

WINTER 2012
TOP VALUE EDITION



PROTECT

your data from loss.

Make backing up your data easier with
HP D2D StoreOnce Backup Systems.

Ref.: EJ001B

HP D2D 2502i BACKUP SYSTEM

6 680 € excl. VAT

8 082,80 € incl. VAT

- Intel® Xeon® Processor E5520
(8M Cache, 2.26 GHz, 5.86 GT/s Intel® QPI)
- 1.5 TB net disk space
- Store up to 20x more backup data on the same disk space
with HP StoreOnce deduplication
- Backup multiple servers at once
- For both Virtual Tape as well as NAS based backup
applications

See page 5.

Visit: www.hp.be/esmartguide/fr or
www.hp.be/esmartguide/nl

Call: 078/15.20.30 (Be) or 49.13.02 (Lux)



Visit your new gateway for
HP Care Pack information.

See page 8 for more details.



In last issue of the Smart Guide, you learned how to boost your networking capabilities and transform your legacy networks into business assets. In this issue, we will cover the ins and outs of data protection and backup, with everything you need to know to protect the precious business data on your servers from loss.



Our series will continue in upcoming issues of the Smart Guide with:

- 1. IT infrastructure management**
- 2. Services**

Imagine your server is under attack. Are you sure you will be able to recover your data?

According to Murphy's Law, anything that can go wrong, will. And servers are no exception! You never know when your hard disk will fail. From server crashes and virus attacks to floods, fires, and other unexpected disasters, even the best-protected server is at risk. As an IT manager, protecting the data stored on your organization's servers and hard disks is a top priority.

When it comes to data protection and recovery, you have two options. First, you can enhance system availability through redundant power supplies, cooling fans, RAID technology, failover clustering, and geoclusters at different locations. However, this approach does not protect your data from corruption or virus attacks, for instance. Or, to protect your data from corruption and viruses, you can copy it to a secondary medium, preferably in a different location. This is commonly referred to as data backup.

Backup basics

The two most common backup methods are:

- Disk-to-tape (D2T), which entails copying data from your server's hard disks to a tape drive
- Disk-to-disk (D2D), or copying data from your server's hard disks to an external disk device

D2D2T combines the first two methods; the backup tape is then stored at an off-site location.

Whether you choose disk-to-tape (D2T) or disk-to-disk backup (D2D), you will need software to manage the copies of your data. Software like Symantec Backup Exec™, HP Data Protector, and CA ARCserve™ Backup was developed for use with tape-based solutions and traditional operating systems. Emerging backup software like Veeam and vRanger Pro™ is designed for virtual server environments running solutions like VMware® and Microsoft® Hyper-V™ and is used for disk-to-disk backup only.

The HP Data Protection hardware portfolio

Tape drives:

- DAT for entry level, with up to 160 GB on a single tape
- LTO for mid-range to enterprise needs, from 200 GB up to 3 TB on a single tape

LTO Tape drives can also be mounted in a 'jukebox' style device, ranging from small 8-cartridge autoloaders up to enterprise libraries with up to 5,000 cartridges and up to 96 tape drives.

Disk drives:

- Small single drive systems (RDX)
- High-end enterprise disk-backup systems with larger capacities and advanced capabilities like deduplication and replication

A variety of backup methods to meet your data protection needs

- **Direct connect:** Each server gets its own backup device (disk-to-tape or disk-to-disk).
- **LAN backup:** In a multiple server environment, one server becomes the backup server; servers send their data to the backup server, which then backs the data up to tape or disk.
- **SAN shared backup:** This requires a special, separate network (a Storage Area Network, or SAN). The SAN can be a dedicated LAN or fibre channel network. In this scenario there still is a backup server to 'supervise' backups, handling the catalogue and instructing each server to send data to the backup device, be it tape or disk.
- **SAN shared backup with offsite replication:** This option is mainly used for disk-to-disk backup. Once the SAN shared backup is completed, the backup device makes an additional copy to a remote location, usually to another disk-based device.

For even greater security and to ensure you can get your data offsite in the event of a major incident, tape backup can be added to any disk-to-disk backup scenario.

In an upcoming issue of the Smart Guide, you will learn more about the different technologies available to help you manage backup data and get an overview of the available software technologies, from incremental and differential backups to deduplication.





SAVE 50 €⁽¹⁾



SAVE 300 €⁽¹⁾



SAVE 450 €⁽¹⁾

⁽¹⁾See page 8.

HP PROLIANT SERVER

**SMALL OFFICE SERVER VI:
HP PROLIANT ML110 G7**

**MEDIUM OFFICE SERVER II:
HP PROLIANT ML150 G6**

**SMALL POWERHOUSE II:
HP PROLIANT ML330 G6**

| | | | |
|--------------------------------|---|---|---|
| Product ref. number | 470065-575 | 518177-425 | 637081-425 |
| Price | 585 € excl. VAT 707,85 € incl. VAT | 790 € excl. VAT 955,90 € incl. VAT | 975 € excl. VAT 1 179,75 € incl. VAT |
| Processor | Intel® Xeon® Processor E3-1220 (8M Cache, 3.10 GHz) | Intel® Xeon® Processor E5502 (4M Cache, 1.86 GHz, 4.80 GT/s Intel® QPI) | Intel® Xeon® Processor E5606 (8M Cache, 2.13 GHz, 4.80 GT/s Intel® QPI) |
| Memory | 2 GB PC3-10600 unbuffered DIMM | 1 GB PC3-10600 unbuffered DIMM | 2 GB (1 x 2 GB) PC3-10600 unbuffered DIMM |
| Storage | 250 GB 7.2K rpm LFF (3.5") SATA non hot plug hard drive | 2 x 250 GB SATA hard drive (2 free HDD bays) | 2 x 250 GB 7.2K rpm LFF (3.5") SATA hot plug hard drive |
| Storage controller | Smart Array B110i SATA RAID controller (RAID 0, 1, 10) | Smart Array B110i SATA RAID controller (RAID 0, 1, 10) | Smart Array P410 - zero memory |
| Optical drive | DVD optical drive | DVD optical drive | DVD-RW optical drive |
| Power supply redundancy | onboard iLO3 | Optional | / |
| Warranty | 1-year, next business day on-site | 1-year, next business day on-site | 3-year parts, 1-year labor and next business day on-site |

OPTION PACKS

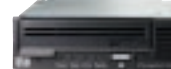
| | | | |
|-------------------------|--|--|--|
| OS Pack | This server plus Microsoft® Windows® Small Business Server 2011 Essentials Edition ROK (EN, FR, IT, GE, SP) Ref.: 470065-575 + 652442-A21 935 € excl. VAT 1 131,35 € incl. VAT | This server plus Microsoft® Windows® Small Business Server 2011 Standard with 5 CALs (EN) Ref.: 518177-425 + 644250-B21 1 470 € excl. VAT 1 778,70 € incl. VAT | This server plus Microsoft® Windows® Server 2008 R2 Standard Edition (EN) with 5 CALs Ref.: 637081-425 + 589256-B21 1 590 € excl. VAT 1 923,90 € incl. VAT |
| Performance Pack | 2 GB (1 x 2 GB) unbuffered DDR3 PC3-10600 dual-rank memory kit (2x) Ref.: 2 x 500670-B21 80 € excl. VAT 96,80 € incl. VAT | 2 GB (1 x 2 GB) unbuffered DDR3 PC3-10600 dual-rank memory kit + Intel® Xeon® Processor E5502 (4M Cache, 1.86 GHz, 4.80 GT/s Intel® QPI) option kit (ML150 G6) Ref.: 500670-B21 + 507720-B21 310 € excl. VAT 375,10 € incl. VAT | 2 GB (1 x 2 GB) unbuffered DDR3 PC3-10600 dual rank memory kit + Intel® Xeon® Processor E5606 (8M Cache, 2.13 GHz, 4.80 GT/s Intel® QPI) option kit (ML330 G6) Ref.: 500670-B21 + 637708-B21 555 € excl. VAT 671,55 € incl. VAT |
| Storage Pack | 500 GB 3G SATA 7.2K rpm LFF NHP MDL hard drive (3.5") Ref.: 458941-B21 205 € excl. VAT 248,05 € incl. VAT | 250 GB 3G SATA 7.2K rpm LFF NHP ETY hard drive (3.5") (2x) + HP Smart Array P212/256 MB controller Ref.: 2 x 571232-B21 + 462834-B21 595 € excl. VAT 719,95 € incl. VAT | 250 GB 3G SATA 7.2K rpm LFF (3.5") hot plug Entry hard drive + 256 MB cache module upgrade for Smart Array P212/P410 Ref.: 2 x 571230-B21 + 462968-B21 480 € excl. VAT 580,80 € incl. VAT |
| Uptime Pack | N/A | HP hot plug RPS enablement kit (ML150 G6) + HP hot plug 750 W HE power supply kit + HP redundant fan kit (ML150 G6) Ref.: 508544-B21 + 2 x 512327-B21 + 513927-B21 635 € excl. VAT 768,35 € incl. VAT | HP redundant fan kit + HP hot plug RPS enablement kit + HP hot plug 750 W high-efficiency power supply kit Ref.: 513927-B21 + 508544-B21 + 2 x 512327-B21 635 € excl. VAT 768,35 € incl. VAT |
| HP Care Pack | 3-year, 4-hour response - 13x5 HP ProLiant ML11x HW support Ref.: U4434E 304 € excl. VAT 367,84 € incl. VAT | 3-year, 4-hour response - 13x5 HP ProLiant ML150 HW support Ref.: U8192E 348 € excl. VAT 421,08 € incl. VAT | 3-year, 4-hour on-site response - 13x5 Ref.: UM872E 666 € excl. VAT 805,86 € incl. VAT |



WITH 5 TAPES



WITH 5 TAPES



WITH 5 TAPES

HP STORAGE SOLUTION

HP DAT 160 USB INTERNAL TAPE DRIVE

HP ULTRIUM 920 LTO3 SAS TAPE DRIVE

HP ULTRIUM 1760 LTO4 SAS TAPE DRIVE

| | | | |
|---------------------------------|---|---|---|
| Product reference number | AG908AT | AJ760BT | AP826AT |
| Price | 645 € excl. VAT 780,45 € incl. VAT | 1 130 € excl. VAT 1 367,30 € incl. VAT | 1 760 € excl. VAT 2 129,60 € incl. VAT |
| Specifications | <ul style="list-style-type: none"> 80 GB native, 160 GB compressed Cartridges: from 80 up to 160 GB Data transfer rate: up to 108 GB/hour HP Data Protector Express Basic backup software incl. 3-year parts exchange warranty | <ul style="list-style-type: none"> 400 GB native, 800 GB compressed Cartridges: from 400 up to 800 GB Data transfer rate: up to 432 GB/hour HP Data Protector Express Basic backup software incl. 3-year parts exchange warranty <p>Requires the following options:</p> <ul style="list-style-type: none"> HP Smart Array P212/zm (Ref.: 462828-B21) 160 € excl. VAT 193,60 € incl. VAT HP Mini-SAS cable for LTO internal tape drive (Ref.: AP746A) 50 € excl. VAT 60,50 € incl. VAT | <ul style="list-style-type: none"> 800 GB native, 1.6 TB compressed Cartridges: from 800 up to 1600 GB Data transfer rate: up to 576 GB/hour 3-year parts exchange warranty HP Data Protector Express Basic software incl. <p>Requires the following options:</p> <ul style="list-style-type: none"> HP Smart Array P212/zm (Ref.: 462828-B21) 160 € excl. VAT 193,60 € incl. VAT HP Mini-SAS cable for LTO internal tape drive (Ref.: AP746A) 50 € excl. VAT 60,50 € incl. VAT |

HP NETWORKING SOLUTION



HP 1405-8G SWITCH



HP 1410-16G SWITCH

up to 20% additional discount*



HP 1810-24G SWITCH

up to 15% additional discount*

| | | | |
|---------------------------------|--|---|--|
| Product reference number | JD871A | J9560A | J9450A |
| End-user price | 55 € excl. VAT 66,55 € incl. VAT | 169 € excl. VAT 204,49 € incl. VAT | 289 € excl. VAT 349,69 € incl. VAT |
| | UNMANAGED: Plug-and-play; no configuration required | | SMART MANAGED: |
| Specifications | <ul style="list-style-type: none"> 8 RJ-45 autosensing 10/100/1000 ports Fast Ethernet / gigabit Layer 2 operation Fanless for silent operation, desktop model Auto-MDI/MDIX eliminates cabling problems 3-year warranty - advance unit replacement warranty service - Next Business Day delivery | <ul style="list-style-type: none"> 16 RJ-45 autosensing 10/100/1000 ports Fast Ethernet/gigabit Layer 2 operation Fanless for silent operation, rack mountable Auto-MDI/MDIX eliminates cabling problems Lifetime warranty - advance unit replacement warranty service - Next Business Day delivery | <ul style="list-style-type: none"> 22 RJ-45 autosensing 10/100/1000 ports + 2 dual-personality ports (RJ-45 10/100/1000 port or an open mini-Gbic slots) Flexible connection and deployment options Layer 2 operation at wire speeds VLANs and Link Aggregation support Lifetime warranty - advance unit replacement warranty service - Next Business Day delivery |
| Alternatives | <ul style="list-style-type: none"> HP 1405-5 (5-port 10/100) (Ref.: JD866A) 23 € excl. VAT 27,83 € incl. VAT HP 1405-8 (8-port 10/100) (Ref.: JD867A) 33 € excl. VAT 39,93 € incl. VAT HP 1405-5G (5-port gigabit) (Ref.: JD869A) 39 € excl. VAT 47,19 € incl. VAT | <ul style="list-style-type: none"> HP 1410-8G (8-port gigabit) (Ref.: J9559A) 69 € excl. VAT 83,49 € incl. VAT HP 1410-24G (24-port gigabit) (Ref.: J9561A) 249 € excl. VAT 301,29 € incl. VAT HP 1410-8 (8-port 10/100) (Ref.: J9661A) 40 € excl. VAT 48,40 € incl. VAT | <ul style="list-style-type: none"> HP 1810-8G (8-port gigabit) (Ref.: J9449A) 129 € excl. VAT 156,09 € incl. VAT HP 1810-48G (48-port gigabit) (Ref.: J9660A) 599 € excl. VAT 724,79 € incl. VAT |

*On mentioned end-user price and on selected models. Offers valid until 30 April 2012.



SAVE 450 €⁽¹⁾



SAVE 150 €⁽¹⁾

⁽¹⁾See page 8.

**NO NONSENSE FILE&PRINT XIV:
HP PROLIANT ML350 G6**

**ENTRY-LEVEL RACK SERVER III:
HP PROLIANT DL120 G7**

638182-425

644706-425

1 760 € excl. VAT 1 219,90 € incl. VAT

730 € excl. VAT 883,30 € incl. VAT

Intel® Xeon® Processor E5606
(8M Cache, 2.13 GHz, 4.80 GT/s Intel® QPI)

Intel® Xeon® Processor E3-1220
(8M Cache, 3.10 GHz)

4 GB (1 x 4 GB) DDR3 registered (RDIMM)

4 GB (2 x 2 GB) PC3-10600 unbuffered DIMMs

2 x 146 GB 15K rpm SFF SAS hot plug hard drive

No integrated hard drive - 4 free LFF (3.5") SATA hard drive bays for hot plug hard drives

Smart Array P410i with 512 MB battery-backed write cache

Smart Array B110i SATA RAID controller (RAID 0, 1, 1+0)

DVD-RW optical drive

N/A

/

HP Smart Array hot plug Advanced Pack for B110i

3-year, next business day on-site

1-year, next business day on-site

This server plus Microsoft® Windows® Small Business
Server 2011 Standard Edition (EN) with 5 CALs

This server plus Microsoft® Windows® Server 2008 R2 Foundation (EN)

Ref.: 638182-425 + 644250-B21

Ref.: 644706-425 + 589222-B21

2 440 € excl. VAT 2 952,40 € incl. VAT

910 € excl. VAT 1 101,10 € incl. VAT

4 GB (1 x 4 GB) registered DDR3 PC3-10600 dual rank memory kit +
Intel® Xeon® Processor E5606 (8M Cache, 2.13 GHz, 4.80 GT/s Intel®
QPI) option kit (ML330 G6)

2 GB (1 x 2 GB) unbuffered DDR3
PC3-10600 dual-rank memory kit (2x)

Ref.: 500658-B21 + 638319-B21

Ref.: 2 x 500670-B21

440 € excl. VAT 532,40 € incl. VAT

80 € excl. VAT 96,80 € incl. VAT

300 GB SFF 6G SAS 10K rpm hot plug DP ENT hard drive (2.5") (2x)

500 GB 3G SATA 7.2K rpm LFF hot plug MDL hard drive (3.5") (2x)

Ref.: 2 x 507127-B21

Ref.: 2 x 458928-B21

580 € excl. VAT 701,80 € incl. VAT

410 € excl. VAT 496,10 € incl. VAT

HP redundant fan option kit (ML350 G6) + HP 460 W 12V
hot plug AC high-efficiency power supply kit

N/A

Ref.: 515081-B21 + 503296-B21

225 € excl. VAT 272,25 € incl. VAT

3-year, 4-hour on-site response - 13x5

3-year, 4-hour on-site response - 13x5

Ref.: U4512E

Ref.: UJ252E

445 € excl. VAT 538,45 € incl. VAT

439 € excl. VAT 531,19 € incl. VAT



WITH 8 TAPES



HP 1/8G2 LTO920 SAS AUTOLOADER

HP D2D 2502i BACKUP SYSTEM

AP707AM

EJ001B

2 920 € excl. VAT 3 533,20 € incl. VAT

6 680 € excl. VAT 8 082,80 € incl. VAT

- 3.2 TB native, 6.4 TB compressed (= 8 x 400/800 GB)
- Cartridges: from 400 GB up to 800 GB
- Data transfer rate: 432 GB/hour
- HP Data Protector Express Basic backup software incl.
- 1-year parts exchange warranty

- Intel® Xeon® Processor E5520
(8M Cache, 2.26 GHz, 5.86 GT/s Intel® QPI)
- 1.5 TB gross capacity, up to 20x better thanks to deduplication technology
- Disk-based backup system for 4 servers maximum
- Data transfer rate: up to 325 GB/hour
- 1-year parts exchange warranty

Requires the following options:

Options:

• HP Smart Array P212/zm (Ref.: 462828-B21)

• HP Care Pack: 3-year, 4-hour on-site response - 13x5

160 € excl. VAT 193,60 € incl. VAT

(Ref.: UJ752E)

• HP Mini-SAS cable for LTO internal tape drive

1 361 € excl. VAT 1 646,81 € incl. VAT

(Ref.: AP746A) **50 €** excl. VAT 60,50 € incl. VAT



LIFETIME
WARRANTY



up to 15%
additional
discount*

HP 1910-24G SWITCH

HP 2520-24-PoE SWITCH

JE006A

J9138A

379 € excl. VAT 458,59 € incl. VAT

699 € excl. VAT 845,79 € incl. VAT

customized operation (intuitive Web interface)

FULLY MANAGED Layer 2 for granular switching configuration

- 24 RJ-45 auto-negotiating 10/100/1000 ports + 4 open mini-GBIC slots
- Access control lists to secure traffic
- Layer 3 static routing with 32 routes
- Spanning Tree: STP, RSTP, and MSTP
- Lifetime warranty - advance unit replacement warranty service - Next Business Day delivery

- 24 RJ-45 autosensing 10/100 PoE ports + 2 RJ-45 autosensing 10/100/1000 ports +2 dual-personality ports
- Power over Ethernet to power IP phones, wireless access-points, IP cameras
- Energy-efficient design and quiet operation
- Fully managed via SNMP, command-line interface (CLI), and graphical user interface (GUI)
- Lifetime warranty - advance unit replacement warranty service - Next Business Day delivery

• HP 1910-16G (16-port gigabit) (Ref.: JE005A)

• HP 2520-8-PoE (8 x 10/100 + PoE) (Ref.: J9137A)

249 € excl. VAT 301,29 € incl. VAT

419 € excl. VAT 506,99 € incl. VAT

• HP 1910-24G-PoE (24 x gigabit + PoE) (Ref.: JE008A)

• HP 2520-8G-PoE (8 x gigabit + PoE) (Ref.: J9298A)

759 € excl. VAT 918,39 € incl. VAT

599 € excl. VAT 724,79 € incl. VAT

• HP 1910-48G (48-port gigabit) (Ref.: JE009A)

• HP 2520-24G-PoE (24 x gigabit + PoE) (Ref.: J9299A)

759 € excl. VAT 918,39 € incl. VAT

1 569 € excl. VAT 1 898,79 € incl. VAT

SAVE 300 €⁽¹⁾

SAVE 750 €⁽¹⁾

SAVE 750 €⁽¹⁾



HP PROLIANT SERVER

**HIGH-CAPACITY SERVER IV:
HP PROLIANT DL180 G6**

**CONCENTRATED COMPUTING
POWER VII: HP PROLIANT DL360 G7**

**COMPACT ALL-ROUNDER IX:
HP PROLIANT DL380 G7**

| | | | |
|---------------------|---|--|--|
| Product ref. number | 641363-425 | 470065-356 | 470065-362 |
| Price | 1 120 € excl. VAT 1 355,20 € incl. VAT | 1 860 € excl. VAT 2 250,60 € incl. VAT | 2 110 € excl. VAT 2 553,10 € incl. VAT |
| Processor | Intel® Xeon® Processor E5606 (8M Cache, 2.13 GHz, 4.80 GT/s Intel® QPI) | Intel® Xeon® Processor E5620 (12M Cache, 2.40 GHz, 5.86 GT/s Intel® QPI) | Intel® Xeon® Processor E5620 (12M Cache, 2.40 GHz, 5.86 GT/s Intel® QPI) |
| Memory | 4 GB (2 x 2 GB) PC3-10600 registered DIMMs | 8 GB (2 x 4 GB) PC3-10600 registered DIMMs | 8 GB (2 x 4 GB) PC3-10600 registered DIMMs |
| Storage | No integrated hard drive - 4 free LFF (3.5") SAS/SATA hard drive bays | No integrated hard drive - 4 free SFF (2.5") SAS/SATA hard drive bays | No integrated hard drive - 8 free SFF (2.5") SAS/SATA hard drive bays |
| Storage controller | Smart Array P410i with 256 MB cache | Smart Array P410i with 512 MB flash backed write cache | Smart Array P410i with 512 MB flash backed write cache |
| Optical drive | N/A | DVD-RW optical drive | DVD-RW optical drive |
| Other | N/A | N/A | N/A |
| Warranty | 3-year, parts replacement only | 3-year, next business day on-site | 3-year, next business day on-site |

OPTION PACKS

| | | | |
|-------------------------|---|--|--|
| OS Pack | This server plus Microsoft® Windows® Server 2008 R2 Standard Edition (EN) with 5 CALs Ref.: 641363-425 + 589256-B21 1 735 € excl. VAT 2 099,35 € incl. VAT | This server plus Microsoft® Windows® Server 2008 R2 Standard Edition (EN) with 5 CALs Ref.: 470065-356 + 589256-B21 2 475 € excl. VAT 2 994,75 € incl. VAT | This server plus Microsoft® Windows® Server 2008 R2 Standard Edition (EN) with 5 CALs Ref.: 470065-362 + 589256-B21 2 725 € excl. VAT 3 297,25 € incl. VAT |
| Performance Pack | 2 GB (1 x 2 GB) registered DDR3 PC3-10600 dual-rank memory kit (2x) + Intel® Xeon® Processor E5606 (8M Cache, 2.13 GHz, 4.80 GT/s Intel® QPI) option kit (DL180 G6) Ref.: 2 x 500670-B21 + 635583-B21 460 € excl. VAT 556,60 € incl. VAT | 4 GB (1 x 4 GB) registered DDR3-10600 dual-rank memory kit (2x) + Intel® Xeon® Processor E5620 (12M Cache, 2.40 GHz, 5.86 GT/s Intel® QPI) option kit (DL360 G7) Ref.: 2 x 500658-B21 + 588072-B21 740 € excl. VAT 895,40 € incl. VAT | 4 GB (1 x 4 GB) registered DDR3-10600 dual-rank memory kit (2x) + Intel® Xeon® Processor E5620 (12M Cache, 2.40 GHz, 5.86 GT/s Intel® QPI) option kit (DL380 G7) Ref.: 2 x 500658-B21 + 587476-B21 740 € excl. VAT 895,40 € incl. VAT |
| Storage Pack | 500 GB 3G SATA 7.2K rpm LFF hot plug MDL hard drive (3.5") (3x) Ref.: 3 x 458928-B21 615 € excl. VAT 744,15 € incl. VAT | 300 GB SFF 6G SAS 10K rpm hot plug DP ENT hard drive (2.5") (2x) Ref.: 2 x 507127-B21 580 € excl. VAT 701,80 € incl. VAT | 600 GB SFF 6G SAS 10K rpm hot plug DP ENT hard drive (2.5") (3x) Ref.: 3 x 581286-B21 1 590 € excl. VAT 1 923,90 € incl. VAT |
| Uptime Pack | HP hot plug 460 W high-efficiency power supply kit Ref.: 503296-B21 180 € excl. VAT 217,80 € incl. VAT | HP hot plug 460 W high-efficiency power supply kit Ref.: 503296-B21 180 € excl. VAT 217,80 € incl. VAT | HP hot plug 460 W high-efficiency power supply kit Ref.: 503296-B21 180 € excl. VAT 217,80 € incl. VAT |
| HP Care Pack | 3-year, 4-hour on-site response - 13x5 Ref.: UH271E 695 € excl. VAT 840,95 € incl. VAT | 3-year, 4-hour on-site response - 13x5 Ref.: U4496E 608 € excl. VAT 735,68 € incl. VAT | 3-year, 4-hour on-site response - 13x5 Ref.: U4544E 778 € excl. VAT 941,38 € incl. VAT |

⁽¹⁾See page 8.

HP STORAGE SOLUTION

HP X1600 G2 BASE STORAGE SYSTEM

HP P2000 G3 MSA iSCSI STARTER KIT

HP P4000 VIRTUAL SAN APPLIANCE

| | | | |
|---------------------|--|---|--|
| Product ref. number | BV859A | BV919A | TA688AA |
| Price | 4 400 € excl. VAT 5 324 € incl. VAT | 8 040 € excl. VAT 9 728,40 € incl. VAT | 4 090 € excl. VAT 4 948,90 € incl. VAT |
| Specifications | <ul style="list-style-type: none"> Basic NAS with: <ul style="list-style-type: none"> Intel® Xeon® Processor E5520 (8M Cache, 2.26 GHz, 5.86 GT/s Intel® QPI), 6 GB RAM 32 GB max. (OS limit), 2 CPUs 2U rack chassis, 12 disk bays 2 x 146 GB SFF OS disks Microsoft® Windows® Storage Server 2008 R2 64-bit iSCSI Target (=SAN-on-NAS) HP Application Storage Manager 3-year, next business day on-site warranty + 1-year phone software support, 9x5 <p>Options:</p> <ul style="list-style-type: none"> HP Care Pack: 3-year support plus, 13x5, 4-hour on-site response time + phone software support Ref.: URO96E 596 € excl. VAT 721,16 € incl. VAT 2 TB LFF 3G SATA 7.2K rpm hot plug MDL hard drive (3.5") Ref.: 507616-B21 485 € excl. VAT 586,85 € incl. VAT | <ul style="list-style-type: none"> Starter kit with: <ul style="list-style-type: none"> P2000 SFF JBOD 2 x P2000 G3 iSCSI controller 12 x 300 GB SAS 10K rpm SFF hard drives 149 SFF hard drives max. with D2700 extensions, 288 max. with P2012 JBODs on LFF hard drives - possible mix of LFF and SFF JBODs 3-year parts exchange warranty <p>Options:</p> <ul style="list-style-type: none"> HP Care Pack: 3-year, 4-hour on-site response time - 13x5 Ref.: UV393E 2 141 € excl. VAT 2 590,61 € incl. VAT HP 300 GB 10K rpm 6G DP hot plug SAS drives Ref.: 507127-B21 290 € excl. VAT 350,90 € incl. VAT | <ul style="list-style-type: none"> Basic pack includes DVD & manuals. Up to 10 TB per license can be managed. Construction of a San with DAS storage under Hyper-V™ or vSphere! All the characteristics of a high-end San incl.: thin provisioning, snapshots, remote copy, sync. replication with NetWork RAID 1-year phone software support incl. |

HP NETWORKING SOLUTION

HP 2620-24 SWITCH

LIFETIME WARRANTY

HP 2910-24G al SWITCH

up to 15% additional discount*

HP 3500-48 SWITCH

LIFETIME WARRANTY

| | | | |
|---------------------|--|---|--|
| Product ref. number | J9623A | J9145A | J9472A |
| End-user price | 505 € excl. VAT 611,05 € incl. VAT | 1 709 € excl. VAT 2 067,89 € incl. VAT | 3 579 € excl. VAT 4 330,59 € incl. VAT |
| Specifications | <ul style="list-style-type: none"> 24 RJ-45 autosensing 10/100 ports + 2 autosensing 10/100/1000 ports + 2 open mini-GBIC (SFP) slots Access layer cost-effective switch Lite Layer 3 IPv4/IPv6 static and RIP routing 30 W PoE+ support on PoE models to power IP phones, wireless access-points, IP cameras Lifetime warranty - advance unit replacement warranty service - Next Business Day delivery | <p>FULLY MANAGED: lite layer 3</p> <ul style="list-style-type: none"> 20 RJ-45 auto-sensing 10/100/1000 ports + 4 dual-personality ports + supports a maximum of 4 10-GbE ports, with optional module High-performance Gigabit Ethernet access switch Layer 2 and Layer 3 plus static IP and RIP routing Four optional 10 GbE (CX4 and/or SFP+) Lifetime warranty - advance unit replacement warranty service - Next Business Day delivery | <p>FULLY MANAGED: full layer 3</p> <ul style="list-style-type: none"> 44 RJ-45 autosensing 10/100 ports + 4 dual-personality ports Advanced access layer and small core environments Intelligent Edge feature set from Layer 2 to Layer 4 support Enterprise-class performance and security Lifetime warranty - advance unit replacement warranty service - Next Business Day delivery |
| Alternatives | <ul style="list-style-type: none"> HP 2620-24-PPoE+ Switch (Ref.: J9624A) 749 € excl. VAT 906,29 € incl. VAT HP 2620-24-PoE+ Switch (Ref.: J9625A) 1 099 € excl. VAT 1 329,79 € incl. VAT HP 2620-48 Switch (Ref.: J9626A) 919 € excl. VAT 1 111,99 € incl. VAT HP 2620-48-PoE+ Switch (Ref.: J9627A) 1 899 € excl. VAT 2 297,79 € incl. VAT | <ul style="list-style-type: none"> HP 2910-24G-PoE+ (24 x gigabit + PoE+) (Ref.: J9146A) 2 159 € excl. VAT 2 612,39 € incl. VAT HP 2910-48G (48 x gigabit) (Ref.: J9147A) 2 859 € excl. VAT 3 459,39 € incl. VAT HP 2910-48G-PoE+ (48 x gigabit + PoE+) (Ref.: J9148A) 4 139 € excl. VAT 5 008,19 € incl. VAT <p>*On mentioned end-user price and on selected models. Offers valid until April, 30th 2012.</p> | <ul style="list-style-type: none"> HP 3500-24G-PoE yl (24 x gigabit + PoE) (Ref.: J8692A) 3 579 € excl. VAT 4 330,59 € incl. VAT HP 3500-48G-PoE yl (48 x gigabit + PoE) (Ref.: J8693A) 6 159 € excl. VAT 7 452,39 € incl. VAT HP 3500-24G-PoE+ yl (24 x gigabit + PoE+) (Ref.: J9310A) 3 579 € excl. VAT 4 330,59 € incl. VAT HP 3500-48G-PoE+ yl (48 x gigabit + PoE+) (Ref.: J9311A) 6 159 € excl. VAT 7 452,39 € incl. VAT |



Medium-sized businesses – especially those with no or limited in-house IT resources – struggle to find solutions to issues like keeping their IT infrastructure up and running, improving end-user productivity, and keeping their system up to date.

They used to have to choose between expensive, complex Enterprise solutions and manual processes and point solutions that only solve some of these challenges.

Microsoft® System Center Essentials 2010 (SCE 2010) is an IT management solution in the System Center family of IT systems management products specifically designed for medium-sized businesses. SCE 2010:

- Provides your customer **a unified solution** with a single console for managing a broad range of tasks across their physical and virtual servers, clients, hardware, software, and IT services for a unified experience.
- Enables you to **proactively manage the IT environment**, helping keep the system up-to-date with a solution that accelerates problem resolution and enables automation of system updates and data collection.
- Is **easy to deploy and maintain** helping simplify complex management tasks for increased IT efficiency.

Find more information here: www.microsoft.be/hpserver.

Microsoft® System Center 2010 Essentials runs perfectly on HP ROK Windows® Server 2008 R2 licenses:



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3. OEM-tested and certified drivers, plus 90-day installation support.

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HP Network Assessment Services

Benefits for HP Partners:

- Offer your customers workshops to determine the best network architecture for their needs
- Add value to your product and service line-up
- Leverage the expertise of HP network architects
- Generate follow-up orders
- Increase customer loyalty

Network Assessment Services are part of HP Care Pack HK793a1, and include:

1. Preliminary assessment with the HP Partner and customer
2. One-day workshop at the customer's site attended by at least two HP consultants and the HP Partner
- 3 Deliverables:
 - Written recommendations following the workshop
 - Meeting with the HP Partner and customer to discuss workshop outcomes
 - High-level design

Networking challenges and possible workshop topics:

- Network design supporting (private) cloud computing
- Multiple user groups with a variety of access requirements
- Virtual Desktop Infrastructure (VDI)
- Network segmentation
- Security enhancements, i.e. IPS
- Wireless Guest Access
- SSL-based application level security
- Multi-tenant environment
- Need to reduce complexity and streamline management
- Increase reliability

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