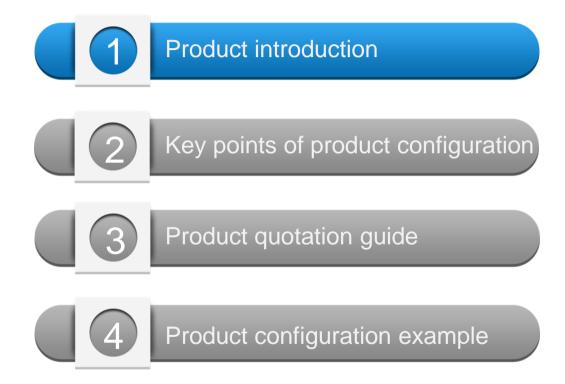


OceanStor 18000F V5 Mission Critical Flash Storage System Quotation Guide



Contents





OceanStor F V5 All-Flash Storage, Born for Mission-Critical Business



OceanStor 5000F/6000F/18000F V5 storage



Outstanding Performance

Proprietary SSDs and Outstanding Performance reduce latency to 1 ms.

Scalable to support 6 million IOPS@1 ms



Multi-level Convergence

Convergence of flash storage, SAN&NAS, and heterogeneous storage systems

Gateway-free converged active-active solution, 99.9999% HA



Intelligent Services

Supporting intelligent cloud services throughout the entire lifecycle (plan, design, and O&M)

Future-oriented, supporting cloud transformation



With strengthened differentiators, OceanStor 18000F V5 has surpassed competitors such as EMC

Advanced software architecture, with data recovery speed over 20 times faster than products from EMC, HDS, and IBM



RAID 2.0+ reduces 95% of data loss risks caused by disk failures.

Architecture tolerable of dual points of failure, outperforming products from EMC, IBM, and HP



The fully redundant hardware architecture ensures service continuity.



The use of active-active data centers ensures service continuity.



More types of fined-grained software (smallest data migration granularity and stronger heterogeneous capability)

Gateway-free active-active storage arrays support load balancing. More types of solutions are offered than EMC.



Optimal performance in the industry, with 3 million SPC-1 IOPS[™] surpassing the performance of products from EMC and HDS

The performance of primary storage can also be close to that of an all-flash array.

16 controllers/ 9600 disks/ 384 host ports PCIe 3.0/SAS 3.0

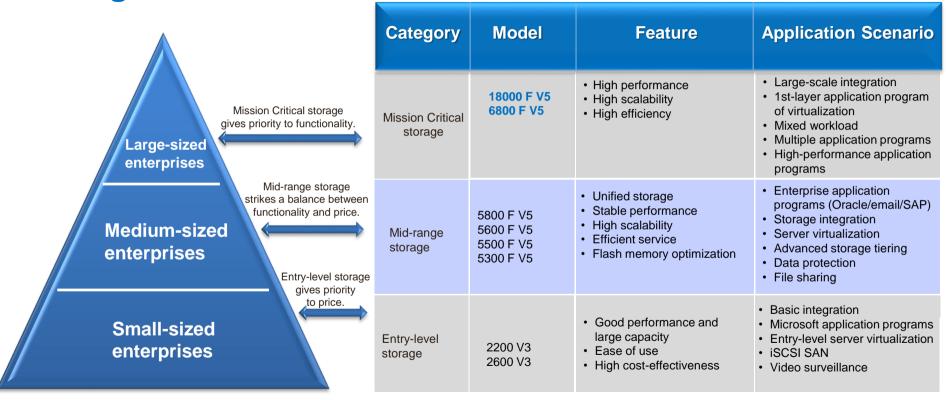
Industry's highest specifications, with some indicators 1.5 times higher

For example, remote replication supports 64:1, which is 4 to 8 times that of competing products.



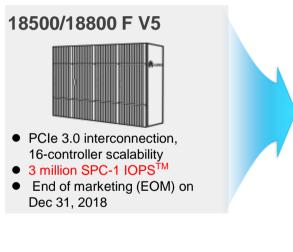
Positioning of OceanStor 18000F V5 Mission Critical storage

— Target market dimensions



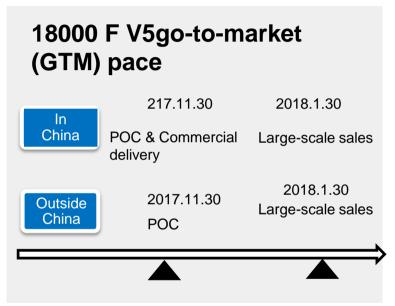


OceanStor 18000F V5 Mission Critical Flash Storage GTM pace



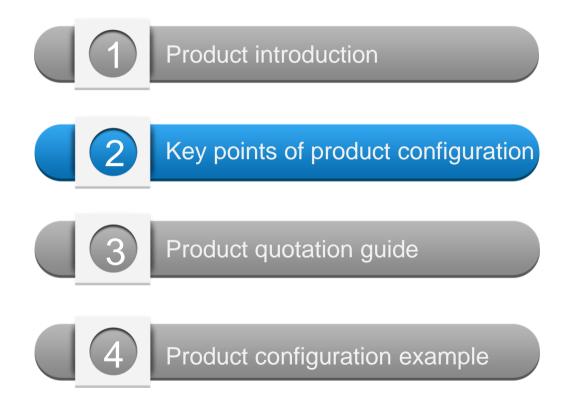


Gateway-free A-A mode





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Specifications of OceanStor 18000F V5 Mission Critical Flash storage systems

		18500 F V5	18800 F V5	
Basic specifications	Number of controllers	2 to 16	2 to 16	
	Max. cache	16 TB	16 TB	
	Max. number of host ports	384 [×]	384 [×]	
	Supported storage protocols	FC, FCoE, iSCSI, InfiniBand, NFS, CIFS, HTTP, FTP		
	Types of front-end ports	1/10 Gbit/s Ethernet, 10 Gbit/s FCoE, 10 Gbit/s TOE, 8/16 Gbit/s FC, 56 Gbit/s InfiniBand		
	Max. number of disks	6400 (2.5-inch)/3072 (3.5-inch)	9600 (2.5-inch)/4608 (3.5-inch)	
	1	SmartThin, SmartQoS, SmartMotion, SmartPartition, SmartCompression, SmartDedupe, SmartMulti-Tenant, SmartVirtualization, SmartMigration, SmartErase, SmartQuota		
Software features	Hyper series data protection suite	HyperSnap, HyperReplication, HyperClone, HyperCopy, HyperMetro, HyperLock, HyperVault		
	Host software	UltraPath		
	Storage management software	DeviceManager, BCManager, eSight		

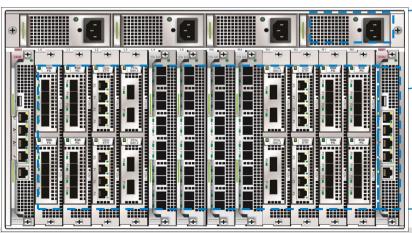
Note:

- In Smart and Hyper series suites, software in bold supports SAN and NAS, software in blue only supports SAN, and software in red only supports NAS.
- 384, the maximum number of host ports, is calculated based on 8-port 8/16 Gbit/s Fibre Channel high-density modules.



Hardware of OceanStor 18500 F V5/18800 F V5





BBU modules

- > 3+1 redundancy
- > AC power failure protection

Controller modules

- A minimum of two controllers
- > Automatic frequency adjustment for reduced power consumption
- Built-in fan modules (11+1 redundancy, with fan modules integrated in control modules but can be maintained independently)

Power modules

- 2+2 redundancy, with support for 220 V single-phase AC, 380 V three-phase AC, 240 V high-voltage DC, and North America 110 V AC
- > Up to 94% of power conversion efficiency

Management modules

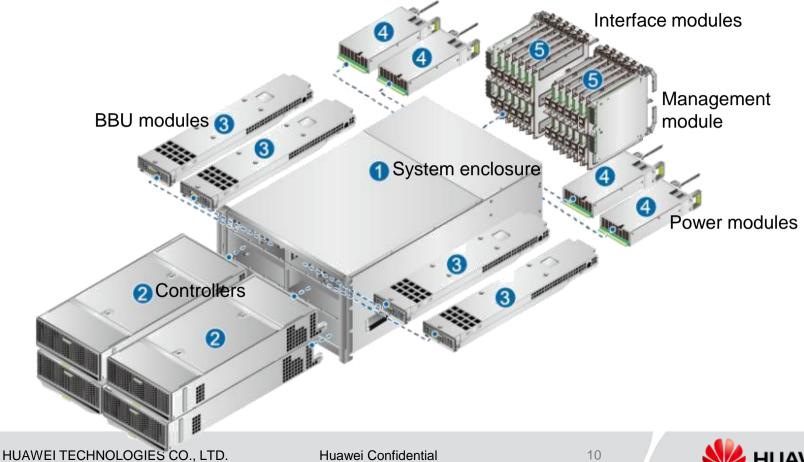
- > 1+1 redundancy
- > Multi-controller scale-out interconnection for heartbeat communication

Interface modules

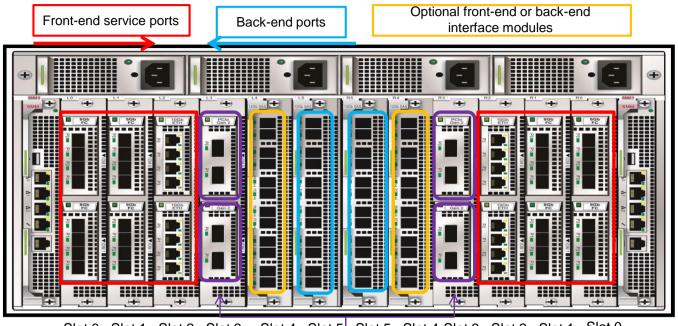
- Dual controllers support a maximum of 8 front-end interface modules and 4 SAS back-end interface modules.
- Four controllers support a maximum of 16 front-end interface modules and 4 SAS back-end interface modules.
- Port types: 8 Gbit/s FC, 16 Gbit/s FC, 1/10GE, 10GE TOE, 10GE FCoE, 56 Gbit/s IB, 12 Gbit/s SAS, and deduplication/compression acceleration module



Hardware of OceanStor 18500 F V5/18800 F V5



Interfaces on OceanStor 18500 F V5/18800 F V5



Slot 0 Slot 1 Slot 2 Slot 3 Slot 4 Slot 5 Slot 4 Slot 3 Slot 2 Slot 1 Slot 0

Interface module configuration rules:

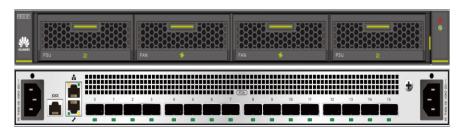
Slots are numbered 0 to 5 from both sides to the middle. Slots 0 to 2 are equipped with front-end modules. Slot 3 is fixedly equipped with a PCIe switching module. Slot 5 is fixedly equipped with a back-end module. Slot 4 can be equipped with a front-end or back-end interface module.



Hardware components of OceanStor 18500 F V5/18800 F V5 — Switch and server



SVP (RH1288 F V5)



PCIe switch

Data switch

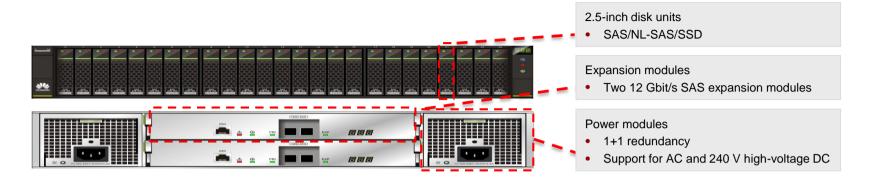
- 1 U, including 16 PCIe ports and 1 iSCSI management port.
- A key device that enables all engines to interconnect and communicate and enables controllers to exchange control information and service data.

SVP

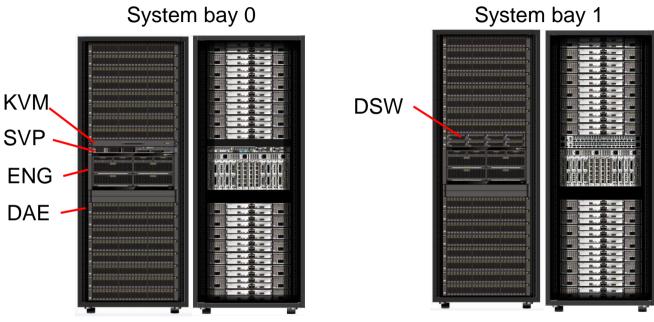
- Core component used to manage, configure, and maintain an OceanStor 18000 F V5storage system.
- · DeviceManager is installed on the SVP.
- Two codes exist in the SBOM, one of which is dedicated to high altitudes. A code is automatically selected after corresponding parameters are selected in the configurator.
- An SVP and a KVM are automatically configured for system bay 0, and a price must be separately quoted for them.
- Two PCIe switches are automatically configured for system bay 1, and a price must be separately quoted for the PCIe switches.



Disk enclosures of OceanStor 18500 F V5/18800 F V5



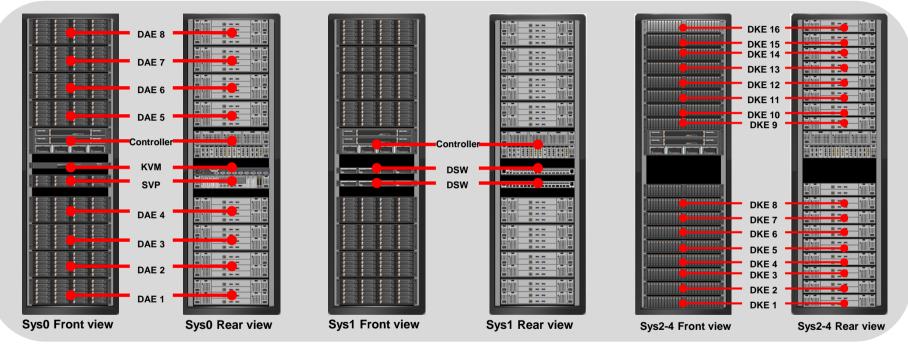
OceanStor 18500 F V5/18800 F V5 bay architecture (1)





- ENG: OceanStor 18000 F V5engine
- DSW: Data switch, which is a PCIe switch
- SVP: Service Processor
 DAF: Disk Arroy England
- DAE: Disk Array Enclosure
- KVM: Keyboard Video, and Mouse

OceanStor 18500 F V5/18800 F V5 bay architecture (2)



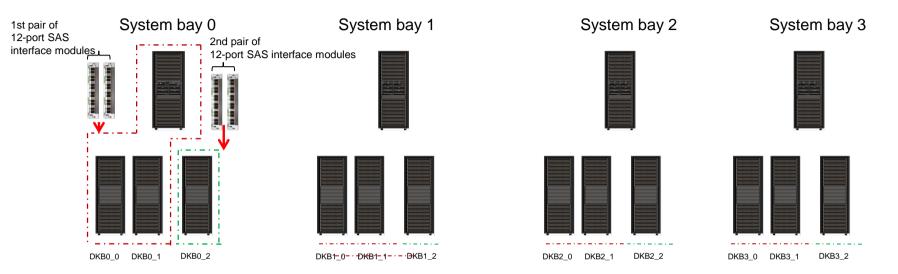
System bay 0 includes one engine, one KVM, one SVP, and a maximum of 16 x 2 U disk enclosures.

System bay 1 includes one engine, two DSWs, and a maximum of 16 x 2 U disk enclosures.

System bays 2 to 4 (expansion system bays) each include one engine and a maximum of 16 x 2 U disk enclosures.



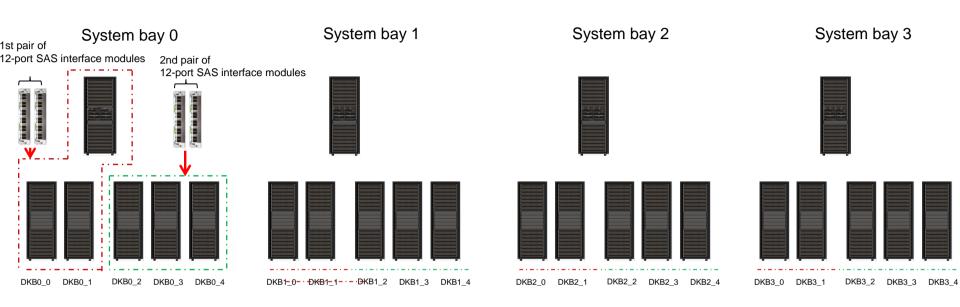
OceanStor 18000F V5 bay configuration and layout



- Each engine supports a maximum of one system bay and three storage bays.
- ➤ Each engine supports a maximum of two pairs of 12-port SAS interface modules. The first pair supports 1200 x 2.5-inch disks (3 bays x 16 enclosures x 25 disks). The second pair supports 400 x 2.5-inch disks (1 bay x 16 enclosures x 25 disks).
- ➤ Bays are classified into bays that house only 2 U enclosures.
- A disk enclosure loop cannot cross bays.



OceanStor 18800 F V5 bay configuration and layout



- ➤ Each engine supports a maximum of one system bay and five storage bays.
- Each engine supports a maximum of two pairs of 12-port SAS interface modules. Each pair supports 1200 x 2.5-inch disks (3 bays x 16 enclosures x 25 disks).
- ➤ Bays are classified into bays that house only 2 U enclosures,, and bays that house both 2 U enclosures. The configurator automatically matches bays.

Overview of OceanStor 18000F V5 software

OceanStor OS software





Data acceleration

Data protection

O&M

- The Smart series suite provides intelligent user experience. Mission Critical features such as SmartQoS and SmartPartition accelerate response to missioncritical services. SAN and NAS features are converged. Storage resources are offered on demand.
- The Hyper series security features provide comprehensive data protection.
 Local, remote, and multi-region data protection solutions ensure high reliability and security.
- Management software is easy to use. After simple configuration, you can use
 management software to easily implement converged O&M of multiple brands and
 fields, graphical E2E management, and enhanced BYOD management.

Smart series suite

A full range of mission critical features provide high performance experience.

SAN and NAS are converged, and resources are provisioned on demand.

Hyper series data protection suite

Multi-level data protection ensures high reliability and security. A variety of 3DC disaster recovery solutions are offered.

Easy-to-use management software

One device or devices from multiple brands and fields are easily managed, thereby adapting to the BYOD environment.



OceanStor 18000F V5 software classification — **SAN-related features**



Efficiency improvement suite



SmartMotion

Horizontal data flow





Intelligent partitioning



SmartErase

Data destruction

SmartMigration LUN migration

SmartQoS

Intelligent service quality



SmartDedupe & SmartCompression

Intelligent deduplication & compression



SmartMulti-Tenant **Multi-tenancy**



Data protection suite

HyperSnap: increment-based local data protection

HyperClone: complete copy-based local data

protection

HyperCopy: inter-device data protection

HyperReplication: inter-DC disaster recovery

protection

HyeperMetro: active-active DC protection

HyperMirror: LUN-level continuous redundant backup

protection



Easy-to-use management software

Device Manager: one-device management

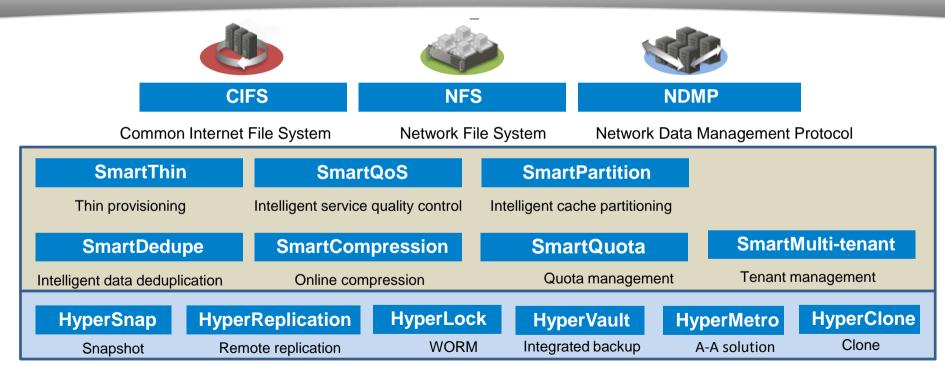
eSight: cross-field multi-device management within a data center

BCManager: disaster recovery between data centers

SystemReporter: performance analysis and report export

OceanStor 18000F V5 software classification — NAS-related features

NAS-related features



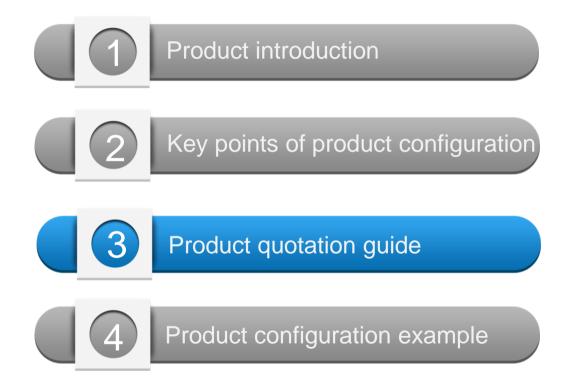


OceanStor 18000F V5 software list

Software	Configuration Strategy	Charge Strategy
Basic Software Suite License (OceanStor OS, DeviceManager, SmartThin, SmartMotion, SmartQos, SmartPartition, SmartMigration, SmartErase, SmartMulti-Tenant, SystemReporter)	Mandatory	By capacity
HyperSnap Software License	Optional	By capacity
HyperClone Software License	Optional	By capacity
HyperCopy Software License	Optional	By capacity
Local Data Protection Suite Basic License (Including HyperSnap, HyperClone, HyperCopy)	Optional	By capacity
HyperReplication Software Basic License	Optional	By capacity
SmartVirtualization Software Basic License	Optional	By capacity
SmartDedupe & SmartCompression	Optional	By function
OceanStor UltraPath Software License	Mandatory	By the number of hosts (The default value is 1.)
BCManager Software License	Optional	The price is 0.01 dollar.
HyperMirror Software Basic License	Optional	By capacity
Heterogeneous Data Protection Suite Basic License (Including SmartVirtualization, HyperMirror)	Optional	By capacity
HyperMetro License	Optional	By capacity
NAS Software License (Including CIFS, NFS, NDMP, WORM, SmartQuota, HyperVault)	Optional	By capacity



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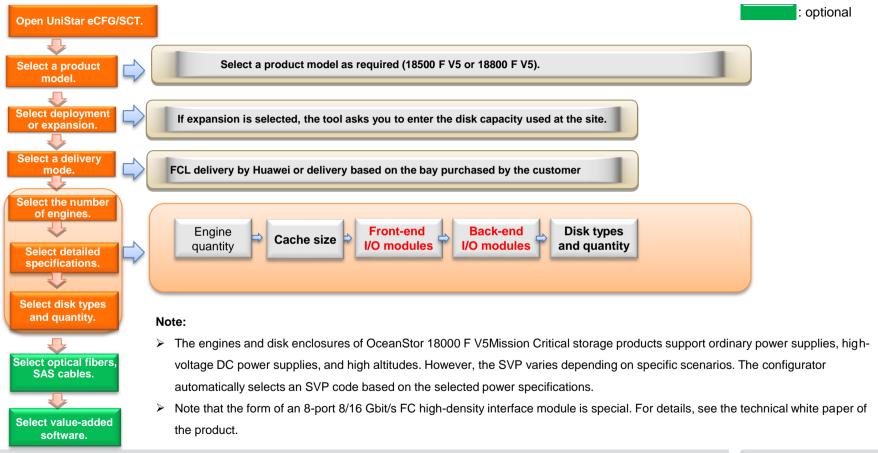
Quotation structure for OceanStor 18000F V5 Mission Critical storage products

	Software and Value-added Function	Description
Base	Basic software license for block (including Device Management, SmartThin, SmartMulti-ten ant, SmartMigration, SmartErase,)	Required for SAN
software	Upgrade license from block to unified storage (including SmartQuota, NFS, CIFS, NDMP)	Configured during SAN storage upgrade to unified storage or SAN+NAS integrated storage
File	CIFS NFS NDMP license SmartQuota (intelligent quota) , HyperVault HyperLock (intelligent WORM), HyperVault(intelligent backup) , HyperMetro	 Quotation of the file engine software is described as follows: Select file functions. The four items in red are included in the base software package. Other NAS value-added functions are optional.
Block	HyperCopy (LUN copy) HyperClone (cloning) HyperMirror (volume mirroring) HyperSnap (snapshot) HyperReplication (remote replication) HyperMetro(Active-Active)	Value-added functions (optional)
DIUCK	martQoS (intelligent service quality control), SmartPartition (intelligent cache partitioning), SmartDedupe & SmartCompression (intelligent data deduplication and compression) SystemReporter (system report software), SmartVirtualization (intelligent heterogeneous virtualization), SmartMotion (intelligent data migration)	Value-added functions (optional)
	OceanStor UltraPath license	must
Other	eService (remote maintenance and management)	Non-configuration items, provided after Hi-Care services are provided

Note: Functions that are supported by both SAN and NAS are indicated in bold.



Process for configuring an OceanStor 18000 F V5



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OceanStor 18000F V5 engines and bays

Configuration Item	Configuration Description
OceanStor 18000F V5 engine (dual controllers, AC\240 V high-voltage DC, 512 GB cache, SPE72C0600)	OceanStor 18000F V5 engines involve three cache sizes. One storage system supports a maximum of four engines (16 controllers). When multiple engines are configured, they must have the same configuration.
OceanStor 18000F V5 engine (four controllers, AC\240 V high-voltage DC, 1 TB cache, SPE72C0600)	Use this item if four controllers are purchased for the first time. The code of this item is automatically selected.
OceanStor 18000F V5series system bay	 System bay 0 must be configured. System bay 0 contains one KVM, one SVP, and two PDUs. System bay 0 only supports 1 engine and 16 x 2 U disk enclosures. If a second engine is configured, system bay 1 must be configured. System bay 1 contains two DSWs and two PDUs. System bay 1 only supports 1 engine and 16 x 2 U disk enclosures.
OceanStor 18000 F V5series storage bay	A storage bay cannot be equipped with engines. A storage bay supports 16 x 2 U disk enclosures.

- The first engine can be installed only in system bay 0, and the second engine only in system bay 1. That is, each system bay houses only one engine.
- A storage bay can house 2 U disk enclosures. In addition, the upper part of a storage bay can house enclosures of one model and the lower part houses enclosures of another model. (It is recommended that the lower part houses 2 U disk enclosures.)



OceanStor 18000F V5 interface modules

Configuration Item	Configuration Description
4*1 Gbit/s Ethernet I/O module (4 ports)	Optional, configured in pairs.
2*10 Gbit/s FCoE I/O module (2 ports)	Optional, configured in pairs, with support for VN2VN.
4*8 Gbit/s Fibre Channel I/O module (4 ports)	In the active-active scenario, if two sites are 25 km away from each other and interconnected based on Fibre Channel, it is recommended that ordinary 4*8 Gbit/s Fibre Channel modules (not SmartIO modules) be used for connection. (The Fibre Channel protocol optimization is supported, providing higher performance in long-distance transmission between storage arrays.) When the ports are connected to servers, the effect is similar to that provided by ports on SmartIO modules.
2*56 Gbit/s IB I/O module (QSFP+)	Optional, configured in pairs.
8*8 Gbit/s FC I/O module (QSFP+)	Optional. It is a high-density module that uses QSFP+ ports. Each controller supports a maximum of two such modules. Pay attention to the module form. For details, see the technical white paper.
4 *SmartIO I/O module (SFP+, 10 Gbit/s ETH)	Optional, configured in pairs, with support for 10GE and VN2VF FCoE.
4 *SmartIO I/O module (SFP+, 8 Gbit/s FC)	Optional, configured in pairs.
4*SmartIO I/O module (SFP+, 16 Gbit/s FC)	Optional, configured in pairs.
2*5 Gbit/s PCle I/O module	Connected to a PCIe switch. The PCIe I/O module is automatically selected when the number of controllers is larger than 4.
12*12 Gbit/s SAS I/O module (Mini-SAS HD)	Optional. It is a large module that occupies two slots vertically.



Precautions on OceanStor 18000F V5 software configuration and quotation

	Software and Value-Added Features	Configuration Description
Basic software	SAN Basic Software Suite License (OceanStor OS, DeviceManager, SmartThin, SmartMotion, SmartQos, SmartPartition, SmartMigration, SmartErase, SmartMulti-Tenant, SystemReporter)	· · · · · · · · · · · · · · · · · · ·
suite	NAS Software License (Including CIFS, NFS, NDMP, WORM, SmartQuota, HyperVault)	Mandatory in NAS scenarios
Data protection suite	Heterogeneous Data Protection Suite Basic License (Including HyperClone, Hyper	Two types of data protection suites. Buying a suite is more cost-effective than separately buying software in the suite.
Oth an	HyperCopy HyperClone HyperMirror HyperSnap HyperReplication HyperMetro	Optional value-added features
software	SmartVirtualization SmartDedupe & SmartCompression	Optional value-added features
	OceanStor UltraPath Software License	Mandatory. The number is determined based on the number of hosts.
	OceanStor ReplicationDirector Software Base License	Optional



Software license quotation of OceanStor 18000 F V5

Item	18000 F V5
Whether capacity licenses vary with media types	Media types are not distinguished. Only the total capacity is calculated.
Maximum price	Media types are not distinguished. When the capacity exceeds 200 TB, only 200 TB is charged.
Capacity license steps	5 steps, including 0–50 TB, 51–100 TB, 100-200TB , and more than 200 TB. Less steps are involved.
Rules for calculating the number of capacity licenses	All the numbers only exist in one range.

Example:

OceanStor 18000 F V5

▼ HyperMirror				
88032XUF	85V3-LHMIB	HyperMirror Software Basic License	1	1
88032XUG	85V3-LHMI50	HyperMirror Software Capacity License(1-50TB)	0	0
88032XUH	85V3-LHMI100	HyperMirror Software Capacity License(51-100TB)	72	72
88032XUJ	85V3-LHMI200	HyperMirror Software Capacity License(101-200TB)	0	0
88032XUL	85V3-LHMIU	HyperMirror Software Unlimited Capacity License	0	0



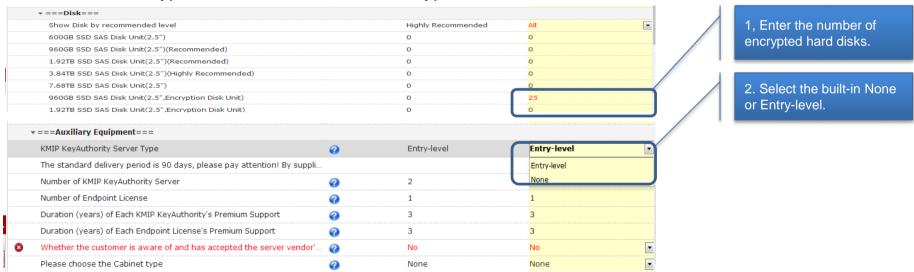
Configuration Quote Description of Encryption

Encryption scheme:

- 1, Encrypted disk/encryption machine is a controlled sales component. SCT is not visible and it is a non-saleable country.
- 2, Support built-in dense pipe (no quote, no license control, optional encryption disk can support) and external encryption machine.
- 3, First configure the encryption disk, and then determine the encryption scheme.

Configuration steps:

1, Select the encrypted disk --- "2, Select the encryption.



Quotation Description of SafeNet HSMs

Configuration methods:

1. First configure the encryption disk, then increase the encryption model and maintenance services. The configuration rules of the encryption machine are as follows:

Function	Quotation Description	Configuration Rules
Key management server		It is advised to configure two key management
	K250 KeySecure, V8.5, Perpetual	servers for each site by considering the active-
		standby mode. One server is acceptable.
Warranty service of key	Plus Maintenance Support - K250 KeySecure-1	Configure warranty quantity based on the server
management servers	Year-7*24	quantities. Warranty quantity = Required warranty
	16ai-7 24	period x Number of key management servers
Client license	GEMALTO KMIP Connector, Perpetual License	Number of clients = Number of storage arrays
Client license warranty service		Warranty period of client licenses = Number of
	Plus Maintenance Support - KMIP Connector- 1	clients x Required warranty period. For example,
	Year-7*24	when three storage arrays need a 3-year warranty,
		enter "9" in the SCT.

Vender/Model	Security Level	Max. Number of Keys(Number of encrypted hard disks)	Ma. Number of Clients(Management array number)	Cost
Thales: KA	FIPS 140-2 Level 3	25,000,000	1024	High
SafeNet: K250	FIPS 140-2 Level 1	25,000	100	Low



Installation materials and related devices

Installation Material	Configuration Description
3m/10m Patch Cord-OM1	Automatically configured based on the number of optical ports on hosts
3m/10m/30m/50m Patch Cord-OM3	The default length is 3 meters. To increase the number, select them separately.
High Speed Cable, Mini SAS HD Cable, 3m, (SFF 8644 Plug), (28AWG*4P*2B(S)), (SFF 8644 Plug), Indoor use	
High Speed Cable, Mini SAS HD Cable, 5m, (SFF 8644 Plug), (26AWG*4P*2B(S)), (SFF 8644 Plug), Indoor use	Automatically configured based on the number of disk enclosures. To increase the number, select them separately.
Optical transceiver-MiniSAS HD AOC-850nm-2.5G~12G-0.015km	
	Configuration Description
MODEM(Wireless GPRS,48Kbps,Radio Interface)	Optional. Selected based on site requirements.
MODEM(Wireless GPRS,48Kbps,Radio Interface) Modem,56K/Data/Fax,External,Split Type(DB25 To DB25,DB9) Cable,220VAC To 12VAC Transformer	
Modem,56K/Data/Fax,External,Split Type(DB25 To DB25,DB9) Cable,220VAC To 12VAC	Optional. Selected based on site requirements.
Modem,56K/Data/Fax,External,Split Type(DB25 To DB25,DB9) Cable,220VAC To 12VAC Transformer	Optional. Selected based on site requirements. Optional. Selected based on site requirements.

Optical modules

8 Gbit/s Fibre Channel, FCoE, 10GE, and 16 Gbit/s Fibre Channel interface modules have already been equipped with optical modules. These interface modules do not need to be configured with extra optical modules.

Optical fibers

- For 8 Gbit/s Fibre Channel, TOE, FCoE, and 10GE interface modules, select OM1 optical fibers if the required length is shorter than 10 meters; select OM3 optical fibers if the required length is 10 meters or longer.
- For 16 Gbit/s Fibre Channel interface modules, select OM3 optical fibers.

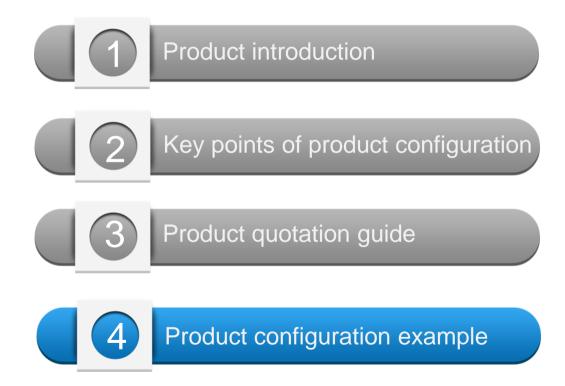


Service quotation strategy: installation + hardware warranty + software warranty (mandatory)

ltem	Configuration and Quotation Description
Installation service-18000 F V5System-set	Quote a price based on the system
Engine warranty upgraded to Hi-Care gold medal+7x24x4 service (3 years)(/enclosure) Engine warranty upgraded to Hi-Care gold medal+7x24x4 service	Upgrade the engine service level.
(3 years)(/enclosure) Engine Hi-Care standards+Service 5x8xNBD (/enclosure/year) Engine Hi-Care silver medal+service 7x24xND (/enclosure/year) Engine Hi-Care gold medal+service 7x24x4 (/enclosure/year)	Quote a price for warranty extension quotation of the fourth and fifth years. (An engine has a 3-year warranty.)
Media retention service (/disk/year)	If HDDs or SSDs fail and need to be replaced during the warranty period, the customer can retain the failed disks. Quote a price based on disk types, quantity, and service life. The period of media retention service is the same as that of hardware service (3, 4, or 5 years).
Software support service – basic software (/license/year)	1. In the same project, the software service and hardware service must maintain the same period (3, 4, or 5 years). Therefore, the software service period
Software support service – value-added software (/license/year)	must be 3 years by default. 2. The software service and software license have the same authorization.



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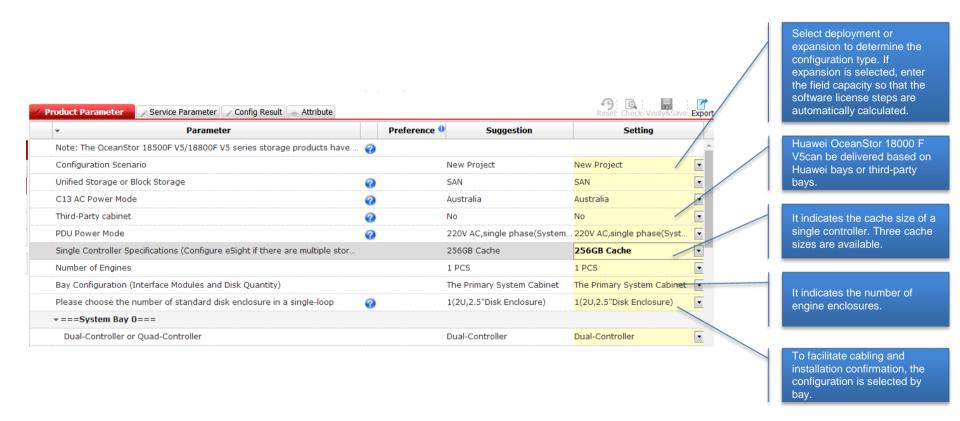
Configuration example

Customer requirements

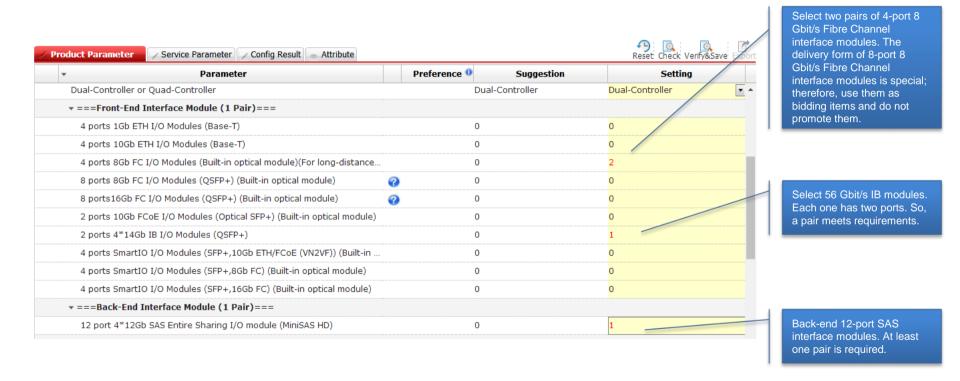
- The equipment room provides AC power. The device cache is at least 512 GB.
- Use a SAN storage system.
- Configure 9 TB of SSDs for database and mail applications.
- Front-end ports are 16x8 Gbit/s Fibre Channel and 4x56 Gbit/s IB.
- Use Huawei bays to deliver the product.
- Configure local data protection software.
- Configure remote disaster recovery (Only 9 TB data on SAS disks need remote disaster recovery).
- Configure automatic storage tiering.
- Configure thin provisioning.
- Configure heterogeneous virtualization to manage 10 TB data from EMC products.
- Configure installation service and 3-year standard warranty.



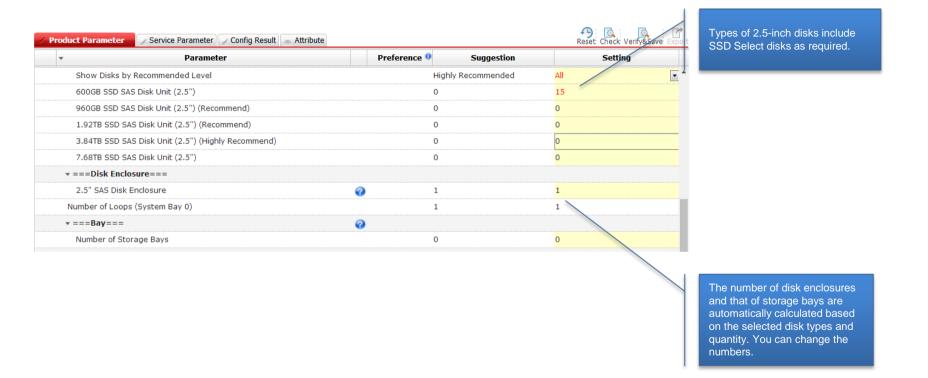
4.1 Selecting the engine delivery mode and specifications



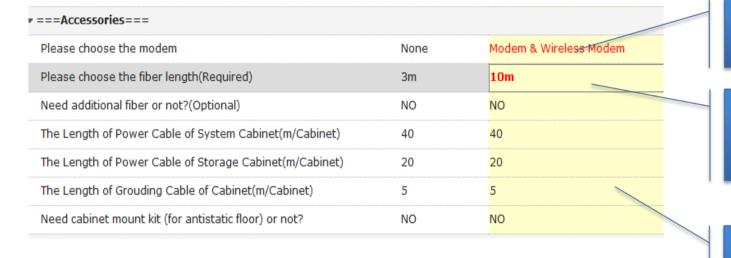
4.2 Selecting interface modules for an engine



4.3 Selecting disk units, disk enclosures, and storage bays



4.4 Selecting related devices



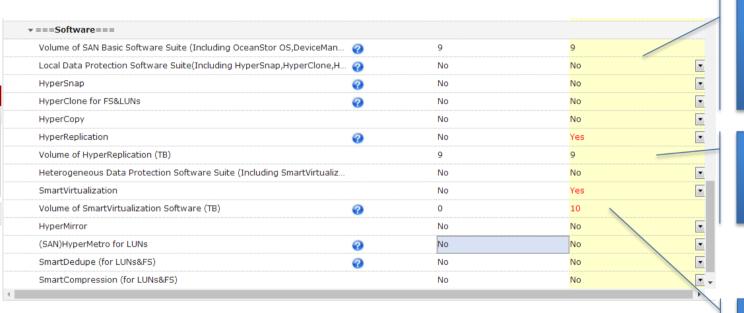
Select the Modem type as required.

The number of optical fibers is automatically calculated based on the number of optical ports. You only need to select the length.

These items are installation materials related to bays. If site survey or special requirements are not involved, use the default values.



4.5 Selecting software



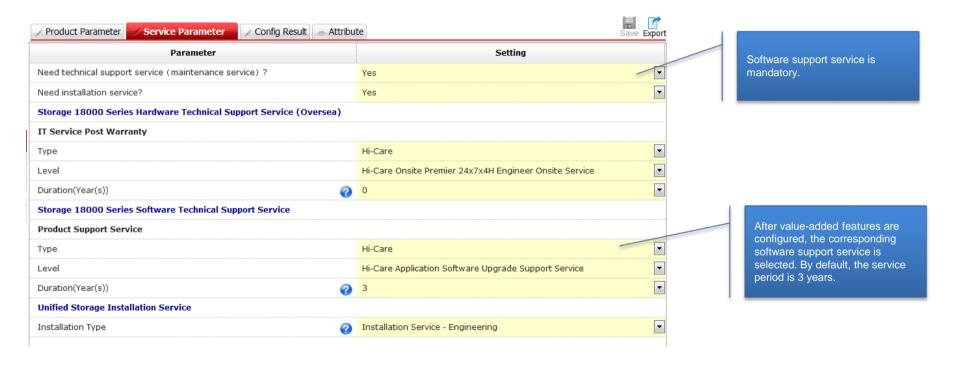
The mandatory basic software suite contains software such as SmartThin. The capacity comes from the raw capacity of the system. Based on the raw capacity of all connected disks, the OS restricts the use of licenses. Therefore, do not change this value.

After value-added features are configured, the capacity is the raw capacity of the system by default. You can change the value as required.

It indicates the capacity of the heterogeneous object.



4.6 Selecting services





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