

**EMC Insignia Product Line**

This is a complete list of EMC Insignia products that are sold through the EMC Velocity SMB price list. If you have questions, please contact the EMC Velocity SMB Support Team at 1-877-204-3267 or emcinsigna\_distisupport@emc.com.

	Tech Data Physical Goods SKU	Physical Goods SKU	Physical Goods SKU MSRP	Tech Data Electronic Goods SKU	Electronic License SKU	Electronic License SKU MSRP
<b>BACKUP AND RECOVERY SOFTWARE</b>						
<b>EMC Retrospect 7.5 for Windows</b>						
<b>EMC Retrospect 7.5 Editions with Annual Support and Maintenance (ASM)*</b>						
Retrospect Multi Server with ASM	None	None	None	69013B	MZ11A0075C	\$ 1,669.00
Retrospect Single Server with ASM	None	None	None	69014B	SZ11A0075C	\$ 809.00
Retrospect Small Business Server Premium with ASM	None	None	None	69015B	TZ11A0075C	\$ 869.00
Retrospect Small Business Server Standard with ASM	None	None	None	69016B	RZ11A0075C	\$ 609.00
Retrospect Disk-to-Disk with ASM	None	None	None	69017B	JZ11A0075C	\$ 509.00
Retrospect Professional with ASM	None	None	None	69018B	PZ11A0075C	\$ 249.00
<b>EMC Retrospect 7.5 Editions</b>						
Retrospect Multi Server	69025B	MU10A0075	\$ 1,449.00	69019B	MZ11A0075	\$ 1,409.00
Retrospect Single Server	69026B	SU10A0075	\$ 699.00	69020B	SZ11A0075	\$ 679.00
Retrospect Small Business Server Premium	69027B	TU10A0075	\$ 749.00	69021B	TZ11A0075	\$ 729.00
Retrospect Small Business Server Standard	69028B	RU10A0075	\$ 499.00	69022B	RZ11A0075	\$ 479.00
Retrospect Disk-to-Disk	69029B	JU10A0075	\$ 399.00	69023B	JZ11A0075	\$ 379.00
Retrospect Professional	69030B	PU10A0075	\$ 129.00	69024B	PZ11A0075	\$ 119.00
<b>EMC Retrospect 7.5 Add-ons with ASM</b>						
Retrospect Add-on Value Package with ASM	None	None	None	69031B	AZ11T0075C	\$ 3,139.00
Retrospect Add-on Value Package for SBS with ASM	None	None	None	69032B	AZ11S0075C	\$ 709.00
Retrospect Open File Backup Unlimited with ASM	None	None	None	69033B	AZ11F0075C	\$ 1,489.00
Retrospect Open File Backup 3 Servers with ASM	None	None	None	69034B	AZ11F0075C	\$ 1,029.00
Retrospect Disaster Recovery with ASM	None	None	None	69035B	AZ11D0075C	\$ 709.00
Retrospect Advanced Tape Support with ASM	None	None	None	69036B	AZ11M0075C	\$ 1,029.00
Retrospect SQL Server Agent with ASM	None	None	None	69037B	AZ11Q0075C	\$ 1,029.00
Retrospect Exchange Server Agent with ASM	None	None	None	69038B	AZ11X0075C	\$ 1,029.00
Retrospect User Initiated Restore with ASM	None	None	None	69039B	AZ11R0075C	\$ 709.00
Retrospect Server Client 1-Pack with ASM	None	None	None	69040B	AZ11Z0075C	\$ 299.00
<b>EMC Retrospect 7.5 Add-ons</b>						
Retrospect Add-on Value Package	69054B	AZ10T0075	\$ 2,699.00	69041B	AZ11T0075	\$ 2,649.00
Retrospect Add-on Value Package for SBS	69055B	AZ10S0075	\$ 599.00	69042B	AZ11S0075	\$ 579.00
Retrospect Open File Backup Unlimited	69056B	AZ10F0075	\$ 1,299.00	69043B	AZ11F0075	\$ 1,259.00
Retrospect Open File Backup 3 Servers	69057B	AZ10F0075	\$ 899.00	69044B	AZ11F0075	\$ 869.00
Retrospect Disaster Recovery	69058B	AZ10D0075	\$ 599.00	69045B	AZ11D0075	\$ 579.00
Retrospect Advanced Tape Support	69059B	AZ10M0075	\$ 899.00	69046B	AZ11M0075	\$ 869.00
Retrospect SQL Server Agent (1 per server)	69060B	AZ10Q0075	\$ 899.00	69047B	AZ11Q0075	\$ 869.00
Retrospect Exchange Server Agent (1 per server)	69061B	AZ10X0075	\$ 899.00	69048B	AZ11X0075	\$ 869.00
Retrospect User Initiated Restore (UIR)	69062B	AZ10R0075	\$ 599.00	69049B	AZ11R0075	\$ 579.00
Retrospect Server Client 1-Pack	69063B	AZ10Z0075	\$ 249.00	69050B	AZ11Z0075	\$ 239.00
Retrospect Client 10-Pack	69064B	CZ10G16175	\$ 299.00	69051B	CZ11G16175	\$ 289.00
Retrospect Client 5-Pack	69065B	CZ10H6175	\$ 149.00	69052B	CZ11H6175	\$ 145.00
Retrospect Client 1-Pack	69066B	CZ10G6175	\$ 39.00	69053B	CZ11G6175	\$ 35.00
<b>9x5 Annual Support and Maintenance (ASM)</b>						
ASM for Retrospect Multi Server	None	None	None	69067B	MZ01A0075C	\$ 260.00
ASM for Retrospect Single Server	None	None	None	69068B	SZ01A0075C	\$ 130.00
ASM for Retrospect Small Business Server Premium	None	None	None	69069B	TZ01A0075C	\$ 140.00
ASM for Retrospect Small Business Server Standard	None	None	None	69070B	RZ01A0075C	\$ 130.00
ASM for Retrospect Disk-to-Disk	None	None	None	69071B	JZ01A0075C	\$ 130.00
ASM for Retrospect Professional	None	None	None	69072B	PZ01A0075C	\$ 130.00
ASM for Retrospect Add-on Value Package	None	None	None	69073B	AZ01T0075C	\$ 490.00
ASM for Retrospect Add-on Value Package for SBS	None	None	None	69074B	AZ01S0075C	\$ 130.00
ASM for Retrospect Open File Backup Unlimited	None	None	None	69075B	AZ01F0075C	\$ 230.00
ASM for Retrospect Open File Backup 3 Servers	None	None	None	69076B	AZ01F0075C	\$ 160.00
ASM for Retrospect Disaster Recovery	None	None	None	69077B	AZ01D0075C	\$ 130.00
ASM for Retrospect Advanced Tape Support	None	None	None	69078B	AZ01M0075C	\$ 160.00
ASM for Retrospect SQL Server Agent	None	None	None	69079B	AZ01Q0075C	\$ 160.00
ASM for Retrospect Exchange Server Agent	None	None	None	69080B	AZ01X0075C	\$ 160.00
ASM for Retrospect User Initiated Restore (UIR)	None	None	None	69081B	AZ01R0075C	\$ 130.00
ASM for Retrospect Server Client 1-Pack	None	None	None	69082B	AZ01Z0075C	\$ 60.00
<b>Additional Support Options</b>						
5-Incident Support	None	None	None	65995	NZ01A0000S5	\$ 299.00
1-Incident Support	None	None	None	69410	NZ01A0000S1	\$ 69.95
<b>EMC Retrospect 7.5 Media Kits</b>						
Media Kit: Retrospect for Windows CD/Docs	69144B	YU77A0075	\$ 19.95	None	None	None
Media Kit: Retrospect for Windows CD Only	69145B	YZ77A0075	\$ 4.95	None	None	None
<b>EMC Retrospect 7.5 for Windows Upgrades</b>						
<b>EMC Retrospect 7.5 Edition Upgrades with ASM</b>						
Retrospect Multi Server Upgrade with ASM	None	None	None	69083B	MZ2EA0075C	\$ 839.00
Retrospect Single Server Upgrade with ASM	None	None	None	69084B	SZ2EA0075C	\$ 479.00
Retrospect Small Business Server Premium Upgrade with ASM	None	None	None	69085B	TZ2EA0075C	\$ 489.00
Retrospect Small Business Server Standard Upgrade with ASM	None	None	None	69086B	RZ2EA0075C	\$ 369.00
Retrospect Disk-to-Disk Upgrade with ASM	None	None	None	69087B	JZ2EA0075C	\$ 319.00
Retrospect Professional Upgrade with ASM	None	None	None	69088B	PZ2EA0075C	\$ 175.00
<b>Retrospect Edition Upgrades</b>						
Retrospect Multi Server Upgrade	69095B	MZ24A0075	\$ 599.00	69089B	MZ2EA0075	\$ 579.00
Retrospect Single Server Upgrade	69096B	SZ24A0075	\$ 369.00	69090B	SZ2EA0075	\$ 349.00
Retrospect Small Business Server Premium Upgrade	69097B	TZ24A0075	\$ 369.00	69091B	TZ2EA0075	\$ 349.00
Retrospect Small Business Server Standard Upgrade	69098B	RZ24A0075	\$ 249.00	69092B	RZ2EA0075	\$ 239.00
Retrospect Disk-to-Disk Upgrade	69099B	JZ24A0075	\$ 199.00	69093B	JZ2EA0075	\$ 189.00
Retrospect Professional Upgrade	69100B	PZ24A0075	\$ 50.00	69094B	PZ2EA0075	\$ 45.00

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	Tech Data Physical Goods SKU	Physical Goods SKU	Physical Goods SKU MSRP	Tech Data Electronic Goods SKU	Electronic License SKU	Electronic License SKU MSRP
<b>EMC Retrospect 7.5 Add-on Upgrades with ASM</b>						
Retrospect Add-on Value Package Upgrade with ASM	None	None	None	69101B	AZ2ET0075C	\$ 1,469.00
Retrospect Open File Backup Unlimited Upgrade with ASM	None	None	None	69102B	AZ2E60075C	\$ 689.00
Retrospect Disaster Recovery Upgrade with ASM	None	None	None	69103B	AZ2ED0075C	\$ 369.00
Retrospect Advanced Tape Support Upgrade with ASM	None	None	None	69104B	AZ2EM0075C	\$ 479.00
Retrospect SQL Server Agent Upgrade with ASM	None	None	None	69105B	AZ2EQ0075C	\$ 479.00
Retrospect Exchange Server Agent Upgrade with ASM	None	None	None	69106B	AZ2EX0075C	\$ 479.00
Retrospect Server Client 1-Pack Upgrade with ASM	None	None	None	69107B	AZ2E20075C	\$ 135.00
<b>Retrospect 7.5 Add-on Upgrades</b>						
Retrospect Add-on Value Package Upgrade	69118B	AZ24T0075	\$ 999.00	69108B	AZ2ET0075	\$ 979.00
Retrospect Open File Backup Unlimited Upgrade	69119B	AZ2460075	\$ 479.00	69109B	AZ2E60075	\$ 459.00
Retrospect Disaster Recovery Upgrade	69120B	AZ24D0075	\$ 249.00	69110B	AZ2ED0075	\$ 239.00
Retrospect Advanced Tape Support Upgrade	69121B	AZ24M0075	\$ 329.00	69111B	AZ2EM0075	\$ 319.00
Retrospect SQL Server Agent Upgrade (1 per server)	69122B	AZ24Q0075	\$ 329.00	69112B	AZ2EQ0075	\$ 319.00
Retrospect Exchange Server Agent Upgrade (1 per server)	69123B	AZ24X0075	\$ 329.00	69113B	AZ2EX0075	\$ 319.00
Retrospect Server Client 1-Pack Upgrade	69124B	AZ2420075	\$ 79.00	69114B	AZ2E20075	\$ 75.00
Retrospect Client 10-Pack Upgrade	69125B	CZ24J6175	\$ 99.95	69115B	CZ2E6175	\$ 89.00
Retrospect Client 5-Pack Upgrade	69126B	CZ24H6175	\$ 59.95	69116B	CZ2EH6175	\$ 55.00
Retrospect Client 1-Pack Upgrade	69127B	CZ24G6175	\$ 14.95	69117B	CZ2EG6175	\$ 14.00
<b>EMC Retrospect 7.5 Competitive Upgrades</b>						
<b>EMC Retrospect 7.5 Edition Competitive Upgrades</b>						
Retrospect Multi Server Upgrade	None	None	None	69128B	MZCEA0075	\$ 599.00
Retrospect Single Server Upgrade	None	None	None	69129B	SZCEA0075	\$ 369.00
Retrospect Small Business Server Premium Upgrade	None	None	None	69130B	TZCEA0075	\$ 369.00
Retrospect Small Business Server Standard Upgrade	None	None	None	69131B	RZCEA0075	\$ 249.00
Retrospect Disk-to-Disk Upgrade	None	None	None	69132B	JZCEA0075	\$ 199.00
Retrospect Professional Upgrade	None	None	None	69133B	PZCEA0075	\$ 50.00
<b>EMC Retrospect 7.5 Add-on Competitive Upgrades</b>						
Retrospect Add-on Value Package Upgrade	None	None	None	69134B	AZCET0075	\$ 999.00
Retrospect Add-on Value Package for SBS Upgrade	None	None	None	69135B	AZCES0075	\$ 249.00
Retrospect Open File Backup Unlimited Upgrade	None	None	None	69136B	AZCE60075	\$ 479.00
Retrospect Open File Backup 3 Servers Upgrade	None	None	None	69137B	AZCEF0075	\$ 329.00
Retrospect Disaster Recovery Upgrade	None	None	None	69138B	AZCED0075	\$ 249.00
Retrospect Advanced Tape Support Upgrade	None	None	None	69139B	AZCEM0075	\$ 329.00
Retrospect SQL Server Agent Upgrade (1 per server)	None	None	None	69140B	AZCEQ0075	\$ 329.00
Retrospect Exchange Server Agent Upgrade (1 per server)	None	None	None	69141B	AZCEX0075	\$ 329.00
Retrospect User Initiated Restore (UIR) Upgrade	None	None	None	69142B	AZCER0075	\$ 249.00
Retrospect Server Client 1-Pack Upgrade	None	None	None	69143B	AZCE20075	\$ 79.00
<b>EMC Retrospect 7.5 Trials</b>						
<b>Retrospect Trial Editions</b>						
Retrospect Multi Server Trial	N/A	MZ50A0075	None	N/A	MZ51A0075	None
Retrospect Professional Trial	N/A	PZ50A0075	None	N/A	PZ51A0075	None

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<b>BACKUP AND RECOVERY SOFTWARE</b>						
<b>EMC Retrospect 6.1 for Macintosh</b>						
<b>EMC Retrospect 6.1 Editions with Annual Support and Maintenance (ASM)*</b>						
Retrospect Server with ASM	None	None	None	925549	GU11A600000C	\$1,059.00
Retrospect Workgroup with ASM	None	None	None	925550	WU11A600000C	\$689.00
Retrospect Desktop with ASM	None	None	None	925551	BU11A600000C	\$299.00
<b>EMC Retrospect 6.1 Editions</b>						
Retrospect Server	925642	GU10A600000	\$799.00	925552	GU11A600000	\$779.00
Retrospect Workgroup	925643	WU10A600000	\$499.00	925553	WU11A600000	\$489.00
Retrospect Desktop	925644	BU10A600000	\$129.00	925554	BU11A600000	\$119.00
<b>EMC Retrospect 6.1 Add-ons with ASM</b>						
Retrospect Clients 100 Package with ASM	None	None	None	925555	CU11L606510C	\$3,019.00
Retrospect Clients 50 Package with ASM	None	None	None	925556	CU11K606510C	\$1,739.00
Retrospect Clients 10 Package with ASM	None	None	None	925557	CU11J606510C	\$389.00
Retrospect Clients 5 Package with ASM	None	None	None	925558	CU11H606510C	\$229.00
Retrospect Clients 1 Package with ASM	None	None	None	925559	CU11G606510C	\$47.00
<b>EMC Retrospect 6.1 Add-ons</b>						
Clients 100 Package	925645	CU10L606510	\$2,249.00	925560	CU11L606510	\$2,229.00
Clients 50 Package	925646	CU10K606510	\$1,299.00	925561	CU11K606510	\$1,279.00
Clients 10 Package	925647	CU10J606510	\$299.00	925562	CU11J606510	\$289.00
Clients 5 Package	925648	CU10H606510	\$179.00	925563	CU11H606510	\$169.00
Clients 1 Package	925649	CU10G606510	\$39.95	925564	CU11G606510	\$37.00
<b>Retrospect 6.1 Edition Upgrades</b>						
Retrospect Server Upgrade with ASM	None	None	None	925573	GU2EA600000C	\$619.00
Retrospect Workgroup Upgrade with ASM	None	None	None	925574	WU2EA600000C	\$389.00
Retrospect Desktop Upgrade with ASM	None	None	None	925575	BU2EA600000C	\$235.00
Retrospect Server Upgrade	925650	GU24A600000	\$349.00	925576	GU2EA600000	\$339.00
Retrospect Workgroup Upgrade	925651	WU24A600000	\$199.00	925577	WU2EA600000	\$189.00
Retrospect Desktop Upgrade	925652	BU24A600000	\$59.95	925578	BU2EA600000	\$55.00
<b>Retrospect 6.1 Add-on Upgrades</b>						
Retrospect Clients 100 Package Upgrade with ASM	None	None	None	925579	CU2EL606510C	\$1,679.00
Retrospect Clients 50 Package Upgrade with ASM	None	None	None	925580	CU2EK606510C	\$949.00
Retrospect Clients 10 Package Upgrade with ASM	None	None	None	925581	CU2EJ606510C	\$189.00
Retrospect Clients 5 Package Upgrade with ASM	None	None	None	925582	CU2EH606510C	\$127.00
Retrospect Clients 1 Package Upgrade with ASM	None	None	None	925583	CU2EG606510C	\$27.00
Retrospect Clients 100 Package Upgrade	925653	CU24L606510	\$899.00	925584	CU2EL606510	\$889.00
Retrospect Clients 50 Package Upgrade	925654	CU24K606510	\$499.00	925585	CU2EK606510	\$489.00
Retrospect Clients 10 Package Upgrade	925655	CU24J606510	\$99.95	925586	CU2EJ606510	\$89.00
Retrospect Clients 5 Package Upgrade	925656	CU24H606510	\$69.95	925587	CU2EH606510	\$67.00
Retrospect Clients 1 Package Upgrade	925657	CU24G606510	\$19.95	925588	CU2EG606510	\$17.00
<b>9x5 Annual Support and Maintenance (ASM)</b>						
ASM for Retrospect Server	None	None	None	925565	GU01A600000C	\$280.00
ASM for Retrospect Workgroup	None	None	None	925566	WU01A600000C	\$200.00
ASM for Retrospect Desktop	None	None	None	925567	BU01A600000C	\$180.00
ASM for Retrospect Client 100 Package	None	None	None	925568	CU01L606510C	\$790.00
ASM for Retrospect Client 50 Package	None	None	None	925569	CU01K606510C	\$460.00
ASM for Retrospect Client 10 Package	None	None	None	925570	CU01J606510C	\$100.00
ASM for Retrospect Client 5 Package	None	None	None	925571	CU01H606510C	\$60.00
ASM for Retrospect Client 1 Package	None	None	None	925572	CU01G606510C	\$10.00
<b>Additional Support Options</b>						
Extended Hours Annual Support	None	None	None	89764c	NZ01A0000E9	\$299.00
5-Incident Support	None	None	None	65995	NZ01A0000S5	\$299.00
1-Incident Support	None	None	None	69410	NZ01A0000S1	\$69.95
<b>EMC Retrospect 6.1 Media Kits</b>						
Media Kit: Bootable CD & Docs for Retrospect Desktop, Workgroup and Server v6.1	925589	DU77A600000	\$19.95	None	None	None
Bootable CD: CD in Sleeve for Retrospect Desktop, Workgroup and Server v6.1	925590	DU75A600000	\$4.95	None	None	None

\* includes 9x5 Annual Support and Maintenance



EMC Insignia Price List for Tech Data - English (US \$)

April 2006  
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<b>EXCHANGE STORAGE SOFTWARE</b>						
<b>EMC Storage Administrator for Exchange SMB Edition with Annual Support and Maintenance (ASM)*</b>						
Storage Administrator for Exchange SMB Edition with ASM	89765c	ESAU1017C	\$ 995.00			
<b>Additional Support Options</b>						
Extended Hours Support (extends 9x5 ASM to 24x5 support)—English only		None	None	89764c	NZ01A0000E9	\$ 299.00
	Tech Data Physical Goods SKU	Physical Goods SKU	Physical Goods SKU MSRP			
<b>STORAGE HARDWARE</b>						
<b>EMC CLARiiON AX Series</b>						
<b>CLARiiON AX150 Base Model - Single Controller</b>						
Single controller with (3) 250GB drives, Fibre Channel	89700C	AX150SC-250	\$ 5,600.00			
Single controller with (3) 250GB drives, iSCSI	89702C	AX150SCI-250	\$ 5,600.00			
Single controller with (3) 500GB drives, Fibre Channel	89701C	AX150SC-500	\$ 6,650.00			
Single controller with (3) 500GB drives, iSCSI	89703C	AX150SCI-500	\$ 6,650.00			
<b>CLARiiON AX150 Base Model - Dual Controller</b>						
Dual controller with (4) 250GB drives, Fibre Channel	89816C	AX150-250	\$ 8,100.00			
Dual controller with (4) 250GB drives, iSCSI	89817C	AX150I-250	\$ 8,100.00			
Dual controller with (4) 500GB drives, Fibre Channel	89704C	AX150-500	\$ 9,500.00			
Dual controller with (4) 500GB drives, iSCSI	89705C	AX150I-500	\$ 9,500.00			
<b>CLARiiON AX150 UPS (required with Dual)</b>						
120V UPS for AX 150 Dual SP	89706C	AX150UPS-120V	\$ 570.00			
230V UPS for AX 150 Dual SP	89877C	AX150UPS-230V	\$ 570.00			
100V UPS for AX 150 (Japan)		AX150UPS-100V	\$ 570.00			
<b>CLARiiON AX150 Drives</b>						
250GB 7200RPM SATA II Drive	89878C	AX-S207-250	\$ 450.00			
500GB 7200RPM SATA II Drive	89707C	AX-S207-500	\$ 750.00			
<b>CLARiiON AX150 Country Kits (CK)</b>						
CK with Argentina AC Power Cords		AX150-CK-4	\$ -			
<b>CLARiiON AX150 Fibre Channel Add-ons</b>						
3M Fibre Cable LC-LC	681168	FM-LL3MD	\$ 250.00			
5M Fibre Cable LC-LC	681169	FM-LL5MD	\$ 260.00			
<b>CLARiiON AX150 Maintenance and Warranty</b>						
Uplift included Basic (9x5) warranty to Enhanced (24x7 support and next day onsite) for 1st year	89870C	AX1A-WAR-UPC	\$ 160.00			
One year Basic (9x5) warranty extension	89874C	AX1-BASIC-PWC	\$ 640.00			
Two year Basic (9x5) warranty extension		AX1-BASICPWC2	\$ 1,280.00			
Three year Basic (9x5) warranty extension		AX1-BASICPWC3	\$ 1,920.00			
One year Enhanced warranty (24x7 support and next business day onsite) extension		AX1-ONSITE-PWC	\$ 800.00			
Two year Enhanced warranty (24x7 support and next business day onsite) extension		AX1-ONSTEPWC2	\$ 1,600.00			
Three year Enhanced warranty (24x7 support and next business day onsite) extension		AX1-ONSTEPWC3	\$ 2,400.00			
<b>EMC CLARiiON AX 150 Series Software Add-ons</b>						
Navisphere Management Suite Upgrade from Navisphere Express for AX150	89879C	NAV150	\$ 1,100.00			
EMC SAN Copy/E for AX150	89880C	SCE150	\$ 2,000.00			

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<b>STORAGE HARDWARE</b>							
<b>EMC CLARiiON AX150 Spares</b>							
<b>CLARiiON AX150 Spares</b>							
512 MB Memory Dimm	89822C	AX150MEM	\$ 350.00				
AX150 Processor Fan	89821C	AX150PFAN	\$ 30.00				
AX150 Power Supply	89820C	AX150-PS	\$ 150.00				
AX150SC Spares Kit for Fibre Channel	89819C	AX150SC-SPKIT	\$ 4,000.00				
AX150SCI Spares Kit for iSCSI	89823C	AX150SCI-SPKIT	\$ 4,000.00				
System Fan AX150 Single Controller	89824C	AX150SFAN	\$ 110.00				
AX150 Suitcase Spare for Fibre Channel	89825C	AX150-SUIT	\$ 5,300.00				
AX150I Suitcase Spare for iSCSI	89826C	AX150I-SUIT	\$ 5,300.00				
AX150SC Suitcase Spare for Fibre Channel	89827C	AX150SC-SUIT	\$ 2,700.00				
AX150SCI Suitcase Spare for iSCSI	89828C	AX150SCI-SUIT	\$ 2,700.00				
AX150 Spares Kit for Fibre Channel	89829C	AX150-SPKIT	\$ 5,500.00				
AX150 Spares Kit for iSCSI	89830C	AX150I-SPKIT	\$ 5,500.00				
AX150SC Cache Card	89831C	AX150CACHE	\$ 1,100.00				
<b>CLARiiON AX150 Drives</b>							
250GB 7200RPM SATA II Drive	89878C	AX-S207-250	\$ 450.00				
500GB 7200RPM SATA II Drive	89707C	AX-S207-500	\$ 750.00				

**EMC Insignia Product Line**

This is a complete list of EMC Insignia products that are sold through the EMC Velocity SMB price list. If you have questions, please contact the EMC Velocity SMB Support Team at 1-877-204-3267 or emcinsignia\_distisupport@emc.com.

	TechData Physical Goods SKU	Physical Goods SKU	Physical Goods SKU MSRP	TechData Electronic Goods SKU	Electronic License SKU	Electronic License SKU MSRP
<b>REPLICATION SOFTWARE</b>						
<b>EMC RepliStor SMB Edition</b>						
<b>RepliStor SMB Edition with 9x5 Annual Support and Maintenance (ASM)</b>						
RepliStor SMB Edition with ASM		None	None	89746c	EDBU1161C	\$ 1,135.00
<b>RepliStor SMB Edition</b>						
RepliStor SMB Edition	89766c	EDBU1061	\$ 995.00	89747c	EDBU1161	\$ 955.00
<b>9x5 Annual Support and Maintenance (ASM)</b>						
ASM for RepliStor SMB Edition		None	None	89748c	EDBU0161C	\$ 180.00
<b>Media Kit</b>						
Media Kit: RepliStor SMB Edition CD/docs	89767c	EDYU7761	\$ 40.00		None	None
Media Kit: RepliStor SMB Edition CD only	89768c	EDYU7561	\$ 4.95		None	None
<b>Additional Support Options</b>						
Extended Hours Support (extends 9x5 ASM to 24x5 support)—English only		None	None	89764c	NZ01A0000E9	\$ 299.00

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	TechData Physical Goods SKU	Physical Goods SKU	Physical Goods SKU MSRP	TechData Electronic Goods SKU	Electronic License SKU	Electronic License SKU MSRP
<b>STORAGE MANAGEMENT SOFTWARE</b>						
<b>EMC VisualSRM SMB Edition</b>						
<b>VisualSRM SMB Edition with 9x5 Annual Support and Maintenance (ASM)</b>						
VisualSRM SMB Edition (2 TB capacity) with ASM		None	None	89749c	EVGU1117C	\$ 1,135.00
Additional 1 TB Capacity for VisualSRM SMB Edition with ASM		None	None	89750c	EVHU1117C	\$ 1,135.00
<b>VisualSRM SMB Edition</b>						
VisualSRM SMB Edition (2 TB capacity)	89769c	EVGU1017	\$ 995.00	89751c	EVGU1117	\$ 955.00
Additional 1 TB Capacity for VisualSRM SMB Edition	89770c	EVHU1017	\$ 995.00	89752c	EVHU1117	\$ 955.00
<b>9x5 Annual Support and Maintenance (ASM)</b>						
ASM for VisualSRM SMB Edition (2TB capacity)		None	None	89753c	EVGU0117C	\$ 180.00
ASM for Additional 1 TB Capacity for VisualSRM SMB Edition		None	None	89754c	EVHU0117C	\$ 180.00
<b>Media Kit</b>						
Media Kit: VisualSRM SMB Edition CD/docs	89771c	EYU7717	\$ 40.00		None	None
Media Kit: VisualSRM SMB Edition CD only	89772c	EYU7517	\$ 4.95		None	None
<b>Additional Support Options</b>						
Extended Hours Support (extends 9x5 ASM to 24x5 support)—English only		None	None	89764c	NZ01A0000E9	\$ 299.00

	TechData Physical Goods SKU	Physical Goods SKU	Physical Goods SKU MSRP	TechData Electronic Goods SKU	Electronic License SKU	Electronic License SKU MSRP
<b>COLLABORATION SOFTWARE</b>						
<b>EMC eRoom SMB Edition</b>						
<b>eRoom SMB Editions with 9x5 Annual Support and Maintenance (ASM)</b>						
eRoom SMB Edition with ASM—25 Users		None	None	89755c	EERZ1117C	\$ 2,785.00
eRoom SMB Edition with ASM—10 Users		None	None	89756c	EESZ1117C	\$ 1,135.00
eRoom SMB Edition with ASM—5 Users		None	None	89757c	EETZ1117C	\$ 585.00
<b>eRoom SMB Edition</b>						
eRoom SMB Edition—25 Users	89773c	EERU1017	\$ 2,395.00	89758c	EERZ1117	\$ 2,355.00
eRoom SMB Edition—10 Users	89774c	EESU1017	\$ 995.00	89759c	EESZ1117	\$ 955.00
eRoom SMB Edition—5 Users	89775c	EETU1017	\$ 495.00	89760c	EETZ1117	\$ 455.00
<b>9x5 Annual Support and Maintenance (ASM)</b>						
ASM for eRoom SMB Edition—25 Users		None	None	89761c	EERZ0117C	\$ 430.00
ASM for eRoom SMB Edition—10 Users		None	None	89762c	EESZ0117C	\$ 180.00
ASM for eRoom SMB Edition—5 Users		None	None	89763c	EETZ0117C	\$ 130.00
<b>Media Kit</b>						
Media Kit: eRoom SMB Edition CD/docs (English)	89794c	EETU7717	\$ 40.00		None	None
Media Kit: eRoom SMB Edition CD only (All Languages)	89801c	EETZ7517	\$ 4.95		None	None
<b>Additional Support Options</b>						
Extended Hours Support (extends 9x5 ASM to 24x5 support)—English only		None	None	89764c	NZ01A0000E9	\$ 299.00

EMC Insignia Product Line				
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	Tech Data Physical Goods SKU	Quantity Included	Physical Goods SKU	Physical Goods SKU MSRP
<b>Solutions</b>				
<b>EMC Insignia Solution for Data Protection</b>				
<b>iSCSI Solution</b>				
<b>EMC Insignia Solution for Data Protection - iSCSI Solution</b>	<b>Call Disti for SKU</b>	<b>1 Complete Solution</b>	<b>None - Bundle at Distributor</b>	<b>\$ 11,995.00</b>
Note this solution Includes the following items:			<i>Total for separate SKUs</i>	\$ 12,867.00
Single controller with (3) 500GB drives, iSCSI	89703C	1	AX150SCI-500	\$ 6,650.00
500GB 7200RPM SATA II Drive	89707C	3	AX-S207-500	\$ 2,250.00
Retrospect Multi Server	69025B	1	MU10A0075	\$ 1,449.00
Retrospect Open File Backup Unlimited	69056B	1	AZ1060075	\$ 1,299.00
Retrospect User Initiated Restore (UIR)	69062B	1	AZ10R0075	\$ 599.00
ASM Box for Retrospect Multi Server	n/a	1	MZUAA0075C	\$ 260.00
ASM Box for Open File Backup Unlimited	n/a	1	AZUA60075C	\$ 230.00
ASM Box for User Initiated Restore (UIR)	n/a	1	AZUAR0075C	\$ 130.00
<b>Fibre Channel Solution</b>				
<b>EMC Insignia Solution for Data Protection - Fibre Channel Solution</b>	<b>Call Disti for SKU</b>	<b>1 Complete Solution</b>	<b>None - Bundle at Distributor</b>	<b>\$ 11,995.00</b>
Note this solution Includes the following items:			<i>Total for separate SKUs</i>	\$ 12,867.00
Single controller with (3) 500GB drives, Fibre Channel	89701C	1	AX150SC-500	\$ 6,650.00
500GB 7200RPM SATA II Drive	89707C	3	AX-S207-500	\$ 2,250.00
Retrospect Multi Server	69025B	1	MU10A0075	\$ 1,449.00
Retrospect Open File Backup Unlimited	69056B	1	AZ1060075	\$ 1,299.00
Retrospect User Initiated Restore (UIR)	69062B	1	AZ10R0075	\$ 599.00
ASM Box for Retrospect Multi Server	n/a	1	MZUAA0075C	\$ 260.00
ASM Box for Open File Backup Unlimited	n/a	1	AZUA60075C	\$ 230.00
ASM Box for User Initiated Restore (UIR)	n/a	1	AZUAR0075C	\$ 130.00
<b>EMC Insignia Solution for Exchange</b>				
<b>iSCSI Solution</b>				
<b>EMC Insignia Solution for Exchange - iSCSI Solution</b>	<b>Call Disti for SKU</b>	<b>1 Complete Solution</b>	<b>None - Bundle at Distributor</b>	<b>\$ 12,495.00</b>
Note this solution Includes the following items:			<i>Total for separate SKUs</i>	\$ 13,703.00
Dual controller with (4) 500GB drives, iSCSI	89705C	1	AX150I-500	\$ 9,500.00
500GB 7200RPM SATA II Drive	89707C	1	AX-S207-500	\$ 750.00
120V UPS for AX 150 Dual SP	89706C	1	AX150UPS-120V	\$ 570.00
Retrospect Single Server	69026B	1	SU10A0075	\$ 699.00
Retrospect Exchange Server Agent	69061B	1	AZ10X0075	\$ 899.00
ASM Box for Retrospect Single Server	n/a	1	SZUAA0075C	\$ 130.00
ASM Box for Exchange Server Agent	n/a	1	AZUAX0075C	\$ 160.00
Storage Administrator for Exchange SMB Edition with ASM (\$843 Product + 18% ASM)	89765C	1	ESAU1017C	\$ 995.00
<b>Fibre Channel Solution</b>				
<b>EMC Insignia Solution for Exchange - Fibre Channel Solution</b>	<b>Call Disti for SKU</b>	<b>Solution</b>	<b>Distributor</b>	<b>\$ 12,495.00</b>
Note this solution Includes the following items:			<i>Total for separate SKUs</i>	\$ 13,703.00
Dual controller with (4) 500GB drives, Fibre Channel	89704C	1	AX150-500	\$ 9,500.00
500GB 7200RPM SATA II Drive	89707C	1	AX-S207-500	\$ 750.00
120V UPS for AX 150 Dual SP	89706C	1	AX150UPS-120V	\$ 570.00
Retrospect Single Server	69026B	1	SU10A0075	\$ 699.00
Retrospect Exchange Server Agent	69061B	1	AZ10X0075	\$ 899.00
ASM Box for Retrospect Single Server	n/a	1	SZUAA0075C	\$ 130.00
ASM Box for Exchange Server Agent	n/a	1	AZUAX0075C	\$ 160.00
Storage Administrator for Exchange SMB Edition with ASM (\$843 Product + 18% ASM)	89651C	1	ESAU1017C	\$ 995.00
NOTE: Country Kits and UPS will change based upon the market. This is based upon North America only!!! Use localized software and country kits on Europe and Japanese SKUs.				