

NETGEAR® ReadyNAS® 3200

Advanced Network Storage for Small Business



	NETGEAR® ReadyNAS® 3200	HP StorageWorks X1600	DELL PowerVault NF3000	NETAPP FAS2020
MODEL & PRICING (USD) - Pricing is subject to change. For reference only.				
6 TB	\$4,999	\$8,015	\$6,400	\$7,920 for base unit
12 TB	\$6,499	\$11,799	N/A	~ \$40k
24 TB	\$9,350	N/A	N/A	N/A
GENERAL SPECS				
Performance	Upper Range	Upper Range	Upper Range	High Performance Snapshot
Operating System	NETGEAR RAIDiator	Microsoft Windows Storage Server 2008 Standard Edition	Microsoft Windows Storage Server 2008 Standard Edition	NetApp Data ONTAP
Processor/Memory	Intel Core 2 Dual 2.86 GHz w/4 GB ECC RAM	Intel Quad-Core 2.26 GHz w/6 GB SDRAM	Intel Quad-Core 2.26GHz 3GB Memory	Single Controller 2GB (2 Controller optional)
Form factor and # of Bays	2U/12-bay	2U/12-bay	2U/6-bay	2U/12-bay
Support block data (iSCSI SAN)	Yes	Yes	Optional (add \$999)	Yes
File Access Protocols	CIFS, AFP, NFS, FTP, FTPs, HTTP, HTTPS	CIFS, NFS, FTP	CIFS, NFS, FTP	CIFS, NFS, HTTP, iSCSI, FC
VMware Certification /VMware Ready	Yes, VMware TAP partner	VMware Partner	VMware partner	VMware partner
Gigabit Ethernet Ports	2 (up to 4)	2	1, on-board NIC	up to 4
Reliability	Hot-pluggable drives Hot-pluggable PSU Hot-plug redundant cooling ECC memory	Hot-pluggable drives Hot-pluggable PSU Hot-plug redundant cooling ECC memory	Hot-pluggable drives Hot-pluggable PSU Hot-plug redundant cooling ECC memory	Hot-pluggable drives Hot-pluggable PSU Hot-plug redundant cooling ECC memory
DATA PROTECTION & RAID				
RAID Level Supported	RAID 0/1/5/6, X-RAID2	RAID 0/1/5/10/50	RAID 0/1/5/6	RAID DP, RAID 4/6
Auto Volume Expansion	Yes (X-RAID)	-	-	-
Secure Replication	Yes	Yes	Yes DFS-R	Yes
DATA BACKUP & MGMT				
Bundled Backup Software	Memo Backup Premium	-	SIS, DFS	-
Integrated Cloud Backup	ReadyNAS Vault™	-	No	-
Secure Remote Access	ReadyNAS Remote™	-	No	-
Symantec BackupExec RALUS	Yes (Built-in)	-	No	-
WARRANTY				
Standard Warranty	5-year	3-year	3-year	3-year

NETGEAR® ReadyNAS® 3200 - Value Proposition

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OVERVIEW	Strong SMB storage player with growing market share.	Windows-powered storage. Leverage HP product offering of server and software. Product is available online and direct through HP as well as through HP VARs.	Windows-powered storage for small IT environment. Sales are mostly direct.	Recognized brand, strong install base. Sales are mainly through channels.
STRENGTHS	All-in-one NAS and iSCSI with a Single OS. True NAS File management. In-house R&D capability. Integrated backup, replication, and cloud backup solutions. No need to deal with complex software licensing and options. Simple to use and cost-effective.	Based on WSS 2008 standard edition with Microsoft iSCSI. Target support included. Supports DFS and VSS (Volume shadow services) snapshot. Supports different SPEC.	Can be implemented as a gateway to high-end array (EqualLogic). Optional to support 2 processors. Supports upgrade to NL SAS drive. Support DFS and VSS (Volume shadow services) snapshot.	All-in-one NAS, iSCSI, and Fibre Channel with a Single OS. Block-level deduplication option. Thin Provisioning – Virtual Provisioning for dynamic increase and decrease of volume sizes. High performance snapshot.
WEAKNESS	Limited Storage Expansion Options but it's not a big concern for small to mid-size IT environment. Limited Snapshot.	HP works with Microsoft for small to mid-size IT environments. The product line covers users from 10 to several hundred. It's expensive and complex for SMBs. The 1600 is limited to 12TB.	Only supports 6-bays in 2U. Limited features from WSS. Microsoft iSCSI Software Target is not included - need to purchase as an option. Not positioned as VMware solution. Management and expansion is complex.	Expensive for small, midsize IT environments. Storage Utilization based in Raid DP. Time based Snaps do work with VMware Managed Storage. Need RDM to do Snaps.
BACKUP TO CLOUD	ReadyNAS Vault™ Solution	N/A, need 3rd party solution	N/A, need 3rd party solution	N/A, need 3rd party solution
GREEN & ENERGY EFFICIENCY	Good	Average	Average	Low to Average
STANDARD WARRANTY	5-year	3-year	3-year	3-year

*The 5-Year Hardware Warranty only covers hardware, fans, and internal power supplies, and does not include external power supplies or software. Hardware modifications or customization void the warranty. The warranty is only valid for the original purchaser and cannot be transferred.

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