secondary library/drive</p>		
	<p>If the customer has 48 slots/up to 3 drives and wishes to add another 48 slots/up to 3 drives:</p> <p>OV-AW187A NEOs Expansion Kit</p> <p>Plus the appropriate configuration of NEO 400s library</p> <p>Plus the appropriate configuration of NEOs add-on drives for the 2nd module</p> <p>Plus the appropriate warranty uplift and options for the secondary library/drives</p>		
<p><i>NOTE: The NEOs Expansion Kit utilizes one drive bay in the primary library and one drive bay in the secondary library. Therefore, the total maximum number of available tape drives in a NEO 400s would be six.</i></p>			

7 NEO 2000e

GENERAL GUIDELINE If your customer:	<ul style="list-style-type: none"> • Needs 45 – 150TB of backup/archive capacity • Has a SCSI, SAS or FC environment • Is concerned about the speed of data transfer • Expects significant changes in data storage requirements over the next 2 years • Is concerned about data availability 		
Step 1	Recommend NEO 2000e <i>(includes US power cord, barcode labels & documentation)</i>		
	OV-LXN101595	NEO 2000e, 1xLTO4 SCSI (U320/VHDCI)	24TB – 48TB capacity (per module) 432 – 864 GB/hr. transfer rate (per module)
	OV-LXN101596	NEO 2000e, 1xLTO4 SAS (3Gb/SFF8088 mini-SAS)	24TB – 48TB capacity (per module) 432 – 864 GB/hr. transfer rate (per module)
	OV-LXN101597	NEO 2000e, 1xLTO4 FC (4Gb/LC optical)	24TB – 48TB capacity (per module) 432 – 864 GB/hr. transfer rate (per module)
	OV-LXE101613	NEO 2000e, 1xLTO5 SAS (6Gb/SFF8088 mini-SAS)	45TB – 90TB capacity (per module) 504-1008 GB/hr. transfer rate (per module)
	OV-LXE101614	NEO 2000e, 1xLTO5 FC (8Gb/LC optical)	45TB – 90TB capacity (per module) 504-1008 GB/hr. transfer rate (per module)
	<p>If your customer is particularly concerned about data transfer speed or tape drive redundancy, recommend the following dual-drive configurations:</p>		
	OV-LXN101598	NEO 2000e, 2xLTO4 SCSI (U320/VHDCI)	24TB – 48TB capacity (per module) 864-1728 GB/hr. transfer rate (per module)
	OV-LXN101599	NEO 2000e, 2xLTO4 SAS (3Gb/SFF8088 mini-SAS)	24TB – 48TB capacity (per module) 864-1728 GB/hr. transfer rate (per module)
	OV-LXN101600	NEO 2000e, 2xLTO4 FC (4Gb/LC optical)	24TB – 48TB capacity (per module) 864-1728 GB/hr. transfer rate (per module)
	OV-LXE101615	NEO 2000e, 2xLTO5 SAS (6Gb/SFF8088 mini-SAS)	45TB – 90TB capacity (per module) 1-2TB/hr. transfer rate (per module)
	OV-LXE101616	NEO 2000e, 2xLTO5 FC (8Gb/LC optical)	45TB – 90TB capacity (per module) 1-2TB/hr. transfer rate (per module)

Step 2	<p>Recommend the following options:</p> <p>If your customer has a single-drive NEO 2000e library, an additional tape drive can provide increased performance & redundancy. Additionally, if your customer has a dual-drive NEO 2000e library, it's always a good idea to have add-on drives available as a spare.</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">OV-LXN901108</td> <td style="width: 40%;">NEOe LTO4 SCSI add-on drive</td> <td style="width: 30%; text-align: right;"><i>(for library part # OV-LXN101595)</i></td> </tr> <tr> <td>OV-LXN901100</td> <td>NEOe LTO4 SAS add-on drive</td> <td style="text-align: right;"><i>(for library part # OV-LXN101596)</i></td> </tr> <tr> <td>OV-LXN901086</td> <td>NEOe LTO4 FC add-on drive</td> <td style="text-align: right;"><i>(for library part # OV-LXN101597)</i></td> </tr> <tr> <td>OV-LXE901110</td> <td>NEOe LTO5 SAS add-on drive</td> <td style="text-align: right;"><i>(for library part # OV-LXE101613)</i></td> </tr> <tr> <td>OV-LXE901111</td> <td>NEOe LTO5 FC add-on drive</td> <td style="text-align: right;"><i>(for library part # OV-LXE101614)</i></td> </tr> </table> <p>LTO data cartridges</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">OV-LTO901405</td> <td style="width: 40%;">LTO4 data cartridge (labeled/random)</td> <td style="width: 30%; text-align: right;">Qty. 30</td> </tr> <tr> <td>OV-LTO901420</td> <td>LTO4 data cartridge (unlabeled)</td> <td style="text-align: right;">Qty. 40</td> </tr> <tr> <td>OV-LTOBCL420</td> <td>LTO4 data cartridge (labeled/custom)</td> <td style="text-align: right;">Qty. 40</td> </tr> <tr> <td>OV-LTO901505</td> <td>LTO5 data cartridge (labeled/random)</td> <td style="text-align: right;">Qty. 30</td> </tr> <tr> <td>OV-LTO901520</td> <td>LTO5 data cartridge (unlabeled)</td> <td style="text-align: right;">Qty. 40</td> </tr> <tr> <td>OV-LTOBCL520</td> <td>LTO5 data cartridge (labeled/custom)</td> <td style="text-align: right;">Qty. 40</td> </tr> <tr> <td>OV-LTO901999</td> <td>LTO Cleaning Cartridge</td> <td style="text-align: right;">Qty. 1</td> </tr> <tr> <td>OV-LTO901008</td> <td>LTO4 barcode labels (100 data; 10 cleaning)</td> <td style="text-align: right;">Qty. 1</td> </tr> <tr> <td>OV-LTO901011</td> <td>LTO5 barcode labels (100 data; 10 cleaning)</td> <td style="text-align: right;">Qty. 1</td> </tr> </table> <p>SAS connectivity kit to facilitate SAS connection between backup server & library</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">OV-SAS901711</td> <td style="width: 40%;">LTO SAS connectivity kit (includes LSI 9200-8e SAS HBA & 1x4 SFF8088 3m SAS cable)</td> <td style="width: 30%;"></td> </tr> <tr> <td></td> <td><i>(for library part # OV-LXN101596, OV-LXE101613, OV-LXN101599 & OV-LXE101615)</i></td> <td></td> </tr> </table> <p>Partitioning option for increased efficiency & multi-tasking capability</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">OV-LXN901104</td> <td style="width: 70%;">NEOe Partitioning Upgrade</td> </tr> </table> <p>Additional 15-slot magazines to facilitate media loading/unloading & offline storage</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">OV-LXN901003</td> <td style="width: 40%;">NEOe left-side magazine (w/maillslot)</td> <td style="width: 30%; text-align: right;">Qty. 1</td> </tr> <tr> <td>OV-LXN901004</td> <td>NEOe right-side magazine</td> <td style="text-align: right;">Qty. 1</td> </tr> </table>	OV-LXN901108	NEOe LTO4 SCSI add-on drive	<i>(for library part # OV-LXN101595)</i>	OV-LXN901100	NEOe LTO4 SAS add-on drive	<i>(for library part # OV-LXN101596)</i>	OV-LXN901086	NEOe LTO4 FC add-on drive	<i>(for library part # OV-LXN101597)</i>	OV-LXE901110	NEOe LTO5 SAS add-on drive	<i>(for library part # OV-LXE101613)</i>	OV-LXE901111	NEOe LTO5 FC add-on drive	<i>(for library part # OV-LXE101614)</i>	OV-LTO901405	LTO4 data cartridge (labeled/random)	Qty. 30	OV-LTO901420	LTO4 data cartridge (unlabeled)	Qty. 40	OV-LTOBCL420	LTO4 data cartridge (labeled/custom)	Qty. 40	OV-LTO901505	LTO5 data cartridge (labeled/random)	Qty. 30	OV-LTO901520	LTO5 data cartridge (unlabeled)	Qty. 40	OV-LTOBCL520	LTO5 data cartridge (labeled/custom)	Qty. 40	OV-LTO901999	LTO Cleaning Cartridge	Qty. 1	OV-LTO901008	LTO4 barcode labels (100 data; 10 cleaning)	Qty. 1	OV-LTO901011	LTO5 barcode labels (100 data; 10 cleaning)	Qty. 1	OV-SAS901711	LTO SAS connectivity kit (includes LSI 9200-8e SAS HBA & 1x4 SFF8088 3m SAS cable)			<i>(for library part # OV-LXN101596, OV-LXE101613, OV-LXN101599 & OV-LXE101615)</i>		OV-LXN901104	NEOe Partitioning Upgrade	OV-LXN901003	NEOe left-side magazine (w/maillslot)	Qty. 1	OV-LXN901004	NEOe right-side magazine	Qty. 1
OV-LXN901108	NEOe LTO4 SCSI add-on drive	<i>(for library part # OV-LXN101595)</i>																																																							
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Step 3	<p>Recommend additional warranty coverage (standard warranty is OverlandCare Level 1: one year advanced parts replacement):</p> <p>Upgrade to additional years of OverlandCare advanced parts replacement</p> <p>EWCAREL1R-NE2E OverlandCare Level 1 (24x7 Phone/Adv. Parts Replace), 1-Yr Uplift, 2000e</p> <p>EWCAREL1U-NE2E OverlandCare Level 1 (24x7 Phone/Adv. Parts Replace), 3-Yr Uplift, 2000e</p> <p>Upgrade to OverlandCare onsite coverage</p> <p>EWCAREL2R-NE2E OverlandCare Level 2 (24x7 Phone/NBD Onsite), 1-Yr Uplift, 2000e</p> <p>EWCAREL2U-NE2E OverlandCare Level 2 (24x7 Phone/NBD Onsite), 3-Yr Uplift, 2000e</p> <p>EWCAREL3R-NE2E OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 1-Yr Uplift, 2000e</p> <p>EWCAREL3U-NE2E OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 3-Yr Uplift, 2000e</p> <p>EWCAREL4R-NE2E OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 1-Yr Uplift, 2000e</p> <p>EWCAREL4U-NE2E OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 3-Yr Uplift, 2000e</p> <p>Extend your OverlandCare onsite coverage</p> <p>EWCAREL1E-NE2E OverlandCare Level 1 (24x7 Phone/Adv. Parts Replace), 1-Yr Extension, 2000e</p> <p>EWCAREL2E-NE2E OverlandCare Level 2 (24x7 Phone/NBD Onsite), 1-Yr Extension, 2000e</p> <p>EWCAREL3E-NE2E OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 1-Yr Extension, 2000e</p> <p>EWCAREL4E-NE2E OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 1-Yr Extension, 2000e</p> <p>Add installation services</p> <p>INSTALL1-N2 NEO 2000e OverlandCare Level 1 Installation</p> <p>INSTALL2-N2 NEO 2000e OverlandCare Level 2 Installation</p> <p>INSTALLOP-DRV NEO Add-On Drive OverlandCare Installation (1 drive)</p>
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Step 3	<p>Recommend additional warranty coverage <i>(standard warranty is OverlandCare Level 2: one year, next business day onsite)</i></p> <p>Upgrade to additional years of OverlandCare onsite coverage</p> <p>EWCAREL2R-NE4E OverlandCare Level 2 (24x7 Phone/NBD Onsite), 1-Yr Uplift, 4000e</p> <p>EWCAREL2U-NE4E OverlandCare Level 2 (24x7 Phone/NBD Onsite), 3-Yr Uplift, 4000e</p> <p>Upgrade to expanded OverlandCare onsite coverage</p> <p>EWCAREL3R-NE4E OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 1-Yr Uplift, 4000e</p> <p>EWCAREL3U-NE4E OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 3-Yr Uplift, 4000e</p> <p>EWCAREL4R-NE4E OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 1-Yr Uplift, 4000e</p> <p>EWCAREL4U-NE4E OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 3-Yr Uplift, 4000e</p> <p>Extend your OverlandCare onsite coverage</p> <p>EWCAREL2E-NE4E OverlandCare Level 2 (24x7 Phone/NBD Onsite), 1-Yr Extension, 4000e</p> <p>EWCAREL3E-NE4E OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 1-Yr Extension, 4000e</p> <p>EWCAREL4E-NE4E OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 1-Yr Extension, 4000e</p> <p>Add installation services</p> <p>INSTALL2-N4 NEO 4000e OverlandCare Level 2 Installation</p> <p>INSTALLOP-DRV NEO Add-On Drive OverlandCare Installation (1st drive)</p> <p>INSTALLOP-DVX NEO Add-On Drive OverlandCare Installation (additional drives)</p>
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9 NEO 8000e

<p>GENERAL GUIDLINE</p> <p>If your customer:</p>	<ul style="list-style-type: none"> • Needs >200TB of backup/archive capacity • Has a large enterprise-class data center with a FC infrastructure • Concerned about RAS capabilities (reliability, data availability, serviceability) • Needs to be able to accommodate significant growth in data storage • Is concerned about long-term cost of ownership/maintenance 																											
<p>Step 1</p>	<p>Recommend NEO 8000e (includes US power cord, serial cable & documentation)</p> <p>OV-LXE101622 NEO 8000e, 100 slots, 0-drives 80TB – 300TB capacity (per module) <i>(supports U320/VHDCI, 6Gb/SFF8088 mini-SAS, 4Gb & 8Gb LC optical connectivity)</i></p>																											
<p>Step 2</p>	<p>Recommend the following options:</p> <p>Additional data cartridge slots for increased storage capacity</p> <p>OV-LXN901058 NEO 8000e capacity increase, 80-slot <i>Qty. 1 for a total capacity of 180 slots Qty. 4 for a total capacity of 420 slots</i> <i>Qty. 2 for a total capacity of 260 slot Qty. 5 for a total capacity of 500 slots</i> <i>Qty. 3 for a total capacity of 340 slots</i></p> <p>LTO tape drives for high data transfer performance & redundancy <i>(NOTE: NEO 8000e accommodates up to 12 tape drives in each module)</i></p> <p>OV-LXN901108 NEOe LTO4 SCSI add-on drive OV-LXE901110 NEOe LTO5 SAS add-on drive OV-LXN901100 NEOe LTO4 SAS add-on drive OV-LXE901111 NEOe LTO5 FC add-on drive OV-LXN901086 NEOe LTO4 FC add-on drive</p> <p>LTO data cartridges</p> <table border="0"> <tr> <td>OV-LTO901405</td> <td>LTO4 data cartridge (labeled/random)</td> <td>Qty. 100-500</td> </tr> <tr> <td>OV-LTO901420</td> <td>LTO4 data cartridge (unlabeled)</td> <td>Qty. 100-500</td> </tr> <tr> <td>OV-LTOBCL420</td> <td>LTO4 data cartridge (labeled/custom)</td> <td>Qty. 100-500</td> </tr> <tr> <td>OV-LTO901505</td> <td>LTO5 data cartridge (labeled/random)</td> <td>Qty. 100-500</td> </tr> <tr> <td>OV-LTO901520</td> <td>LTO5 data cartridge (unlabeled)</td> <td>Qty. 100-500</td> </tr> <tr> <td>OV-LTOBCL520</td> <td>LTO5 data cartridge (labeled/custom)</td> <td>Qty. 100-500</td> </tr> <tr> <td>OV-LTO901999</td> <td>LTO Cleaning Cartridge</td> <td>Qty. 1</td> </tr> <tr> <td>OV-LTO901008</td> <td>LTO4 barcode labels (100 data; 10 cleaning)</td> <td>Qty. 1-5</td> </tr> <tr> <td>OV-LTO901011</td> <td>LTO5 barcode labels (100 data; 10 cleaning)</td> <td>Qty. 1-5</td> </tr> </table> <p>Additional mailslot magazine to facilitate media loading/unloading and offline storage</p> <p>OV-LXN901065 NEO 8000e mailslot magazine Qty. 1 (min.)</p> <p>Redundant power supply for increased data availability</p> <p>OV-LXN901055 NEO 8000e additional power supply module Qty. 1 (min.)</p> <p><i>NOTE: NEO 8000e includes two power supply modules. If you are only utilizing 6 tape drives, you have the power required for primary power provisions as well as redundant capability. If you are utilizing 7-12 tape drives, this part number is required (which supplies both primary & redundant power.)</i></p> <p>Rear door for increased security and environmental protection</p> <p>OV-LXN901112 NEO 8000e rear door kit</p>	OV-LTO901405	LTO4 data cartridge (labeled/random)	Qty. 100-500	OV-LTO901420	LTO4 data cartridge (unlabeled)	Qty. 100-500	OV-LTOBCL420	LTO4 data cartridge (labeled/custom)	Qty. 100-500	OV-LTO901505	LTO5 data cartridge (labeled/random)	Qty. 100-500	OV-LTO901520	LTO5 data cartridge (unlabeled)	Qty. 100-500	OV-LTOBCL520	LTO5 data cartridge (labeled/custom)	Qty. 100-500	OV-LTO901999	LTO Cleaning Cartridge	Qty. 1	OV-LTO901008	LTO4 barcode labels (100 data; 10 cleaning)	Qty. 1-5	OV-LTO901011	LTO5 barcode labels (100 data; 10 cleaning)	Qty. 1-5
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Step 3	Recommend additional warranty coverage <i>(standard warranty is OverlandCare Level 2: one year, next business day onsite)</i>
	Upgrade to additional years of OverlandCare onsite coverage
	EWCAREL2R-NE8E OverlandCare Level 2 (24x7 Phone/NBD Onsite), 1-Yr Uplift, 8000e
	EWCAREL2U-NE8E OverlandCare Level 2 (24x7 Phone/NBD Onsite), 3-Yr Uplift, 8000e
	Upgrade to OverlandCare onsite coverage
	EWCAREL3R-NE8E OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 1-Yr Uplift, 8000e
	EWCAREL3U-NE8E OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 3-Yr Uplift, 8000e
	EWCAREL4R-NE8E OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 1-Yr Uplift, 8000e
	EWCAREL4U-NE8E OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 3-Yr Uplift, 8000e
	Extend your OverlandCare onsite coverage
	EWCAREL2E-NE8E OverlandCare Level 2 (24x7 Phone/NBD Onsite), 1-Yr Extension, 8000e
	EWCAREL3E-NE8E OverlandCare Level 3 (24x7 Phone/9x5x4-Hr Onsite), 1-Yr Extension, 8000e
	EWCAREL4E-NE8E OverlandCare Level 4 (24x7 Phone/24x7x4-Hr Onsite), 1-Yr Extension, 8000e
	Add installation services
INSTALL2-N4 NEO 4000e OverlandCare Level 2 Installation	
INSTALLOP-DRV NEO Add-On Drive OverlandCare Installation (1 st drive)	
INSTALLOP-DVX NEO Add-On Drive OverlandCare Installation (additional drives)	

10 Expanding NEOe libraries

End users prefer NEOe libraries because they provide virtually limitless flexibility that allows users to effortlessly and efficiently add capacity and performance to their NEOe library as data storage needs change. The end result is increased capability while protecting the initial tape library investment.

For NEO 2000e customers that wish to expand		
If the customer has <u>30 slots/2 drives</u> and wishes to <u>add another 30 slots/2 tape drives</u>:		
OV-LXN101601	NEO 2000e 0-drive chassis	Qty. 1
OV-LXN901012	NEOe 10u expansion kit (primary)	Qty. 1
	Plus the desired number of additional NEOe LTO add-on tape drives	Qty. 2 (max)
Plus INSTALL2-N2C	Upgrade Installation NEO 2000e Expansion	Qty. 1
Plus INSTALOP-DRV	for the 1 st tape drive you want installed	Qty. 1 (max)
Plus INSTALOP-DVX	for each additional tape drive you want installed	Qty. 1 (max)
	Plus the appropriate warranty uplift and options for the secondary library/drives	
If the customer has <u>30 slots/2 drives</u> and wishes to <u>add another 60 slots/4 tape drives</u>:		
OV-LXN101608	NEO 4000e 0-drive chassis	Qty. 1
OV-LXN901012	NEOe 10u expansion kit (primary)	Qty. 1
OV-LXN901013	NEOe 5u expansion kit (extension)	Qty. 1
	Plus the desired number of additional NEOe LTO add-on tape drives	Qty. 4 (max)
Plus INSTALL2-N4C	Upgrade Installation NEO 4000e Expansion	Qty. 1
Plus INSTALOP-DRV	for the 1 st tape drive you want installed	Qty. 1 (max)
Plus INSTALOP-DVX	for each additional tape drive you want installed	Qty. 3 (max)
	Plus the appropriate warranty uplift and options for the secondary library/drives	
If the customer has <u>30 slots/2 drives</u> and wishes to <u>add another 90 slots/up to 6 tape drives</u>:		
OV-LXN101608	NEO 4000e 0-drive chassis	Qty. 1
OV-LXN101601	NEO 2000e 0-drive chassis	Qty. 1
OV-LXN901051	NEOe 20u expansion kit (primary)	Qty. 1
	Plus the desired number of additional NEOe LTO add-on tape drives	Qty. 6 (max)
Plus INSTALL2-N2C	Upgrade Installation NEO 2000e Expansion	Qty. 1
Plus INSTALL2-N4C	Upgrade Installation NEO 4000e Expansion	Qty. 1
Plus INSTALOP-DRV	for the 1 st tape drive you want installed	Qty. 2 (max)
Plus INSTALOP-DVX	for each additional tape drive you want installed	Qty. 4 (max)
	Plus the appropriate warranty uplift and options for the secondary library/drives	
<p><i>NOTE: The NEO 2000e expansion capability provides a variety of different expansion possibilities. For more details, contact your Overland Storage Sales Representative.</i></p>		

For NEO 4000e customers that wish to expand

Recommend the NEO 4000e expansion options

If the customer has **60 slots/4 drives** and wishes to **add another 30 slots/2 tape drives**:

OV-LXN101601	NEO 2000e 0-drive chassis	Qty. 1
OV-LXN901012	NEOe 10u expansion kit (primary)	Qty. 1
OV-LXN901013	NEOe 5u expansion kit (extension)	Qty. 1
Plus the desired number of additional NEOe LTO add-on tape drives		Qty. 2 (max)
Plus INSTALL2-N2C	Upgrade Installation NEO 2000e Expansion	Qty. 1
Plus INSTALOP-DRV	for the 1 st tape drive you want installed	Qty. 1 (max)
Plus INSTALOP-DVX	for each additional tape drive you want installed	Qty. 1 (max)
Plus the appropriate warranty uplift and options for the secondary library/drives		

If the customer has **60 slots/4 drives** and wishes to **add another 60 slots/4 tape drives**:

OV-LXN101608	NEO 4000e 0-drive chassis	Qty. 1
OV-LXN901051	NEOe 20u expansion kit (primary)	Qty. 1
Plus the desired number of additional NEOe LTO add-on tape drives		Qty. 4 (max)
Plus INSTALL2-N4C	Upgrade Installation NEO 4000e Expansion	Qty. 1
Plus INSTALOP-DRV	for the 1 st tape drive you want installed	Qty. 1 (max)
Plus INSTALOP-DVX	for each additional tape drive you want installed	Qty. 3 (max)
Plus the appropriate warranty uplift and options for the secondary library/drives		

If the customer has **60 slots/4 drives** and wishes to **add another 90 slots/up to 6 tape drives**:

OV-LXN101608	NEO 4000e 0-drive chassis	Qty. 1
OV-LXN101601	NEO 2000e 0-drive chassis	Qty. 1
OV-LXN901051	NEOe 20u expansion kit (primary)	Qty. 1
OV-LXN901013	NEOe 5u expansion kit (extension)	Qty. 1
Plus the desired number of additional NEOe LTO add-on tape drives		Qty. 1 (min); Qty. 6 (max)
Plus INSTALL2-N2C	Upgrade Installation NEO 2000e Expansion	Qty. 1
Plus INSTALL2-N4C	Upgrade Installation NEO 4000e Expansion	Qty. 1
Plus INSTALOP-DRV	for the 1 st tape drive you want installed	Qty. 2 (max.)
Plus INSTALOP-DVX	for each additional tape drive you want installed	Qty. 4 (max.)

NOTE: The NEO 4000e expansion capability provides a variety of different expansion possibilities. For more details, contact your Overland Storage Sales Representative.

For NEO 8000e customers that wish to expand

Recommend the NEO 8000e expansion options

If the customer has **500 slots** and wishes to **add another 100 slots & up to 12 tape drives:**

OV-LXE101622	NEO 8000e, 0-drive, 100 slot	Qty. 1
OV-LXN101546	NEO 8000e Expansion Kit	Qty. 1
INSTALL2-N8	NEO 8000e Level 2 Installation	Qty. 1
Plus the desired number of additional NEOe LTO add-on tape drives		Qty. 1 (min); Qty. 12 (max)
INSTALOP-DRV for the 1 st tape drive you want installed		Qty. 1 (max)
INSTALOP-DVX for each additional tape drive you want installed		Qty. 11 (max)

If the customer has **500 slots** and wishes to **add another 180 slots & up to 12 tape drives:**

OV-LXE101622	NEO 8000e, 0-drive, 100 slot	Qty. 1
OV-LXN101546	NEO 8000e Expansion Kit	Qty. 1
OV-LXN901058	NEO 8000e capacity increase (80 slot)	Qty. 1
INSTALL2-N8	NEO 8000e Level 2 Installation	Qty. 1
Plus the desired number of additional NEOe LTO add-on tape drives		Qty. 1 (min); Qty. 12 (max)
INSTALOP-DRV for the 1 st tape drive you want installed		Qty. 1 (max)
INSTALOP-DVX for each additional tape drive you want installed		Qty. 11 (max)

If the customer has **500 slots** and wishes to **add another 260 slots & up to 12 tape drives:**

OV-LXE101622	NEO 8000e, 0-drive, 100 slot	Qty. 1
OV-LXN101546	NEO 8000e Expansion Kit	Qty. 1
OV-LXN901058	NEO 8000e capacity increase (80 slot)	Qty. 2
INSTALL2-N8	NEO 8000e Level 2 Installation	Qty. 1
Plus the desired number of additional NEOe LTO add-on tape drives		Qty. 1 (min); Qty. 12 (max)
INSTALOP-DRV for the 1 st tape drive you want installed		Qty. 1 (max)
INSTALOP-DVX for each additional tape drive you want installed		Qty. 11 (max)

If the customer has **500 slots** and wishes to **add another 340 slots & up to 12 tape drives:**

OV-LXE101622	NEO 8000e, 0-drive, 100 slot	Qty. 1
OV-LXN101546	NEO 8000e Expansion Kit	Qty. 1
OV-LXN901058	NEO 8000e capacity increase (80 slot)	Qty. 3
INSTALL2-N8	NEO 8000e Level 2 Installation	Qty. 1
Plus the desired number of additional NEOe LTO add-on tape drives		Qty. 1 (min); Qty. 12 (max)
INSTALOP-DRV for the 1 st tape drive you want installed		Qty. 1 (max)
INSTALOP-DVX for each additional tape drive you want installed		Qty. 11 (max)

If the customer has **500 slots** and wishes to **add another 420 slots & up to 12 tape drives:**

OV-LXE101622	NEO 8000e, 0-drive, 100 slot	Qty. 1
OV-LXN101546	NEO 8000e Expansion Kit	Qty. 1
OV-LXN901058	NEO 8000e capacity increase (80 slot)	Qty. 4
INSTALL2-N8	NEO 8000e Level 2 Installation	Qty. 1
Plus the desired number of additional NEOe LTO add-on tape drives		Qty. 1 (min); Qty. 12 (max)
INSTALOP-DRV for the 1 st tape drive you want installed		Qty. 1 (max)
INSTALOP-DVX for each additional tape drive you want installed		Qty. 11 (max)

For NEO 8000e customers that wish to expand

Recommend the NEO 8000e expansion options	If the customer has <u>500 slots</u> and wishes to <u>add another 500 slots & up to 12 tape drives</u>:		
	OV-LXE101622	NEO 8000e, 0-drive, 100 slot	Qty. 1
	OV-LXN101546	NEO 8000e Expansion Kit	Qty. 1
	OV-LXN901058	NEO 8000e capacity increase (80 slot)	Qty. 5
	INSTALL2-N8	NEO 8000e Level 2 Installation	Qty. 1
	Plus the desired number of additional NEOe LTO add-on tape drives		Qty. 1 (min); Qty. 12 (max)
	INSTALOP-DRV for the 1 st tape drive you want installed		Qty. 1 (max)
INSTALOP-DVX for each additional tape drive you want installed		Qty. 11 (max)	

NOTE: Like the primary module, the add-on NEO 8000e module includes two power supply modules. If you are only utilizing 6 tape drives in the secondary library module, you have the power required for primary power provisions as well as redundant capability. If you are utilizing 7-12 tape drives in the secondary library module, the NEO 8000 redundant power option (part # OV-LXN901055) is required (which supplies both primary & redundant power.)

