

1
00:00:03,542 --> 00:00:06,360
We introduced some 2040 QuickStart bundles.

2
00:00:06,395 --> 00:00:10,160
We've also introduced a new
higher-end product, the FAS3210,

3
00:00:10,195 --> 00:00:13,448
which is really low-end,
midrange lower price point.

4
00:00:13,483 --> 00:00:16,672
And it actually allows you to
be able to upgrade from the 2042A

5
00:00:16,707 --> 00:00:20,312
enterprise class product so it's
a really nice upgrade for customers

6
00:00:20,347 --> 00:00:23,543
that are looking for more
than the FAS2040 has to offer.

7
00:00:23,578 --> 00:00:26,911
Customers have either transitioned
to the 2040 or if they did need the

8
00:00:26,946 --> 00:00:29,536
I/O capability they've
transitioned to the FAS3210.

9
00:00:29,571 --> 00:00:33,160
We also offer a lot of simplicity
around our products with our system

10
00:00:33,195 --> 00:00:36,360
manager; not just an install but
actually across the board when people

11
00:00:36,395 --> 00:00:38,968
are looking at managing that
over the life of the product.

12
00:00:39,003 --> 00:00:42,656
So a really competitive product set,
at very aggressive prices with a lot -

13
00:00:42,691 --> 00:00:45,561
I think greater capabilities for
customers, especially as they

14
00:00:45,596 --> 00:00:49,687
need to grow their
particular IT data center.

KeyStrokes