



**NORTHERN**

## UPGRADE PATHS: WHAT OFFERS ARE AVAILABLE

The release of Northern Storage Suite V8, and associated product and price changes, have obvious implications for existing customer groups. In all cases the pathway to upgrade from older and less feature-rich quota solutions is high value. Use the table below to identify the upgrade pathways available to specific customers.

EXISTING SOLUTION		FREE UPGRADE ENTITLEMENT	UPGRADE ENTITLEMENT WITH COST
<b>QUOTA SERVER</b> [4.X, 5.X, ADMIN+, 2003]	Customers with Support	NSS V8 1TB	None. Additional capacity at list.
	Customers without support	None	If the customer is NOT under maintenance today we're re-buying the license at 50% of what the customer originally paid.
<b>NORTHERN QUOTA SERVER+</b> SMALL SERVER MEDIUM SERVER ENTERPRISE SERVER	Customers with Support	NSS V8 at equivalent capacity [Enterprise license = 5TB]	None. Additional capacity at list.
	Customers without support	None	If the customer is NOT under maintenance today we're re-buying the license at 50% of what the customer originally paid.
<b>NORTHERN STORAGE SUITE 2003</b> SMALL SERVER MEDIUM SERVER ENTERPRISE SERVER	Customers with Support	NSS V8 at equivalent capacity [Enterprise license = 5TB]	None. Additional capacity at list.
	Customers without support	None	If the customer is NOT under maintenance today we're re-buying the license at 50% of what the customer originally paid.
<b>NORTHERN STORAGE SUITE 2005</b> SMALL SERVER MEDIUM SERVER ENTERPRISE SERVER	Customers with Support	NSS V8 at equivalent capacity [Enterprise license = 5TB]	None. Additional capacity at list.
	Customers without support	None	If the customer is NOT under maintenance today we're re-buying the license at 50% of what the customer originally paid.

## CROSS-GRADE PATHS: MOVING FROM WINDOWS TO NETAPP

The release of Northern Storage Suite V8 and the specialized NetApp version opens new opportunities for existing NSS Windows customers. For customers that want to migrate from Windows to NetApp platform we now have a specialized cross-grade path shown below. [Cross-grading unlocks NetApp functionality for the existing license; it does not add host entitlements.] Use the table below to identify the cross-grade pathways available to specific customers.

EXISTING SOLUTION	CROSS-GRADE ENTITLEMENT	
<b>QUOTA SERVER</b> [4.X, 5.X, ADMIN+, 2003]  <b>NORTHERN QUOTA SERVER+</b> SMALL SERVER MEDIUM SERVER ENTERPRISE SERVER	Customers with Support	None. This customer must first upgrade to Northern Storage Suite V8.
	Customers without support	None.
<b>NORTHERN STORAGE SUITE 2003</b> SMALL SERVER MEDIUM SERVER ENTERPRISE SERVER	Customers with Support	If the customer is under maintenance today we're re-buying the license at 50% of the cost for a new license including maintenance and support, in the current price list.
	Customers without support	None.
<b>NORTHERN STORAGE SUITE 2005</b> SMALL SERVER MEDIUM SERVER ENTERPRISE SERVER	Customers with Support	If the customer is under maintenance today we're re-buying the license at 50% of the cost for a new license including maintenance and support, in the current price list.
	Customers without support	None.
<b>NORTHERN STORAGE SUITE V8</b> ALL CAPACITIES	Customers with Support	If the customer is under maintenance today we're re-buying the license at 50% of the cost for a new license including maintenance and support, in the current price list.
	Customers without support	None.