



IRONWOLF

NAS

FAMILY GUIDE



FOR PARTNERS



Give SMBs Room to Grow With IronWolf®

Our digital universe is doubling in size every two years. By 2020, digital bits will rival the number of stars in the universe. This makes it essential for data to be captured, analyzed, and archived—anytime and anywhere.

Network Attached Storage (NAS) is the ideal solution for SMBs that want to stay ahead of upcoming data storage challenges. NAS is a server-based storage system that enables file sharing among multiple users. It is an independent network device with its own IP address, and includes applications such as backup and recovery, virtualization, cloud storage, disaster recovery, and multimedia.

The best part for SMBs? NAS solutions can easily scale as data increases. With global revenues for NAS devices expected to increase nearly 50% annually through 2018, this guide shows how the forward-looking features of Seagate's IronWolf NAS hard drive portfolio make it the superior choice for your customers.¹

The Right Drive for the Right Application

All hard drives look fairly similar, but don't be fooled. Installing desktop hard drives over IronWolf NAS-optimized hard drives has some striking disadvantages that can be detrimental to business data, which negates any short-term cost savings.

Assess your customers' NAS needs by asking the following questions:

- **WILL DRIVES BE INSTALLED INTO A TOWER OR RACKMOUNT ENCLOSURE?**
- **HOW MANY USERS WILL BE WRITING DATA TO THE DRIVE?**
- **HOW MUCH DATA NEEDS TO BE STORED TODAY?**
- **HOW MUCH IS DATA EXPECTED TO GROW?**

Desktop vs. NAS-Optimized Drives



IronWolf and IronWolf Pro *NAS-Optimized HDDs and SSDs*



AgileArray™ optimized for drive balance with rotational vibration (RV) sensors, RAID optimization, and advanced power management.



Always-on IronWolf drives are accessible 24x7.



Multi-user technology allows up to 300TB/year user workload rate limit with IronWolf Pro HDDs.



Rescue Data Recovery Services is included with IronWolf Pro and IronWolf 110 SSD, and optional on standard models. IronWolf Health Management actively protects your NAS.



NAS-optimized drives provide the 24-hour reliability and sustainable performance that today's demanding workloads and long-term archival storage require.

Will NAS Help Your Creative Workflow?



Photographer and Filmmaker Michael Rubenstein says, “Yes!”

After years of collecting at least 100 external hard drives, Michael Rubenstein decided to add the simplicity and power of Synology NAS and Seagate® IronWolf Pro enterprise-class drives to his workflow. Now his work is available to him and clients 24×7 from anywhere in the world.

Location

New York City

Contact

jenniferhutz.com

Industry

Filmmaking
and Photography

Find Michael Rubenstein online at:

Website: mrubenstein.com

Instagram: [mrubee_photo](https://www.instagram.com/mrubee_photo)

Twitter: [mrubee](https://twitter.com/mrubee)

Agent: jenniferhutz.com

ARE IRONWOLF PRO DRIVES WORTH IT?

If you're in the professional photography or filmmaking industry, having a seamless file backup system is crucial. Reliability, capacity, and performance are essential.

IronWolf drives are tuned with AgileArray firmware and built for both 24×7 RAID use and low power management. They provide up to 14TB, and come with a 2-year Rescue Data Recovery Services plan.

IronWolf Health Management software monitors drive health, and indicates if preventive action or intervention are needed. These indications can be received via emails and texts, offering proactive warning when something isn't right.

ARE IRONWOLF PRO DRIVES WORTH IT?

Drive Health and Data Recovery

IronWolf Health Management (IHM) means better drive health. When IronWolf or IronWolf Pro hard drives are integrated into compatible network attached storage (NAS) systems, the overall system reliability increases because the NAS system is constantly monitored and users are alerted if needed.



IRONWOLF
HEALTH



Seagate Rescue Data Recovery Services

Built into every IronWolf Pro drive, IronWolf SSD and optional for IronWolf drives, our Rescue Data Recovery Services plan provides a fast and easy recovery process within 15 days if you experience unintentional deletion or corrupted data. What's more, Seagate delivers an industry-leading success rate!

Changwu County Police credits the Seagate Data Recovery Services team with helping solve a gold heist investigation:

“ We believe that Seagate played a key role in helping us crack the case and made great contributions in the investigation. The teamwork, energy, and interdepartmental cooperation and outstanding professional skills exhibited by Seagate greatly impressed all the police officers in the investigation.

- Changwu County Police Official



Precision-Designed for the Best Value

	IRONWOLF®	IRONWOLF PRO	IRONWOLF 110 SSD	EXOS™ X
APPLICATIONS	Connected home, SOHO, and SMB NAS users.	Commercial and enterprise NAS users	Commercial and enterprise NAS users	Large enterprise, service providers
CAPACITY	14, 12, 10, 8, 6, 4, 3, 2, 1TB	14, 12, 10, 8, 6, 4, 2TB	3.84TB 1.92TB, 960GB, 480GB, 240GB	12, 10, 8TB
DESIGNED FOR	1- to 8-bay NAS enclosures	1- to 24-bay NAS enclosures	Unlimited	Desktop, rackmount, or tower NAS enclosures
USE CASE	Media center, backup and recovery, file sharing, media consolidation, remote access	Backup and disaster recovery, auxiliary storage, remote access, high data workloads	All-flash array and tiered caching	Data center, bulk cloud storage, and media entertainment drive
WORKLOAD RATE	180TB/Year	300TB/Year	1 DWPD	550TB/Year
LIMITED WARRANTY	3 years	5 years	5 years	5 years
PREMIUM FEATURES	AgileArray™ firmware Dual-plane balance RV sensors ¹ Error recovery for RAID SATA 6Gb/s 180TB/yr WRL 1M-hr MTBF Optional Rescue Data Recovery Services IronWolf Health Management ¹	AgileArray firmware Dual-plane balance RV sensors Error recovery for RAID SATA 6Gb/s 300TB/year WRL 1.2M-hr MTBF Included 2-year Rescue Data Recovery Services IronWolf Health Management ¹	DuraWrite™ Technology AgileArray firmware 2M MTBF-hr MTBF Included 2-year Rescue Data Recovery Services IronWolf Health Management ²	Enterprise firmware RV sensors Top cover attached motor Agile performance settings SATA 6Gb/s, 12Gb/s SAS 2.5M-hr MTBF Self-encryption models Highest-performance heads/media

Take a closer look at the full Seagate IronWolf NAS drive Portfolio and dive deeper into their features at seagate.com/ironwolf

¹ Only available on 4TB capacities and higher
² Coming soon on enabled NAS

The Best Drive Built for NAS

IronWolf delivers over 10 years of advanced technology.

1

EXPERIENCE

Built for always-on reliability and equipped with data recovery to help protect data assets and secure digital property, IronWolf HDDs and SSDs give the best experience for NAS customers.

2

INNOVATION

Working closely with leading NAS vendors such as Synology and QNAP, Seagate developed IronWolf Health Management to give NAS customers peace of mind by protecting their data via intervention, prevention, and recovery of data through the NAS OS.

3

RELIABILITY

Always-on, always available NAS is built for high workload environments. IronWolf drives are reliable and tough enough for 24x7 use and high workload rates, and are RAID-optimized for the best performance.

4

SCALABILITY

Built to handle multi-bay NAS with wide variety of capacities, IronWolf hard drives and SSDs give NAS customers choices to scale up storage.

QNAP[®]



QNAP has collaborated with Seagate for many years on product and technology enhancements, working with them to create the best hard drives for NAS users. We believe that Seagate's new IronWolf family provides the performance, reliability, and capacity needed to dependably store the vast data generated by virtualization, high-resolution media workflows, the Internet of Things, and other applications driven by modern QNAP NAS solutions.

- Meiji Chang,
general manager of QNAP
and Qube Studio



PARTNER RESOURCES AND BENEFITS

Seagate and LaCie Insider for partners provides access to unique resources and benefits to help channel partners secure new opportunities and grow revenue and profitability.

As a program member, you'll receive regular product and industry updates in our monthly newsletter, access to a comprehensive resource portal, and priority access to our support team.

The program offers immediate access to these valuable resources to help you get up to speed on hot new products and technology:

- Marketing kits, product guides, and sales cards
- Online training and brand materials
- Diagnostics and firmware updates
- Priority support and trackers for RMAs

Start reaping the rewards of membership — register today at seagate.com/partners

- Complete the online form
- Click through and accept our standard agreement

SERVICE AND SUPPORT

Products and Services:
seagate.com/about/contact-us/technical-support

Available services include:

- Presales and Technical Support
- Global Support Services telephone numbers and business hours
- Authorized Seagate Service Centers

Seagate NAS Presales support:
800.270.6041 in US and Canada
seagate.com/contacts/surveillance-updates-master-rcb

Warranty Support:
seagate.com/support/warranty-and-returns

Data Recovery Services:
seagate.com/services-software/

Seagate OEM and Distribution Partner portal:
seagate.com/direct-partners

Seagate Reseller portal:
seagate.com/partners

