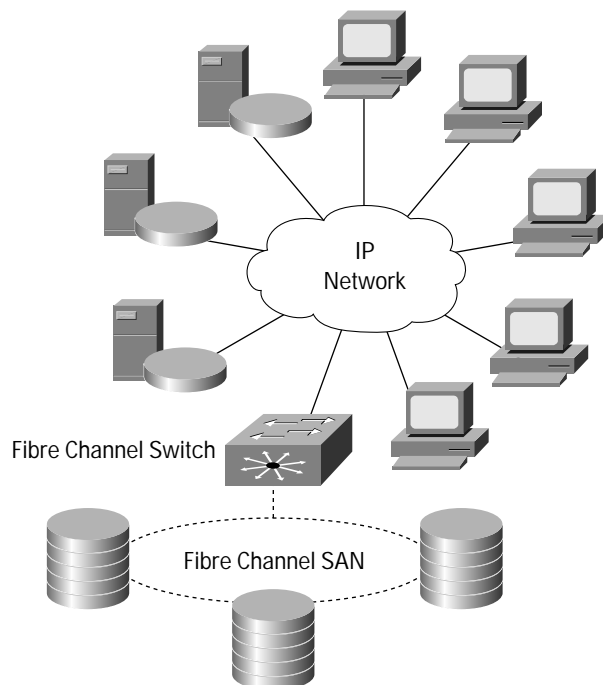


The Cisco SN 5420 Storage Router with iSCSI Technology Relieves Storage Consolidation Challenges for Enterprise Customers

Many enterprise networks today use a multiple server environment with server-attached storage. The challenge with this setup is storage is not consolidated, which leads to a higher cost of storage management. With storage not consolidated, enterprise businesses need more storage since disk space is less utilized. In addition, there is more expenditure for IT workers to maintain and manage the additional storage.

Using iSCSI technology, enterprise customers can lower costs, consolidate storage, build on their Fibre Channel (FC) back-end storage-area network (SAN), and utilize their existing IP infrastructure.

Figure 1 Enterprise Multiple Server Environment



Current Situation

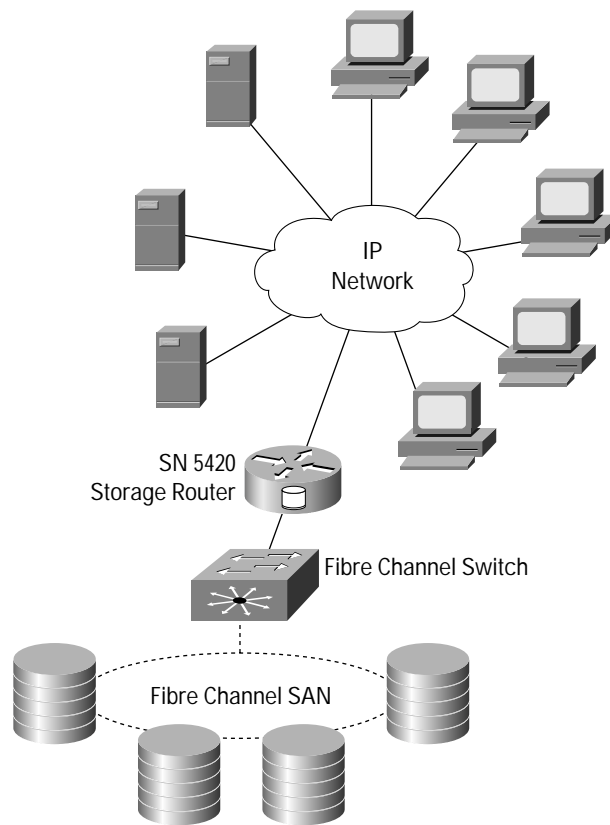
There are challenges with multiple servers including:

- Storage is not pooled—it's spread out among the servers, including back-up devices
- High storage management costs
- Poor disk capacity utilization
- Expense of Fibre Channel in the servers
- Additional staffing expense

Cisco Solution

With the Cisco SN 5420 Storage Router, businesses with multiple servers are able to efficiently pool their storage which lowers storage management costs. By adding the SN 5420 and iSCSI technology, tiered servers can be tied together using the IP network. Furthermore, businesses can use familiar Ethernet/IP technology in the tiered servers, while building on their existing FC SAN (Figure 2).

Figure 2 Enterprise Customer—Tiered Server Solution with the SN 5420



With the SN 5420 Storage Router, a business is able to pool their storage and reduce storage management costs in a tiered server environment. Storage management costs are reduced with the SN 5420 because storage can be managed more efficiently in a central location. Ethernet and IP/Ethernet workers also add to significantly lower costs when compared to using Fibre Channel in the servers. Enterprise networks are further enhanced with readily available IP network security technologies such as firewalling, encryption, and authentication to further prevent unauthorized access into the business's storage.

With server-attached storage, storage space is not used efficiently since only a portion of the storage capacity is used. Pooling this storage with the SN 5420 significantly reduces costs by utilizing storage capacity more efficiently.

The Cisco SN 5420 Storage Router not only allows businesses to pool storage, but also manages storage in a more efficient and cost-effective manner. The SN 5420 simply plugs into a business's existing infrastructure, with no extra switches or routers needed. Because storage is pooled and managed more efficiently, the enterprise business experiences significant cost savings.



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