

Contact Information	Product	Price	Disk Capacity: Base	Disk Capacity: Total	Fibre Channel Support	Data-Replication Support	Data-Snapshot Support	Volume Shadow Copy Service (VSS) Support	Includes Management Software	Remote Management Capability	Hot-Swap Capability	Fault-Tolerance/Redundancy Support
Adaptec 408-957-2550 800-442-7274 http://www.adaptec.com	Snap Server I8000	Contact vendor	2TB–3.2TB raw capacity	30TB–31.2TB	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
	Snap Server 4200	\$1995, \$2995	320GB or 640GB	2.3TB or 2.6TB	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes, via features such as RAID 5, dual Gigabit Ethernet ports, and ability to boot OS off of multiple disk drives
	Snap Server 4500	\$3995	1TB–1.6TB	3TB–13.6TB	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes, via features such as RAID 5, dual Gigabit Ethernet ports, and ability to boot OS off of multiple disk drives
	Adaptec iSAI500 Storage Array	\$3995	Up to 250GB per drive	1TB	No	Yes, via Synchronous Mirroring	Yes	No	Yes	Yes	Yes	Yes, via Synchronous Mirroring to another iSAI500
Dell 512-651-0085 800-999-3355 http://www.dell.com	Dell/EMC AX100i	Starts at \$4999	Up to 12 SATA drives and 3TB raw capacity	Up to 12 SATA drives and 3TB raw capacity	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes, via 512MB battery-backed cache or IGB UPS-backed mirrored cache; RAID; global hot-spare drives
EqualLogic 603-579-9762 888-579-9762 http://www.equallogic.com	PS Series storage array	Starts at \$24,900	1.75TB	Up to 7TB per array; scalable to more than 100TB	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
FalconStor Software 631-777-5188 866-669-3252 http://www.falconstor.com	FalconStor iSCSI Storage Server	Starts at \$7995	1TB	9TB	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Hitachi Data Systems 408-970-1000 888-234-5601 http://www.hds.com	WMS100	Starts at less than \$20,000	1TB	42TB	Yes	Yes	Yes	Yes	Yes	Yes	Yes; all FRU parts redundant and hot-swappable	Yes, via Hitachi HiCommand Storage Management Software Suite
	AMS200	Starts at less than \$20,000	365GB	40.5TB	Yes	Yes	Yes	Yes	Yes	Yes	Yes; all FRU parts redundant and hot-swappable	Yes, via Hitachi HiCommand Storage Management Software Suite
	AMS500	Starts at less than \$20,000	365GB	88.5TB	Yes	Yes	Yes	Yes	Yes	Yes	Yes; all FRU parts redundant and hot-swappable	Yes, via Hitachi HiCommand Storage Management Software Suite
	NSC55	Starts at less than \$20,000	365GB	72TB	Yes	Yes	Yes	Yes	Yes	Yes	Yes; all FRU parts redundant and hot-swappable	Yes, via Hitachi HiCommand Storage Management Software Suite
HP 650-857-1501 800-752-0900 http://www.hp.com	HP ProLiant Storage Server with iSCSI Feature Pack—Standalone Edition or Gateway Edition	\$1995 for Standalone Edition; \$2595 for Gateway Edition—plus cost of HP ProLiant Storage Server: \$1190–\$5200	640GB	79TB	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Intrinsa 408-678-8600 866-446-8726 http://www.intrinsa.com	Intrinsa Value-Line: IP2000	\$19,750–\$34,290	2TB	6TB	No	Yes	Yes	No	Yes	Yes	Yes	Yes
	Intrinsa Performance Line: IP3000, IP5500, and IP7500	Around \$54,855 for a typical configuration	2TB	6.4TB	No	Yes	Yes	No	Yes	Yes	Yes	Yes
iQstor Networks 805-376-1010 800-497-5758 http://www.iqstor.com	IQI210	\$6998 for 1TB	320GB	7.5TB	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	IQI250	\$5998 for 1TB	320GB	7.5TB	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
LeftHand Networks 303-449-4100 866-447-7267 http://www.lefthandnetworks.com	LeftHand SAN	Starts at \$12,000	1TB, 2TB, 3TB, or 6TB modules	No limits: fully scalable and clusterable	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Network Appliance 408-822-6000 888-463-8277 http://www.netapp.com	NetApp FAS200	Starts at around \$10,000	7 drives; 432GB system capacity	56 drives; 16TB system capacity	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	NetApp FAS3000	Starts at around \$30,000	8 drives; 504GB system capacity	336 drives; 84TB system capacity	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	NetApp FAS900	Starts at around \$120,000	8 drives; 504GB system capacity	672 drives; 100TB system capacity	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Overland Storage 858-571-5555 800-729-8725 http://www.overlandstorage.com	ULTAMUS SERIES Protected Primary Storage Appliances	\$39,995 MSRP for 8TB, Fibre Channel and iSCSI appliance	From 4TB raw	Expandable to 32TB raw	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
SANRAD 650-287-2500 800-471-2616 http://www.sanrad.com	iSCSI V-Switch	\$12,000–\$25,000	0.5TB	4000TB	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	Total iSCSI SAN V-Switch 2000, 3000	Starts at \$19,000 with 3TB	3TB	4000TB	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Variel Technology 949-753-8881 888-827-4351 http://www.variel.com	Variel IP SAN	\$4990–\$16,300	1TB	8TB	No	No	No	No	Yes	Yes	Yes	Yes; certain components only
	iSCSI Engine VXi800	\$5850–\$18,950	1TB	8TB	No	No	No	No	Yes; Storage Management Initiative Specification (SMI-S) enabled	Yes	Yes	Yes; certain components only

EDITOR'S NOTE: Some vendors you might expect to see in this Buyer's Guide said they didn't have a product that exactly matched the criteria or didn't respond to our requests for information about their products.