Seagate BlackArmor NAS family
Business-grade storage with automatic data protection for SMBs

Overview

The Seagate BlackArmor NAS is a family of networked storage devices that makes it fast and easy for small businesses to centralize and expand their storage, while automating the protection and recovery of their valuable data. BlackArmor is ideal for business customers looking for data protection solutions that are simple, proven, and reliable. BlackArmor comes in 1 Bay, 2 Bay and 4 Bay models, each containing a host of access, backup and recovery features designed for the needs of home-based freelancers, work teams, and small or medium-sized businesses. Designed and manufactured by Seagate, BlackArmor NAS comes with a 3-year warranty and dedicated tech support to ensure complete confidence for customers.

Key Features & Benefits

Automatic Backup and Fast Restore
Integrated award-winning backup software from Acronis makes it easy to schedule full and incremental data backups, while SafetyDrill+ bare metal recovery restores and recovers entire systems or individual files in case a disaster occurs.

Improve Business Productivity and Collaboration
Consolidate important business data and share it over the network or on the Internet. Up to 50 employees with PCs or Macs get easy and seamless access to the files they need.

Protect Against Data Loss and Corruption due to Hardware Failure
BlackArmor provides business continuity features to help prevent downtime. For example, user configurable RAID technology enables various levels of drive redundancy to prevent data corruption due to hardware failure. Automatically scheduled backups prevent data loss due to PC theft or system failure. Finally, volume recovery prevents data corruption in case of accidental drive removal.

One centralized device, multiple uses for the office
Stream multimedia with integrated DLNA and iTunes server, configure BlackArmor as an FTP file-sharing or utilize BlackArmor’s USB ports to connect external drives, UPS, or share a USB printer with users across the network.

Secure Private Files and Folders
Secure files and folders with AES 256-bit (government-level) encryption, and restrict files and folder access with group and user level access control. Enhanced Active Directory support lets you join BlackArmor to an existing Windows Server domain allowing real-time import of existing Access Control Lists.

User Configurable to Different Usage Needs
Configure BlackArmor for your desired mix of security, data redundancy, or performance. Create up to 12TB of storage capacity, or enable RAID 0, 1, 5, or 10 for data redundancy and improved performance.

VMware Ready™ Certified and iSCSI support
BlackArmor can be configured to allow multiple computers to treat the NAS as a local drive using the iSCSI protocol. This makes large data transfers easier, and allows customers to deploy a BlackArmor device physically off-site for disaster recovery. BlackArmor is also VMware Ready Certified, allowing customers to integrate the NAS into their existing virtualized environment for easy storage expansion and live migration for virtual machines.

Why Sell BlackArmor?

- **Open up new market opportunities:** While PC spending is declining, SMB spending on peripherals is expected to experience strong growth. Seagate provides the technology and support to help channel partners address this growing market of customers requiring a fast and easy way to deploy centralized / secondary / remote / backup storage
- **Differentiate your offerings:** Add BlackArmor to complement your existing IT solutions and services. Increase value-add by using BlackArmor to create a more complete portfolio and position yourself as all-in-one solutions provider
- **Compelling features for SMB customers:** BlackArmor delivers a simple solution for storage expansion, backup, and recovery needs; Easy to configure out-of-the-box (even for Macs) and minimal maintenance, especially for customers with no IT support
- **Meet growing business needs:** BlackArmor can meets the needs of SMBs as they grow their IT infrastructure to include multiple locations as well and virtual servers. BlackArmor is VMware Ready™ Certified delivering storage for virtual servers, while iSCSI protocol support allows customers to connect to BlackArmor as a local drive, even if the physical devices are in different locations.

Competitive

- BlackArmor is one of the few business-class NAS devices to offer automatic full system and incremental backup, with bare-metal backup and restore
- Unlike other devices, BlackArmor’s chassis and hard drives are designed, manufactured in-house, and supported entirely by Seagate, ensuring that the device works flawlessly inside and out
- The 30 year history of Seagate’s brand reliability as a technological leader gives customers the confidence that their data is safe
- BlackArmor has garnered favorable reviews for its ease of installation for PCs and Macs through a standard set of features across the entire BlackArmor family
- BlackArmor comes with email and phone support for customers – support issues are handled by trained in-house Seagate staff
Sales Play / Questions

For Individuals / Prosumers:

- What would happen to your data if your desktop/laptop experienced a system or hard drive failure? Would you be able to recover your data? How would losing your data affect your business?
- In the event of hardware failure, are you able to restore a new system quickly, complete with all your settings and data exactly the way it was?
- How often do you backup your data? Are you able to schedule it automatically?
- Do you have work data stored across different storage devices e.g. thumb drives, external USB hard drives, multiple computers, digital audio players, CDs/DVDs?
- Do you have to manually copy data from thumb drives and external USB hard drives to your computer before you can back it up?

Discussion Points:
BlackArmor provides automatic backup with no user action needed to ensure that your business never loses data. It is also able to restore data to a completely new system in case the existing desktop/laptop has a hardware failure. For individuals/prosumers, it’s the best way to consolidate data from multiple devices so that it is protected. You can also automatically backup the data on USB devices plugged directly into the BlackArmor NAS.

For small/home offices:

- Are you able to easily share work documents among your team?
- Are you able to access work documents when outside the office?
- How do you ensure that all the laptops and desktops in your organization are backed up regularly without fail? Are you able to schedule it automatically?
- Can you easily share a single USB printer with everyone in your office without having to invest in a standalone server or a network printer?

Discussion Points:
BlackArmor improves collaboration and knowledge sharing as it allows files to be shared among team members over the network, and even online. Data on every team member’s machines will also be automatically backed up to prevent loss of important files. Finally, teams can use BlackArmor to share a single USB printer or external USB storage over the network.

For medium offices:

- Do you face challenges storing work documents produced by your employees? How do you retain the data once an employee leaves?
- How would a hard drive crash affect your business? Would you lose important information – such as customer details, client proposals, and financial data – permanently?
- How long would your data be inaccessible due to storage maintenance? Has the inability to access data directly affected the business, e.g. missing a tender submission deadline?
- Do you want a quick and simple way to keep files and intellectual property secure from theft or corruption?
- Are you able to give different levels of file and folder access to employees as needed?
- Do you need to quickly add storage to your virtual server environment?
- Do you need to configure file and folder access according to the usernames in your Microsoft Server?
- Do you need to connect to storage over the network, but have it appear as a locally attached hard drive?
- Do you need the ability to store your data offsite for business continuity but still have it appear to your systems as a local drive?

Discussion Points:
BlackArmor stores all the data produced by the business, and ensures that files are protected by allowing only authorized access. For a business that operates 24/7, BlackArmor provides business continuity features to help prevent downtime. For example, user configurable RAID technology enables various levels of drive redundancy to prevent data corruption due to hardware failure. During maintenance, volume recovery prevents data corruption in case of accidental drive removal. Using the iSCSI protocol, you can deploy BlackArmor in an offsite disaster recovery location, but still connect to it as a local drive. Since BlackArmor is VMware Ready™ Certified, you can also use it as a natural extension of your existing virtual infrastructure.
## Choose the Right Seagate BlackArmor NAS*

### Models

<table>
<thead>
<tr>
<th>Model</th>
<th>BlackArmor NAS110</th>
<th>BlackArmor NAS220</th>
<th>BlackArmor NAS 400/440</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>No. of Drive bays</strong></td>
<td>1</td>
<td>2</td>
<td>4</td>
</tr>
<tr>
<td><strong>No. of Drives included</strong></td>
<td>1</td>
<td>2</td>
<td>0 / 2 / 4</td>
</tr>
<tr>
<td><strong>Available Capacity (TB)</strong></td>
<td>1 / 2</td>
<td>2 / 4 / 6</td>
<td>0 / 4 / 8 / 12</td>
</tr>
<tr>
<td><strong>Ideal for</strong></td>
<td>Up to 10 employees</td>
<td>Up to 20 employees</td>
<td>Up to 50 employees</td>
</tr>
<tr>
<td><strong>Backup licenses included</strong></td>
<td>5</td>
<td>5</td>
<td>10</td>
</tr>
</tbody>
</table>

### Best fit usage

<table>
<thead>
<tr>
<th>Individual / Prosumers looking to:</th>
<th>Small / Home Offices looking to:</th>
<th>Small / Medium offices looking to:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Centralize and expand their storage</td>
<td>• Centralize and share business data</td>
<td>• High storage availability and minimal downtime</td>
</tr>
<tr>
<td>• Protect data with automatic backup and restore</td>
<td>• Backup data across multiple machines</td>
<td>• User-serviceable hardware maintenance</td>
</tr>
<tr>
<td>• Access and manage data over the Web</td>
<td>• Restore entire systems quickly</td>
<td>• Flexibility to configure their NAS for maximum capacity, redundancy, or performance using JBOD or RAID 0/1/5/10</td>
</tr>
<tr>
<td>• Share USB printers</td>
<td>• Mirror their data with RAID 1 for increased data protection</td>
<td>• Deploy granular security with file/folder level access and encryption</td>
</tr>
<tr>
<td>• Stream multimedia files</td>
<td>• Increase storage performance with RAID 0</td>
<td>• Minimize downtime with redundant Ethernet ports</td>
</tr>
<tr>
<td>• And have no in-house IT support</td>
<td>• Access and manage data over the Web</td>
<td>• Provide data protection and disaster recovery for multiple machines over the network</td>
</tr>
</tbody>
</table>

### Possible Target Audience

<table>
<thead>
<tr>
<th>• Prosumers / Hobbyists</th>
<th>• Branch office / small work teams</th>
<th>• Graphic design / Media</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Consultants</td>
<td>• Law services</td>
<td>• Online game developers</td>
</tr>
<tr>
<td>• Creative professionals</td>
<td>• Insurance</td>
<td>• Architects / construction firms</td>
</tr>
<tr>
<td>• Remote employees</td>
<td>• Healthcare services</td>
<td>• Business Process Outsourcing providers</td>
</tr>
</tbody>
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*Best Fit Usage & Possible Target Groups are recommendations by Seagate, the list in no way is exhaustive

**Features available on the NAS 400 Series only
More Information

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www.seagate.com/blackarmor

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3 Year Limited Warranty

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