

Fujitsu Storage ETERNUS DX S6

FUJITSU

Channel Partner Playbook

Marketing assets to drive your sales

FUJITSU-PUBLIC

Start

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Sections in this playbook

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Essentials



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Continuous flow and power

Recognizing data as a critical asset, **ETERNUS DX** focuses on capacity, performance, seamless business continuity, and data protection technologies ensuring IT administrators can meet the demanding storage requirements of modern enterprises.

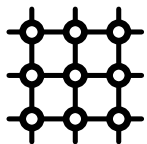
Unlock the full data capabilities with the next-generation **Fujitsu Storage ETERNUS DX S6**.

To help you build a business narrative for your customers and drive your own sales, we have assembled a library of promotional material and information sources: background information to set the scene, visuals to highlight communication, brochures to build a business case, and spec sheets and technical presentations for detailed insights. This kit provides the material to stage compelling campaigns of your own across a range of communication channels, enabling you to find what you need easily.

Help your customers drive their digital transformation journey, guaranteeing business continuity – let's move forward together!

Why ETERNUS DX S6?

Fujitsu Storage ETERNUS DX S6 is the perfect hybrid storage for all businesses with integrated and powerful features for digital growth, efficiency, and continuity.



**Seamless
architecture**



**Optimized
for peak
performance**



**Simplified
storage
operations**



**Always
available and
solidly reliable**

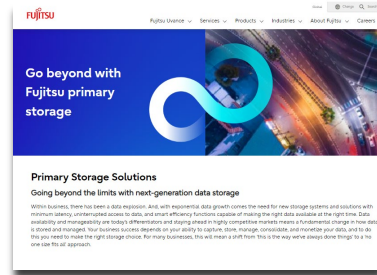


**Intelligent data
management**

Fujitsu Storage ETERNUS DX S6



Get started



Product images

A set of different-angle images to showcase the ETERNUS DX S6 products.



[Download \(Product images\)](#)

Product webpage

Discover how you can support your customers to go beyond the limits with this next-generation data storage.



[Visit website](#)

Find more details on our [Corporate Partner Portal](#).

Fujitsu Storage ETERNUS DX S6

Essentials



Product data sheet

Technical documents where you will find all the detailed specifications of ETERNUS DX S6 products.

 [Download \(ETERNUS DX600 S6\)](#)

 [Download \(ETERNUS DX900 S6\)](#)

 [Download \(ETERNUS DX8900 S6\)](#)



Technical presentation

A slide presentation with technical insights and speaker's notes outlining the Fujitsu ETERNUS DX S6 as the ideal balance of performance, capacity and cost.

 [Download \(Pre-sales presentation\)](#)



Customer presentation

A complete slide deck and speaker's notes will give you a solid overview of business drivers and storage requirements, the reasons why you should choose ETERNUS DX S6, and how it guarantees business continuity.

 [Download \(Sales presentation\)](#)

Fujitsu Storage ETERNUS DX S6 Essentials



Abstract
Fujitsu Storage
ETERNUS DX S6 series

Short abstract (around 25 words)
Fujitsu Storage ETERNUS DX S6 is the perfect hybrid storage for all businesses with integrated and powerful features for digital growth, efficiency and continuity.

Medium abstract (around 50 words)
Fujitsu Storage ETERNUS DX S6 is the perfect hybrid storage for all businesses, with integrated and powerful features for digital growth, efficiency and continuity. Combined with advanced data protection capabilities, it contributes to comprehensive business efficiency. Outstanding data safety technologies and all-inclusive encryption guarantee uncompromised business continuity.

Long abstract (around 100 words)
Fujitsu Storage ETERNUS DX S6 series is the ideal hybrid storage for comprehensive storage of business-critical data in data centers, branch offices and edge locations (ET-DR), simplifying every business case effort, with integrated and powerful features for business growth, efficiency and security, solid security and performance optimization capabilities contribute to overall business efficiency, maintaining data safety technologies and an inclusive encryption guarantee uncompromised business continuity.

ETERNUS DX S6 is
The unique hybrid storage ETERNUS DX S6 system defines leading storage performance and automated quality of service management, ensuring business growth and continuity for key data in the public cloud when consolidating data in large-scale databases, business-critical applications and business analytics (log data) in on-premise systems. It provides a single hardware for addressing operational challenges associated with multi-cloud environments. The ETERNUS DX S6 performance and automation benefit from software systems, such as its comprehensive, automated change tracking including for all data configurations (multi-tenant, multi-tenant, multi-tenant) management feature, quality of service management, and dynamic tiering capabilities and backup software. The selective use of deduplication and compression complements the set of features with data efficiency options. All this makes ETERNUS DX S6 an ideal storage system for business-critical data.

Text blocks

Abstracts in 25, 50, and 100 words to promote the ETERNUS DX S6 series, plus a brief summaries of the value proposition.

 [Download \(Text blocks\)](#)

Winner's Card
ETERNUS DX

Customer Values	Topics for clients
With ETERNUS DX hybrid storage, we offer storage solutions which ensure exceptional performance, feature scalability, and intelligent use of space. Various types of disk and flash drives can be combined flexibly to balance capacity, data access speed and cost for specific business needs. Advanced accelerated data reduction technology, and fully automated quality of service functions make it ideal for the data management of business-critical applications.	<ul style="list-style-type: none">Storage consolidation: Benefit from the speed of flash and efficiency of HDDs in one system.Business optimality: Set the spotlight on storage factor and transparent feature.Unmatched efficiency: Highlight the intelligent data management functions of ETERNUS which dramatically reduce admin time and effort AET and DAE.Management: Reduce open case management overhead across the ETERNUS platform.
IT/ops/line	Use Cases
ETERNUS DX works for: <ul style="list-style-type: none">Balance of performance, capacity, and cost: Benefit from the power of flash and efficiency of hard drives.Business readiness: In-built data safety options, setting up to 99.999% data availability and transparent feature.	Data Storage that: <ul style="list-style-type: none">Can consolidate and centralize PBs of data.Maximize SaaS DRM and response speed.Is the perfect platform for mission-critical and real-time applications.Offers data availability of 99.999% or more.Maximizes use of storage hardware investment.

Winner's card

Find all relevant information at a glance, such as summaries for key topics like competition, customer challenges, and use cases.

 [Download \(ETERNUS DX Hybrid series\)](#)

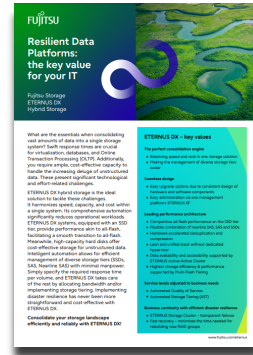
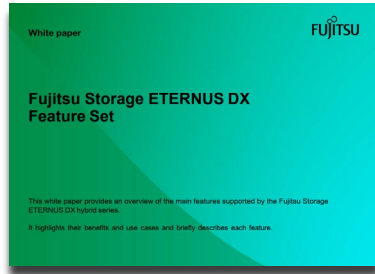
 [Download \(ETERNUS DX8900\)](#)



For trainings on ETERNUS DX please refer to [Fujitsu Training Academy Online](#)

Fujitsu Storage ETERNUS DX S6

Informing



ETERNUS DX series whitepaper

This whitepaper pitches the main features supported by the Fujitsu Storage ETERNUS DX hybrid series, highlighting their benefits and use cases.

[Download \(Whitepaper\)](#)

ETERNUS DX series brochure

A comprehensive document which gives a clear view of ETERNUS DX S6 series key values.

[Download \(Brochure\)](#)

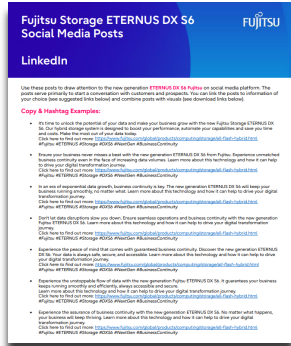
Top reasons

A concise and visual document which lists the top reasons to choose ETERNUS DX S6.

[Download \(Visual document for top reasons to invest\)](#)

Fujitsu Storage ETERNUS DX S6

Campaigning



Social media copybook

A series of social media posts and a copybook with a suggestion of texts to combine with the different visuals. Posts can be linked with relevant stories and online material.



[Download \(Social media copybook\)](#)

Social media banner kit

A set of social media banners with multiple visuals highlighting the non-stoppable power of the ETERNUS DX S6.



[Download \(Social media banner kit\)](#)

Video snippet

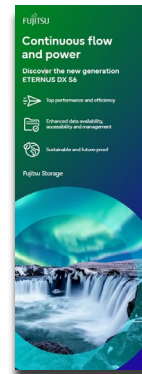
A video snippet to promote the ETERNUS DX S6 in different social networks.



[Play / download \(Video\)](#)

Fujitsu Storage ETERNUS DX S6

Campaigning



Online banners

Banner-type visuals in various formats. They feature brief promotional copy and can be used in your mailings, newsletters, and other communications to promote sales.



[Download \(Online banners\)](#)

HTML newsletter

Use the newsletter to promote Fujitsu Storage ETERNUS DX S6 to your customers via mail and encourage them to engage. You can add your own branding and company details.



[Download \(HTML newsletter\)](#)

Roll-up

A visually striking roll-up banner which clearly sets out the benefits of the Fujitsu Storage ETERNUS DX S6.



[Download \(Roll-up banner\)](#)

Help us to help you



We want to give you creative marketing material that drives your business growth with new sales of Fujitsu solutions. We rely on your feedback to make the material as effective as possible and design it more closely around the business scenarios of your customers.

So do let us know:

- What material worked well?
- How did you combine these assets with other marketing material?
- What messages did your customers respond to?

To give us your views (or to ask questions), please contact us at: askfujitsu@fujitsu.com

Good luck with your marketing activities!

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