

2023H2 Storage Promotion & Fast Track Program To Distributor & VAP



Storage Promotion 2023H2

OceanStor Dorado 2000/3000

OceanStor 2200/2600

OceanProtect X3000

Storage Promotion Program: P31230714

	With Deal Reg			Without Deal Reg		
	OceanStor Dorado 3000/2000	OceanStor 2600/2200	OceanProtect X3000	OceanStor Dorado 3000/2000	OceanStor 2600/2200	OceanProtect X3000

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Terms & Conditions:

- Valid until **15th Jan 2024**
- Limited to purchase of **whole set of equipment, excluding disk expansion**
- For OceanStor 2600/2200, **480GB SSDs** are not applicable to promotion, and the **maximum number of disks (SSDs + HDDs) for each set is 12.**

Huawei Entry-level Storage for Commercial Market

Simple

Mobile O&M,
More Convenient



All-flash Storage

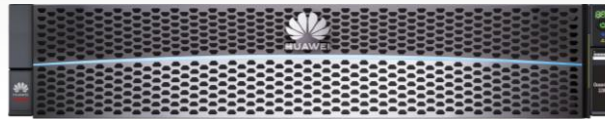
OceanStor Dorado 2000 | 3000

<https://e.huawei.com/en/products/storage/all-flash-storage/dorado-2000>

<https://e.huawei.com/en/products/storage/all-flash-storage/dorado-3000-v6>

Green

30% Lower
than Industry Average



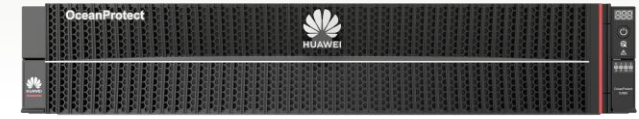
Hybrid Storage

OceanStor 2200 | 2600

<https://e.huawei.com/en/products/storage/hybrid-flash-storage/oceanstor-2200-2600>

Reliable

Symmetric Active-Active
Architecture, More Efficient



Back-up Storage

OceanProtect X3000

<https://e.huawei.com/en/products/storage/oceanprotect/oceanprotect-x3000>

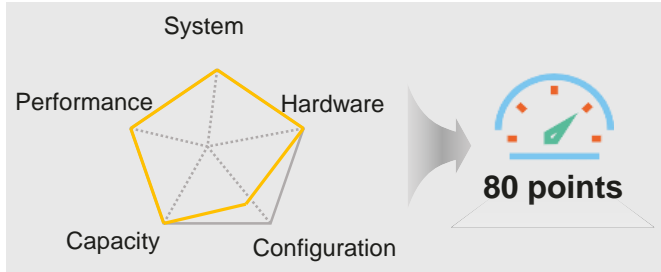
Simple: Mobile O&M at Anytime and Anywhere, More Convenient


DME IQ
Intelligent Cloud O&M Platform

**O&M
at
Anytime
and
Anywhere**




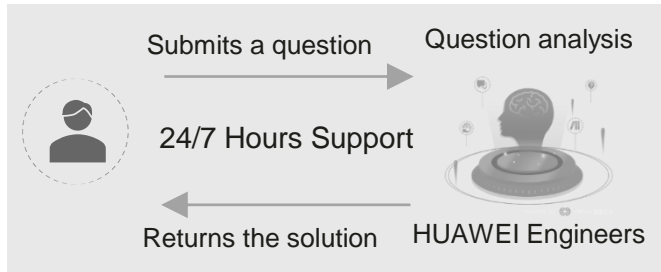

**Device Health Monitoring
In Real Time**




AI-enabled Prediction

- Disk fault prediction: 14 days in advance
- Performance bottleneck prediction: 60 days in advance
- Capacity trend prediction: 1 year in advance


Quick Response



Green: 30% Lower than Industry Average

840 W

Industry Average Maximum Power Consumption of Entry-level Storage



585 W

Maximum Power Consumption of OceanStor Dorado 2000

	Product Model	Maximum Power Consumption
HUAWEI	OceanStor Dorado 3000	835 W
	Unity 380/380F	970.5 W
	PowerStor 500	1040 W
	FlashSystem 5200	900 W
PURE STORAGE	X10 R3	845 W

**fully loaded with disks and interface modules*

30+%

Power Saving



100+

Equivalent tree planting in a year



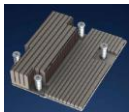
Exquisite design increases integration by 18%, reducing power consumption.



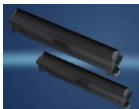
High efficiency power supply, with a conversion efficiency of up to 94% (Industry Average 90%)



Low power consumption: Huawei-developed SSDs reduce power consumption by 40% per unit capacity.



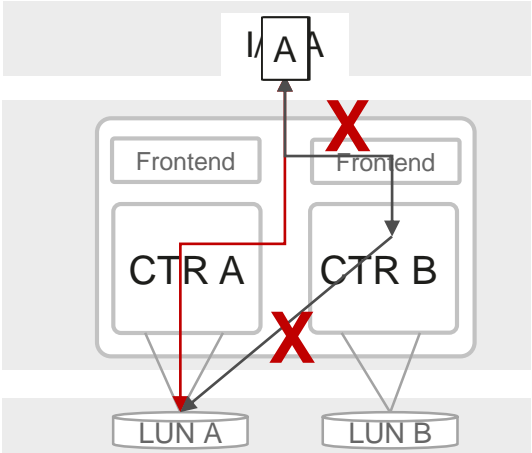
The carbon fiber pad has fast heat conduction, increasing the rate by 30%.



Automatic fan speed adjustment, 3-level adjustment technology

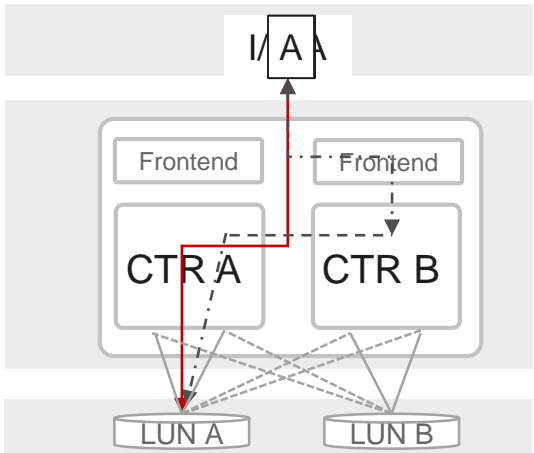
Reliable: Symmetric Active-Active Architecture, More Efficient

Active-Passive Architecture



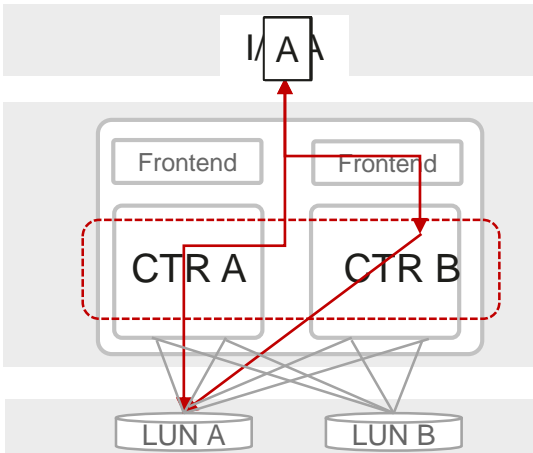
- LUNs have owning controllers.
- Only the primary controller processes I/Os.
- Single LUN has a processing performance bottleneck.
- Failover takes dozens of seconds, affecting services.

Asymmetrical Logical Unit Access ALUA Architecture



- LUNs have owning controllers.
- All front-end controllers receive I/Os and transfer them to the owning controller for processing.
- Single LUN has a processing performance bottleneck.
- Failover takes dozens of seconds, affecting services.

Symmetric Active-Active Architecture



- **LUNs have no ownership.**
- All controllers participate in I/O processing.
- Single LUN has no performance bottleneck.
- **Failover in seconds** upon a controller failure, with no impact on services.

	HUAWEI	DELL EMC	NetApp	IBM	HDS	Pure
	OceanStor Dorado 2000	Unity XT 380F	AFF250	FlashSystem 5200	VSP F350	X10 R3
System Architecture	Symmetric A-A	ALUA	ALUA	ALUA	Symmetric A-A	A-P

OceanStor Dorado 2000/3000 Specifications Update

Product Name	OceanStor Dorado 2000	OceanStor Dorado 3000
Size (H*W*D)	86.1 mm x 447 mm x 410 mm	86.1mm x 447 mmx 520 mm
Number of DISKS	400	1200
Maximum NUMBER of Controllers	8	16
Cache Size (Dual-ctrl)	64 GB* /128 GB	128 GB* /192 GB
Maximum Number of Front-end Ports (Dual-ctrl)	NIC:28, FC:16	NIC: 40 ; FC: 24
NIC	GE/10/25	GE/10/25/40/100
FC	8/16/32	8/16/32
Disk Type	SAS SSDs	SAS / NVMe SSDs
SAN & NAS Features	Only SAN	SAN & NAS
Maximum Number of SSDs for A Single Controller Enclosure	100	150
Maximum Number of SSDs for the Entire System	400	1200
Maximum Effective User Capacity	500TiB	1000TiB
Number of Hot-swappable I/O Modules Per Controller	2	3

*64G RAM Cache on OceanStor Dorado 2000 is ready

*NAS feature of OceanStor Dorado 3000 on 128G RAM Cache will is ready

OceanStor 2200/2600, New-Gen Entry-level Hybrid-flash Storage



OceanStor 2200/2600

Specifications	OceanStor 2200	OceanStor 2600
Number of disks	150	500
Maximum number of controllers	2 - 8	2 - 8
Cache size (dual-controller)	32GB	64 GB/128 GB
Maximum number of front-end ports (dual-controller)	22	28
Dimensions (H x W x D)	86.1 mm × 447 mm × 410 mm	86.1 mm × 447 mm × 410 mm
Management		
Management	DeviceManager, UltraPath, DME IQ	
Unique Features		
Symmetric Active-Active Architecture	RAID-TP (Tolerance for simultaneous failures of 3 disks)	NDU (Non-Disruptive Upgrade)
HyperCDP High-density Snapshots	Secure Snapshots (Ability to Anti-Ransomware)	HyperZoom Dynamic Reconstruction Ensures Redundancy Ratio

OceanProtect X3000 Backup Storage

Tailored to SMEs or remote and branch IT environments (capacity ≤ 60 TB)



Easy to use

3-step resource allocation and smart O&M



Efficient

Up to 72:1 data reduction ratio

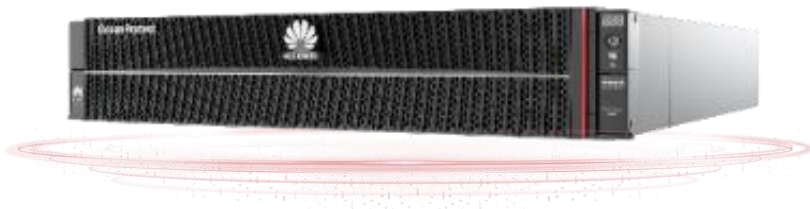


Reliable

Industry's 1st entry-level backup storage with an active-active architecture

Innovation

- The 2 U chassis is only 488 mm long.
- Prediction of performance and capacity trends, and remote O&M using DME IQ app are supported.
- E2E Acceleration
- Replication link-based deduplication helps reduce bandwidth cost
- Industry's only active-active reliable architecture
- Ransomware protection for backups



OceanProtect X3000 Backup Storage

The Industry's Most Cost-effective Best Combo

Backup Software
Free*

Backup Server
Free*

Media Server
Free*

Entry-Level All-Flash Storage
OceanStor Dorado 2000/3000



Dorado 2000

64/128 GB cache •

Focusing on Price Band 3 (\$ 10k ~ 15k) •

SAN Storage •

Dorado 3000

128/196 GB cache •

Focusing on Price Band 4 (\$ 15k ~ 25k) •

Unified SAN & NAS Storage

HyperVault*



Fast Track Promotion

Entry-Level Backup Storage
OceanProtect X3000



- Best Price in 16 - 60 TB Capacity
- Symmetric A-A Architecture
- Built-in HyperVault Features
- Up to 72:1 Data Reduction Rate

**Only valid for OceanStor Dorado 3000*

Storage Fast Track 2023

OceanStor Dorado 2000/3000/5000



Don't Wait Buy Now

Fast Track Promotion

Huawei OceanStor

2 Weeks Fast Delivery



- Fast Track is available now based on **Typical Configuration**
- Please find more details from the landing page by clicking the links below



Building a Fully Connected, Intelligent World

Storage Fast Track Typical Configuration

Product Model	Category	Specification	Part Number
OceanStor Dorado 2000	Controller	SAS 128G	02355HVM
	SSD	SAS 1.92TB	02353BGD
OceanStor Dorado 3000	Controller	NVMe 192G	02355HLK
	SSD	NVMe 3.84TB	02354CJG
OceanStor Dorado 5000	Controller	NVMe 512G	02355GXP
	SSD	NVMe 3.84TB	02352SGG
OceanStor Dorado 2000/3000/5000	Interface Card	10G ETH	03050AGY
		16G FC	03050AGW
		32G FC	03050AGX

- **Do not** include FastTrack and Non-FastTrack configurations in the same one BOQ.
- Each set contains a maximum of 25 disks, and disk enclosure is not included in FastTrack.
- Part numbers may be updated due to availability.
- Fast Track is not available in Turkey and Ukraine.

Two Steps, Easy to Config

Step1: Select “Dual-Controller” ➡ Step2: Select Controller titled with “FastTrack”

OceanStor
Dorado 2000

Number of Controllers	Dual-Controller	Dual-Controller
Specifications per Dual-Controller	NA	SAS, 128GB Cache (F...
▼ ===Controller Unit 1===		SAS, 128GB Cache (FastTrack)
▼ ===Front-End Interface Module (1 Pair)===		SAS, 128GB Cache
Need front-end NVMe over Fabric (FC-NVMe or RoCE) protocol	No	SAS, 64GB Cache
4 ports SmartIO I/O Modules (SFP+,16Gb FC) (Including multi-mode optical modules)	0	NA

OceanStor
Dorado 3000

Number of Controllers	Dual-Co...	Dual-Controller
Specifications per Dual-Controller	NA	NVMe, 192GB Cache (FastTrack)
▼ ===Controller Unit 1===		NVMe, 192GB Cache (FastTrack)
▼ ===Front-End Interface Module (1 Pair)===		SAS, 192GB Cache
The use of NVMe over Fabric (FC-NVMe or RoCE) pr.?	NA	SAS, 128GB Cache
4 ports SmartIO I/O Modules (SFP+,16Gb FC) (Inclu... Recommend	0	NVMe, 192GB Cache
4 ports SmartIO I/O module (SFP28, 32Gb FC) (Inclu... Recommend	0	NVMe, 128GB Cache
4 ports SmartIO I/O Modules (SFP+,10Gb ETH) (Incl... Recommend	0	NA

OceanStor
Dorado 5000

Specifications per Dual-Controller	NA	NVMe, 512GB Cac...
▼ ===Controller Unit 1===		NVMe, 512GB Cache (FastTrack)
▼ ===Front-End Interface Module (1 Pair)===		NVMe, 256GB Cache
The use of NVMe over Fabric (FC-NVMe or RoCE) prot..?	NA	NVMe, 512GB Cache
4 ports SmartIO I/O Modules (SFP+,10Gb ETH) (Includi... Preferred	0	SAS, 256GB Cache
▼ ===NVMe Disk Unit===		SAS, 512GB Cache

FAST TRACK meets the urgent request

Italian customer requested storage system urgently for IT system upgrade with tense due date by April 30th, Only Huawei can give the commitment for this.
PO received on April 19th, and it only takes **10 days** from PO to goods being delivered on site.

Italy Customer of
Manufacture industry

1. Urgent Requirement

→

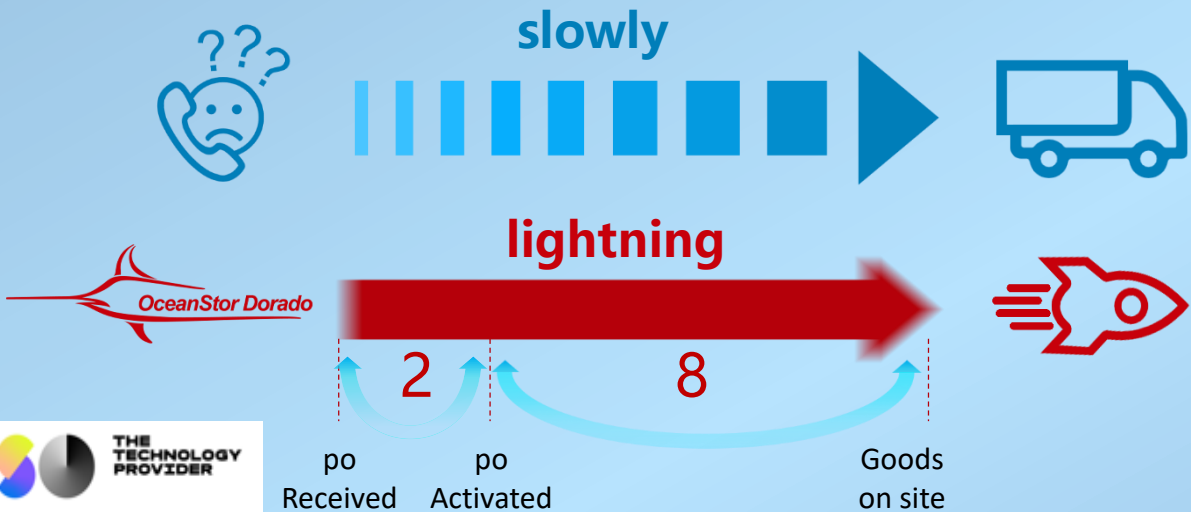
By April 30th
2. Tense Delivery Time

→

In 10 days
3. Risk for Delay

→

Plan Block



DELIVERED IN
2
WEEKS

FAST TRACK helps to improve the ETA

Switzerland energy company with over 100+ years history, recently shared an urgent extension requirement with our partner, benefit by Fast Track, the dorado 3000 has been successfully delivered in **3 workdays**.

Both Customer and Partner witnessed Huawei's lightning delivery.



Huawei Partner

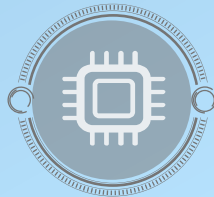
Switzerland energy customer

3 Workdays

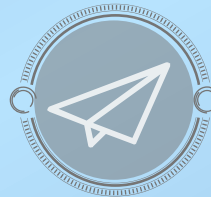
ETA from 4 weeks to one week



Superb All Flash
OceanStor Dorado



Global Diversified
Supply Chain



Pan-Europe
Direct Supply

**DELIVERED IN
2
WEEKS**



Thank you.

Bring digital to every person, home and organization for a fully connected, intelligent world.

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