

GR5640-B32A

USB-A Hardware RAID 5 DAS

Protect the work. Win the deal.



Distributor Partner Sales Guide

USB-A 10Gbps • HARDWARE RAID 5 • LOCKABLE DRIVE TRAYS • VISIBLE REBUILD STATUS

Four Questions Qualify the Opportunity

A simple path from customer signal to recommendation and evaluation.

SELL

1

Uncover the workflow

Backup, archive, media, transfer, or local project storage.

2

Surface the risk

What happens to the project if one drive—or one day—is lost?

3

Confirm the host

Validate USB-A, USB-C, cable, operating system, and workflow.

4

Recommend the mode

Match protection, speed, and drive presentation to the need.

OUTCOME A defined fit, RAID recommendation, and next step: evaluation sample, compatibility check, or RFQ.

Hardware RAID 5—without NAS Complexity

Four bays, front-access serviceability, and USB-A-ready deployment.

PRODUCT



THE PROPOSITION

Protected local storage that installs like a USB device and recovers visibly.

HOST	USB-A up to 10Gbps with included cable; USB-C up to 20Gbps with separate cable
DRIVES	4 × 3.5-inch or 2.5-inch SATA HDDs / SSDs
MODES	RAID 0, RAID 5, BIG, JBOD
PLATFORMS	Windows 7+, macOS 10.10+, Linux
SERVICE	Front-access trays; rebuild LEDs; fault, overheat, and fan-failure alerts
POWER	Integrated 150W PSU; 80mm fan with High / Low control

ONE-LINE PITCH RAID 5 protection, broad USB compatibility, and maintenance status customers can see.

Sell Outcomes, not RAID specifications

Translate seven product features into three customer reasons to buy.

VALUE

01

Keep work accessible

Hardware RAID 5 can keep the volume available after one drive fails while replacement and rebuild begin.

02

Reduce service friction

Front-access trays, visible rebuild progress, and audible alerts make maintenance easier to understand.

03

Deploy with less complexity

USB-A-ready setup, cross-platform support, internal power, and active cooling suit professional workstations.

PARTNER MESSAGE

You are selling protected local workflow continuity—not a RAID specification sheet.

Win the one - Workstation Storage Deal

Target budgeted DAS needs—and qualify out network or premium-bandwidth requirements early.

FIT

Best-fit buying signals

01 Professional Backup

Local protection for workstations, small servers, and creative teams.

02 Media Production

High-capacity project storage for import, editing, rendering, and handover.

03 Research & Engineering

Direct-attached capture, analysis, CAD, simulation, and project data.

Qualify out early

01 Multi-User Network Access

Choose NAS when centralized sharing or remote services are essential.

02 Thunderbolt-Native Bandwidth

Choose premium Thunderbolt RAID when maximum host bandwidth is required.

03 No Redundancy Requirement

Choose USB JBOD or single-drive storage for low-cost expansion.

DAS VS. NAS RULE If one workstation needs direct, predictable RAID 5 storage, GR5640-B32A is usually the better fit.

Nine Questions Reveal Fit, Capacity, and Risk

Ask before recommending a RAID mode, drive set, or evaluation sample.

QUALIFY

WORKFLOW

- 1 What will the storage be used for?
- 2 How much usable capacity is required?
- 3 Is one-drive fault tolerance important?

HOST & ENVIRONMENT

- 4 Which host port and cable are available?
- 5 Which operating systems and file system?
- 6 Will workloads run for extended periods?

SERVICE & PROJECT FIT

- 7 Are front-access trays and visible rebuild status required?
- 8 Do multiple users need simultaneous network access?
- 9 Is an evaluation sample or compatibility check needed?

FAST DISQUALIFIER If simultaneous multi-user network access is mandatory, redirect to NAS.

Choose Protection First, then Speed or Flexibility

RAID 5 is the default protection story; the other modes solve different priorities.

[CONFIGURE](#)

MODE	PROTECTION	BEST WHEN	TRADE-OFF
RAID 5	One-drive failure	Protected capacity and continuity matter	Uses one drive-equivalent for parity
RAID 0	None	Maximum speed and a separate backup exist	Any drive failure loses the volume
JBOD	None	Each drive must appear separately	No automatic redundancy or rebuild
BIG	None	One combined capacity pool is preferred	No RAID protection

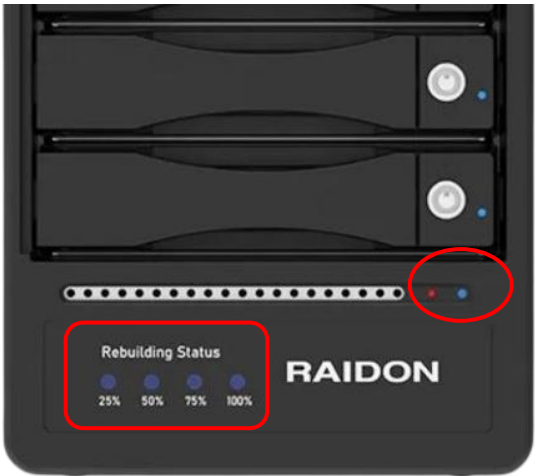
RAID 5 capacity: (number of drives – 1) × smallest drive capacity = 3 × the smallest installed drive.

RAID protects availability after a drive failure. It never replaces an independent backup.

Show Recovery From Failure to Rebuild

A five-step maintenance story customers can understand before they buy.

PROVE



SELECT

1

Set RAID mode

Rear hardware DIP switch.

2

Confirm setup

Press RESET; power-cycle.

3

Monitor status

LEDs, buzzer, Windows GUI.

4

Replace drive

Insert compatible SATA drive.

5

Watch rebuild

25 / 50 / 75 / 100%.

Buzzer alerts: over-temperature, fan failure, and drive failure. Rebuild duration depends on drive capacity, condition, and workload.

Safer than JBOD. Simpler than NAS.

Position GR5640-B32A between basic USB storage and premium or networked systems.

POSITION

SOLUTION	WHY BUY IT	WATCH-OUT	BEST FIT
GR5640-B32A	Hardware RAID 5; USB-A ready; visible rebuild	One host; RAID is not backup	Protected local workflows
NAS	Sharing, remote access, multi-user services	More setup and network dependence	Centralized shared storage
Software RAID	Low added hardware cost; flexible	Depends on OS, drivers, CPU, setup	Technical users
USB JBOD	Simple, affordable, independent drives	No RAID protection or rebuild	Basic expansion
Thunderbolt RAID	Higher potential bandwidth	Higher cost; host dependence	Premium performance

THE POSITION RAID 5 protection below Thunderbolt RAID complexity, easier than NAS, and far safer than unprotected USB expansion.

Answer objections without overpromising

Lead with the distinction that matters, then move the conversation forward.

RESPOND

CUSTOMER QUESTION	PARTNER RESPONSE
Why not a NAS?	NAS is for network sharing. GR5640-B32A is direct-attached storage for simple, predictable local operation.
Is it Thunderbolt?	It is USB storage, not native Thunderbolt. Compatible Thunderbolt USB-C ports connect in USB mode with the right cable.
Is RAID 5 a backup?	No. RAID 5 protects against one drive failure; important data still needs an independent backup.
Will rebuild stop work?	The volume normally remains accessible, although performance may be reduced during rebuild.
Can customers mix drives?	Compatible SATA HDDs / SSDs may work; matching model, capacity, and performance class is recommended.
Is 10Gbps guaranteed?	No. It requires a compatible USB 3.2 Gen 2 host and cable; slower ports, hubs, or adapters reduce performance.

Use the sample evaluation to resolve host, cable, drive-set, and workflow uncertainty before the deal closes.

Keep media projects moving after a drive failure

A direct sales story for DIT, editing, rendering, and studio handover.

USE CASE

THE CUSTOMER RISK

An active project cannot afford to disappear with one failed drive.

01 Footage import & handover

Back up project media through a compatible host, then move it for editing, review, or archive handover.

02 4K / 8K project storage

Use protected local capacity for media projects, rendering, proxy workflows, and work drives.

SELLING QUESTION

“What happens to the active project when a drive fails?”

Performance depends on installed drives, RAID mode, host support, and cable capability.



Move protected archives across sites

A fit for cross-site handover and mixed Windows / Mac workflows.

USE CASE

ARCHIVE SHUTTLE

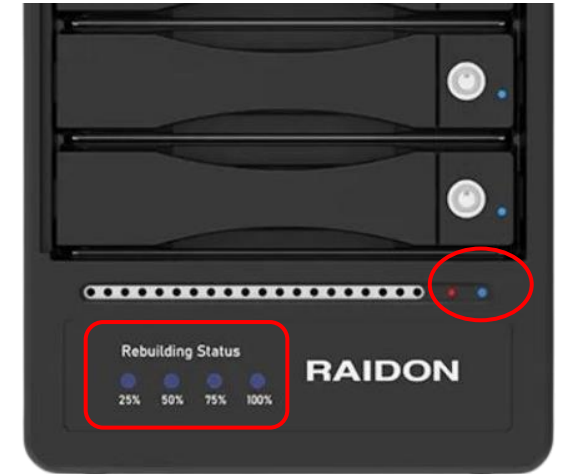
Carry RAID 5 protection with the project—not a network dependency.

01 Cross-site archive movement

Move project archives between offices. If one drive fails, degraded-mode access can continue until replacement and rebuild.

02 Hybrid Mac + PC workflow

Use USB mode across supported Windows and Mac systems; confirm the cable and file-system format first.



PARTNER POSITION

Lead with portable protection and zero NAS administration.

Confirm file-system format and backup policy before deployment.

Protect technical workflows locally

For research, engineering, backup, and local archive teams.

USE CASE

ONE PRODUCT, THREE WORKFLOWS

01 Research & analysis

Capture data locally, then move the enclosure to a compatible workstation for analysis.

02 Engineering projects

Keep CAD, simulation, and design files close to the workstation without network bottlenecks.

03 Backup & archive

Use internal power, active cooling, and visible alerts for extended local operation.



QUALIFY BEFORE EVALUATION

Capacity • retention • host port • operating hours • backup strategy

RAID 5 protects against drive failure—not every data-loss scenario.

Turn buying signals into one-sentence value

Use concise language that stays accurate and customer-specific.

TALK TRACKS

CUSTOMER SIGNAL	SAY THIS
Video editing or footage import	“USB-A-ready hardware RAID 5 protection for high-capacity media workflows.”
Backup or archive	“Protected local storage with front-access drives and visible rebuild status—without NAS administration.”
Mixed Mac and PC	“Cross-platform USB-mode storage; we will confirm the cable and file-system format before deployment.”
Concern about drive failure	“RAID 5 can keep the volume accessible after one drive fails while replacement and rebuild begin.”
Cross-site portability	“A transportable RAID 5 archive shuttle for controlled project handover.”

Keep the sentence short. Use evaluation to resolve the technical details.

Move qualified projects to evaluation

Three checks convert interest into a credible sample request or RFQ.

NEXT STEP

QUALIFY

1

Define the workflow

Use case, capacity, risk tolerance, and expected operating pattern.

2

Validate the setup

Host port, cable, operating system, file system, and matching drive set.

3

Confirm protection

Select RAID mode and document the independent backup plan.

SAMPLE EVALUATION CHECKLIST

Host port & cable • RAID mode • Matching drive set • OS / file system • Backup plan

Next step: request the sample once the project and compatibility questions are defined.

Prevent six costly support mistakes

Set expectations before deployment—not after the first support ticket.

SUPPORT

1

Match the drive set

Avoid significantly different capacities, performance classes, or unhealthy drives.

2

Back up before mode changes

Changing RAID modes can destroy existing data; protect it first.

3

Identify the failed drive

Never remove the wrong drive while the array is degraded.

4

Let initialization finish

Do not power off during RAID initialization or rebuild.

5

Separate RAID from backup

RAID protects availability; it does not cover every data-loss scenario.

6

Confirm host and cable

Validate the full connection path before promising interface speed.

The best support case is the one prevented in the sales conversation.

The right alternative earns trust

Trust grows when the recommendation follows the requirement—not the inventory.

FIT

IF THE CUSTOMER REQUIRES...	DIRECT THEM TOWARD...
Simultaneous multi-user network access	NAS
Remote file access	NAS or cloud-connected storage
RAID 6	Higher-level RAID system
Thunderbolt-native maximum performance	Thunderbolt RAID
Independent access to every drive	USB JBOD
RAID as a replacement for backup	Explain the need for independent backup
Hot-swappable shared storage for many users	NAS or SAN

Good qualification does more than close this deal—it protects the relationship behind the next one.