



ST4R-B32

4-Bay Dual Hardware RAID Storage

**One Enclosure.
Two Storage Roles.**

One USB-C Connection.

SALES GUIDE

Distributor Edition



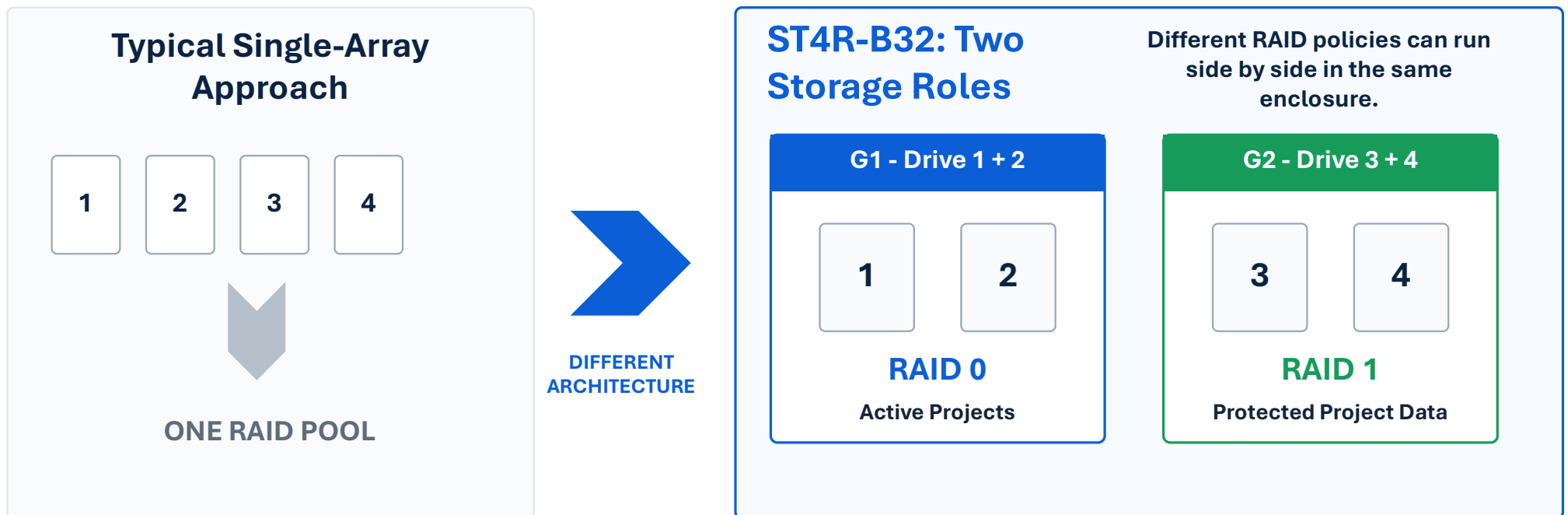
USB 20Gb/s

Up to 120TB Raw

POSITIONING

Why ST4R-B32 Exists

Most 4-bay RAID products are designed around one primary storage pool. ST4R-B32 is designed around two independently managed storage roles.



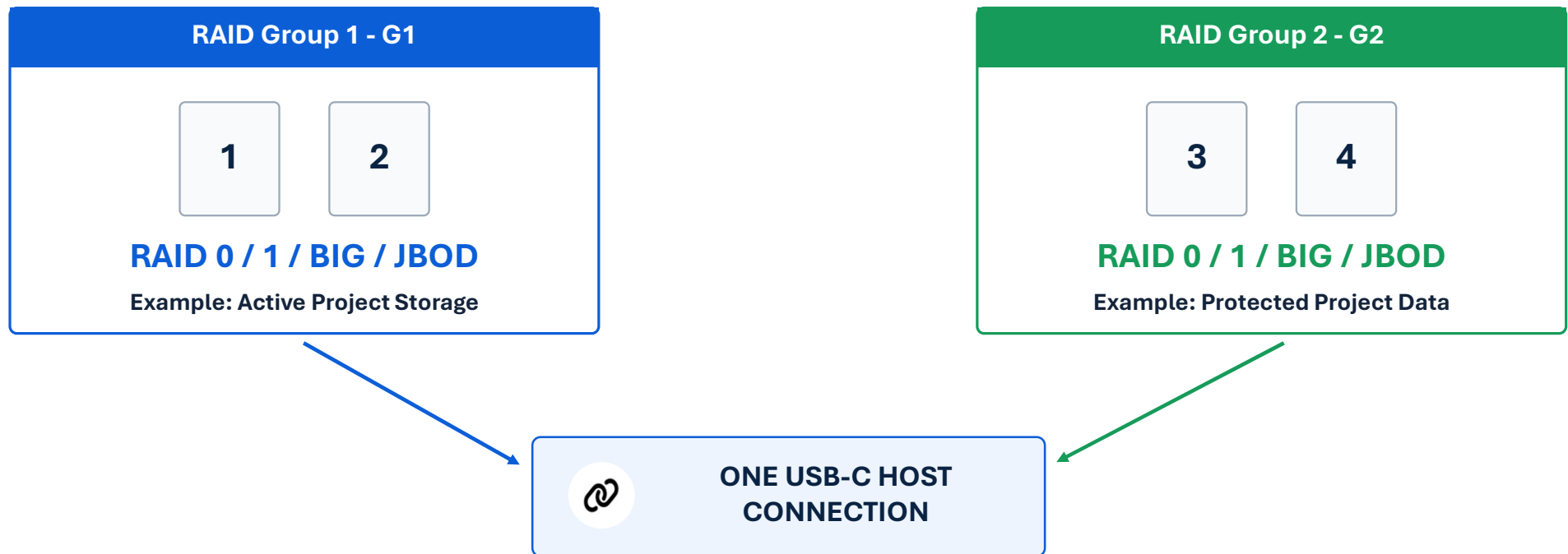
**Distributor
message:**

Sell the workflow difference, not just the RAID modes.

HOW IT WORKS

Dual RAID Architecture

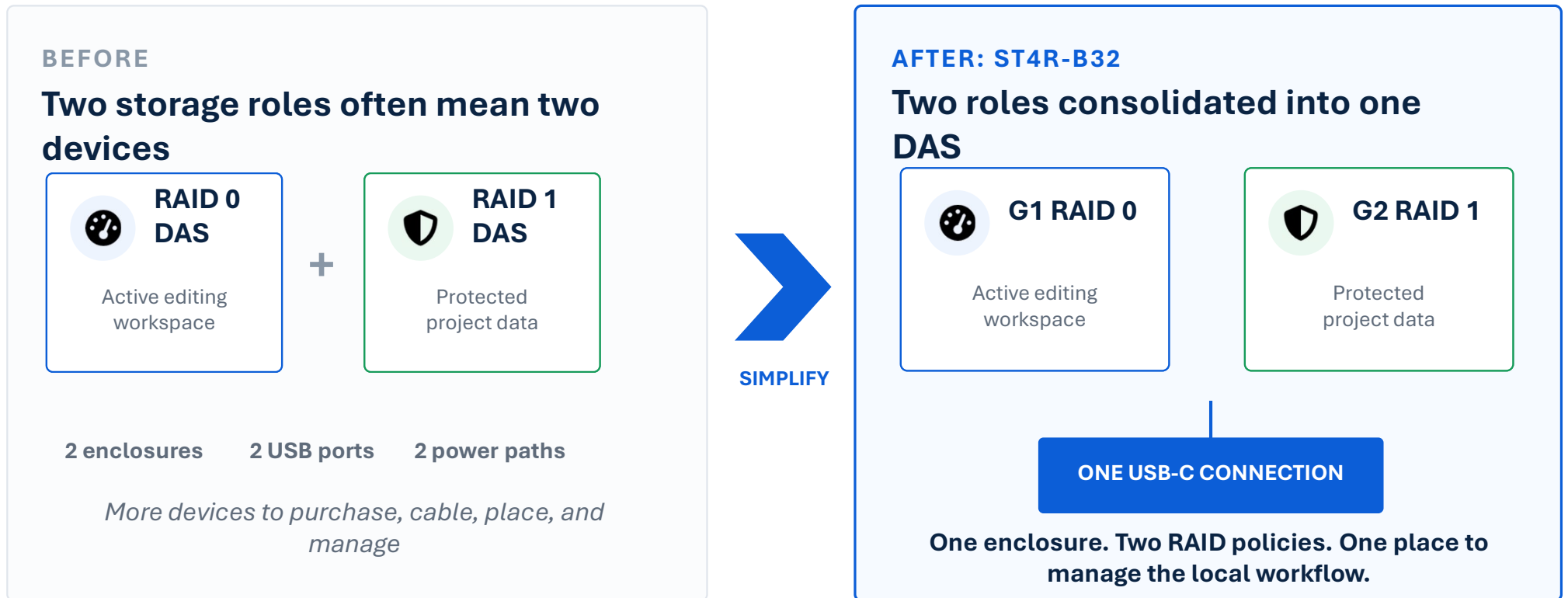
The four bays are divided into two independent 2-drive hardware RAID groups. Each group can use RAID 0, RAID 1, BIG, or JBOD.



Independent RAID configuration | simultaneous access | one host connection

Before vs. After: Make Dual Workflow Easy to Demo

Use this slide to show why the architecture matters in a real workstation workflow.



The Business Value of Dual RAID

The sales case is not only technical. Consolidating two local storage roles can reduce physical and operational overhead.

Traditional Dual-Device Setup

RAID 0 DAS + RAID 1 DAS



More hardware footprint

More ports, power paths, and devices to manage



ST4R-B32



G1 + G2 in one enclosure

One USB-C host connection



Smaller Footprint

Potentially replace two local DAS devices with one enclosure



Fewer Host Ports

Both RAID groups share one USB-C host connection



Simpler Cabling

One enclosure can reduce power and data cabling on the desktop



Lower Admin Burden

Fewer devices to purchase, place, label, and

ROI message: Position this as consolidation and TCO potential - actual savings depend on local pricing, drives, and deployment.

BEST FIT

Core Customer Workflows

Lead with practical workflow examples. The product is easiest to sell when the customer can immediately map G1 and G2 to real data roles.



Creative Workstation

G1 RAID 0 - Active editing
G2 RAID 1 - Protected project data



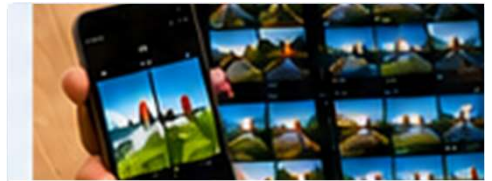
Photo / Video Studio

G1 BIG - Import library
G2 RAID 1 - Completed project data



SOHO Workstation

G1 RAID 1 - Business data
G2 RAID 1 - Secondary local data



Mobile Creator

Direct photo / video backup with Easy
Data Vault on compatible USB-C
iPhone / iPad

**BEST DEMO
CONFIGURATION**

**G1 RAID 0 = Active
Work**

+

**G2 RAID 1 = Protected
Data**

**The customer understands the
product in seconds.**

Professional & Technical Workflows

ST4R-B32 can extend beyond creator use when the application needs local, directly attached storage with two separate data roles.



CAD / Engineering

G1: Active design files
G2: Protected project data

Fit: Engineering workstations that keep working and protected local data separate.



Industrial Inspection

G1: Current inspection images
G2: Protected reference data

Fit: AOI / inspection stations with large local image sets.



AI Dataset Staging

G1: Active dataset workspace
G2: Protected dataset copy

Fit: Dataset collection, staging, and local organization.



Imaging Data Offload

G1: Incoming image / video data
G2: Reviewed or protected data

Fit: Camera, capture, and data-offload workstations.



Positioning guardrail

For AI, industrial, and engineering use, position ST4R-B32 as local staging / workstation storage - not enterprise HA, shared NAS, or high-speed AI training storage.

Key Features That Support the Story



Dual Hardware RAID

Two independent 2-drive RAID groups operate side by side.



Independent RAID Modes

RAID 0 / 1 / BIG / JBOD can be set separately for G1 and G2.



USB 3.2 Gen 2x2

Up to 20Gb/s host bandwidth with a compatible Gen 2x2 port.



Up to 120TB Raw

Supports up to 30TB per SATA drive across four bays.



Easy Data Vault

Direct photo and video backup from compatible USB-C iPhone / iPad.



Serviceable Hardware

Lockable hot-swap trays, active cooling, 150W internal PSU, and system monitoring.

RAID is not a substitute for backup. Maximum throughput requires a host port that specifically supports USB 3.2 Gen 2x2 20Gb/s.

Competitive Value Comparison

Do not reduce the comparison to speed or RAID levels. Bring the discussion back to architecture and workflow fit.

Customer / Architecture Need	QNAP TR-004	OWC Mercury Elite Pro Quad	TerraMaster D5-300C	ST4R-B32
Core architecture	4-bay RAID / individual disk modes	4-bay SATA enclosure with SoftRAID	2+3 hybrid: bays 1-2 RAID, 3-5 independent	2+2 dual hardware RAID groups
Native two independent 2-drive RAID groups	Not the advertised architecture	Not the hardware architecture	No - only bays 1-2 form RAID	YES - core product design
Separate RAID policy for two roles	Requires a different configuration approach	Depends on SoftRAID configuration and drive allocation	One 2-drive RAID plus independent disks	YES - independent mode per group
Host link	USB 3.2 Gen 1, 5Gb/s	USB-C 10Gb/s	USB 3.1 Gen 1 Type-C	USB 3.2 Gen 2x2, 20Gb/s
Best-fit story	General RAID / NAS expansion	Creative software RAID storage	Flexible hybrid storage	Two managed storage workflows

Competitive message:

In this comparison set, ST4R-B32 is the product architected around two independent 2-drive hardware RAID groups.

STARDOM 4-Bay Product Selection

These are three different storage architectures - not simply good / better / best.



ST4-B32

4 Independent Drives

JBOD architecture
Choose when the customer wants
independent drive access.

BEST FOR: Independent-drive
expansion



ST4R-B32

2 Independent RAID Groups

Dual hardware RAID architecture
Choose when the customer
needs two storage workflows.

BEST FOR: Dual-role local storage



SR4-B32

1 Four-Drive RAID Array

Hardware RAID 5 architecture
Choose when the customer wants
one protected RAID pool.

BEST FOR: RAID 5 protection

Distributor rule of thumb

Independent drives -> ST4-B32 | Two storage roles -> ST4R-B32 | One RAID 5 pool -> SR4-B32

How to Qualify and Close the Customer

Use three questions to identify fit, then handle the two most common objections.

1

Do you need two different local storage roles at the same time?

YES -> ST4R-B32 is a strong fit.

2

Do you need one 4-drive RAID 5 protected pool?

YES -> Recommend SR4-B32 instead.

3

Do you only need four independent drives?

YES -> Recommend ST4-B32 instead.



"Why not RAID 5?"

Because ST4R-B32 solves a different need: two independent storage roles. For one protected RAID 5 pool, recommend SR4-B32.



"Is G2 my backup?"

G2 can hold protected or secondary local data, but RAID 1 is not a substitute for a separate backup device or location.



"Why pay for dual RAID?"

Because two storage roles can be consolidated into one enclosure, reducing footprint, cabling, host-port use, and management complexity.

CLOSE THE SALE

Quick Reference



RAID is not a substitute for backup. Actual usable capacity depends on RAID mode, drive capacity, formatting, and operating system.

Product Type	4-Bay Dual Hardware RAID DAS
Host Interface	USB 3.2 Gen 2x2 Type-C, up to 20Gb/s
Drive Support	4 x 3.5-inch / 2.5-inch SATA HDD/SSD
RAID Architecture	2 independent 2-drive hardware RAID groups
RAID Modes	RAID 0 / 1 / BIG / JBOD per group
Maximum Raw Capacity	Up to 120TB (4 x 30TB)
Cooling / Power	80mm fan Built-in 150W PSU

10-SECOND PITCH

One enclosure. Two storage roles. Built for modern workflows.