Lessons Learned

Donald Goddard - NetApp
Project Outline

- Planning
- Logistics
- Testing
  - Preliminary Testing (Set-up at test lab)
  - Qualification Testing
- Preparing Documents
- Submitting to EPA
- Marketing
Planning

- Formed a Core Team
  - Engineering
  - Marketing
  - Operations
  - Sales/Quoter
  - Performance Test Group

- Determine Target Market
  - Sales history
  - New product plans
Planning

- Preliminary Testing
  - Equipment
  - Test scripts
  - Review results

- Select products for initial certification
  - Products that meet minimum requirements
    - PSU efficiency
    - Power Reporting
  - Operations supply management
  - Complexity of configurations
  - Test equipment requirements
Logistics

- **Select Test Site**
  - Lab space
  - Test personnel
  - Test equipment

- **Gather equipment for testing**
  - Determine what is needed
  - Plan test configurations
  - Get it all in the same place for testing
Preliminary Testing in Lab

- Set up for preliminary testing
  - Which systems to test
  - Which configurations
  - Which software
- Review data
  - Is it what we expected?
  - Fine tune set-up and software.
  - Test again and review data.
Prepare Test Reporting Documents

- Team to get right data into forms for test lab
  - TDR – 3 per configuration
  - Reporting Spreadsheet
    - Get all manufacturer data into spreadsheet and review

- Review test configurations
  - Compare to planned reporting
  - Compare to planned Marketing Part Numbers
Marketing Plans

- Generate Marketing Part Numbers
  - Compare to test plans
  - Generate Manufacturing part numbers to match plans
- Quote Tool Release plans
  - Marketing part number strategy
  - Release timing with registration
- Web Site Release
Timeline

❖ Planning (Including preliminary testing not at Lab)
  ◆ January through August (~ 8 man months)
❖ Logistics
  ◆ June through September (~ 2 man months)
❖ Preliminary Testing at Lab
  ◆ September through November (~ 1 man month NetApp)
❖ Qualification Testing at Lab
  ◆ November through January (~ 1 man month NetApp)
❖ Preparing Documents
  ◆ December through January (~ 2 man months)
❖ Marketing
  ◆ August through March (~ 8 man months)